



**AGREEMENT BETWEEN
DISTRICT AND CONTRACTOR FOR
MULTIFUNCTIONAL PRINTER SERVICES**

This agreement made on the 5th day August, 2016, by and between Beaufort County School District (BCSD) and Sharp Electronics dba Sharp Business Systems of South Carolina (Contractor).

The Project is to provide multifunctional printer services for BCSD.

The parties hereto do agree as follows in consideration of the mutual promises, covenants and agreements as hereinafter set forth.

- 1. TERMS AND CONDITIONS.** Contractor certifies that all terms and conditions within the BCSD Request for Proposals (RFP) #16-023 solicitation and the Contractor's response to the RFP shall be made part of the Contract as if incorporated therein.

- 2. SCOPE OF WORK.** The Contractor is to provide Multifunctional Printer (MFP) Services, complying with the specifications contained in the RFP, serving as the managed print solution partner to help provide print software, hardware, and services. Included in the services are:
 - Document Accounting System
 - Managed Output Fleet Program
 - Data Security Program
 - Training on the system(s) for BCSD staff

- 3. TERM.** This Agreement shall commence on date of the agreement and the base term of the agreement shall be for five (5) years. With the exception of a voluntary extension beyond the base term subject to BCSD Superintendent's approval, the Agreement expires July 31, 2021.
- 4. COMPENSATION.** BCSD shall pay the Contractor in accordance with the cost proposal (Exhibit A).
- 5. SERVICE LEVEL AGREEMENT (SLA).** BCSD requires a response from an on-site technician within four (4) hours of the initiation of all service calls. Equipment shall be repaired and/or replaced within forty-eight (48) hours. Penalties for non-compliance of this SLA shall be in accordance with Section 3.0.4 (c) of the RFP. The Contractor agrees to self-report all instances of noncompliance. The Contractor shall provide "service credits" due to BCSD within 30 days of any non-compliance occurrence. The Contractor shall provide monthly SLA reports to BCSD. The Contractor will review these monthly reports with BCSD upon request.
- 6. INDEPENDENT CONTRACTOR.** The relationship of the Parties hereto shall at all times be that of independent contractor. Nothing in this relationship will create an employer-employee relationship, association, joint venture, partnership, or other form of legal entity or business enterprise between the Parties, their agents, employees or affiliates.
- 7. DISPUTE RESOLUTION.** All disputes between the parties hereto under this Agreement must be resolved pursuant to the procedures of the Procurement Code of BCSD.
- 8. NOTICES.** All notices, consents, approvals and the like required to be given hereunder shall be given in writing to BCSD at P.O. Drawer 309, Beaufort, S.C. 29901-0309 or to such other address as BCSD shall designate. All notices to the Contractor shall be given to Sharp Business Systems of South Carolina at 109 Ben Hamby Drive, Greenville, SC 29615.
- 9. WHOLE AGREEMENT.** This document, together with all subordinate and other documents incorporated by reference herein, will constitute the entire agreement between the parties with respect to the subject contained herein, supersedes all prior agreements and understandings, whether written or oral, and may be modified only by an amendment executed in writing by both parties.

In the event of a conflict between the terms and conditions within the BCSD Request for Proposals (RFP) #16-023 solicitation and the Contractor's proposal in response to the RFP, the former will govern.


The parties have duly executed this Agreement on the date first set forth above.



AGREED:

APPROVED:

Sharp Business Systems of South
Carolina

Beaufort County School District

By: 
Tommy Pickens, President

By: 
Jeffrey C. Moss, Superintendent


MODEL	DESCRIPTION	PURCHASE PRICE	60 MO LEASE PRICE
NETWORKED PRINTERS			
Kyocera 2135DN	30+ppm b/w duplex network printer	\$269.00	\$334.00
	Per print cost for warranty and supplies for 30+ppm b/w printer	\$0.0125	\$0.0125
Kyocera 2100DN	40+ppm b/w duplex network printer	\$509.00	\$631.00
	Per print cost for warranty and supplies for 40+ppm b/w printer	\$0.0090	\$0.0090
Kyocera 4200DN	50+ppm b/w duplex network printer	\$785.00	\$973.00
	Per print cost for warranty and supplies for 50+ppm b/w printer	\$0.0080	\$0.0080
Sharp C300P	30+ppm color duplex network printer	\$683.00	\$845.00
	Per print cost for warranty and supplies for 30+ppm color printer	\$0.009 (black) \$0.052 (color)	\$0.009 (black) \$0.052 (color)
Kyocera 7040DN	40+ppm color duplex network printer	\$1,325.00	\$1,642.00
	Per print cost for warranty and supplies for 40+ppm color printer	\$0.009 (black) \$0.052 (color)	\$0.009 (black) \$0.052 (color)
NETWORKED MFPs			
Sharp 364	28+ppm b/w MFP	\$4,018.00	\$4,976.00
	Per print cost for warranty and supplies for 28+ppm b/w MFP	\$0.0051	\$0.0051
Sharp 3050	28+ppm color MFP	\$4,069.00	\$5,040.00
	Per print cost for warranty and supplies for 28+ppm color MFP	\$0.0051 (black) \$0.0502 (color)	\$0.0051 (black) \$0.0502 (color)
Sharp 365	28+ppm b/w MFP (alternate)	\$4,303.00	\$5,330.00
	Per print cost for warranty and supplies for 28+ppm b/w MFP	\$0.0051	\$0.0051
Sharp 3070	28+ppm color MFP (alternate)	\$4,775.00	\$5,914.00
	Per print cost for warranty and supplies for 28+ppm color MFP	\$0.0051 (black) \$0.0502 (color)	\$0.0051 (black) \$0.0502 (color)
Sharp 464	40+ppm b/w MFP	\$4,342.00	\$5,378.00
	Per print cost for warranty and supplies for 40+ppm b/w MFP	\$0.0051	\$0.0051
Sharp 4050	40+ppm color MFP	\$5,364.00	\$6,645.00
	Per print cost for warranty and supplies for 40+ppm color MFP	\$0.0051 (black) \$0.0502 (color)	\$0.0051 (black) \$0.0502 (color)
Sharp 465	40+ppm b/w MFP (alternate)	\$4,627.00	\$5,731.00
	Per print cost for warranty and supplies for 40+ppm b/w MFP	\$0.0051	\$0.0051
Sharp 4070	40+ppm color MFP (alternate)	\$6,071.00	\$7,520.00
	Per print cost for warranty and supplies for 40+ppm color MFP	\$0.0051 (black) \$0.0502 (color)	\$0.0051 (black) \$0.0502 (color)
Sharp 564	50+ppm b/w MFP	\$4,731.00	\$5,859.00
	Per print cost for warranty and supplies for 50+ppm b/w MFP	\$0.0051	\$0.0051

MODEL	DESCRIPTION	PURCHASE PRICE	60 MO LEASE PRICE
Sharp 5050	50+ppm color MFP	\$5,892.00	\$7,298.00
	Per print cost for warranty and supplies for 50+ppm color MFP	\$0.0051 (black) \$0.0502 (color)	\$0.0051 (black) \$0.0502 (color)
Sharp 565	50+ppm b/w MFP (alternate)	\$5,016.00	\$6,212.00
	Per print cost for warranty and supplies for 50+ppm b/w MFP	\$0.0051	\$0.0051
Sharp 5070	50+ppm color MFP (alternate)	\$6,599.00	\$8,173.00
	Per print cost for warranty and supplies for 50+ppm color MFP	\$0.0051 (black) \$0.0502 (color)	\$0.0051 (black) \$0.0502 (color)
Sharp 654	60+ppm b/w MFP	\$7,172.00	\$8,883.00
	Per print cost for warranty and supplies for 60+ppm b/w MFP	\$0.0048	\$0.0048
Sharp 6050	60+ppm color MFP	\$6,411.00	\$7,940.00
	Per print cost for warranty and supplies for 60+ppm color MFP	\$0.0048 (black) \$0.0502 (color)	\$0.0048 (black) \$0.0502 (color)
Sharp 6070	60+ppm color MFP (alternate)	\$7,117.00	\$8,815.00
	Per print cost for warranty and supplies for 60+ppm color MFP	\$0.0051 (black) \$0.0502 (color)	\$0.0051 (black) \$0.0502 (color)
Sharp 1055	95+ppm b/w MFP	\$13,660.00	\$16,919.00
	Per print cost for warranty and supplies for 95+ppm b/w MFP	\$0.0045	\$0.0045
Sharp 7040	95+ppm color MFP	\$10,506.00	\$13,012.00
	Per print cost for warranty and supplies for 95+ppm color MFP	\$0.0051 (black) \$0.0450 (color)	\$0.0051 (black) \$0.0450 (color)
DESKTOP MFPs			
Sharp 364	28+ppm b/w MFP	\$3,675.00	\$4,551.00
	Per print cost for warranty and supplies for 28+ppm b/w MFP	\$0.0051	\$0.0051
Sharp 3050	28+ppm color MFP	\$3,697.00	\$4,579.00
	Per print cost for warranty and supplies for 28+ppm color MFP	\$0.0051 (black) \$0.0502 (color)	\$0.0051 (black) \$0.0502 (color)
Muratec 3535	28+ppm b/w MFP (alternate)	\$1,252.00	\$1,550.00
	Per print cost for warranty and supplies for 28+ppm b/w MFP	\$0.0090	\$0.0090
Sharp 301W	28+ppm color MFP (alternate)	\$1,662.00	\$2,058.00
	Per print cost for warranty and supplies for 28+ppm color MFP	\$0.0090 (black) \$0.0520 (color)	\$0.0090 (black) \$0.0520 (color)
Sharp C312	28+ppm b/w MFP (alternate)	\$2,913.00	\$3,608.00
	Per print cost for warranty and supplies for 28+ppm b/w MFP	\$0.0090	\$0.0090
Sharp B402	28+ppm color MFP (alternate)	\$2,284.00	\$2,828.00
	Per print cost for warranty and supplies for 28+ppm color MFP	\$0.0090 (black) \$0.0520 (color)	\$0.0090 (black) \$0.0520 (color)
Kyocera M2035DN	28+ppm b/w MFP (alternate)	\$649.00	\$803.82
	Per print cost for warranty and supplies for 28+ppm b/w MFP	\$0.0125	\$0.0125

MODEL	DESCRIPTION	PURCHASE PRICE	60 MO LEASE PRICE
Sharp 464	40+ppm b/w MFP	\$3,999.00	\$4,952.00
	Per print cost for warranty and supplies for 40+ppm b/w MFP	\$0.0051	\$0.0051
Sharp 4050	40+ppm color MFP	\$4,993.00	\$6,184.00
	Per print cost for warranty and supplies for 40+ppm color MFP	\$0.0051 (black) \$0.0502 (color)	\$0.0051 (black) \$0.0502 (color)
- All lease costs are FMV; add 10% to the 60 mo lease cost for buyout costs.			
- All using governmental units 50 miles outside of Beaufort, SC subject to possible 10% service rate increase.			
- Staple inclusive rate for all machines is \$0.0008/copy.			
- \$150.00/hour for Professional services that may be incurred outside of agreed support			
- Sharp Aquosboard Pricing: 45% off of MSRP			
- MPS of existing SBS fleet: .01425/print B/W and .095/print COLOR to include replacement of device if unserviceable; legacy HP's can be added to the contract as per RFP			
RISO REPLACEMENT			
Sharp 654	\$4,473.00/year to include annual lease and service and supplies for 750,000 copies/year		
PAPERCUT SOFTWARE			
Print Management software for 500 seats (includes 5 yr. warranty)			\$1,355.00
Print Management software for 1000 seats (includes 5 yr. warranty)			\$1,569.00
Yearly maintenance cost for Print Management software			\$10,945.78
Yearly maintenance cost for Print Management software (post warranty)			\$10,945.78
Embedded Papercut Machine License (included in copier/printer pricing)			\$491.25
PaperCut Release station cost (to be installed on a computer) with proximity card reader to connect to computer and read users' badges: \$195 each to attach to existing PaperCut site license			
PaperCut iPad app cost per client: included in PaperCut site license cost but need a Mac Mini or Presto to broadcast AirPrint			
PaperCut Presto software: 500 users with 1 year subscription is \$300/year.			
PaperCut Presto software: 1000 users with 1 year subscription is \$540/year.			
PaperCut Safeguard Premier Pricing of BCSD current site license, all users, and embedded devices - \$985.00/month			
PaperCut Safeguard Premier Monthly management of reports and quarterly customizations -\$90.00/month additionally			
Sharp embedded and 120K bundle for PsiGen PsiCapture - \$9,553.00 to include installation and 1 workflow design; Safeguard Premier support \$236.00/month			
Remote server monitoring of PaperCut server(s) - \$225.00/month/server. Remote monitoring of additional servers (secondary PaperCut servers, print servers, etc.): 1-5 servers \$225.00/month/server, 6-10 servers \$195.00/month/server, 11+ servers \$175.00/month/server			
Backup/disaster recovery of PaperCut server and other servers: 1TB Base -\$369.00/month, 1TB Additional Storage-\$260.00/month, and per server add - \$65.00/month			
BCSD is aware that new technology will be introduced, proposed devices may be discontinued over time, and some BCSD departments may seek alternative print technology from Contractor. Hence, substitutions and possible additions will be allowed after Contract approval. Substitutions and/or additions will be approved by BCSD based upon, but not limited to, specifications of equipment comparable to Contractor's original response as well as the departments' specific needs for alternate equipment. Contractor shall make process offerings that can facilitate the potential need. Net cost to BCSD shall be at least 40% off of the manufacturer's published retail price or South Carolina state contract pricing, whichever is less.			