

# Cost - Per - Copy Program



Check us out on the web at:  
<http://das.ohio.gov/printing> or  
<http://ohio.gov/procure>

**OhioDAS**  
General Services Division

Office of  
State Printing and Mail Services  
Service · Support · Solutions

**OhioDAS**  
General Services Division

Office of  
Procurement Services  
Service · Support · Solutions

**Cost-Per-Copy (CPC) Program Contact**  
James Hoover, Procurement Manager  
614.752.5170 or [james.hoover@das.state.oh.us](mailto:james.hoover@das.state.oh.us)

**OhioDAS**  
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Department of Administrative Services

# WHAT IS THE COST-PER-COPY (CPC) PROGRAM ?

The DAS State Printing and Mail Services Cost-Per-Copy Program (CPC) was designed to bring the latest in print device technology to state of Ohio agencies and properly registered members of the Cooperative Purchasing Program. This managed program eliminates the hassles of print device procurement, ensures quality products supported by excellent print management and contractor service, and secures an attractive cost-per-copy price that remains fixed for three years. Cost per copy/print maximizes savings by combining the equipment, services and supplies (except paper and staples) into one low cost. Some of the program highlights include:

- **Pay only for impressions made monthly**
- **No monthly maintenance payments**
- **No monthly lease/rental payments**
- **Customer only supplies paper and staples**
- **Tracking usage and cost much easier**
- **Only one form to complete**
- **A4 machines to reduce your monthly payments on lower volume machines**
- **Available 4th and 5th year options**

The cost-per-copy price includes all costs associated with the administration of the service, including, but not limited to: delivery, installation; training; dedicated technician(s); all operating supplies needed for the machines including toner, developer, fuser oil, connectivity equipment and software; etc. (paper and staples are the only exceptions); delivery of supplies and removal of the equipment upon termination of the contract and/or authorized moves during the contract. The cost per-copy price shall also include all maintenance and repairs, labor, parts, test copies, travel time, mileage and any other expense required to maintain the equipment in proper working condition.

Administered by DAS/GSD State Printing and Mail Services, the CPC Program Manager will make every effort to ensure that the placement of print devices by volume classification is directly related to the estimated average monthly volume of copies produced at a given location.

For questions, please contact **James Hoover**, Procurement Manager  
Contact information is:

James Hoover  
Procurement Manager  
DAS/GSD State Printing and Mail Services  
4200 Surface Road, Columbus, Ohio 43228  
614.752.5170 office 614.644.5799 fax  
[james.hoover@das.state.oh.us](mailto:james.hoover@das.state.oh.us)  
[www.ohio.gov/procure](http://www.ohio.gov/procure)

# NEEDS ASSESSMENT

Before selecting a print device, assess your needs and make some preliminary decisions regarding the machine you'll be getting.

- Volume: What is the monthly volume on your present machine or your estimated monthly volume if you are not replacing an existing machine?
- Accessories: What accessories do you need; such as a large capacity drawer, scan kit or fax?
- Single or Multi-Function: Do you also want your copier to scan/copy/fax?
- Networking: Will your machine be networked?
- Copy speed: The following page shows a recommended guide for machine speeds comparable with monthly volume ranges.
- Consolidation: Are you consolidating print assets? Consult with CPC Program Manager about Print Management Program.

## CPC PROCUREMENT PROCESS

- Identify your document needs.
- Determine which category is suited for your office environment.
- Select the brand and model.
- Complete the Memorandum of Understanding (MOU).
- Email or fax to James Hoover at james.hoover@das.state.oh.us or 614-644-5799.
- After review and DAS signature, a copy of the MOU will be sent to you and the selected contractor.
- The contractor will call your contact person (listed on MOU) to discuss delivery, training, networking, etc. See the bottom of the MOU for delivery requirements.
- The contractor will bill State Printing and Mail Services on a quarterly basis. State Printing will bill your state agency via ISTV on a quarterly basis.

## AUTHORIZED AGENCY SIGNATURE

### **By signing the MOU, you agree:**

- 1.** The state agency receiving this equipment for use acknowledges and agrees that they are fully responsible for payment of the services under this agreement.
- 2.** The state agency receiving this equipment for use acknowledges that the term of the contract is for three (3) years.
- 3.** The state agency receiving this equipment for use further acknowledges that should they opt out of this contract prior to the fulfillment of the three (3) year contract period, they will be required to pay the amount equal the monthly minimum cost per copy usage for the remaining months of the three (3) year contract. The state agency agrees to the payment of these additional costs should they terminate this agreement prior to the three (3) year period.
- 4.** The state agency receiving this equipment for use acknowledges that the cost per copy price is based on a minimum monthly usage and that failure to use the machine to this minimum usage will result in a reduced savings.
- 5.** The state agency receiving this equipment agrees to notify the Copier Program Manager when the contact and/or meter read person listed on the MOU changes.

## Multifunction Print Devices

CATEGORY	TYPE	MINIMUM SPEED	MONTHLY VOLUME RANGE	MONTHLY MINIMUM
1	b/w	25	1,000 – 4,999	1,000
2	b/w	30	5,000 – 9,999	5,000
3	b/w	35	10,000 – 14,999	10,000
4	b/w	40	15,000 -19,999	15,000
5	b/w	45	20,000 – 24,999	20,000
6	b/w	50	25,000 – 49,999	25,000
7	b/w	55	50,000 – 74,999	50,000
8	b/w	60 - max. 65	75,000 – 100,000	75,000
9	color	25 Color, 20 B/W	Color: 1,000 – 2,499 B/W: 1,000 – 9,999	Color: 1,000 B/W: 1,000
10	color	35 Color, 20 B/W	Color: 2,500 – 4,999 B/W: 10,000 – 19,999	Color: 2,500 B/W: 10,000
11	color	35 Color, 20 B/W	Color: 5,000 – up B/W: 20,000 - up	Color: 5,000 B/W: 20,000

## Single Function Print Devices

CATEGORY	TYPE	MINIMUM SPEED	MONTHLY VOLUME RANGE	MONTHLY MINIMUM
12	b/w	25	1,000 – 4,999	1,000
13	b/w	30	5,000 – 9,999	5,000
14	b/w	35	10,000 – 14,999	10,000
15	b/w	40	15,000 -19,999	15,000
16	b/w	45 - max. 55	20,000 – 24,999	20,000
17	color	25 color, 20 B/W	Color: 1,000 – 2,499 B/W: 1,000 -2,499	Color: 1,000 B/W: 1,000
18	color	35 Color, 20 B/W	Color: 2,500 - 4,999 B/W: 2,500 - 4,999	Color: 2,500 B/W: 2,500

## A4-Multifunction Print Devices

CATEGORY	TYPE	MINIMUM SPEED	MONTHLY VOLUME RANGE	MONTHLY MINIMUM
19	b/w	25	1,000 – 4,999	1,000
20	b/w	30	5,000 – 9,999	5,000
21	b/w	35	10,000 – 14,999	10,000

## **Multi-Function Print Device - Minimum Specifications**

These models shall meet or exceed each of the following specifications and requirements for black/white and color devices as components to the base machine. This list does not include all capabilities in the base unit.

- Unlimited sort capability
- Copier and network printing (please identify protocols/supports for units quoted)
- Scan kit
- Automatic document feeder
- Be equipped to handle up to and including 11" x 17" (originals and copies) (11" x 17" will be counted as 2 impressions)
- Have reduction and enlargement features
- Unlimited duplexing for all size originals 8-1/2" x 11" through 11" x 17"
- Have manual and selectable automatic exposure settings
- May be either console models or desktop models equipped with cabinets
- Have total copy-count meter which is clearly visible to the operator
- All common paper sizes (8-1/2" x 11" & 8-1/2" x 14") shall count and bill as a single copy
- Must have at least two output bins
- Have the ability to accept multiple programmable PIN account numbers
- Standard confidential mailbox feature (secure print, hold print)
- Minimum print resolution of 600 x 600 dpi, if connected
- Single Position stapler/finisher
- Energy Star compliant
- Two standard paper trays plus bypass tray

## **Single Print Device - Minimum Specifications**

These models shall meet or exceed each of the following specifications and requirements for black/white and color devices as components to the base machine. This list does not include all capabilities in the base unit.

- Use plain paper
- Printer and network printing
- All common paper sizes (8-1/2" x 11" & 8-1/2" x 14") shall count and bill as a single copy
- All common paper sizes shall count and bill as a single copy
- Energy star compliant
- Standard paper drawer

## **A4 Print Device - Minimum Specifications**

These models shall meet or exceed each of the following specifications and requirements for these black/white devices as components to the base machine. This list does not include all capabilities in the base unit.

- Unlimited sort capability
- Use plain paper
- Copier and network printing (please identify protocols/supports for units quoted)
- Scan kit (desktop, e-mail, server, I-fax, LDAP)
- Automatic document feeder
- Be equipped to handle up to and including 8-1/2" x 14" (originals and copies)
- Have reduction and enlargement features
- Unlimited duplexing for all size originals through 8-1/2" x 14"
- Have manual and selectable automatic exposure settings
- May be either console models or desktop models
- Have total copy-count meter which is clearly visible to the operator
- All common paper sizes (8-1/2" x 11" and 8-1/2" x 14") shall count and bill as a single copy
- Standard confidential mailbox feature (secure print and hold print via PIN number)
- Minimum print resolution of 600 x 600 dpi, if connected
- Energy Star compliant
- Two standard paper trays plus Bypass Tray

During the contract term, existing machines may be phased out of production and new models and/or technology will be manufactured and introduced. DAS expects to receive the benefits from units that incorporate the advantages of the latest technology. Therefore, the contractor will inform the Office of Procurement Services at least ninety (90) calendar days in advance about products by category which will be phased out, and also which new products will be introduced as replacements. Any replacement model offered must meet or exceed the minimum equipment specifications by category as specified herein.

# MOU FORM

**NEW PLACEMENT CODE:** \_\_\_\_\_ **CONTRACTOR:** \_\_\_\_\_  
(To be entered by DAS only)

## MEMORANDUM OF UNDERSTANDING

If replacing an existing CPC machine, please enter Placement Code here. \_\_\_\_\_ It is located on your MOU (example of placement code; DAS001-NA-3).

**This Memorandum of Understanding (MOU) is entered into this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, between the ordering state agency or cooperative purchasing member and the Ohio Department of Administrative Services (DAS). The purpose of this MOU is to detail out the process for DAS and any other state agency or co-op member procuring print device cost-per-copy services from DAS contract number SR900910.**

OAKS Department Code (co-op membership number): \_\_\_\_\_

Billing Address: \_\_\_\_\_

Delivery Address #1 (street): \_\_\_\_\_

Delivery Address #2 \_\_\_\_\_ City & Zip: \_\_\_\_\_  
(section and/or floor)

Category: \_\_\_\_\_ Monthly Minimum (b/w): \_\_\_\_\_ Networked: Yes No : Machine Brand: \_\_\_\_\_  
Monthly Minimum (color): \_\_\_\_\_ Accessories: Yes No : Machine Model: \_\_\_\_\_

**Base CPC B/W Cost: \$ \_\_\_\_\_ Base CPC Color Cost: \$ \_\_\_\_\_**

Accessory name: \_\_\_\_\_ CPC cost: \_\_\_\_\_

Accessory name: \_\_\_\_\_ CPC cost: \_\_\_\_\_

Accessory name: \_\_\_\_\_ CPC cost: \_\_\_\_\_

**Total B/W CPC: \$ \_\_\_\_\_ Total Color CPC: \$ \_\_\_\_\_**

State Agency (co-op member): \_\_\_\_\_

State Agency Contact (co-op member contact): \_\_\_\_\_

Phone Number: \_\_\_\_\_ Email Address: \_\_\_\_\_

Meter Read Contact: \_\_\_\_\_

Phone Number: \_\_\_\_\_ Email Address: \_\_\_\_\_

Authorized Fiscal Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Authorized DAS Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Delivery Requirements:**

Categories **1-3** – ten (10) working days ARO    Categories **4-6** – fifteen (15) working days ARO    Categories **7-11** – twenty (20) working days ARO  
Categories **12-18** – ten (10) working days ARO    Categories **19-21** – ten (10) working days ARO

ACCESSORIES MUST BE REQUESTED ON THE ORIGINAL ORDER OR AN INSTALLATION FEE WILL BE CHARGED (See contract for individual costs)

ORDER SUPPLIES WELL IN ADVANCE

<b>Contractor</b>	<b>Brand</b>	<b>Categories List</b>
Konica Minolta	Konica Minolta	1,2,3,4,5,6,8,10,11
Kyocera Mita	Kyocera	9,11,12,13,14,15,16, 17,18,19,20
Lake Business Products	Canon	1,2,3,10,17,18,19,21
Oce	Oce	7,9,19,20
ProSource	Lexmark	12,13,15,17,18,20,21
Toshiba	Toshiba, HP	2,3,4,5,6,7,8,9,10,11, 12,13,14,15,16,21
Xerox	Xerox	4,5,6,7,8,14,16

# MULTI-FUNCTION PRINT DEVICES

The multi-function print devices listed in Categories 1 – 11 are the fourth generation product of the Cost-Per-Copy program offered by DAS. The base machine in each of these categories offers networking and scan capabilities without the additional accessory costs. All are fully digital, meaning every image is scanned electronically and printed as an original copy.

Your base CPC cost for all services (including maintenance), except paper and staples can be found in the CPC brochure. For accessory pricing, click on the model number in the CPC brochure, or go to <http://ohio.gov/procure>. Click on forms, and then select Cost-Per-Copy Program. This will direct you to the State Printing and Mail Services website where you will find the Memorandum of Understanding (MOU) and the Accessory Lists.

After making your selection, complete the MOU which is the only document required to order a CPC machine.

For questions or assistance, contact  
James Hoover, DAS/GSD State Printing and Mail Services  
Procurement Manager at [jhoover@das.state.oh.us](mailto:jhoover@das.state.oh.us)

## CATEGORY 1 - Black only

Monthly volume range of 1,000 - 4,999 copies.

Machines placed under Category 1 will be billed on a minimum monthly production volume of 1,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Canon	<a href="#">iR 3225</a>	25	0.067800	0.046148
Konica Minolta	<a href="#">Bizhub 283</a>	28	0.085900	0.085900

## CATEGORY 2 - Black only

Monthly volume range of 5,000 to 9,999 copies.

Machines placed under Category 2 will be billed on a minimum monthly production volume of 5,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Canon	<a href="#">iR 3230</a>	30	0.025750	0.021778
Toshiba	<a href="#">e-STUDIO 305 SE</a>	30	0.026370	0.023744
Konica Minolta	<a href="#">Bizhub 363</a>	36	0.026800	0.026800

*For accessory pricing, click on the model number in the CPC brochure, or go to <http://ohio.gov/procure>. Click on forms, and then select Cost-Per-Copy Program. This will direct you to the State Printing and Mail Services website where you will find the Memorandum of Understanding (MOU) and the Accessory Lists.*

### CATEGORY 3 - Black only

Monthly volume range of 10,000 - 14,999.

Machines placed under Category 3 will be billed on a minimum monthly production volume of 10,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Konica Minolta	<a href="#">Bizhub 363</a>	36	0.016600	0.016600
Canon	<a href="#">iR 3235</a>	35	0.016700	0.016497
Toshiba	<a href="#">e-STUDIO 355 SE</a>	35	0.017130	0.015667

### CATEGORY 4 - Black only

Monthly volume range of 15,000 - 19,999.

Machines placed under Category 4 will be billed on a minimum monthly production volume of 15,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Toshiba	<a href="#">e-STUDIO 455 SE</a>	45	0.014772	0.013545
Konica Minolta	<a href="#">Bizhub 423</a>	42	0.014900	0.014900
Xerox	<a href="#">W 5150 PT</a>	50	0.015900	0.015900

### CATEGORY 5 - Black only

Monthly volume range of 20,000 - 24,999.

Machines placed under Category 5 will be billed on a minimum monthly production volume of 20,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Xerox	<a href="#">W 5150 PT</a>	50	0.013800	0.013800
Toshiba	<a href="#">e-STUDIO 455 SE</a>	45	0.014180	0.013012
Konica Minolta	<a href="#">Bizhub 501</a>	50	0.014300	0.014300

### CATEGORY 6 - Black only

Monthly volume range of 25,000 - 49,999.

Machines placed under Category 6 will be billed on a minimum monthly production volume of 25,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Xerox	<a href="#">W 5150 PT</a>	50	0.012000	0.012000
Konica Minolta	<a href="#">Bizhub 501</a>	50	0.012500	0.012500
Toshiba	<a href="#">e-STUDIO 555 SE</a>	55	0.012770	0.011743

For accessory pricing, click on the model number in the CPC brochure, or go to <http://ohio.gov/procure>. Click on forms, and then select Cost-Per-Copy Program. This will direct you to the State Printing and Mail Services website where you will find the Memorandum of Understanding (MOU) and the Accessory Lists.

## CATEGORY 7 - Black only

Monthly volume range of 50,000 - 74,999.

Machines placed under Category 7 will be billed on a minimum monthly production volume of 50,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Xerox	<a href="#">W 5755 PT</a>	55	0.010300	0.010300
Oce	<a href="#">iR Advance 6055</a>	55	0.010400	0.009800
Toshiba	<a href="#">e-STUDIO 555 SE</a>	55	0.010690	0.010690

## CATEGORY 8 - Black only

Monthly volume range of 75,000 - 100,000.

Machines placed under Category 8 will be billed on a minimum monthly production volume of 75,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Xerox	<a href="#">W 5765 PT</a>	65	0.007300	0.007300
Konica Minolta	<a href="#">Bizhub 601</a>	60	0.008300	0.008300
Toshiba	<a href="#">e-STUDIO 655 SE</a>	65	0.008394	0.008394

*For accessory pricing, click on the model number in the CPC brochure, or go to <http://ohio.gov/procure>. Click on forms, and then select Cost-Per-Copy Program. This will direct you to the State Printing and Mail Services website where you will find the Memorandum of Understanding (MOU) and the Accessory Lists.*

### CATEGORY 9 - Color

Monthly volume range of 1,000 to 9,999 for B/W and 1,000 to 2,499 for color. Machines placed under Category 9 will be billed on a minimum monthly production volume of 1,000 B/W impressions and 1,000 color impressions.

<b><u>Brand</u></b>	<b><u>Model</u></b>	<b><u>Copy Speed (CPM)</u></b>	<b><u>Cost-Per-Copy</u></b>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Kyocera Mita	<a href="#">TASK alfa 250ci</a>	25 (B/W)	0.097700	0.011900
		25 (color)	0.043000	0.053100
Oce	<a href="#">iR Advance C5030</a>	30 (B/W)	0.083700	0.009000
		30 (color)	0.052500	0.061000
Toshiba	<a href="#">e-STUDIO 3040c</a>	35 (B/W)	0.080340	0.080340
		28 (color)	0.107503	0.107503

### CATEGORY 10 - Color

Monthly volume range of 10,000 to 19,999 for B/W and 2,500 to 4,999 for color. Machines placed under Category 10 will be billed on a minimum monthly production volume of 10,000 B/W impressions and 2,500 color impressions.

<b><u>Brand</u></b>	<b><u>Model</u></b>	<b><u>Copy Speed (CPM)</u></b>	<b><u>Cost-Per-Copy</u></b>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Toshiba	<a href="#">e-STUDIO 3540c</a>	45 (B/W)	0.023166	0.023166
		35 (color)	0.050899	0.050899
Canon	<a href="#">iR Advance C5035</a>	35 (B/W)	0.021750	0.012500
		35 (color)	0.055500	0.012500
Konica Minolta	<a href="#">Bizhub c360</a>	36 (B/W)	0.024500	0.024500
		36 (color)	0.047500	0.047500

### CATEGORY 11 - Color

Monthly volume range of 20,000 and up for B/W and 5,000 and up for color. Machines placed under Category 11 will be billed on a minimum monthly production volume of 20,000 B/W impressions and 5,000 color impressions.

<b><u>Brand</u></b>	<b><u>Model</u></b>	<b><u>Copy Speed (CPM)</u></b>	<b><u>Cost-Per-Copy</u></b>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Kyocera Mita	<a href="#">Task alfa 400ci</a>	40 (B/W)	0.015700	0.011500
		40 (color)	0.043000	0.046300
Toshiba	<a href="#">e-STUDIO 3540c</a>	45 (B/W)	0.016717	0.016717
		35 (color)	0.044450	0.044450
Konica Minolta	<a href="#">Bizhub c360</a>	36 (B/W)	0.017000	0.017000
		36 (color)	0.047500	0.047500

*For accessory pricing, click on the model number in the CPC brochure, or go to <http://ohio.gov/procure>. Click on forms, and then select Cost-Per-Copy Program. This will direct you to the State Printing and Mail Services website where you will find the Memorandum of Understanding (MOU) and the Accessory Lists.*

# Single Function Print Devices

The single-function print devices listed in Categories 12 – 18 are the second generation product of the Cost-Per-Copy program offered by DAS. The base machine in each of these categories offers networking capabilities without the additional accessory cost. Single-function devices are ideal for small work groups and are perfect for the space-conscious customer.

Your base cpc cost for all services (including maintenance), except paper and staples can be found in the CPC brochure. For accessory pricing, click on the model number in the CPC brochure, or go to <http://ohio.gov/procure>. Click on forms, and then select Cost-Per-Copy Program. This will direct you to the State Printing and Mail Services website where you will find the Memorandum of Understanding (MOU) and the Accessory Lists.

After making your selection, complete the MOU which is the only document required to acquire a CPC machine.

For questions or assistance, contact  
James Hoover, DAS/GSD State Printing and Mail Services  
Procurement Manager at [jhoover@das.state.oh.us](mailto:jhoover@das.state.oh.us)

## CATEGORY 12 - Black only

Monthly volume range of 1,000 - 4,999.

Machines placed under Category 12 will be billed on a minimum monthly production volume of 1,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Kyocera Mita	<a href="#">FS-2020D</a>	37	0.019200	0.015100
Lexmark	<a href="#">ES460dn</a>	40	0.034670	0.032500
Hewlett-Packard	<a href="#">LaserJet P2055dn</a>	35	0.034810	0.034810

## CATEGORY 13 - Black only

Monthly volume range of 5,000 - 9,999.

Machines placed under Category 13 will be billed on a minimum monthly production volume of 5,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Kyocera Mita	<a href="#">FS-2020D</a>	37	0.012600	0.011800
Lexmark	<a href="#">ES460dn</a>	40	0.016434	0.016499
Hewlett-Packard	<a href="#">LaserJet P4015tn</a>	52	0.017029	0.017029

*For accessory pricing, click on the model number in the CPC brochure, or go to <http://ohio.gov/procure>. Click on forms, and then select Cost-Per-Copy Program. This will direct you to the State Printing and Mail Services website where you will find the Memorandum of Understanding (MOU) and the Accessory Lists.*

### CATEGORY 14 - Black only

Monthly volume range of 10,000 - 14,999.

Machines placed under Category 14 will be billed on a minimum monthly production volume of 10,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Kyocera Mita	<a href="#">FS-2020D</a>	37	0.011800	0.011400
Hewlett-Packard	<a href="#">LaserJet P4015tn</a>	52	0.014688	0.014688
Xerox	<a href="#">3600N</a>	40	0.014700	0.014700

### CATEGORY 15 - Black only

Monthly volume range of 15,000 - 19,999.

Machines placed under Category 15 will be billed on a minimum monthly production volume of 15,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Kyocera Mita	<a href="#">FS-4020D</a>	47	0.011800	0.011400
Lexmark	<a href="#">TS654dn</a>	55	0.013533	0.012500
Hewlett-Packard	<a href="#">LaserJet P4015tn</a>	52	0.013558	0.013558

### CATEGORY 16 - Black only

Monthly volume range of 20,000 - 24,999.

Machines placed under Category 16 will be billed on a minimum monthly production volume of 20,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Kyocera Mita	<a href="#">FS-4020DN</a>	47	0.011810	0.011300
Xerox	<a href="#">5550N</a>	50	0.011800	0.011800
Hewlett-Packard	<a href="#">LaserJet P4015tn</a>	52	0.012495	0.012495

### CATEGORY 17 - Color

Monthly volume range of 1,000 - 2,499 for B/W and 1,000 - 2,499 for color. Machines placed under Category 17 will be billed on a minimum monthly production volume of 1,000 B/W impressions and 1,000 color impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Canon	<a href="#">LPB 5970</a>	30 (B/W)	0.012500	0.012500
		30 (color)	0.057100	0.057500
Lexmark	<a href="#">CS736dn</a>	35 (B/W)	0.026499	0.026499
		35 (color)	0.049359	0.049844
Kyocera Mita	<a href="#">FS-C5300DN</a>	28 (B/W)	0.025600	0.016800
		28 (color)	0.052000	0.052000

For accessory pricing, click on the model number in the CPC brochure, or go to <http://ohio.gov/procure>. Click on forms, and then select Cost-Per-Copy Program. This will direct you to the State Printing and Mail Services website where you will find the Memorandum of Understanding (MOU) and the Accessory Lists.

## CATEGORY 18 - Color

Monthly volume range of 2,500 - 4,999 for B/W and 2,500 - 4,999 for color. Machines placed under Category 18 will be billed on a minimum monthly production volume of 2,500 B/W impressions and 2,500 color impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Kyocera Mita	<a href="#"><u>FS-C5400DN</u></a>	37 (B/W)	0.020100	0.016100
		37 (color)	0.052000	0.052000
Canon	<a href="#"><u>iR Advance C5035</u></a>	35(B/W)	0.022500	0.017500
		35 (color)	0.056500	0.052500
Lexmark	<a href="#"><u>CS736dn</u></a>	35 (B/W)	0.030869	0.022366
		35 (color)	0.063600	0.049844



*For accessory pricing, click on the model number in the CPC brochure, or go to <http://ohio.gov/procure>. Click on forms, and then select Cost-Per-Copy Program. This will direct you to the State Printing and Mail Services website where you will find the Memorandum of Understanding (MOU) and the Accessory Lists.*

# A4 Multifunction Print Devices

The A4 Multifunction print device listed in categories 19-21 are a first generation product of the Cost-Per-Copy program offered by DAS. The base machine in each of these categories offers networking and scanning capabilities without the additional accessory cost. A4 devices are ideal in an office environment that needs a multifunction device but does not need to utilize 11X17 paper.

Your base cpc cost for all services (including maintenance), except paper and staples can be found in the CPC brochure. For accessory pricing, click on the model number in the CPC brochure, or go to <http://ohio.gov/procure>. Click on forms, and then select Cost-Per-Copy Program. This will direct you to the State Printing and Mail Services website where you will find the Memorandum of Understanding (MOU) and the Accessory Lists.

After making your selection, complete the MOU which is the only document required to acquire a CPC machine.

## CATEGORY 19 - Black only

Monthly volume range of 1,000 - 4,999 copies. Machines placed under Category 19 will be billed on a monthly minimum monthly production volume of 1,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Kyocera Mita	<a href="#">FS-1128MFP</a>	30	0.020600	0.022300
Canon	<a href="#">iR1025iF</a>	25	0.021600	0.042500
Oce	<a href="#">VL3200x</a>	32	0.037500	0.037500

## CATEGORY 20 - Black only

Monthly volume range of 5,000 - 9,999 copies. Machines placed under Category 20 will be billed on a monthly minimum monthly production volume of 5,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Kyocera Mita	<a href="#">FS-1128MFP</a>	30	0.012000	0.014500
Lexmark	<a href="#">XS463de</a>	40	0.017160	0.017490
Oce	<a href="#">VL3200x</a>	32	0.017500	0.017500

## CATEGORY 21 - Black only

Monthly volume range of 10,000 - 14,999 copies. Machines placed under Category 21 will be billed on a monthly minimum monthly production volume of 10,000 impressions.

<u>Brand</u>	<u>Model</u>	<u>Copy Speed (CPM)</u>	<u>Cost-Per-Copy</u>	
			<b>First Three Years</b>	<b>Optional 4th and 5th Year</b>
Canon	<a href="#">iR3235</a>	35	0.015190	0.016500
Lexmark	<a href="#">XS651de</a>	40	0.015216	0.015499
Toshiba	<a href="#">e-STUDIO 355 SE</a>	35	0.015633	0.015633

*For accessory pricing, click on the model number in the CPC brochure, or go to <http://ohio.gov/procure>. Click on forms, and then select Cost-Per-Copy Program. This will direct you to the State Printing and Mail Services website where you will find the Memorandum of Understanding (MOU) and the Accessory Lists.*

# Contact Information

The DAS Office of Procurement Services can provide assistance in identifying your functional print device needs. Questions relating to machine specifications and optional accessories should be directed to:

## PROGRAM CONTACTS

James Hoover ♦ Procurement Manager  
Phone: 614-752-5170 ♦ Email: [jhoover@das.state.oh.us](mailto:jhoover@das.state.oh.us)

Mark Hollingsworth ♦ State Purchasing Assistant  
Phone: 614-728-3719 ♦ Email: [mark.hollingsworth@das.state.oh.us](mailto:mark.hollingsworth@das.state.oh.us)

## CONTRACTOR CONTACTS

<b>Contractor</b>	<b>Contact</b>	<b>Phone</b>	<b>Email</b>
Konica Minolta	Eliot Hancart	614-766-7800 ext. 3121	<a href="mailto:ehancart@kmbs.konicaminolta.us">ehancart@kmbs.konicaminolta.us</a>
Kyocera Mita	Frank Sciutto	513-256-3156	<a href="mailto:frank_sciutto@kyoceramita.com">frank_sciutto@kyoceramita.com</a>
Lake Business Products	Lyndsay Bahr	614-847-7500	<a href="mailto:lbahr@lakebusiness.com">lbahr@lakebusiness.com</a>
Oce	Barbara Lovensheimer	614-662-9910	<a href="mailto:barb.lovensheimer@oce.com">barb.lovensheimer@oce.com</a>
ProSource	Melissa Schneider	513-769-0606	<a href="mailto:mschneider@totalprosource.com">mschneider@totalprosource.com</a>
Toshiba	Brian Kohn	847-910-6230	<a href="mailto:brian.kohn@tabs.toshiba.com">brian.kohn@tabs.toshiba.com</a>
Xerox	Thomas L. Munson	614-793-3463	<a href="mailto:thomas.munson@xerox.com">thomas.munson@xerox.com</a>

**Cooperative Purchasing customers can participate in all categories.**

For more information regarding the CPC program visit us at:  
<http://das.ohio.gov/printing> or  
<http://ohio.gov/procure>