

A Xerox Company



Amended Proposal prepared for:

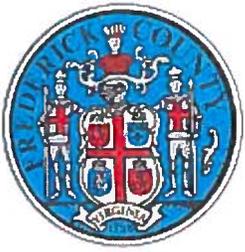
County Of Frederick

Date: Monday, September 29, 2014

Tel: 540-665-5614

Fax: 540-722-2169

E-mail: pfly@co.frederick.va.us



Monday, September 29, 2014
Patrick Fly
GIS Manager
County Of Frederick
107 North Kent Street,
Winchester, VA, 22601



A Xerox Company

Marlon Talbot

mtalbot@gotocos.com

Cell: 202-615-9157

8229 Boone Blvd, Suite 200

Vienna, VA, 22182

Dear Patrick Fly:

Our proposal to supply a document solution

Further to our recent discussions, I am pleased to enclose our proposal to provide your organization with our recommended document solution. I have suggested this particular system because I believe that it fully meets your stated requirements while offering:

- The power and performance you need to satisfy your department's document requirements now and in the future
- Superior quality output with every job
- An ease of use, versatility and built-in reliability that will enhance productivity throughout the workgroup
- Improved cost control and easy device management
- Excellent security

About Capitol Office Solutions

Capitol Office Solutions is the largest consultancy, in the Washington D.C. and Baltimore Metropolitan region, specializing in Workflow optimization. Our business is uniquely positioned in the market place to help our clients achieve their goals'. I hope that the proposal meets with your satisfaction and I look forward to your order. In the meantime, if you have any questions or if anything is unclear then please contact me or any member of my team.

Yours sincerely,

Marlon Talbot

Capitol Office Solutions

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Accounts Executive



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Our understanding of your requirements

Further to recent discussions, we understand that you would like to bring about improvements to the way that you work with documents in your organization. Specifically, you have indicated that:

1. You currently don't have any ePrinters at your Fire & Rescue location
2. We would like to propose the following to replace your current fleet.
3. HP DesignJet T920 Power MFP Bundle with Contex Scanner.

Our amended proposed solution

HP DesignJet T920 Power MFP Bundle with Contex Scanner

Item No	Description	MSRP	Rep Cost
	This MFP solution includes:		
T920C36MFP	HP DesignJet 920PS 36-inch ePrinter Contex SD3615 MFP Repro Scanner PC 17-inch touchscreen monitor Scanner stand Contex Nextimage Repro Software Duty cycle (print)--300 D-size prints per week Duty cycle (scan)--1000 + scans per week	\$7,995	\$7,584
	<i>mid volume/dual footprint MFP</i>		
	<i>Pricing includes printer, scanner, PC 17"touch screen monitor, scanner stand and NextImage Repro software</i>		
	<i>Dock-to-Dock Delivery and installation assistance with training and a (3) THREE YEAR warranty included</i>		
H4518E	<i>Optional: Set-up, Network Installation and Training</i>	\$699	\$699
	<i>36 Month Lease (\$1 buyout)</i>		\$278.86
	<i>36 Month Lease (\$1 buyout) Includes Optional</i>		\$304.57
	<i>60 Month Lease (\$1 buyout)</i>		\$181.26
	<i>60 Month Lease (\$1 buyout) Includes Optional</i>		\$197.96

* This quote is valid until Tuesday, October 28, 2014 and is subject to change at that time.