# SHARP.

## Region 10 Response
## RFP # EQ-013120-02

Region 10 RFP Document

Region 10 RFP Addendum #1

Attachment 1 – Sharp Sales Team

Attachment 2 – Sharp Business Systems Branch Locations

Attachment 3 – Certificate of Employee Information Report

Attachment 4 – Sharp MFP Retail Price List

Attachment 5 – Sharp's Experience Modification Rating

Attachment 6 – Sharp's ISO Certification

Attachment 7 – Sharp IT Reference Guide

Attachment 8 – Sharp Security Guide

Attachment 9 – Sharp's Additional Service Offerings

Sharp's Sample Assessment Report

# REQUEST FOR PROPOSAL FOR PRINT, SCAN AND COPY EQUIPMENT, MANAGED PRINT SOLUTIONS, AND RELATED PRODUCTS AND SERVICES

**EDUCATION SERVICE CENTER, REGION 10**
400 E Spring Valley Rd
Richardson, TX 75081
Telephone: (972) 348-1110

| | |
|---|---|
| Publication date | 01/31/2020 |
| Product or service | *Print, Scan and Copy Equipment, Managed Print Solutions, and Related Products and Services* |
| RFP # | EQ-013120-02 |
| Proposal due date | 03/12/2020 |
| Proposal submittal location | https://region10.bonfirehub.com/portal/?tab=login |
| Principle contract officer | Clint Pechacek Purchasing Consultant |
| Public opening location | Region 10 ESC Rockwall Room 400 East Spring Valley Rd. Richardson, TX 75081 |

Education Service Center, Region 10 ("Region 10 ESC") is seeking proposals for the procurement of *Print, Scan and Copy Equipment, Managed Print Solutions, and related products and services.* Responses will be accepted by Education Service Center, Region 10 until 2:00 PM, March 12th, 2020. All times are Central Time.

In general, Coop members will reference this RFP when purchasing from the vendor. Region 10 ESC will not charge a fee to public agencies for participation in the purchasing coop.

**Faxed responses will not be considered**. By submitting a response, responder certifies to the best of his/her knowledge that all information is true and correct. All proposals must be submitted electronically as directed in the Bonfire procurement application. Scanned submissions are acceptable where PDF files are requested.

Responses should be submitted on the forms provided. Only responses received by the date and time specified will be considered. **PRICE, QUALITY, AND SUITABILITY**: It is not the policy of Region 10 ESC to purchase services solely on the basis of low price alone; quality and suitability to purpose are taken into consideration. Term discount, if any, must be indicated on **Deviation Statement & Signature Page** and **will be considered**.

The Region 10 ESC Board of Directors may approve awarding of this proposal to one or more vendors. The Board of Directors also reserves the right to reject all proposals if it determines in its sole discretion that a reasonable basis exists for doing so. Consideration for an exclusive award to a single national supplier will

be given for vendors who respond with value that separates the vendor from other respondents within the competitive range.

**LEAD AGENCY AGREEMENT**

The purpose of Region 10 ESC soliciting this Request for Proposal is to create a Lead Agency Agreement for Print, Scan and Copy Equipment, Managed Print Solutions, and related products and services for use by public agencies supported under this contract. Region 10 ESC, as the Lead Agency, as defined in Attachment A, has come together with the Equalis Group to make the resultant contract (also known as the "Lead Agency Agreement") from this Request for Proposal available to other public agencies not only locally, but also nationally, including county, city, state, special district, local government, school district, private K-12 school, higher education institution, other government agency or non-profit organization ("Public Agencies"), for the public benefit through the Equalis Group's cooperative purchasing program. Region 10 ESC will serve as the contracting agency for any other Public Agency that elects to access the resulting Lead Agency Agreement.

Access to the Lead Agency Agreement by any Public Agency must be preceded by its registration with Equalis Group as a Participating Public Agency in Equalis Group's cooperative purchasing program. Attachment A contains additional information on Equalis Group and the cooperative purchasing program. Equalis Group provides marketing and administrative support for the awarded vendor ("Supplier") that promotes the successful vendors' products and services to the Participating Public Agencies nationwide.

Participating Public Agencies benefit from pricing based on aggregate spending and the convenience of a contract that has already been advertised and competitively awarded. The Supplier benefits from a contract that allows Participating Public Agencies to directly purchase goods and services without the Supplier's need to respond to multiple competitive solicitations. As such, the Supplier must be able to accommodate a nationwide demand for services and to fulfill obligations as a nationwide Supplier and respond to the Equalis Group documents (Attachment A).

## OPEN RECORDS POLICY ACKNOWLEDGMENT AND ACCEPTANCE

**Be advised that all information and documents submitted will be subject to the Public Information Act requirements governed by Chapter 552 of the Texas Government Code.**

Because contracts are awarded by a Texas governmental entity, all responses submitted are subject to release as public information after contracts are executed. If a Respondent believes that its response, or parts of its response, may be exempted from disclosure to the public, the Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempted from disclosure. In addition, the Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s). Respondent must provide this information on the "Acknowledgement and Acceptance to Region 10 ESC's Public Information Act Policy" form found on the next page of this solicitation. Any information that is unmarked will be considered public information and released, if requested under the Public Information Act.

The determination of whether information is confidential and not subject to disclosure is the duty of the Office of Attorney General (OAG). Region 10 ESC must provide the OAG with the information requested in order for the OAG to render an opinion. In such circumstances, Respondent will be notified in writing that the material has been requested and delivered to the OAG. Respondent will have an opportunity to make arguments to the OAG in writing regarding the exception(s) to the TPIA that permit the information to be withheld from public disclosure. Respondents are advised that such arguments to the OAG must be specific and well-reasoned--vague and general claims to confidentiality by the Respondent are generally not acceptable to the OAG. Once the OAG opinion is received by Region 10 ESC, Region 10 ESC must comply with the opinions of the OAG. Region 10 ESC assumes no responsibility for asserting legal arguments on behalf of any Respondent. Respondents are advised to consult with their legal counsel concerning disclosure issues resulting from this procurement process and to take precautions to safeguard trade secrets and other proprietary information.

After completion of award, these documents will be available for public inspection.

*Signature below certifies complete acceptance of Region 10 ESC's Open Records Policy, except as noted below (additional pages may be attached, if necessary).*

**Check one of the following responses to the Acknowledgment and Acceptance of Region 10 ESC's Open Records Policy below:**

[X] We acknowledge Region 10 ESC's Public Information Act policy and declare that no information submitted with this proposal, or any part of our proposal, is exempt from disclosure under the Public Information Act.

*(Note: All information believed to be a trade secret or proprietary must be listed below. It is further understood that failure to identify such information, in strict accordance with the instructions below, will result in that information being considered public information and released, if requested under the Public Information Act.)*

[ ] We declare the following information to be a trade secret or proprietary and exempt from disclosure under the Public Information Act.

*(Note: Respondent must specify page-by-page and line-by-line the parts of the response, which it believes, are exempt. In addition, Respondent must specify which exception(s) are applicable and provide detailed reasons to substantiate the exception(s).)*

_____3/23/2020_____
Date

_____
Authorized Signature & Title
Senior Vice President, General Counsel &
Corporate Secretary

# A.      INTRODUCTION

### I. Background on Region 10 Education Service Center
Region 10 Education Service Center ("Region 10 ESC" herein "Lead Agency") on behalf of itself and, potentially, all state, local governments, school districts, and higher education institutions in the United States of America, and other government agencies and non-profit organizations (herein "Public Agencies") solicits proposals from qualified Respondents to enter into a Vendor Contract ("contract") for the goods or services solicited in this invitation.

Contracts are approved and awarded by a single governmental entity, Region 10 ESC, and are only available for use and benefit of all entities complying with their respective state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities).

### II. What is the role of Equalis Group
Equalis Group assists Region 10 ESC in helping other public agencies and non-profits reap the benefits of national leveraged pricing, with no cost to the participating member. Equalis Group leverages one of the largest pools of purchasing potential. This is accomplished by competitively soliciting proposals and awarding contracts for commonly purchased products and services.

### III. Purpose of Region 10 ESC
The mission of Region 10 is to be a trusted, student-focused partner that serves the learning community through responsive, innovative educational solutions. It is Region 10's intent to:
- Provide governmental and public entities opportunities for greater efficiency and economy in procuring goods and services.
- Take advantage of state-of-the-art purchasing procedures to ensure the most competitive contracts.
- Provide competitive price and bulk purchasing for multiple government or public agencies that yields economic benefits unobtainable by the individual entity.
- Provide quick and efficient delivery of goods and services.
- Equalize purchasing power for smaller agencies that are unable to command the best contracts for themselves.
- Help in assisting customers with use of best business practices.

### IV. Customer Service
- Region 10 ESC is dedicated to making its contracts successful for both its members and its awarded vendors.
- Region 10 ESC is committed to providing its members and awarded vendors with high quality service.
- Region 10 ESC has dedicated staff available to answer questions, offer guidance and help in any way possible.

## B.     SCOPE

It is the intention of Region 10 ESC to establish a contract with vendor(s) for Print, Scan and Copy Equipment, Managed Print Solutions, and related products and services**.** Awarded vendor(s) shall perform covered services under the terms of this agreement. See appendix B and C for more detailed scope and pricing requirements.

## C.     KEY DEFINITIONS

**Days:** means calendar days.

**Lead agency:** means Region 10 in its capacity as the government entity advertising, soliciting, evaluating and awarding the contract.

**Procurement**: means buying, purchasing, renting, leasing or otherwise acquiring any materials, services or construction. Procurement also includes all functions that pertain to the obtaining of any material, service, or construction, including description of requirements, selection and solicitation of sources, preparation and award of contract and all phases of contract administration.

**Responsive Respondent**: means a person, company, firm, corporation, partnership or other organization who submits a proposal which conforms in all material respects to the invitation for bids or request for proposals.

**Solicitation**: means an invitation for bids, a request for technical offers, a request for proposals, a request for quotations or any other solicitation or request by which we invite a person to participate in a procurement.

**Specifications**: means any description of physical or functional characteristics, or of the nature of a material, service or construction of item. Specifications may include a description or any requirement for inspecting, testing or preparing a material, service or construction item for delivery.

**Vendor:** means any provider or seller of goods and/or services that has a contractual relationship with Equalis Group or Region 10 ESC.

## D.     GENERAL TERMS AND INSTRUCTIONS TO RESPONDENTS

**SUBMISSION FORMAT AND COMMUNICATION**

It is the responsibility of the vendor to make certain that the company submitting a proposal, along with appropriate contact information, is on file with Region 10 ESC for the purpose of receiving addenda.

I. **Response Submission:** All proposals must be submitted electronically as directed in the Bonfire procurement application. Scanned submissions are acceptable where PDF files are requested.

Responses will remain sealed by the Bonfire procurement application until the bid opening time specified. Responses received outside the Bonfire procurement application will not be accepted. Sealed responses may be submitted on any or all items, unless stated otherwise. Proposal may be rejected for failure to comply with the requirements set forth in this invitation.

Region 10 ESC reserves the right to cancel solicitation, reject any or all proposals, to accept any proposal deemed most advantageous to the participants in Region 10 ESC and to waive any informality in the proposal process. Participating agency or entity also reserves the right to cancel solicitation and reject any or all proposals if it is advantageous to the school district.

Deviations from any terms, conditions and/or specifications must be conspicuously noted in writing by the Respondent and shall be included with the response. (See Appendix D).

II. **Proposal Format:** The electronic narrative portion and the materials presented in response to this Request for Proposal should be submitted in the same order as requested. Responses should be consolidated into one PDF file for the RFP response, one PDF file for the Attachment A (Equalis Group Exhibits) response and one Excel file for the Attachment B (pricing) response.

III. **Time for receiving proposals:** Proposals received prior to the submittal deadline will be kept secure and unopened. No proposals received after the submittal time and deadline will be considered. Late proposals will be returned to sender unopened.

IV. **Inquiries and/or discrepancies:** Questions regarding this solicitation must be submitted in the Bonfire procurement application. All questions and answers will be posted to the Bonfire procurement application. Respondents are responsible for viewing the Bonfire procurement application to review all questions and answers prior to submitting proposals. Please note that oral communications concerning this RFP shall not be binding and shall in no way excuse the responsive Respondent of the obligations set forth in this invitation**.**

V. **Restricted and Prohibited Communications with Region 10 ESC and Equalis Group:** During the period between the date Region 10 ESC issues this RFP and the selection of the vendor who is awarded a contract by Region 10 ESC, if any, Respondents shall restrict all contact with Region 10 ESC and Equalis Group, and direct all questions regarding this RFP, including questions regarding terms and conditions, only to the Bonfire procurement application in the specified manner**. Do not contact members of the Board of Directors, other employees of Region 10 ESC, any of Region 10 ESC's agents or administrators or Equalis Group employees. Contact with any of these prohibited individuals after issuance of this RFP and before selection is made, may result in disqualification of the Respondent.**

The communications prohibition shall terminate when the contract is recommended by the administration, considered by the Board of Directors at a noticed public meeting, and a contract has been awarded. In the event the Board of Directors refers the recommendation back to staff for reconsideration, the communications prohibition shall be re-imposed. Additionally, during the time period between the award by the Board of Directors and the execution of the contract, Respondents shall not engage in any prohibited communications as described in this section.

Prohibited communications include direct contact, discussion, or promotion of any Respondent's response with any member of Region 10 ESC's Board of Directors or employees except for communications with Region 10 ESC's designated representative as set forth in this RFP and only in the course of inquiries, briefings, interviews, or presentations. This prohibition is intended to create a level playing field for all potential Respondents, to assure that decisions are made in public, and to protect the integrity of the RFP process. Except as provided in the above stated exceptions, the following communications regarding a particular invitation for bids, requests for proposal, requests for qualifications, or other solicitation are prohibited:

- Communications between a potential vendor, service provider, Respondent, offeror, lobbyist or consultant and any member of Region 10 ESC's Board of Directors;
- Communications between any director and any member of a selection or evaluation committee; and
- Communications between any director and administrator or employee.
- The communications prohibition shall not apply to the following:
  - Communications with Region 10 ESC's purchasing agent specifically named and authorized to conduct and receive such communications under this RFP or upon the request of Region 10 ESC, with Region 10 ESC's legal counsel; and
  - Presentations made to the Board of Directors during any duly noticed public meeting at which the solicitation is under consideration and the Vendor has been invited to present to the Board.
- Nothing contained herein shall prohibit any person or entity from publicly addressing Region 10 ESC's Board of Directors during any duly noticed public meeting, in accordance with applicable Board policies, on a matter other than this RFP, or in connection with a presentation requested by Region 10 ESC's representatives.
- Communication with any employee of Equalis Group

VI. **Addenda:** if required, will be issued by Region 10 ESC to all those known to have received a complete set of Proposal documents. The vendor shall acknowledge on the Signature Form the number of addenda received.

VII. **Calendar of events (subject to change):**

| Event | Date: |
|---|---|
| Issue RFP | 01/31/2020 |
| Deadline for receipt of questions via email | 03/05/2020 |
| Issue Addendum/a (if required) | 03/06/2020 |
| Proposal Due Date | 03/12/2020 |
| Approval from Region 10 ESC | 04/15/2020 |
| Contract Effective Date | 05/01/2020 |

**CONDITIONS OF SUBMITTING PROPOSALS**

VIII. **Amendment of Proposal:** A proposal may be amended up to the time of opening by amending the proposal submitted in the Bonfire procurement application.

IX. **Withdrawal of proposals:** Withdrawal of proposals prior to the opening date will be permitted. Withdrawal of proposal will not be allowed for a period of 120 days following the opening. Pricing will remain firm for 120 days from submittal. However, consideration may be given in cases where Respondent advises that it made a clerical error that is substantially lower than it intended. In such case, Respondent must provide written notice of their desire to withdraw, along with supporting documents, within three (3) business days of receiving the acceptance letter. Any contracts entered into prior to Region 10 ESC receiving notice must be honored.

No Respondent should assume that their withdrawal request has been accepted unless, and until, they receive written acknowledgment and acceptance of their proposal withdrawal.

X. **Clarifications:** Region 10 ESC may, by written request, ask a Respondent for additional information or clarification after review of the proposals received for the sole purpose of eliminating minor irregularities,

informalities, or apparent clerical mistakes in the proposal. Clarification does not give Respondent an opportunity to revise or modify its proposal, except to the extent that correction of apparent clerical mistakes results in a revision. Region 10 ESC will not assist Respondent in bringing its proposal up to the level of other proposals through discussions. Region 10 ESC will not indicate to Respondent a cost or price that it must meet to either obtain further consideration nor will it provide any information about other Respondents' proposals or prices.

XI. **Best and Final Offer**: Region 10 ESC, in its sole discretion, may request all Offerors in the competitive range to submit a Best and Final Offer. Offerors must submit their Best and Final Offers in writing. If an Offeror does not respond to the request for a Best and Final Offer, that Offeror's most recent prior offer will be considered to be its Best and Final Offer.

XII. **Specifications:** When a solicitation contains a specification that states no substitutions, no deviation from this requirement will be permitted. Respondent must comply with the true intent of the specifications and drawings and not take advantage of any unintentional error or omission. In cases where no type and kind of product is specified, Region 10 ESC specifications have been developed to indicate minimal standards as to the usage, materials, and contents based on the needs of the members.

References to manufacturer's specifications (Design Guides), when used by Region 10 ESC, are to be considered informative to give the Respondent information as to the general style, type and kind requested. Responses proposing goods, materials or equipment regularly produced by a reputable manufacturer shall be evaluated by Region 10 ESC which will, in its sole discretion, determine whether such proposed goods, materials or equipment are substantially equivalent to the Design Guides, considering quality, workmanship, economy of operation, and suitability for the purpose intended. Respondents should include all documentation required to evaluate whether or not their proposed goods, materials or equipment are substantially equivalent to the Design Guides.

XIII. **Quality of Materials or Services:** Respondent shall state the brand name and number of the materials being provided. If none is indicated then it is understood that the Respondent is quoting on the exact brand name and number specified or mentioned in the solicitation.

However, unless specifically stated otherwise and in accordance with purchasing laws and regulations, comparable substitutions will be permitted in cases where the material is equal to that specified, considering quality, workmanship, economy of operation and suitability for the purpose intended.

XIV. **Samples:** Upon request, samples shall be furnished to Region 10 ESC free of cost within seven (7) days after receiving notice of such request. By submitting the proposal Respondent certifies that all materials conform to all applicable requirements of this solicitation and of those required by law. Respondent agrees to bear the costs for laboratory testing, if results show that the sample does not comply with solicitation requirements. Submissions may be rejected for failing to submit samples as requested.

XV. **Deviations and Exceptions:** Deviations or exceptions stipulated in response may result in disqualification. It is the intent of Region 10 ESC to award a manufacturer's complete line of products, when possible.

XVI. **Change Orders:** The awarded vendor shall follow the requirements of all specifications and drawings as closely as construction will permit. Should existing conditions or limitations require a major change or rearrangement, the change shall be allowed only upon issuance by Region 10 ESC of a written change order. Participating agency and awarded vendor shall establish a procedure for identifying and approving changes to the work. Procedure shall include provisions for field change orders. Change orders shall be properly documented in writing.

XVII. **Manufacturer's Representative:** Respondents submitting proposals as a manufacturer's representative shall be able to supplement offer with a letter from the manufacturer certifying that Respondent is an actual dealer for that manufacturer and that the Respondent is authorized to submit a proposal for that product, and which guarantees that if the Respondent should fail to satisfactorily fulfill any obligations established as a result of the award of contract, the manufacturer will either assume the Respondent's obligations or arrange for fulfillment through another competent dealer to complete the balance of the project.

XVIII. **Formation of Contract:** A response to this solicitation is an offer to contract with Region 10 ESC based upon the terms, conditions, scope of work, and specifications contained in this request. A solicitation does not become a contract until it is awarded by Region 10 ESC. A contract is formed when Region 10 ESC's board or designee signs the Vendor Contract Signature Form. The prospective vendor must submit a signed Vendor Signature Form with the response, thus eliminating the need for a formal signing process.

XIX. **Estimated Quantities:** Region 10 ESC anticipates that a substantial number of participating members will enter into contracts resulting from this solicitation; however, Region 10 ESC makes no guarantee or commitment of any kind concerning quantities or usage of contracts resulting from this solicitation. The annual volume for this contract is estimated to be over $250 million annually by year three (3) of the contract. This information is provided solely as an aid to contract vendors in preparing proposals only, and performance will be determined by other factors such as awarded supplier's competitiveness, and overall performance and support of the contract. The successful Vendor(s) discount and pricing schedule shall apply regardless of the volume of business under the contract.

XX. **Multiple Awards:** Membership includes a large number of potential entities which may utilize this contract throughout the nation. In order to assure that any ensuing contract(s) will allow Region 10 ESC to fulfill current and future needs, Region 10 ESC reserves the right to award contract(s) to multiple vendors. The decision to award multiple contracts, award only one contract, or to make no awards rests solely with Region 10 ESC.

XXI. **Non-Exclusive:** Any contract resulting from this solicitation shall be awarded with the understanding and agreement that it is for the sole convenience and benefit of participating members. Region 10 ESC and participating entities reserve the right to obtain like goods and services from other sources.

**AWARD PROCESS**

XXII. **Award or rejection of proposals:** In accordance with applicable laws, rules, and regulations for public purchasing, award(s) will be made to the responsive and responsible Respondent(s) whose proposal(s) is/are determined to be the lowest cost and most responsible to participating agencies, price and other factors considered. Region 10 ESC reserves the right to use a "Market Basket Survey" method, based on randomly selected criteria to determine the most responsible response. To qualify for evaluation, response must have been submitted on time, and satisfy all mandatory requirements identified in this document. Proposals that are materially non-responsive will be rejected and Region 10 ESC will provide notice of rejection to the Respondent.

XXIII. **Evaluation Process:** In evaluating the responses the following predetermined criteria is considered:

**Products/Pricing (40 Points)**
1. All products and services available including consumables, parts and labor for a managed print services solution
2. Pricing for all available products and services
3. Pricing for warranties on all products and services
4. Ability of Customers to verify that they received contract pricing

5. Payment methods
6. Other factors relevant to this section as submitted by the Respondent

**Performance Capability (30 Points)**
1. Ability to deliver products and services nationally
2. Response to service calls and emergency break/fix situations
3. Shipping charges
4. Return and restocking policy and applicable fees
5. Ability to meet service and warranty needs of members
6. Customer service/problem resolution
7. Invoicing process
8. Contract and overall solution implementation/Customer transition
9. Financial condition of vendor
10. Reporting capabilities regarding consumption, optimization, billing, etc.
11. Website ease of use, availability, and capabilities related to ordering, returns and reporting
12. Respondent's safety record
13. Instructional materials
14. Other factors relevant to this section as submitted by the Respondent

**Qualification and Experience (20 Points)**
1. Respondent reputation in the marketplace
2. Reputation of products and services in the marketplace
3. Past relationship with Region 10 ESC and/or Region 10 ESC members
4. Experience and qualification of key employees
5. Location and number of sales persons who will work on this contract
6. Past experience working with the government sector
7. Exhibited understanding of cooperative purchasing
8. Past litigation, bankruptcy, reorganization, state investigations of entity or current officers and directors
9. Minimum of 3 customer references relating to the products and services within this RFP
10. Certifications in the Industry
11. Company profile and capabilities
12. Other factors relevant to this section as submitted by the Respondent

**Value Add (10 Points)**
1. Marketing plan and capability
2. Sales force training
3. Other factors relevant to this section as submitted by the Respondent

XXIV. **Competitive Range**: It may be necessary to establish a competitive range. Factors from the predetermined criteria will be used to make this determination. Responses not in the competitive range are unacceptable and do not receive further award consideration.

XXV. **Evaluation:** A committee will review and evaluate all responses and make a recommendation for award of contract(s). The recommendation for contract awards will be based on the predetermined criteria factors outlined in this solicitation, where each factor is assigned a point value based on its importance. Recommendation for award of a contract will be presented to the Region 10 ESC board of directors for final approval.

XXVI. **Past Performance:** A vendor's performance and actions under previously awarded contracts regarding a vendor's actions under previously awarded contracts to schools, local, state, or federal agencies are relevant in determining whether or not the vendor is likely to provide quality goods and services to our members; including the administrative aspects of performance; the vendor's history of reasonable and cooperative behavior and commitment to customer satisfaction; and generally, the Respondent's businesslike concern for the interests of the customer.

XXVII. **Taxes (State of AZ Respondents only):** All applicable taxes in the offer will be considered by the School District/public entity when determining the lowest proposal or evaluating proposals, except when a responsive Respondent which is otherwise reasonably susceptible for award is located outside of Arizona and is not subject to a transaction privilege or use tax of a political subdivision of this state. In that event, all applicable taxes which are the obligation of Respondents in state and out of state, shall be disregarded in the Contract Award. At all times, payment of taxes and the determination of applicable taxes and rates are the sole responsibility of the Contractor.

## PROTEST OF NON-AWARD

XXVIII. **Protest Procedure:** Any protest of an award or proposed award must be filed in writing within ten (10) days from the date of the official award notification and must be received by 5:00 pm Central Time. No protest shall lie for a claim that the selected Vendor is not a responsible Respondent. Protests shall be filed with *Ms. Sue Hayes at Region 10 ESC, 400 E Spring Valley Rd, Richardson, TX 75081*. Protests shall follow Region 10 ESC complaint policy EF(LOCAL), a copy of which is available at https://pol.tasb.org/Policy/Code/374?filter=EF, and it must be on a form provided by Region 10 ESC, which will include the following:

1. Name, address and telephone number of protester
2. Original signature of protester or its representative
3. Identification of the solicitation by RFP number
4. Detailed statement of legal and factual grounds including copies of relevant documents; and the form of relief requested
5. Any protest review and action shall be considered final with no further formalities being considered.

## NON-COLLUSION, EMPLOYMENT AND SERVICES

XXIX. **By signing the Offer and Acceptance form or other official contract form, the Respondent certifies that:**

1. It did not engage in collusion or other anti-competitive practices in connection with the preparation or submission of its offer; and
2. It does not discriminate against any employee, applicant for employment, or person to whom it provides services because of race, color, religion, sex, national origin, or disability and that it complies with all applicable federal, state, and local laws and executive orders regarding employment.

## LIMITATION OF LIABILITY

XXX. **Waiver:** BY SUBMITTING A PROPOSAL, OFFER EXPRESSLY AGREES TO WAIVE ANY CLAIM IT HAS OR MAY HAVE AGAINST BOTH EQUALIS GROUP AND REGION 10 EDUCATION SERVICE CENTER, ITS DIRECTORS, OFFICERS, OR AGENTS AND THE MEMBERS ARISING OUT OF OR IN CONNECTION WITH (1) THE ADMINISTRATION, EVALUATION, RECOMMENDATION OF ANY PROPOSAL; (2) ANY REQUIREMENTS UNDER THE SOLICITATION, PROPOSAL PACKAGE, OR RELATED DOCUMENTS; (3) THE REJECTION OF ANY PROPOSAL OR ANY PART OF ANY PROPOSAL; AND/OR (4) THE AWARD OF A CONTRACT, IF ANY.

XXXI.  NEITHER REGION 10 ESC NOR EQUALIS GROUP SHALL BE RESPONSIBLE OR LIABLE FOR ANY COSTS INCURRED BY RESPONDENTS OR THE SELECTED VENDOR IN CONNECTION WITH RESPONDING TO THE RFP, PREPARING FOR ORAL PRESENTATIONS, PREPARING AND SUBMITTING A PROPOSAL, ENTERING OR NEGOTIATING THE TERMS OF A CONTRACT, OR ANY OTHER EXPENSES INCURRED BY A RESPONDENT. THE RESPONDENT OR SELECTED VENDOR IS WHOLLY RESPONSIBLE FOR ANY SUCH COSTS AND EXPENSES AND SHALL NOT BE REIMBURSED IN ANY MANNER BY REGION 10 ESC OR EQUALIS GROUP.

**Appendix A: VENDOR CONTRACT AND SIGNATURE FORM**

*This Vendor Contract and Signature Form ("Contract") is made as of _____, by and between Sharp Electronics Corporation ("Vendor") and Region 10 Education Service Center ("Region 10 ESC") for the purchase of* Print, Scan and Copy Equipment, Managed Print Solutions, and related products and services *("the products and services").*

**RECITALS**

WHEREAS, both parties agree and understand that the following pages will constitute the contract between the successful vendor(s) and Region 10 ESC, having its principal place of business at *Education Service Center, Region 10, 400 E Spring Valley Rd, Richardson, TX 75081*

WHEREAS, Vendor agrees to include, in writing, any required exceptions or deviations from these terms, conditions, and specifications; and it is further understood that if agreed to by Region 10 ESC, said exceptions or deviations will be incorporated into the final contract "Vendor Contract."

WHEREAS, this contract consists of the provisions set forth below, including provisions of all attachments referenced herein. In the event of a conflict between the provisions set forth below and those contained in any attachment, the provisions set forth below shall control.

WHEREAS, the Vendor Contract will provide that any state, county, special district, local government, school district, private K-12 school, technical or vocational school, higher education institution (including community colleges, colleges and universities, both public and private), other government agencies or non-profit organization may purchase products and services at prices indicated in the Vendor Contract upon registering and becoming a member with Region 10 ESC; and it being further understood that Region 10 ESC shall act as the Lead Agency with respect to all such purchase agreements.

WHEREAS, Equalis Group has the administrative and legal capacity to administer purchases on behalf of Region 10 ESC under the Vendor Contract with participating public agencies and entities, as permitted by applicable law.

**ARTICLE 1- GENERAL TERMS AND CONDITIONS**

1.1     Equalis Group shall be afforded all of the rights, privileges and indemnifications afforded to Region 10 ESC under the Vendor Contract, and such rights, privileges and indemnifications shall accrue and apply with equal effect to Equalis Group, including, without limitation, Vendor's obligation to provide insurance and other indemnifications to Lead Agency.

1.2     Awarded vendor shall perform all duties, responsibilities and obligations, set forth in this agreement, and required under the Vendor Contract.

1.3     Equalis Group shall perform its duties, responsibilities and obligations as administrator of purchases, set forth in this agreement, and required under the Vendor Contract.

1.4     **Customer Support**: The vendor shall provide timely and accurate technical advice and sales support to Region 10 ESC staff, Equalis Group staff and participating agencies. The vendor shall respond to such requests within one (1) working day after receipt of the request.

### ARTICLE 2- ANTICIPATED TERM OF AGREEMENT

2.1     **Term:** The term of the Contract shall commence upon award and shall remain in effect for a period of three (3) years, unless terminated, canceled or extended as otherwise provided herein. The Contractor agrees that Region 10 ESC shall have the right, at its sole option, to renew the Contract for four (4) additional one-year periods or portions thereof. In the event that Region 10 ESC exercises such rights, all terms, conditions and provisions of the original Contract shall remain the same and apply during the renewal period with the possible exception of price and minor scope additions and/or deletions.

2.2     **Automatic Renewal:** Renewal will take place automatically for one (1) year unless Region 10 ESC gives written notice to the awarded supplier at least ninety (90) days prior to the expiration.

### ARTICLE 3- REPRESENTATIONS AND COVENANTS

**Scope**: This contract is based on the need to provide the economic benefits of volume purchasing and reduction in administrative costs through cooperative purchasing to schools and other members.

**Compliance**: Cooperative Purchasing Agreements between Equalis Group and its Members have been established under state procurement law.

**Respondent's promise**: Respondent agrees all prices, terms, warranties, and benefits granted by Respondent to Members through this contract are comparable to or better than the equivalent terms offered by Respondent to any present customer meeting the same qualifications or requirements.

### ARTICLE 4- FORMATION OF CONTRACT

4.1.     **Respondent contract documents**: Region 10 ESC will review proposed Respondent contract documents. Vendor's contract document shall not become part of Region 10 ESC's contract with vendor unless and until an authorized representative of Region 10 ESC reviews and approves it.

4.2.     **Form of contract**: The form of contract for this solicitation shall be the Request for Proposal, the awarded proposal(s) to the lowest responsible Respondent(s), and properly issued and reviewed purchase orders referencing the requirements of the Request for Proposal. If a firm submitting a proposal requires Region 10 ESC and/or Member to sign an additional agreement, a copy of the proposed agreement must be included with the proposal.

4.3.     **Entire Agreement (Parol evidence)**: The contract, as specified above, represents the final written expression of agreement. All agreements are contained herein and no other agreements or representations that materially alter it are acceptable.

4.4.     **Assignment of Contract**: No assignment of contract may be made without the prior written approval of Region 10 ESC. Purchase orders and payment can only be made to awarded vendor unless otherwise approved by Region 10 ESC. Awarded vendor is required to notify Region 10 ESC when any material change in operations is made that may adversely affect members (i.e. awarded vendor bankruptcy, change of ownership, merger, etc.).

4.5.     **Contract Alterations**: No alterations to the terms of this contract shall be valid or binding unless authorized and signed with a "wet signature" by a Region 10 ESC staff member.

4.6.     **Order of precedence**: In the event of a conflict in the provisions of the contract as accepted by Region 10 ESC, the following order of precedence shall prevail:

- Special terms and conditions
- General terms and conditions
- Specifications and scope of work
- Attachments and exhibits
- Documents referenced or included in the solicitation

4.8     **Supplemental Agreements**: The entity participating in the Region 10 ESC contract and awarded vendor may enter into a separate supplemental agreement to further define the level of service requirements over and above the minimum defined in this contract i.e. invoice requirements, ordering requirements, specialized delivery, etc. Any supplemental agreement developed as a result of this contract is exclusively between the participating entity and awarded vendor. Neither Region 10 ESC, Equalis Group, its agents, members and employees shall be made party to any claim for breach of such agreement.

**ARTICLE 5- TERMINATION OF CONTRACT**

5.1.     **Cancellation for non-performance or contractor deficiency:** Region 10 ESC may terminate any contract if Members have not used the contract, or if purchase volume is determined to be low volume in any 12-month period. Region 10 ESC reserves the right to cancel the whole or any part of this contract due to failure by contractor to carry out any obligation, term or condition of the contract. Region 10 ESC may issue a written deficiency notice to contractor for acting or failing to act in any of the following:

   i.  Providing material that does not meet the specifications of the contract;
  ii.  Providing work and/or material that was not awarded under the contract;
 iii.  Failing to adequately perform the services set forth in the scope of work and specifications;
 iv. Failing to complete required work or furnish required materials within a reasonable amount of time;
  v. Failing to make progress in performance of the contract and/or giving Region 10 ESC reason to believe that contractor will not or cannot perform the requirements of the contract; and/or
 vi. Performing work or providing services under the contract prior to receiving a Region 10 ESC reviewed purchase order for such work.

Upon receipt of a written deficiency notice, contractor shall have ten (10) days to provide a satisfactory response to Region 10 ESC. Failure to adequately address all issues of concern may result in contract cancellation. Upon cancellation under this paragraph, all goods, materials, work, documents, data and reports prepared by contractor under the contract shall become the property of the Member on demand.

5.2     **Termination for cause**: If, for any reason, the Vendor fails to fulfill its obligation in a timely manner, or if the vendor violates any of the covenants, agreements, or stipulations of this contract, Region 10 ESC reserves the right to terminate the contract immediately and pursue all other applicable remedies afforded by law. Such termination shall be effective by delivery of notice, to the vendor, specifying the effective date of termination. In such event, all documents, data, studies, surveys, drawings, maps, models and reports prepared by vendor for this solicitation may become the property of the participating agency or entity. If such event does occur then vendor will be entitled to receive just and equitable compensation for the satisfactory work completed on such documents.

5.3     **Delivery/Service failures**: Failure to deliver goods or services within the time specified or within a reasonable time period as interpreted by the purchasing agent, or failure to make replacements or corrections of rejected articles/services when so requested shall constitute grounds for the contract to be terminated. In the event that the participating agency or entity must purchase in an open market, contractor agrees to reimburse the participating agency or entity, within a reasonable time period, for all expenses incurred.

5.4     **Force Majeure**: If by reason of Force Majeure, either party hereto shall be rendered unable wholly or in part to carry out its obligations under this Agreement then such party shall give notice and full particulars of Force Majeure in writing to the other party within a reasonable time after occurrence of the event or cause relied upon, and the obligation of the party giving such notice, so far as it is affected by such Force Majeure, shall be suspended during the continuance of the inability then claimed, except as hereinafter provided, but for no longer period, and such party shall endeavor to remove or overcome such inability with all reasonable dispatch.

The term Force Majeure as employed herein, shall mean acts of God, strikes, lockouts, or other industrial disturbances, act of public enemy, orders of any kind of government of the United States or the State of Texas or any civil or military authority; insurrections; riots; epidemics; landslides; lighting; earthquake; fires; hurricanes; storms; floods; washouts; droughts; arrests; restraint of government and people; civil disturbances; explosions, breakage or accidents to machinery, pipelines or canals, or other causes not reasonably within the control of the party claiming such inability. It is understood and agreed that the settlement of strikes and lockouts shall be entirely within the discretion of the party having the difficulty, and that the above requirement that any Force Majeure shall be remedied with all reasonable dispatch shall not require the settlement of strikes and lockouts by acceding to the demands of the opposing party or parties when such settlement is unfavorable in the judgment of the party having the difficulty

5.5     **Standard Cancellation**: Either party may cancel this contract in whole or in part by providing written notice. The cancellation will take effect 90 business days after the other party receives the notice of cancellation. After the 90th business day all work will cease following completion of final purchase order. Region 10 ESC reserves the right to request additional items not already on contract at any time.

**ARTICLE 6- LICENSES**

6.1     **Duty to keep current license:** Vendor shall maintain in current status all federal, state and local licenses, bonds and permits required for the operation of the business conducted by vendor. Vendor shall remain fully informed of and in compliance with all ordinances and regulations pertaining to the lawful

provision of services under the contract. Region 10 ESC reserves the right to stop work and/or cancel the contract of any vendor whose license(s) expire, lapse, are suspended or terminated.

6.2 **Suspension or Debarment**: Respondent shall provide a letter in the proposal notifying Region 10 ESC of any debarment, suspension or other lawful action taken against them by any federal, state, or local government within the last five (5) years that precludes Respondent or its employees from participating in any public procurement activity. The letter shall state the duration of the suspension or action taken, the relevant circumstances and the name of the agency imposing the suspension. Failure to supply or disclose this information may be grounds for cancellation of contract.

6.3 **Survival Clause:** All applicable software license agreements, warranties or service agreements that were entered into between Vendor and Customer/participating member under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All Purchase Orders issued and accepted by Order Fulfiller shall survive expiration or termination of the Contract.

## ARTICLE 7- DELIVERY PROVISIONS

7.1 **Delivery**: Vendor shall deliver said materials purchased on this contract to the participating member issuing a Purchase Order. Conforming product shall be shipped within 7 days of receipt of Purchase Order. If delivery is not or cannot be made within this time period the vendor must receive authorization from the purchasing agency for the delayed delivery. At this point the participating entity may cancel the order if estimated shipping time is not acceptable.

7.2 **Inspection & Acceptance**: If defective or incorrect material is delivered, purchasing agency may make the determination to return the material to the vendor at no cost to the purchasing agency. The vendor agrees to pay all shipping costs for the return shipment. Vendor shall be responsible for arranging the return of the defective or incorrect material.

7.3 **Responsibility for supplies tendered:** Vendor shall be responsible for the materials or supplies covered by this contract until they are delivered to the designated delivery point.

7.4 **Shipping Instructions**: Unless otherwise specified, each case, crate, barrel, package, etc, delivered under this contract must be plainly labeled, securely tagged, stating Vendor's name, purchase order number, quantity contained therein, and delivery address as indicated in the order. Deliveries must be made within the hours of 8:00 am – 4:00 pm. Deliveries at any other time (including Saturdays, Sundays and holidays) will not be accepted unless arrangements have been made in advance with the receiver at the delivery point. Vendor understands that it is their responsibility to ensure compliance with the delivery instructions outlined in this agreement.

7.5 **Additional charges**: Unless bought on F.O.B. "shipping point" and Vendor prepays transportation, no delivery charges shall be added to invoices except when express delivery is authorized and substituted on orders for the method specified in the contract. In such cases, the difference between freight or mail and express charges may be added to the invoice.

7.6 **Buyer's delays**: Region 10 ESC will not be responsible for any late fees due the prime contractor by the participating member. The prime contractor will negotiate with the participating agency for the recovery of damages related to expenses incurred by the vendor for a delay for which the Region 10 ESC

member is responsible, which is unreasonable, and which was not within the contemplation of the parties to the contract between the two parties.

**ARTICLE 8- BILLING AND REPORTING**

8.1 **Payments**: The participating entity using the contract will make payments directly to the awarded vendor.
Payment shall be made after satisfactory performance, in accordance with all provisions thereof, and upon receipt of a properly completed invoice.

8.2 **Tax Exempt Status**: Since this is a national contract, knowing the tax laws in each state is the sole responsibility of the Vendor.

8.3 **Reporting**: Vendor shall electronically provide Equalis Group with a detailed line item monthly report showing the dollar volume of all member product sales under the contract for the previous month. Reports shall be sent via e-mail to Equalis Group offices at reporting@equalisgroup.org. Reports are due on the **fifteenth (15th)** day after the close of the previous month. It is the responsibility of the awarded vendor to collect and compile all sales under the contract from participating members and submit one (1) report. Fields below marked as *required indicate a required field. All other fields are preferred, but not required:

| | |
|---|---|
| **Member Data** | Equalis Member ID |
| | Vendor Customer Number *required (or Equalis Member ID) |
| | Customer Name *required |
| | Customer Street Address *required |
| | Customer City *required |
| | Customer Zip Code *required |
| | Customer State *required |
| **Distributor Data** | Distributor Name |
| | Distributor ID |
| | Distributor Street Address |
| | Distributor City |
| | Distributor Zip Code |
| | Distributor State |
| **Product Data** | Product Category level 1 |
| | Product Category level 2 *(Where available or applicable)* |
| | Product Category level 3 *(Where available or applicable)* |
| | Distributor Product Number |
| | Manufacturer Product Number |
| | Product Description |
| | Product Brand Name |
| | Product packaging Unit of Measure level 1 |
| | Product packaging Unit of Measure level 2 |
| | Product packaging Unit of Measure level 3 |

| | Purchase Unit of Measure |
|---|---|
| **Spend Data** | Purchase Quantity |
| | Distributor Landed Cost Total $ (without deviations) |
| | Distributor Landed Cost Total $ (with mfr deviations) |
| | Customer Purchase Total $ *required |
| | Admin Fee % *required |
| | Admin Fee $ *required |

ARTICLE 9- PRICING

9.1 **Market competitive guarantee**: Vendor agrees to provide market competitive pricing, based on the value offered upon award, to Region 10 ESC and its participating public agencies throughout the duration of the contract.

9.2 **Price increase**: Should it become necessary or proper during the term of this contract to make any change in design or any alterations that will increase expense, Region 10 ESC must be notified immediately. Price increases must be approved by Lead Agency and no payment for additional materials or services, beyond the amount stipulated in the contract, shall be paid without prior approval. All price increases must be supported by manufacture documentation, or a formal cost justification letter.

Vendor must honor previous prices for thirty (30) days after approval and written notification from Region 10 ESC if requested.

It is Vendor's responsibility to keep all pricing up to date and on file with Region 10 ESC. All price changes must be provided to Region 10 ESC, using the same format as was accepted in the original contract.

9.3 **Additional Charges**: All deliveries shall be freight prepaid, F.O.B. destination and shall be included in all pricing offered unless otherwise clearly stated in writing.

9.4 **Price reduction and adjustment:** Price reduction may be offered at any time during contract and shall become effective upon notice of acceptance from Region 10 ESC. Special, time-limited reductions are permissible under the following conditions: 1) reduction is available to all Members equally; 2) reduction is for a specific time period, normally not less than thirty (30) days; 3) original price is not exceeded after the time-limit; and 4) Region 10 ESC has approved the new prices prior to any offer of the prices to a Member. Vendor shall offer Region 10 ESC any published price reduction during the contract period.

9.5 **Prevailing Wage**: It shall be the responsibility of the Vendor to comply, when applicable, with the prevailing wage legislation in effect in the jurisdiction of the purchaser (Region 10 ESC or its Participating Members). It shall further be the responsibility of the Vendor to monitor the prevailing wage rates as established by the appropriate Department of Labor for any increase in rates during the term of this contract and adjust wage rates accordingly.

9.6 **Administrative Fees:** The Vendor agrees to pay administrative fees to Equalis Group based on the terms set in Attachment A. All pricing submitted to Region 10 ESC shall include the administrative fee to be remitted to Equalis Group by the awarded vendor.

9.7 **Price Calculation:** Cost plus a percentage as a primary mechanism to calculate pricing is not allowed. Pricing may either be in the form of line item pricing, defined as a specific individual price on a

product or service, or a percentage discount from a verifiable catalog or price list. Other discounts or incentives may be offered.

**ARTICLE 10- PRICING AUDIT**

10.1     **Audit rights:** Vendor shall, at Vendor's sole expense, maintain appropriate due diligence of all purchases made by Region 10 ESC and any participating entity that accesses this Agreement. Equalis Group and Region 10 ESC each reserve the right to audit the accounting for a period of three (3) years from the time such purchases are made. This audit right shall survive termination of this Agreement for a period of one (1) year from the effective date of termination. In the State of New Jersey, this audit right shall survive termination of this Agreement for a period of five (5) years from the date of final payment. Such records shall be made available to the New Jersey Office of the State Comptroller upon request. Region 10 ESC shall have the authority to conduct random audits of Vendor's pricing that is offered to eligible entities at Region 10 ESC's sole cost and expense. Notwithstanding the foregoing, in the event that Region 10 ESC is made aware of any pricing being offered to eligible agencies that is materially inconsistent with the pricing under this agreement, Region 10 ESC shall have the ability to conduct an extensive audit of Vendor's pricing at Vendor's sole cost and expense. Region 10 ESC may conduct the audit internally or may engage a third-party auditing firm. In the event of an audit, the requested materials shall be provided in the format and at the location designated by Region 10 ESC or Equalis Group.

**ARTICLE 11- PROPOSER PRODUCT LINE REQUIREMENTS**

11.1     **Current products**: Proposals shall be for materials and equipment in current production and marketed to the general public and education/government agencies at the time the proposal is submitted.

11.2     **Discontinued products**: If a product or model is discontinued by the manufacturer, Vendor may substitute a new product or model if the replacement product meets or exceeds the specifications and performance of the discontinued model and if the discount is the same or greater than the discontinued model.

11.3     **New products/Services**: New products and/or services that meet the scope of work may be added to the contract. Pricing shall be equivalent to the percentage discount for other products. Vendor may replace or add product lines to an existing contract if the line is replacing or supplementing products on contract, is equal or superior to the original products offered, is discounted in a similar or to a greater degree, and if the products meet the requirements of the solicitation. No products and/or services may be added to avoid competitive procurement requirements. Region 10 ESC may require additions to be submitted with documentation from Participating Members demonstrating an interest in, or a potential requirement for, the new product or service. Region 10 ESC may reject any additions without cause.

11.4     **Options**: Optional equipment for products under contract may be added to the contract at the time they become available under the following conditions: 1) the option is priced at a discount similar to other options; 2) the option is an enhancement to the unit that improves performance or reliability.

11.5     **Product line**: Vendors with a published catalog may submit the entire catalog. Region 10 ESC reserves the right to select products within the catalog for award without having to award all contents. Region 10 ESC may reject any addition of equipment options without cause.

11.6     **Warranty conditions**: All supplies, equipment and services shall include manufacturer's minimum standard warranty and one (1) year labor warranty unless otherwise agreed to in writing.

11.7     **Buy American requirement:** (for New Jersey and all other applicable States) Vendors may only use unmanufactured construction material mined or produced in the United States, as required by the Buy American Act. Where trade agreements apply, to the extent permitted by applicable law, then unmanufactured construction material mined or produced in a designated country may also be used. Vendors are required to check state specific requirements to ensure compliance with this requirement.

**ARTICLE 12- SITE REQUIREMENTS**

12.1     **Cleanup**: Vendor shall clean up and remove all debris and rubbish resulting from their work as required or directed by Member. Upon completion of the work, the premises shall be left in good repair and an orderly, neat, clean and unobstructed condition conducive to the Member's business purpose.

12.2     **Site Preparation**: Vendor shall not begin a project for which Participating Member has not prepared the site, unless Vendor does the preparation work at no cost, or until Participating Member includes the cost of site preparation in a purchase order to the contractor. Site preparation includes, but is not limited to moving furniture, moving equipment or obstructions to the work area, installation of wiring for networks or any other necessary pre-installation requirements.

12.3     **Registered sex offender restrictions**: For work to be performed at schools, Vendor agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are or are reasonably expected to be present. Vendor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Participating Member's discretion. Vendor must identify any additional costs associated with compliance of this term. If no costs are specified, compliance with this term will be provided at no additional charge. Vendor is also responsible for ensuring that their employees or contractors who have direct contact with students are properly fingerprinted and background checked in accordance with local state law, if applicable.

12.4     **Safety measures**: Vendor shall take all reasonable precautions for the safety of employees on the worksite, and shall erect and properly maintain all necessary safeguards for protection of workers and the public. Vendor shall post warning signs against all hazards created by its operation and work in progress. Proper precautions shall be taken pursuant to state law and standard practices to protect workers, general public and existing structures from injury or damage.

12.5     **Smoking/Tobacco**: Persons working under the contract shall adhere to local tobacco and smoking (including e-cigarettes/vaping) policies. Smoking will only be permitted in posted areas or off premises.

12.6     **Stored materials**: Upon prior written agreement between the vendor and Member, payment may be made for materials not incorporated in the work but delivered and suitably stored at the site or some other location, for installation at a later date. An inventory of the stored materials must be provided to

Participating Member with the application for payment seeking compensation for stored materials. Such materials must be stored and protected in a secure location, and be insured for their full value by the vendor against loss and damage. Vendor agrees to provide proof of coverage and/or addition of Participating Member as an additional insured upon Participating Member's request. Additionally, if stored offsite, the materials must also be clearly identified as property of buying Participating Member and be separated from other materials. Participating Member must be allowed reasonable opportunity to inspect and take inventory of stored materials, on or offsite, as necessary.

Until final acceptance by the Participating Member, it shall be the Vendor's responsibility to protect all materials and equipment. Vendor warrants and guarantees that title for all work, materials and equipment shall pass to the Member upon final acceptance.

12.7 **Maintenance Facilities and Support**: It is preferred that each contractor should have maintenance facilities and a support system available for servicing and repair of product and/or equipment. If a third party is to be used to provide maintenance and support to the participating member, Respondent must notify Region 10 ESC of that third party information. All technicians, applicators, installers shall be fully certified, trained and licensed to perform said duties.

## ARTICLE 13- MISCELENOUS

13.1 **Funding Out Clause**: Any/all contracts exceeding one (1) year shall include a standard "funding out" clause. A contract for the acquisition, including lease, of real or personal property is a commitment of the entity's current revenue only, provided the contract contains either or both of the following provisions:

"Retains to the entity the continuing right to terminate the contract at the expiration of each budget period during the term of the contract and is conditioned on a best efforts attempt by the entity to obtain appropriate funds for payment of the contract in the subsequent fiscal year."

13.2 **Disclosures**: Vendor affirms that he/she has not given, offered to give, nor intends to give at any time hereafter any economic opportunity, future employment, gift, loan, gratuity, special discount, trip, favor or service to a public servant in connection with this contract.

Vendor has a continuing duty to disclose a complete description of any and all relationships that might be considered a conflict of interest in doing business with participants in Equalis Group.

Vendor affirms that, to the best of his/her knowledge, the offer was arrived at independently, and was submitted without collusion with anyone to obtain information or gain any favoritism that would in any way limit competition or give an unfair advantage over other vendors in the award of this contract.

13.3 **Indemnity**: Vendor shall protect, indemnify, and hold harmless both Region 10 ESC and Equalis Group and its participants, administrators, employees and agents against all claims, damages, losses and expenses arising out of or resulting from the actions of Vendor, Vendor employees or Vendor subcontractors in the preparation of the solicitation and the later execution of the contract, including any supplemental agreements with members. Any litigation involving either Region 10 ESC or Equalis Group, its administrators and employees and agents shall be in a court of competent jurisdiction in Dallas County, Texas. Texas law shall apply to any such suit, without giving effect to its choice of laws provisions. Any litigation involving Equalis Group participating members shall be in the jurisdiction of the participating agency.

**13.4     Franchise Tax**: Vendor hereby certifies that he/she is not currently delinquent in the payment of any required franchise taxes, and shall remain current on any such franchise taxes throughout the term of this contract.

**13.5     Marketing**: Vendor agrees to allow Region 10 ESC and Equalis Group to use their name and logo within website, marketing materials and advertisement. Any use of the Region 10 ESC or Equalis Group name and logo or any form of publicity, inclusive of press releases, regarding this contract by Vendor must have prior approval from Region 10 ESC.

**13.6     Insurance**: Unless otherwise modified elsewhere in this document, prior to commencing services under this contract for a participating member, contractor shall procure, provide and maintain during the life of this agreement comprehensive public liability insurance to include course of construction insurance and automobile liability, providing limits of not less than $1,000,000.00 per occurrence. The insurance form will be an "all risk" type of policy with standard exclusions. Coverage will include temporary structures, scaffolding, temporary office trailers, materials, and equipment. Contractor shall pay for the deductibles required by the insurance provided under this agreement.

Certificates of insurance shall be delivered to the participant prior to commencement of work. The insurance company shall be licensed to do business and write the appropriate lines of insurance in the applicable state in which work is being conducted. Vendor shall give the participating entity a minimum of ten (10) days notice prior to any modifications or cancellation of policies. Vendor shall require all subcontractors performing any work to maintain coverage as specified.

Prior to commencing any work under this contract, any subcontractor shall also procure, provide, and maintain, at its own expense until final acceptance of the work performed, insurance coverage in a form acceptable to the prime contractor. All subcontractors shall provide worker's compensation insurance which waives all subrogation rights against the prime contractor and member.

**13.7     Subcontracts/Sub Contractors**: If Vendor serves as prime contractor, it shall not enter into any subcontract subject to this solicitation without prior approval from Region 10 ESC. Any/all subcontractors shall abide by the terms and conditions of this contract and the solicitation.

No subcontract relationships shall be entered into with a party not licensed to do business in the jurisdiction in which the work will be performed. Contractor must use subcontractors openly, include such arrangements in the proposal, and certify upon request that such use complies with the rules associated with the procurement codes and statutes in the state in which the contractor is conducting business.

Contractor agrees to pay subcontractors in a timely manner. Failure to pay subcontractors for work faithfully performed and properly invoiced may result in suspension or termination of this contract. Prior to participating member's release of final retained amounts, Contractor shall produce verified statements from all subcontractors and material suppliers that those entities have been paid in full amounts due and owing to them.

**13.8     Legal Obligations**: It is the Respondent's responsibility to be aware of and comply with all local, state, and federal laws governing the sale of products/services identified in this RFP and any awarded contract and shall comply with all while fulfilling the RFP. Applicable laws and regulation must be followed even if not specifically identified herein.

13.9 **Boycott Certification:** Respondents hereby certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

13.10 **Venue:** All parties agree that venue for any litigation arising from this contract shall lie in Richardson, Dallas County, Texas, and that the laws of the State of Texas shall govern the rights of the parties and the validity and interpretation of any purchase order, contract, or service agreement that shall arise from and include this proposal request.

[Remainder of Page Intentionally Left Blank- Signatures follow on Signature Form]

**CONTRACT SIGNATURE FORM**

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this proposal in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

Prices are guaranteed: **120 days**

| | |
|---|---|
| Company name | Sharp Electronics Corporation |
| Address | 100 Paragon Drive |
| City/State/Zip | Montvale, NJ 07645 |
| Telephone No. | 201-529-8200 |
| Fax No. | |
| Email address | Foxk@sharpsec.com |
| Printed name | Kevin Fox |
| Position with company | Senior Vice President, General Counsel & Corporate Secretary |
| Authorized signature | |

**Term of contract**_____**to**_____

Unless otherwise stated, all contracts are for a period of three (3) years with an option to renew annually for an additional four (4) years if agreed to by Region 10 ESC. Vendor shall honor all administrative fees for any sales made based on the contract whether renewed or not.

_____                    _____
Region 10 ESC Authorized Agent                              Date

_____
Print Name

**Equalis Group Contract Number** _____

**Appendix B: PRODUCT / SERVICES SPECIFICATIONS**

**Products and Services Covered:**
It is the intention of Region 10 ESC to establish a contract with Respondent(s) for Print, Scan and Copy Equipment, Managed Print Solutions, and related products and services. This solicitation should be read as to include an option for agencies to purchase equipment/services or to sign up for a Managed Print Services Solution. Respondents may elect to limit their proposals to equipment/services only, Managed Print Services or a combination of both. This includes, but is not limited to the following:

**In their response to this section, vendors are asked to describe their proposed offering and address the following:**

**Equipment/Services**

- Print/Copy/Scan/Fax equipment and services – The complete catalog of products, accessories, services and supplies available from the Supplier; including but not limited to wide format, high production and centralized product shops, fax, printers, scanners and other related products and services.

- Software - Technology and workflow solutions relating to duplication of digital and scanned images and the overall management of print strategies and image duplication; multiple bands of printing and imaging technology; multiple-speed duplication and imaging output with optional application of toner and ink technologies; related equipment that scans for a variety of workflow applications. Any other related software that enhances the overall print/copy/scan/fax capabilities.

- Inter/Intranet and Network Services - The ability to analyze and document the current work flow, technologies and processes surrounding document management within an organization or enterprise and make recommendations on how changes could improve productivity and reduce cost including the design, installation, maintenance and administration of local and wide area networks.

- Document Storage and Retrieval Products and Services - Provide a wide range of products and services intended to support the needs of an organization to store, manage and retrieve critical documents. This may include products and services such as scanners, imaging systems, bar coding technology, and software designed for this purpose.

- Related Products and Services - The complete range of Products, Services, and Solutions such as analysis, inventory control, planning, software solutions, network solutions, third party integration related to the purchase or lease of items, fleet management, overflow printing services, legal document services or any other product, service and solution offered by the supplier.

  Sharp offers an array of MFPs and Printers to address a broad range of business objectives. From our A3 and A4 workgroup MFPs to our light production MFPs, Sharp has continued to redefine the role and importance of document technology in the workplace by offering products that are easy to use, customizable and secure.

  **Ease-of-Use**
  Many other MFPs on the market have operation panels that require digging through layers of choices to find the features you need. Sharp MFPs offer an easy-to-use tablet-like user interface combined with the industry's first integrated retractable keyboard that provides intuitive control of even the most advanced functions.

  Yet another Sharp first is our Scan$^2$ technology which scans both sides of a document in a single-

pass, providing increased efficiency and enhanced system reliability.

### Customization
The user interface can be customized with one-touch access to the functions, files or applications that are most important to the end-customer. The experience is fully personalized from the simple to the more complex, allowing you to add custom backgrounds and icons, change the display language and much more.

Another prime example of Sharp technology that enables a fully customizable experience is the Sharp OSA platform. The industry's first Web services development platform, now in its fifth generation, provides advanced customization capabilities to meet the unique needs of your business.

### Security
Sharp's award-winning security suite provides peace of mind and protection for your confidential and intellectual property, whether you are copying, scanning or printing. Sharp's standard End-of-Lease feature (on select models) can digitally shred any and all data on the MFP providing peace of mind when the MFP is returned to the leasing company.


**Managed Print Solutions**

Outsourced management for a fleet of devices to include initial assessment, ongoing optimization of device deployment to maximize productivity and reduce costs, life-cycle management of devices, device repair and maintenance, supplies replenishment and proactive supplies replenishment, help desk support, on-site technical support, education and end-user training, real time hard copy fleet usage monitoring and reporting, formalized reporting on operations, and any other services required for the management of print services.

Products, Services and Solutions
- Provide a description of the range of products covered by your organization's Managed Print Services offering

  Sharp Managed Print Services offer a complete menu of customized services for print fleets based on the client's specific needs.  Not only do we support and service our own award-winning line of print devices, but we also support existing or legacy print fleets, including all major manufacturers of single function office printers.  Our methodology is to understand the customer's current environment, costs and their goals and objectives as diagramed below:

**Understand Vision and Goals**
Collaborate with Sharp to determine what you want to achieve from the assessment and discuss your top business initiatives so we can help you reach those goals.

**Evaluate and Adapt**
Benchmarks are established to regularly measure the success of your program and adapt to your printing/document workflow needs. Quarterly reviews are held to ensure customer satisfaction and ongoing optimization.

**Analyze and Assess**
Sharp collects device data, maps out your assets and interviews users. We'll reveal your current cost of printing, provide insight into company-wide printing activity and determine which devices are costing you the most.

**Implement and Manage**
To ensure a smooth program roll-out, Sharp communicates with internal key stakeholders and trains end users on new equipment. Sharp proactively manages and monitors your fleet to provide first-rate service and supplies.

**Validate and Construct**
Together we'll review your print evironment analysis and decide on a plan of action to optimize your fleet and document workflow.

**Customize and Propose**
Sharp proposes a customized MPS solution based on our assessment findings with your vision and goals at the forefront.

MPS Process — Customer Vision & Goals Workshop, Assessment, Validation & Construction, Propose, Implement & Manage, Continuous Improvement

- Outline everything included in your solution, including consumables (toner, staples, drums, maintenance kits, etc.), parts (fuser units, transfer kits, waste toner bottles, rollers, paper guides, etc.), Labor (delivery, installation, disposal, etc.), support and any other product or service required to continue the operation of the solution you are offering.

Sharp's Managed Print Services includes all parts and labor listed above and includes strategic planning and consultative services.  We help our customers define, construct and publish a Company Print Policy in accordance with their goals and objectives; we assist them in evaluating and analyzing potential technology placements, creating an Approved Device Catalogue, optimizing their fleet and insuring standardization over the time frame needed.  We provide a technology roadmap with specifics for planning both short-term and long-term initiatives.  We help budget for those initiatives by providing the in-depth cost analysis of options, so our customers know the impact of their actions or inactions on a monthly, quarterly and annual basis.

- Describe your ability to manage an onsite print center

  Sharp can provide Full Time Employees for onsite print centers with the necessary skills and certifications needed for a smooth, efficient centralized reprographic department.  We provide multiple levels of experienced professionals, depending on the size, volume, and specific job requirements.  From basic operators and mail room staff, to certified technicians and software specialists, we have a scalable solution to meet our customers' needs.  The monthly rate for Full Time Employees will vary based on the skill level, schedule and location needed.

- Provide an overview of the technology that is utilized in your MPS offering

  Sharp uses a powerful tool called Machine Intelligence Call Assistance System, (MICAS).  MICAS is a cloud-based service application as well as a real time monitoring agent.  MICAS collects and reports information on device status, usage counts, supply levels, errors and alerts, while providing a library of support resources to assist field service technicians.   MICAS increases our call efficiency, reduces unnecessary service visits, and provides proactive support to enhance the end user's overall experience.
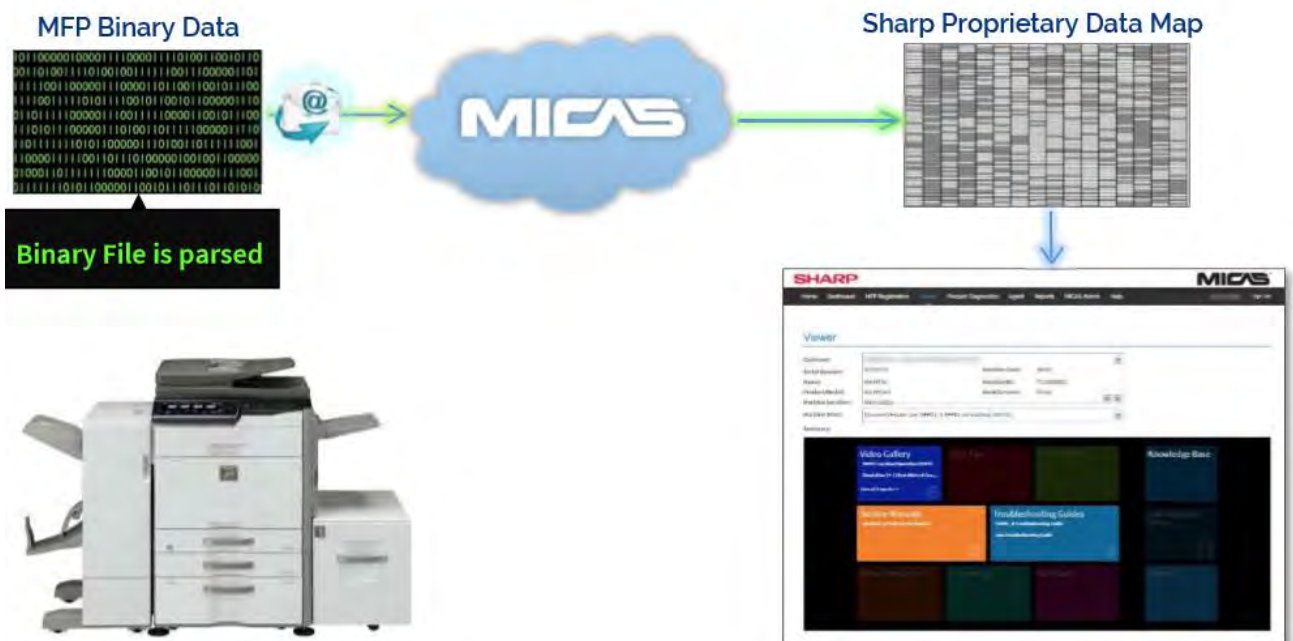
**MFP e-mail attachment contains the following binary data:**

1) RC1 – Text Info
2) R02 - Option Data
3) R05 - Jam Trouble Data
4) R07 – User Counter Data
5) R08 – Job Counter Data
6) R09 – Maintenance Counter Data

*Sharp MICAS is our primary data collection platform. FM Audit is also available and may be used per client preference. See attached white papers for both platforms. Either platform is included in MPS Cost Per Page.

- Describe reporting capabilities regarding consumption, optimization, billing and any other reporting capabilities that enhance the overall experience and solution being provided

Sharp provides detailed usage on our standard invoicing to include start and end meters for color and mono, monthly usage, and cost center. Our standard Quarterly Business Reports will further define usage based on single function vs. multi-function, color vs. mono, top usage devices, breakdown of the fleet by manufacturer and costs associated. Optional software platforms are available at an additional cost that can track costs by user and department and allow custom report generation.

List all methods of ordering provided.
- Describe in detail your assessment and ordering process and how it is scalable

Sharp assessment provides our clients with a detailed picture of their current fleet including current costs and locations. We work with our clients to define their goals and objectives for the fleet, help them determine the optimized state and project plan the transition. Please see attached Sample Assessment Report. Our assessment tool is scalable for each site, incorporating as little as a single department, or an entire campus.

- Provide your backorder policy

Sharp, as the manufacturer of the award-winning line of multifunction devices has more control of our internal supply chain than a reseller. In addition, we support all major manufacturers for single function print and for these devices, we have multiple suppliers set up to address the supply requirements of our clients. If a supply is on back order from our first-choice supplier, we will source it through additional suppliers to ensure timely delivery of products.

Implementation Phase

- Describe in detail your implementation program plan, including a pre-implementation assessment, the proposed operational solution, the onboarding process, the installation process, and anticipated timelines for each

  Through a process of consultation with the various stakeholders involved in the project, the planning phase of the project ensures that we fully understand your vision of the multi-function device fleet and the overall project requirements. This stage represents the start of a journey. A key deliverable from this consultation process is a formal project plan, which we will create and update throughout the period of the transition. The project plan will identify and detail all activities which need to be completed to mobilize the new managed service.

  Information included in the project plan:
  • The timeline during which the transition will take place
  • The detail behind each activity and the roles and responsibilities of each party
  • A plan for completing the site visits for analysis and optimization
  • The hardware rollout plan
  • Important/key milestones
  • A communications plan/strategy



- Provide your organization's experience of implementing with public sector agencies

  Sharp has 15+ years of implementing MPS solutions in K-12 environments, including 5+ years of experience in SC K12 PaperCut installations. As an example, our Sharp Business Systems office in South Carolina currently services approximately 1,200 MFPs and 13,000 printers in SC K12.

  Several Examples provided below
  - County School District – Includes approximately 6,800 total devices (~6,400Kyocera

printers, ~400 Sharp/Kyocera MFPs, and ~30 HP large and small format design jet and laser printers). Nearly 100% are maintained directly by Sharp Business Systems (SBS) while a select few devices have manufacturer extended warranties. Newest contract started in 2015 includes PaperCut throughout the district.

- County School District - MPS contract in 2nd 5 year contract. Print Management contract including approximately 25 copiers and 400 total devices at a singular cost/copy. Laser printers located in every classroom and distributed throughout administrative areas. Copiers located throughout schools and administrative areas.

- County School District - SBS customer since 2002. Site based contract including approximately 65 copiers and ~100 printers.

- County School District - SBS customer since 2001. ~80 MFPs and ~500 printers, and PaperCut installed August 2014 in start of new contract.

- County School District - Customer of SBS since 1/1/2013. Cooperative purchase on contract to include ~70 copiers and ~1,100 printers. PaperCut print management software also installed district-wide.

Training for Client
- Describe in detail the types of trainings your organization typically provides to customers.

Sharp has various options to assist with ongoing training support, depending on the customer's requirements.

One successful training method we have performed with great feedback is to set up training times at customer location and utilize a Sharp system interlinked with either a projector or one of our AQUOS BOARD® Interactive Displays that we bring out to the customer site.  The projector or Sharp AQUOS BOARD can then display the interface panel of the copier and live training can be performed to large audiences.

**My Sharp**
Sharp has developed the industry's most innovative on-line support tool.  My Sharp is your personal companion website for product orientation and demonstrations. It offers high-level support in an easy-to-use format. My Sharp features helpful demonstrations on how to use the scan, copy, print and fax capabilities of your Sharp office products, related software applications and the replacement of supplies for those products. Tailored just for you, we customize each My Sharp website to reflect the Sharp products in your office and to suit your organization's current needs and when your organization's needs evolve, My Sharp provides the flexibility to grow.

*Benefits:*

- *User friendly demonstrations on how to use your equipment and technology*
- *You will automatically receive demonstration updates on new functions as they are released*
- *Access My Sharp online anytime, anywhere*
- *Train new employees on office products quickly and effectively*
- *Product features are grouped by category Printing, Copying, Faxing, Scanning, Software & Supplies*

## 24/7 Client Support – My Sharp

- *Accessible on **the front LCD control panel***



- *MySharp™ **provides on-line, on-demand device support and training***

*Easy-to-Use Guides on the Control Panel*
*On-board Operations Guides can be accessed from the control panel. Users can download specific sections of the entire manual as your needs dictate.*

Fleet Management

- Include all cost options for on-site full-time, part-time, first service responder, consumables, etc.

  Sharp provides technical support for break fix and supply delivery for all devices managed under the MPS contract within the Cost Per Page listed. Additionally, Part Time and Full Time Employees are available to contract for specific roles (such as mail room, help desk and CRD staffing). Costs for additional Part Time Employees and Full Time Employees are determined by skill level, schedule and location.

- In addition, list separate costs, if any, to manage legacy installed devices from other manufacturers such as installing, moving, adding, changing and disposing of contracted devices.

  Moves, Adds and Disposition are not included in our Cost Per Page under the MPS contract. Move pricing within the same building are listed below:
  - $50 desktop devices
  - $150 A3 MFP

  Moves between addresses will involve additional charges that will need to be quoted separately.

  Disposition of devices will follow the client's established protocol for E-Waste, but Sharp personnel will manage the process at no additional charge.

- Do you offer trade in pricing for owned equipment?

  Sharp does not offer trade in for owned equipment.

- Define how meter reads are conducted.

  A Data Collection Agent will collect the meters for networked connected devices each month. Non networked devices will have a manual collection for the first month, then estimated billing based on 80% of the first month's usage, with a manual collection performed by a technician in the 12th month.

- Define how service calls are placed. Does your equipment have built in remote/automated diagnostics capabilities?

  Sharp's equipment does have remote and automated diagnostics and can be set up for automated toner replenishment. All other service and supply requests would require either an email or a phone call to open the service request call.

- Detail any innovative ways that your organization helps eliminate unnecessary printing; reduce carbon footprint usage, waste, etc.

  Sharp consults with our clients to define and publish a custom Print Policy to incorporate the client's goals for reducing print. We assist in analyzing where adjusting or digitizing workflows, (sometimes including optional software), are cost justified. We can provide optional cost accounting software and rules-based printing software to further assist organizations in controlling usage and waste.

Service and Maintenance
- Describe your process for management of maintenance support, including preventive maintenance, on-site repairs, break-fix, site inspection diagnostics, and supply management

  We install MICAS to monitor the health of the fleet. We are able to see where the machines are in the life span of the consumables and plan accordingly and provide preventative maintenance on schedule. For onsite repairs, the customer can place a service call by calling the office and speaking with a live person, or by e-mail based on user preference. Once the call is placed, a service tech will call within an hour to give an ETA and see if it is something that can be corrected over the phone. If required onsite, our tech will be there within an average of 4 hours for repairs. Supplies are monitored through our MICAS program and toner is ordered automatically as the machine needs it. No user intervention necessary.

  **Remote Diagnostics with MICAS/Remote Fleet**
  MICAS is Sharp's proprietary software specifically designed to monitor and manage printer and copier usage. Reports can be generated to identify print trends across numerous locations, departments and users. Various configurations, basic to complex are available to meet your specific business needs. Monitoring usage can positively improve workflow, reduce costs and provide the valuable data necessary to make informed print decisions.

- Describe in detail the process that shall be used to ensure adequate service representatives will be available. This should include fees and or hourly rates for service/help desk integration.

  Our technicians are based in geographic areas based on zip codes. We use not just the count of machines, but also the volume of those machines as territories are aligned. This gives the primary technician an inside look as to how the machines are being utilized. Each territory is also assigned a backup technician in case the primary technician is out or has a larger than usual call load. All machine issues are covered under contract unless it was caused by outside forces such as user abuse or network issues. Hourly rates are charged at $150.00 per hour plus cost of parts and tax. User error calls will be treated as training and are not chargeable, unless deemed habitual.

- Describe your organization's procedures for addressing and resolving customer problems and complaints, service, equipment, or billing. This should include timelines and escalation measures.

*Problem Escalation Procedure*

| Elapsed Time | Action |
|---|---|
| **0 hour** | Customer initiates service call.  Customer can place service call either via phone or email |
| **0 – 1 hours** | Determination if issue can be resolved by Sharp's  Helpdesk or if onsite Technician care is required:<br>    1.  If Sharp Helpdesk believes issue can be resolved via their efforts they will engage with contact immediately<br>    2.  If Sharp Helpdesk concludes service technician is required, a service technician ticket request is opened and Technician contacts customer to provide ETA. |
| **2 – 4 hours** | Technician on-site within response target |
| **On-Site** | **Escalation Process Begins** |
| **1.5 – 2.5 hours** | If Technician is on-site 1.5 – 2.5 hours, has completed a total call and utilized all available resources for resolution and problem still is not resolved:<br>Technician will notify Field Service Manager and discuss situation and possible on-site support.<br><br>If parts are needed the following process will be followed:<br>1. Contact Manager to locate parts and arrange for pick-up (Check all available resources in the region),<br>2. Check Warehouse Inventory to determine if replacements parts are immediately available<br>3. Check availability and have part shipped overnight |
| **4 – 6 hours** | **Service Technician on-site support**<br>Service Technician will troubleshoot and utilize escalation procedures and utilize all available resources:<br>    • Technical Publications<br>    • Web sites<br>    • Support Desk<br>    • Team Service Lead<br>    • Field Service Manager |
| **8 hours** | **If after 8 hours and the problem is not resolved:**<br>1. Field Service Manager will engage service loaner/hot swap protocol<br>2. Field Service Manager informs Sharp Project Manager (SPM) of machine status. |
| **8 hours** | **Service Loaner Process begins** |
| **1 – 2 days** | Service loaner delivered to customer and customer machine is removed so further troubleshooting repair can be performed |
| **2 – 10 days** | Machine repaired and delivered back to the customer. |

- Provide the expected response time after initial service/help desk call to have a technician on site, if needed.

  Sharp will respond to break fix requests within 8 business hours under our standard agreement.  Supply requests will ship within 24 hours.

**Appendix C: PRICING**

**Attachment B**
Region 10 ESC requests that potential Respondents offer a wide array of products and services at lower prices and with better value than what they would ordinarily offer to a single government agency, a school district, or a regional cooperative.

All pricing must be entered into the Attachment B template provided. Products/lines completed will be used to establish the extent of the Respondents product lines, services, warranties, etc. that are available. <u>All services offered under this contract must be priced or listed as free and unlisted services will not be accepted</u>.

Pricing must be entered into each worksheet within the Attachment B as follows:

Products and Services Price List
- Respondents are encouraged to include all high-volume products/services within the scope of this RFP they deem are necessary to show a complete price List
- The last section in this first worksheet is included to price a Managed Print Services Solution
- It is preferred that respondents include an overall discount for all products/services within the scope defined in this RFP to cover products/services not listed in your response and any future products or services that may become available. The discount calculation should be based on a discount from a verifiable price list or catalog. Cost plus a percentage as a primary method is not allowed.

Other Pricing
- In addition to prices offered in the Products and Services Price List, respondents shall provide a calculation for pricing on all other products available under the scope of this RFP. The calculation should be based on a discount from a verifiable price list or catalog. Cost plus a percentage as a primary method is not allowed.
- Additional services such as installation, delivery, tech support, training, and other services not already included in the Core Price list should be provided in this worksheet

Other Discounts or Enhanced Pricing
- List additional rebates, discounts off list, delivery size incentives or other price discounts not already provided in the other worksheets
- Respondents are encouraged to offer additional discounts for one-time delivery of large single orders to participating public agencies. Participating public agencies should seek to negotiate additional price concessions based on quantity purchases of any products offered under the Contract.

**Not to Exceed Pricing**
Region 10 ESC requests pricing be submitted as not to exceed for any participating entity.
➢ Unlike fixed pricing the awarded vendor can adjust submitted pricing lower if needed but, cannot exceed original pricing submitted for solicitation.
➢ Vendor must allow for lower pricing to be available for similar product and service purchases.

**Other Restrictions and Fees**
Please provide any other relevant information, fees or restrictions for Purchasing Group Members to receive pricing or value under this contract, such as minimum order sizes, restocking fees, and/or any other relevant fee or restriction associated with this contract. Fees or restrictions not listed will not be allowed under this contract.

**Appendix D: GENERAL TERMS & CONDITIONS ACCEPTANCE FORM**

*Signature on the Vendor Contract Signature form certifies complete acceptance of the General Terms and Conditions in this solicitation, except as noted below (additional pages may be attached, if necessary).*

**Check one of the following responses to the General Terms and Conditions:**

☐ We take no exceptions/deviations to the general terms and conditions

(*Note: If none are listed below, it is understood that no exceptions/deviations are taken.*)

☒ We take the following exceptions/deviations to the general terms and conditions. All exceptions/deviations must be clearly explained. Reference the corresponding general terms and conditions that you are taking exceptions/deviations to. Clearly state if you are adding additions terms and conditions to the general terms and conditions. Provide details on your exceptions/deviations below:

(*Note: Unacceptable exceptions shall remove your proposal from consideration for award. Region 10 ESC shall be the sole judge on the acceptance of exceptions/deviations and the decision shall be final.*)

**Article 4 Formation of Contract**

4.4 Assignment of Contract
Sharp requests to retain the right to assign its rights without approval from Region 10 in the event of a merger or acquisition.

**Article 7 - Delivery Provisions**

7.1 Delivery:

Sharp will make best efforts to deliver product within 7-10 days of receipt of Purchase Order.

**Article 10 - Pricing Audit**
Sharp grants to Region 10 the right to inspect their records associated with this contract during normal business hours, with 30 days written notice. If Region 10 uses a third party to conduct such inspection, the third party will be subject to a reasonable non-disclosure or confidentiality agreement.

Audits may be conducted no more frequently than once per year, upon reasonable written notice to Contractor, and must be conducted in a way to minimize disruption to Contractor's ongoing business.

**Appendix E: QUESTIONNAIRE**

Please provide responses to the following questions that address your company's operations, organization, structure and processes for providing products and services.

**1.     States Covered**
Respondent must indicate any and all states where products and services can be offered.
**Please indicate the price co-efficient for each state if it varies.**

[X] **50 States & District of Columbia** (Selecting this box is equal to checking all boxes below)

| | | |
|---|---|---|
| ☐ Alabama | | ☐ Montana |
| ☐ Alaska | | ☐ Nebraska |
| ☐ Arizona | | ☐ Nevada |
| ☐ Arkansas | | ☐ New Hampshire |
| ☐ California | | ☐ New Jersey |
| ☐ Colorado | | ☐ New Mexico |
| ☐ Connecticut | | ☐ New York |
| ☐ Delaware | | ☐ North Carolina |
| ☐ District of Columbia | | ☐ North Dakota |
| ☐ Florida | | ☐ Ohio |
| ☐ Georgia | | ☐ Oklahoma |
| ☐ Hawaii | | ☐ Oregon |
| ☐ Idaho | | ☐ Pennsylvania |
| ☐ Illinois | | ☐ Rhode Island |
| ☐ Indiana | | ☐ South Carolina |
| ☐ Iowa | | ☐ South Dakota |
| ☐ Kansas | | ☐ Tennessee |
| ☐ Kentucky | | ☐ Texas |
| ☐ Louisiana | | ☐ Utah |
| ☐ Maine | | ☐ Vermont |
| ☐ Maryland | | ☐ Virginia |
| ☐ Massachusetts | | ☐ Washington |
| ☐ Michigan | | ☐ West Virginia |
| ☐ Minnesota | | ☐ Wisconsin |
| ☐ Mississippi | | ☐ Wyoming |
| ☐ Missouri | | |

☐ **All U.S. Territories & Outlying Areas** (Selecting this box is equal to checking all boxes below)

| | | |
|---|---|---|
| ☐ American Samoa | | ☐ Northern Marina Islands |
| ☐ Federated States of Micronesia | | ☐ Puerto Rico |
| ☐ Guam | | ☐ U.S. Virgin Islands |
| ☐ Midway Islands | | |

2.	**Diversity Programs**

- Do you currently have a diversity program or any diversity partners that you do business with?

  ☐Yes ☒No

- If the answer is yes, do you plan to offer your program or partnership through Equalis Group

  ☐Yes ☐No

  *(If the answer is yes, attach a statement detailing the structure of your program, along with a list of your diversity alliances and a copy of their certifications.)*

- Will the products accessible through your diversity program or partnership be offered to Equalis Group members at the same pricing offered by your company?

  ☐Yes ☐No

*(If answer is no, attach a statement detailing how pricing for participants would be calculated.)*

3.	**Diverse Vendor Certification Participation**

It is the policy of some entities participating in Equalis Group to involve minority and women business enterprises (M/WBE), small and/or disadvantaged business enterprises, disable veterans business enterprises, historically utilized businesses (HUB) and other diversity recognized businesses in the purchase of goods and services. Respondents shall indicate below whether or not they hold certification in any of the classified areas and include proof of such certification with their response.

a. **Minority Women Business Enterprise**
Respondent certifies that this firm is an MWBE ☒Yes ☐No
List certifying agency:

A2Z Business Systems – CA
AD Solutions – FL
AM Copier Service – CA
Albuquerque Image Products – NM
Common Sense Business Solutions, Inc. – CA
C3 Office Solutions – CA
The Wilson Group LLC – PA
Velocity Imaging Products, Inc. - CA

b. **Small Business Enterprise (SBE) or Disadvantaged Business Enterprise (DBE)**
Respondent certifies that this firm is a SBE or DBE ☐Yes ☒No
List certifying agency:

Small Business Enterprise (SBE) information is not captured in our Master Data.

c. **Disabled Veterans Business Enterprise (DVBE)**
Respondent certifies that this firm is a DVBE ☒Yes ☐No
List certifying agency:

OK Office Systems Inc. – OK
Choice Technical Services, Inc. – CA

**d. Historically Underutilized Businesses (HUB)**

Respondent certifies that this firm is a HUB     [X] Yes   [ ] No
List certifying agency: _____

Allen Young Office Machines – TX
Archer Business Systems – TX
Atlas Business Solutions – TX
America Strong Business Systems – TX
Forged Technology Solutions – TX
Function 4 – TX
Hogland Office Equipment – TX
Image Communication Technology Inc. – TX
Integrated Business Technologies – TX
Knight Office Solutions – TX
Mesa Business Machines – TX
Platinum Copier Solutions – TX
Sharp Business Systems (Dallas) - TX
Sharp Business Systems (Houston) - TX
Skelton Business Equipment – TX
Southwest Office Systems – TX
Spectrum Imaging Technologies – TX
Tascosa Office Machines – TX
Texas Business Systems – TX
Texas Document Solutions – TX
TLC Office Systems - TX

Historically Underutilized Businesses (HUB) information is only captured in Texas.

**e. Historically Underutilized Business Zone Enterprise (HUBZone)**

Respondent certifies that this firm is a HUBZone     [ ] Yes   [X] No
List certifying agency: _____

Historically Underutilized Business Zone Enterprise (HUBZone) information is not captured in our Master Data.

**f. Other**

Respondent certifies that this firm is a recognized diversity     [ ] Yes   [X] No
certificate holder
List certifying agency: _____

**4.     Residency**

Responding Company's principal place of business is in the city of Montvale State of New Jersey.

**5.     Felony Conviction Notice**

Please check applicable box:

| X | A publicly held corporation; therefore, this reporting requirement is not applicable. Is not owned or operated by anyone who has been convicted of a felony. |
| ☐ | |
| ☐ | |

Is owned or operated by the following individual(s) who has/have been convicted of a felony.

*If the 3rd box is checked a detailed explanation of the names and convictions must be attached.

**6.     Processing Information**

Company contact for:

*Executive Contact*

Contact Person: Kevin Fox

Title: Senior Vice President, General Counsel & Corporate Secretary

Company: Sharp Electronics Corporation

Address: 100 Paragon Drive

City: Montvale          State: NJ          Zip: 07645

Phone: 201-529-8200          Fax:

Email: Foxk@sharpsec.com

*Account Manager / Sales Lead*

Contact Person: Jack Coons

Title: Government & Major Account Manager

Company: Sharp Electronics Corporation

Address: 100 Paragon Drive

City: Montvale          State: New Jersey          Zip: 07645

Phone: 817-909-0152          Fax:

Email: Coonsj@sharpsec.com

*Contract Management (if different than the Sales Lead)*

Contact Person:  Maureen Tighe

Title:  Marketing Manager

Company:  Sharp Electronics Corporation

Address:  100 Paragon Drive

City: Montvale                           State: New Jersey            Zip:  07645

Phone: 201-529-0325                    Fax:

Email:  Tighem@sharpsec.com


*Billing & Reporting/Accounts Payable*

Contact Person:  Fran McNicholas

Title:  Manager, Finance Administration

Company:  Sharp Electronics Corporation

Address:  100 Paragon Drive

City: Montvale                           State: New Jersey            Zip:  07645

Phone: 201-529-8601                    Fax:

Email:  Mcnicholasfr@sharpsec.com


*Marketing*

Contact Person:  Maureen Tighe

Title:  Marketing Manager

Company:  Sharp Electronics Corporation

Address:  100 Paragon Drive

City: Montvale                           State: New Jersey            Zip:  07645

Phone: 201-529-0325                    Fax:

Email:  Tighem@sharpsec.com


**7.**     **Distribution Channel: Which best describes your company's position in the distribution channel:**

[X] Manufacturer direct     [ ] Certified education/government

[ ] reseller Authorized distributor [ ] Manufacturer marketing through

[ ] reseller Value-added reseller [ ] Other _____

8. **Pricing Information**
- In addition to the current typical unit pricing furnished herein, the Vendor agrees to offer all future product introductions at prices that are proportionate to Contract Pricing ☒Yes ☐No
   *(If answer is no, attach a statement detailing how pricing for participants would be calculated.)*

- Pricing submitted includes the required administrative fee. ☒Yes ☐No
   *(Fee calculated based on invoice price to customer)*

- Additional discounts for purchase of a guaranteed quantity? ☒Yes ☐No

**9.** **Cooperative/Group Purchasing Experience**
List all cooperative and/or government group purchasing organizations of which your company is currently a member below.

| Cooperative/GPO Name | Contract Number | Expiration Date |
| --- | --- | --- |
| Sourcewell | 083116-SEC | 10/19/2021 |
| NASPO ValuePoint | 140603 | 12/31/2021 |
| PEPPM – Professional Displays/Monitors | 528897-239 & 529561-061 | 12/31/2021 |
| PEPPM – Copiers | 529561-060 | 12/31/2021 |
| HPS | 571 | 11/30/2021 |
| BuyBoard | 537-17 | 8/31/2020 |
| COSTARS | 001-039 | 1/7/2021 |

**Appendix F: COMPANY PROFILE**

Please provide the following:

**General Profile**

1. Company's official registered name. Sharp Electronics Corporation

2. Brief history of your company, including the year it was established.

In 1915, Sharp founder Tokuji Hayakawa invented the innovative twist-type Hayakawa Mechanical Pencil, later dubbed the Sharp Pencil. The Sharp Pencil served as the origin of our corporate name. With beauty and functionality in tune with the modern ethos of the period, the pencil was a hit product that led to a flourishing business. The attitude of giving sincere thought to the people who use a product, and harnessing originality and creativity in the pursuit of convenience and quality was the foundation of Sharp.

After losing his family and factory in the Great Kanto Earthquake, Sharp's founder Tokuji Hayakawa relocated to Osaka, where he produced Japan's first crystal radio receiver. He then began making vacuum-tube radios with high sensitivity, he created numerous models for a family to enjoy and incorporated built in speakers. His company would grow to be a major radio manufacturer which was incorporated in 1935.

Sharp developed the first TV produced in Japan, and in 1953 quickly moved to mass-produce sets before the start of television broadcasting. Later they would expand into washing machines, refrigerators, and other products. Early research and development led to the mass production of microwave ovens, solar cells, and the world's first all-transistor diode calculator.

In May 1962, the company's first overseas sales subsidiary, Sharp Electronics Corporation (SEC) was established in Manhattan. Three years later SEC moved to New Jersey with offices, a warehouse, and a repair and inspection space.

After success with calculators, cash registers, and office computers, Sharp started developing a photocopier in 1970 to further establish the office products category as one of its core businesses. This would lead to the introduction of the AR-5040 digital copier, which made physical copies after first storing digital images of the originals on a built-in hard drive.

The following year facsimile functions were added to new models, and then the ability to be used as a computer printer (1996) marking the dawn of Sharp's MFP's (multifunction Printers). In 1998, a new series of MFPs (multifunctional printers) was born, a 3-in-1 unit which combined copier, fax, and printer functions in one. The introduction of Digital MFPs made devices more than multi-function, they were also space savers. As Sharp introduced a number of MFPs with unique features, such as color models, production soared past 10 million units in April 2000. At this time Sharp was developing technology that could encrypt digital data for temporary storage and automatically erase the data after using it. Introducing a Data Security Kit, in April 2001 Sharp acquired Common Criteria EAL2 from a US certification organization that enabled Sharp to deliver products to government agencies and financial organizations around the world.

Many of the more recent technological advancements incorporate environmental performance and information security, offering customers color capabilities, high image quality, and business solutions.

Building on our industry leading market share of the LCD (AQUOS) television market, Sharp introduced an LCD alternative to bulletin boards and posters in 2005. The 45 inch display with reduced glare from fluorescent lighting was easily viewable in bright settings for use in show windows. In 2006 Sharp released a 65 inch commercial display for use in business presentations, collaborative CAD drawing and videoconferencing.

In 2010, as Professional information Displays continued to grow, Sharp had the largest commercial display available, and announced a new multi-display system that combined ultra-narrow bezel 60 inch LCDs to achieve a giant single screen. In September 2011, Sharp introduced a 70 inch touchscreen display that could also be used as an electronic whiteboard. The lineup was quickly expanded to include 60 and 80 inch AQUOS Boards.

Sharp continues to be a leader in the electronic office products market, our longevity is assured through our commitment to the philosophy and core values established a century ago, and our continual product improvements to keep ahead of the current business environment.

3.    Company's Dun & Bradstreet (D&B) number.  00-181-8012

4.    Corporate office location.  100 Paragon Drive, Montvale, NJ 07645

5.    List the total number of salespersons employed by your organization within the United

States, broken down by market.  Please see Attachment 1 – Sharp Sales Team.

6.      List the number and location of offices, or service centers for all states being proposed in solicitation.   Please see Attachment 2 – Sharp Business Systems Branch Locations.

7.      Define your standard terms of payment.  Net 30 days

8.      Who is your competition in the marketplace?  Ricoh, Konica Minolta, Canon, Xerox

9.      Overall annual sales for last three (3) years;

Sharp Electronics Corporation (US)
Dollars in Millions

Year-ended March 31, 2019: $1,758
Year-ended March 31, 2018: $2,741
Year-ended March 31, 2017: $6,976

Please note the decreases from reported 2017 – 2019 was a result of a financial reporting change.  Specific account revenue was shifted from Sharp Electronics Corporation to Sharp Corporation.

10.     Overall public sector sales, excluding Federal Government, for last three (3) years;

2019 - $49,975,378
2018 - $51,616,847
2017 - $54,697,503

11.     What is your strategy to increase market share in the public sector?

Sharp's strategy to improve market share in the public sector will be through the development of marketing campaigns specific to education and the public sector.  In addition, Sharp will dedicate sales resources out of Sharp Business Systems (SBS) Dallas to specifically target Region 10 opportunities.

12.     What differentiates your company from competitors in the public sector?

Sharp's successful track record of working with cooperatives helps to differentiate us from our competitors.  In addition, our ability to provide customized document workflow solutions to public sector and education customers as well as our and the breadth of Sharp's Smart Office technology also differentiate us.

13.     Provide relevant information regarding your ordering process including your firm's on-line catalog/ordering website, and the ability for purchasing group members to verify they are receiving contract pricing.

All orders will be processed directly by Sharp through our National Account Program.  A dedicated order processor receives and processes all orders at Sharp's Montvale headquarters. This order processor provides a single point of contact to coordinate customer service requirements for all member locations.

14. Describe your company's Customer Service Department (hours of operation, number of service centers, etc.).

The Sharp Customer Service Department in Montvale, NJ, provides a single point of contact for Region 10 customers. Our hours of operation are Monday through Friday, 9:00 AM to 6:00 PM (EST). Internally, the Sharp Government & Major Account Manager assigned to this contract (Jack Coons) will work closely with our Finance Administration Team, SBS Branch locations, Sharp Authorized Dealers and our Management Staff to assure that all requirements outlined in our proposal meet the objectives of the Region 10 contract.

15. Provide your safety record, safety rating, EMR and worker's compensation rate where available.

Sharp's 2019 National Incident Rate (total recordable injury and illnesses cases) is 1.32 compared to 2018 Private Industry, All U.S. Professional and Business Services Photographic Services rate of 2.3.

Sharp's 2019 DART Rate (Total cases involving days away from work, days of restricted work activity, and/or job transfer) is 0.22 compared to Bureau of Labor Statistics average DART rate for private industry of 1.5.

Sharp's 2019 Workers Compensation Experience Modification Rates were as follows:

NCCI:  1.14
CA:  0.6
MI:  0.95
NJ: 1.19
PA: .95 (Merit)

Please see Attachment 5 - Sharp's Experience Modification Rating.

16. Describe areas where downtime may occur with products and services provided, historical averages of that downtime, and how you resolve downtime issues when they do occur (For purposes of providing further clarity, examples of downtime might be a website ordering platform that goes offline, installed equipment that requires service or other products and services that can fail or go offline)

Sharp takes several steps to ensure reliable delivery, quality service and consistent support for all customers. Sharp's authorized dealer technicians are required to undergo the same thorough product training that SEC employees receive. Sharp dealers and SBS locations are equally committed to provide a high level of service to include meeting the four-hour response time for service requests, and our commitment to keep devices functioning above 95% of their capability.  In the event a device cannot be repaired in a timely manner, the dealer or SBS branch will have the ability to provide a loaner.

Sharp also offers the **Sharp Three-Year Performance Guarantee**. This performance guarantee is a comprehensive guarantee of device performance which will be extended to Region 10 customers.

The Three-Year Performance Guarantee begins at the date of installation. The equipment purchased must be maintained under a full-Service Maintenance Agreement offered through the Region 10 contract with a Sharp Authorized Dealer and operated using only genuine

Sharp supplies and parts. This guarantee applies to all products procured through and billed through the Sharp/Region 10 contract, but is not applicable to equipment that has been damaged by accident or misuse, including improper voltage. If it is determined that the equipment was maintained using other than genuine Sharp supplies and parts, the Three-Year Performance Guarantee will no longer be valid.

This Three Year Performance Guarantee is provided as an assurance that Sharp Products and the Sharp Authorized Dealer network are committed to the Region 10 customer's total satisfaction.

17.     Provide information regarding whether your firm, either presently or in the past, has been involved in any litigation, bankruptcy, or reorganization.

Sharp Electronics Corporation sells and markets numerous different products along many different product lines.  As such, it is involved in numerous litigations throughout the country, as a named party, third party witness and, particularly in product liability cases, in a subrogated capacity.

18.     Provide fill rates and average delivery timeframes met by specific distribution center.

Sharp's average cycle time (order entry to delivery) is 2.66 days.  The delivery portion of this is about 2 days.

**Marketing/Sales**

19.     Detail how your organization plans to market this contract within the first 90 days of the award date. This should include, but not be limited to:

   a.   A co-branded press release within first 30 days
   b.   Announcement of award through any applicable social media sites
   c.   Direct mail campaigns
   d.   Co-branded collateral pieces
   e.   Advertisement of contract in regional or national publications
   f.   Participation in trade shows
   g.   Dedicated Equalis Group and Region 10 ESC internet web-based homepage with:
        i.   Equalis Group and Region 10 ESC Logo
        ii.  Link to Equalis Group and Region 10 ESC website
        iii. Summary of contract and services offered
        iv.  Due Diligence Documents including; copy of solicitation, copy of contract and any amendments, marketing materials
   h.   Announcement within your firm, including training of the agreement with your national sales force
   i.   Marketing the agreement to new and existing government customers

Sharp will actively promote the Contract to our national dealer network as well our SBS Branch locations.  Upon contract award, Sharp will issue a co-branded press release.  Sharp's marketing strategy includes educating our dealer network and customers on the benefits of the contract.  This effort is multi-tiered and includes a customized web link accessible via Sharp's intranet, customized brochures and flyers, dealer training materials and by the participation in recommended national and regional trade shows. Sharp will design and create co-branded banners for dealers to display at trade shows and meetings.

Sharp will participate in cooperation with Region 10 in national and regional trade shows to promote this contract.   On a regional basis, Sharp will encourage our Dealers and Branches to participate in state and/or regional government and education tradeshows to represent Sharp and promote our relationship with Region 10.

Sharp will provide incentives for using the contract to dealer sales people through our Ultimate Rewards program.   This program is a versatile, online sales and merchandise program designed to reward Sharp dealer, Certified Channel Reseller (CCR) and SBS sales reps and Sharp dealer, CCR and SBS sales managers for selling Sharp products through the contract.  All Sharp dealer sales reps and sales managers are encouraged to improve their level of sales and technical competency by completing the Sharp Academy online training program - the best in-depth and up-to-date education on Sharp products, software and solutions. The Ultimate Rewards point values earned are directly related to the Sharp Academy level of training completed. This business model encourages our dealer sales reps to continuously train and maintain a high level of industry and product knowledge.

20.     Acknowledge that your organization agrees to provide its company logo(s) to Region 10 ESC and agrees to provide permission for reproduction of such logo in marketing communications and promotions.

        Agreed

21.     Provide the agency spend that your organization anticipates each year for the first three (3) years of this agreement.

$ 500K_____in year one
$ 1M_____in year two
$ 2.5M_____in year three

**Administration**

22.     Describe your company's implementation and success with existing cooperative purchasing programs, if any, and provide the cooperative's name(s), contact person(s) and contact information as reference(s).

        Sharp Electronics currently holds several national and regional cooperative contracts. Most notable is Sharp's success with the Sourcewell (formerly NJPA) contract. Sharp was at the forefront of the cooperative's incipient stage and has grown market penetration and sales from literally nothing to a multi-million dollar contract. Sharp is committed and dedicated to local government, education and non-profit vertical selling. Our business structure which includes a dedicated national sales team, internal marketing and pricing team, as well as dedicated order administration, financing and service teams truly demonstrates this commitment. Our contact at Sourcewell is David Duhn, Contract Administrator, David.Duhn@sourcewell-mn.gov.

        Our proven track record with cooperative contracts has been confirmed as large accounts have chosen to remain with Sharp over the years. Our ability to provide these accounts consistent high quality service and support, as well as access to the latest in technology, has established our reputation in the industry.

23.     Describe the capacity of your company to report monthly sales through this agreement.

        Sales data is captured upon order entry. Sharp utilizes SAP as our order processing mechanism. Through the use of established BW (Business Warehouse) reports Sharp has the ability to generate sales reports.

24. Describe the capacity of your company to provide management reports, i.e. consolidated billing by location, time and attendance reports, etc. for each eligible agency.

Sharp reports on total devices by model and manufacturer, age of fleet, monthly volume by device (color & b/w), printed document costs, over/under utilization of devices and uses BLI and Gartner for best practices of measurement. The following are some examples of Sharp's reports:

- Management Reporting- Accurate up-to-date information detailing equipment location, usage, performance and overall costs.
- Purchase History Reports- details information on Sharp equipment acquired by each customer location for a specific purchase order. Includes machine model and servicing dealer.
- Copier Usage Reports- Analyzes copier usage within a given timeframe for both current and previous billing periods as recorded by Sharp. Includes model number, serial number, and servicing dealer.
- Service History Reports- provides data for the incidence of service calls including date and time of call, problem descriptions and technician resolution.
- Equipment Service Timing Reports- reports the details of all service calls as provided by the local servicing dealer. Includes dealer response to a service call with up time and downtime over a given time period.
- Inventory Reports- provides history of equipment ordered for a specific client. The report includes site location, model number, serial number and installation date.

Sharp's National Maintenance Department can generate the following reports on a monthly or quarterly basis:
- Fleet Report - listing of all machines the customer has in its fleet. It will provide serial number, model, address, install date and servicing dealer.
- Service History Report - a list of all service calls for a specific time period. This will provide model, serial number, address, contact information, problem description and resolution.
- Supply History Report - a list of all supply calls for a specific time period. This will provide model, serial number, address, contact information and order description.
- Meter History Report - a list of historical meters either by machine or fleet.
- Timing Report - this report will show response time, repair time and down time for the service calls.

25. Please provide any suggested improvements and alternatives for doing business with your company that will make this arrangement more cost effective for your company and Participating Public Agencies.

Sharp has found that public agencies and schools prefer to do business locally. If Sharp authorized resellers have the ability to receive orders directly and invoice for equipment and services, we believe this business model will benefit both participating agencies as well as our resellers. We anticipate improved dealer engagement should this billing model be offered.

26.     Please provide your company's environmental policy and/or sustainability initiative.

**Sharp's Sustainability Practices and "Green" Initiatives Responsible Approach to Product Design:** Sharp's Environmental Initiatives and dedication to developing energy efficient document systems set a high standard in the industry. Most Sharp MFPs utilize Sharp's advanced micro-fine toner technology, which offers a lower consumption rate and produces less waste than conventional toners, resulting in longer replacement intervals. Long-life consumable parts help minimize service intervals and down time, resulting in lower operating costs and all Sharp MFP supplies are packaged using fully recyclable materials. With two different energy saving modes, power can be reduced or shut off at set intervals. As Sharp strives for sustainable product design, it considers environmental friendliness a key factor in all stages of a product's life cycle, from design to manufacture to disposal. To this end, Sharp provides extensive recycling programs for its products and supplies.

**Recycling Programs Toner/Ink Recycling Program:** As part of its commitment to helping preserve the environment, Sharp offers customers free, zero waste to land fill recycling for all Sharp consumables, including cartridges, bottles, toner collection containers and drum units. Sharp encourages customers to recycle their used Sharp toner cartridges in bulk, to reduce our carbon footprint, by providing all collection and shipping materials with a pre-paid recycling kit for their return to our recycling facility. Visit **www.sharpusa.com/recycle** for more information.

**End-of-Life Product Recycling:** As part of Sharp's Super Green Strategy, Sharp provides our customers a recycling option for Sharp MFPs which have reached their end of life. All Sharp MFPs, with authorizing documentation, can be shipped to one of three regional Sharp recycling centers. Sharp will be responsible for all disposition and Zero-Waste-to-Landfill recycling costs associated with the disposition of Sharp equipment.

**EPA's Plug-In to eCycling Program:** The U.S. **EPA's** "Plug-In to eCycling" program has been a voluntary partnership with electronics manufacturers, retailers, recyclers and government agencies to reduce the environmental impact of electronic products during production, use, transport, recycling and disposal. Sharp is an inaugural participant and proud supporter of the EPA's e-cycling initiative and its Sustainable Materials Management Electronics Challenge Program.

**Sharp's Corporate Environment Philosophy:** Sharp is deeply committed to its corporate sustainability plan and promotes an overall company strategy for protecting the global environment. Critical policies, strategies, and measures relating to environmental sustainability management are implemented across the entire Sharp Corporation. Specifically, Sharp Corporation's Environmental Department in charge of Environmental Affairs serves as the chair of the semiannual General Global Environmental Conferences, where general managers responsible for environmental affairs from each division and overseas base become thoroughly familiar with Sharp Corporation's environmental policies and discuss environmental policies, objectives and measures for each division. Sharp also holds Company-Wide GP (Green Product) and GF (Green Factory) Conferences in Japan and regional environmental conferences to ensure that Sharp Corporation's environmental policies are thoroughly disseminated and to discuss environmental policies and measures for each department and site. Sharp also works closely with members of environmental departments at each site in Japan and worldwide through various committees, project activities, and Eco Best Practice Forums, while promoting various environmental initiatives across the entire Sharp Group. Sharp is taking active measures to curb greenhouse gas

emissions resulting from its business activities by reducing $CO_2$ emissions through the introduction of cogeneration systems and energy-efficient equipment, the installation of solar power generation systems, and the meticulous implementation of energy-saving activities at plants and offices. At the same time, Sharp is also reducing emissions of greenhouse gases such as PFCs (perfluorocarbons) by installing abatement systems and adopting replacement gases with lower global warming potential. In addition to implementing energy-saving measures, Sharp will continue its efforts to curb Greenhouse Gas Emissions by studying the adoption of gases with lower impact on global warming as replacements for PFCs, which have a higher impact on global warming.

27. Please provide your company's environmental policy and/or sustainability initiative.

Please see our response to Question 26.

**Vendor Certifications (if applicable)**

28. Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services including, but not limited to licenses, registrations or certifications. M/WBE, HUB, DVBE, small and disadvantaged business certifications and other diverse business certifications, as well as manufacturer certifications for sales and service must be included if applicable.

N/A

**References**

29.      Provide a minimum of three (3) customer references for product and/or services of similar scope dating within the past 3 years. Please try to provide an equal number of references for K12, Higher Education and City/County entities. Provide the following information for each reference:

Entity Name:  Legacy Preparatory Charter Academy
Contact Name and Title: Staci Weaver, Senior Operations Director
City and State: Dallas, TX
Phone Number: 469-249-1099
Years Serviced:  2 years
Description of Services:   Managed Network Services, Copiers, Laptops, Servers, AQUOS Boards
Annual Volume: 1,479,840 impressions

Entity Name: North East ISD
Contact Name and Title:  Phil San Miguel, RTBSA, Director
City and State:  San Antonio TX
Phone Number: 210-356-8848
Years Serviced: 4 years
Description of Services: print fleet hardware and supplies
Annual Volume: 198,465,000 impressions

Entity Name: Round Rock ISD
Contact Name and Title:  Danny Poolman, Purchasing Manager
City and State:  Round Rock, TX
Phone Number: 512-464-6953
Years Serviced: 6 years
Description of Services: print fleet hardware, supplies and services
Annual Volume: 55,183,365 impressions

**Appendix G: VALUE ADD**

Please include any additional products and/or services not included in the scope of the solicitation that you think will enhance and/or add value to this contract participating agencies.

Sharp provides the following at no additional cost to Region 10 customers:

**Sharp Remote Device Manager (SRDM)**

Sharp Remote Device Management (SRDM) is a network tool designed to speed up the installation and configuration of all connected Sharp devices. Primarily for IT Managers, it allows customers to manage all Sharp and non-Sharp SNMP compliant printers over the network right from their desktop. IT Managers can customize machine information as well as view device status with optional pop-up alert messages.

Detailed product information can be viewed as well, including total impressions and toner status, and of course, network settings can be viewed and edited as needed. In addition, SRDM can be easily customized. Network administrators can create lists of printers that share specific characteristics and display them by model name, IP address, status, location and more. By utilizing SRDM, network administrators can remotely manage all Sharp multifunction document systems from a single console. To expedite troubleshooting, flexible viewing allows administrators to focus on specific devices, either by state or by group and location thereby minimizing down time. More importantly, network administrators can quickly and seamlessly distribute printer drivers over the network, minimizing installation and support costs.

**SRDM Features:**

- Remote Front Panel access via VNC
- View service logs and diagnostic data
- Remote firmware upgrades from one machine to many
- Clone device settings from one machine to many
- Event driven, real-time service alerts
- Historical reports
- Device click counts and usage
- Export click machine data
- Machine click counts report
- Device Status and Discovery
- New look to include consumable and status

**SRDM Benefits**:

- All devices can be configured from a single console
- Preventative maintenance warnings
- Paper and toner status enable day-to-day planning for refilling supplies
- Easy device maintenance and updates

**Sharp Printer Status Monitor**

The Sharp Printer Status Monitor is an easy-to-use utility that provides users with real-time information from each MFP directly on their desktop. Prior to sending a job, users can review the device's status, paper supply and toner levels. Information on the progress and completion of each user's print job, as well as preventive maintenance warnings also help to increase device uptime.

**Remote Email Diagnostics**

Putting timely and relevant information into the hands of key operators, IT managers and Sharp-authorized service providers is a breeze with Sharp Remote Email Diagnostics. IT managers can easily

configure event-driven or scheduled alerts such as low consumable levels, maintenance reminders or click counts and specify the list of recipients for each. This helps bring attention where it is needed, when it is needed, for increased device availability and reduced costs.

**MICAS<sup>SM</sup>**

Sharp's cloud-based Machine Intelligence Call Assistance Service (MICAS) is the service application and real-time monitoring agent used to collect and report information on device status, usage counts, supply levels, errors and alerts and provides a library of support resources to assist field service technicians. The MICAS Agent automatically collects real-time data using SNMP and transmits updates to the MICAS server using HTTP web services. The MICAS Agent also provides device information, troubleshooting and an end-user dashboard. MICAS utilizes request signing for web service calls. This technology is used to gather data for a current state assessment. With the current state data collected, we perform a walk-through of the existing environment to map out all of the print assets to help determine a future state design. Additionally, we look at document work flow during our walk-through to see if we can implement more productive digital document workflows in a future state design. MICAS is provided at no additional cost to a customer when ordering a Sharp MFP product.

MICAS has benefits to both customers and service providers.

- o Benefits for customers

    - Automatic collection of meter data

    - Optimized device uptime for customer convenience

    - Real-time device status notifications to servicing provider

- o Benefits for service providers

    - Advanced supply monitors and forecasting tools

    - Device metrics including maintenance and status reports

    - Online resources to aid dispatchers and service technicians

**Online Support and Training with My Sharp**

My Sharp, available 24/7, is a dedicated customized website providing how-to videos and PDF documents that demonstrate features of the customer's specific MFP devices.

With the intuitive web support, users can find the information they need for scan, copy, print, fax, administrative functionalities and supplies replacement, helping to reduce downtime and enhance productivity.

**Sharp OSA Technology**

Sharp OSA technology is a technology inherent in the proposed devices. This technology opens the door to transforming Sharp MFPs into a customized portal for document management that is conveniently located throughout a business. Combined with the virtually untapped potential of Sharp OSA applications, it helps enable users to extract and access key document information, manage usage costs and improve workflow within their enterprise.

Sharp OSA technology helps provide extended access to mission critical business information while your IT network and security policies are maintained.

**Industry Leader in Web-Services Based MFP Technology Platform**

Sharp pioneered the first web services-based MFP technology platform. Since the birth of Sharp OSA

technology, Sharp has been playing an important role in creating the industry's ecosystem. Developing strong connections among independent software vendors, solution providers and IT customers, Sharp has been helping organizations become more competitive in the marketplace.

**Cloud-Ready Platform for Intelligent IT Decision Making**
Sharp OSA technology is cloud ready, enabling your IT department to make intelligent and informed decisions when it comes to solution deployment. With RESTful Web API, Sharp OSA technology supports Software as a Service (SaaS) or cloud-enabled environments by efficiently assisting communications involving intermediaries such as firewalls.

Enabling secure and scalable communications, Sharp OSA cloud-ready technology further expands flexibility in how the document workflow and security solutions are implemented.

**Appendix H: ADDITIONAL REQUIRED DOCUMENTS**
- DOC #1     Clean Air and Water Act
- DOC #2     Debarment Notice
- DOC #3     Lobbying Certification
- DOC #4     Contractors Requirements
- DOC #5     Antitrust Certification Statement
- DOC #6     Implementation of House Bill 1295
- DOC #7     Boycott Certification
- DOC #8     Terrorist State Certification
- DOC #9     Resident Certification
- DOC #10    Federal Funds Certification Form

**FOR VENDORS INTENDING TO DO BUSINESS IN ARIZONA:**
- DOC #11    Arizona Contractor Requirements

**FOR VENDORS INTENDING TO DO BUSINESS IN NEW JERSEY:**
- DOC #12    Ownership Disclosure Form
- DOC #13    Non-Collusion Affidavit
- DOC #14    Affirmative Action Affidavit
- DOC #15    Political Contribution Disclosure Form
- DOC #16    Stockholder Disclosure Form

New Jersey vendors are also required to comply with the following New Jersey statutes when applicable:
- All anti-discrimination laws, including those contained in N.J.S.A. 10:2-1 through N.J.S.A. 10:2-14, N.J.S.A. 10:5-1, and N.J.S.A. 10:5-31 through 10:5-38.
- Compliance with Prevailing Wage Act, N.J.S.A. 34:11-56.26, for all contracts within the contemplation of the Act.
- Compliance with Public Works Contractor Registration Act, N.J.S.A. 34:11-56.26
- Bid and Performance Security, as required by the applicable municipal or state statutes.

**DOC #1 CLEAN AIR AND WATER ACT**

I, the Vendor, am in compliance with all applicable standards, orders or regulations issued pursuant to the Clean Air Act of 1970, as Amended (42 U.S. C. 1857 (h), Section 508 of the Clean Water Act, as amended (33 U.S.C. 1368), Executive Order 117389 and Environmental Protection Agency Regulation, 40 CFR Part 15 as required under OMB Circular A-102, Attachment O, Paragraph 14 (1) regarding reporting violations to the grantor agency and to the United States Environment Protection Agency Assistant Administrator for the Enforcement.

Potential Vendor: _Sharp Electronics Corporation_

Title of Authorized Representative: _Senior Vice President, General Counsel & Corporate Secretary_

Mailing Address: _100 Paragon Drive, Montvale, NJ 07645_

Signature: _____

**DOC #2 DEBARMENT NOTICE**

I, the Vendor, certify that my company has not been debarred, suspended or otherwise ineligible for participation in Federal Assistance programs under Executive Order 12549, "Debarment and Suspension", as described in the Federal Register and Rules and Regulations.


Potential Vendor: _Sharp Electronics Corporation_____

Title of Authorized Representative: _Senior Vice President, General Counsel & Corporate Secretary

Mailing Address: _100 Paragon Drive, Montvale, NJ 07645_____.

Signature: _____
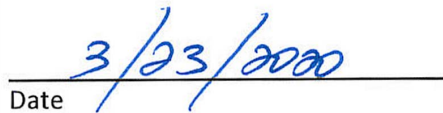
**DOC #3 LOBBYING CERTIFICATION**

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.

2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.

3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding $100,000 in Federal funds at all appropriate tiers and that all sub-recipients shall certify and disclose accordingly.


_____
Signature of Respondent

_____3/23/2000_____
Date

**DOC #4 CONTRACTOR CERTIFICATION REQUIREMENTS**

### Contractor's Employment Eligibility

By entering the contract, Contractor warrants compliance with the Federal Immigration and Nationality Act (FINA), and all other federal and state immigration laws and regulations. The Contractor further warrants that it is in compliance with the various state statutes of the states it will operate this contract in.

Participating Government Entities including School Districts may request verification of compliance from any Contractor or subcontractor performing work under this Contract. These Entities reserve the right to confirm compliance in accordance with applicable laws.

Should the Participating Entities suspect or find that the Contractor or any of its subcontractors are not in compliance, they may pursue any and all remedies allowed by law, including, but not limited to: suspension of work, termination of the Contract for default, and suspension and/or debarment of the Contractor. All costs necessary to verify compliance are the responsibility of the Contractor.

The Respondent complies and maintains compliance with the appropriate statutes which requires compliance with federal immigration laws by State employers, State contractors and State subcontractors in accordance with the E-Verify Employee Eligibility Verification Program.

Contractor shall comply with governing board policy of the Region 10 ESC Participating entities in which work is being performed.

### Fingerprint & Criminal Background Checks

If required to provide services on school district property at least five (5) times during a month, contractor shall submit a full set of fingerprints to the school district if requested of each person or employee who may provide such service. Alternately, the school district may fingerprint those persons or employees. An exception to this requirement may be made as authorized in Governing Board policy. The district shall conduct a fingerprint check in accordance with the appropriate state and federal laws of all contractors, subcontractors or vendors and their employees for which fingerprints are submitted to the district. Contractor, subcontractors, vendors and their employees shall not provide services on school district properties until authorized by the District.

The Respondent shall comply with fingerprinting requirements in accordance with appropriate statutes in the state in which the work is being performed unless otherwise exempted.

Contractor shall comply with governing board policy in the school district or Participating Entity in which work is being performed.

### Business Operations in Sudan, Iran

In accordance with A.R.S. 35-391 and A.R.S. 35-393, the Contractor hereby certifies that the contractor does not have scrutinized business operations in Sudan and/or Iran.

_____
Signature of Respondent

_____
Date

**DOC #5     ANTITRUST CERTIFICATION STATEMENTS**

**(Tex. Government Code § 2155.005)**

I affirm under penalty of perjury of the laws of the State of Texas that:

(1) I am duly authorized to execute this contract on my own behalf or on behalf of the company, corporation, firm, partnership or individual (Company) listed below;

(2) In connection with this proposal, neither I nor any representative of the Company has violated any provision of the Texas Free Enterprise and Antitrust Act, Tex. Bus. & Comm. Code Chapter 15;

(3) In connection with this proposal, neither I nor any representative of the Company has violated any federal antitrust law; and

(4) Neither I nor any representative of the Company has directly or indirectly communicated any of the contents of this proposal to a competitor of the Company or any other company, corporation, firm, partnership or individual engaged in the same line of business as the Company.

**VENDOR** Sharp Electronics Corporation

**RESPONDANT**

Signature

**ADDRESS** 100 Paragon Drive

Montvale, NJ 07645

Kevin Fox
Printed Name

Senior Vice President, General Counsel &

Corporate Secretary

Position with Company

**PHONE** 201-529-8200

**AUTHORIZING OFFICIAL**

Signature

Kevin Fox

Printed Name

Senior Vice President, General Counsel &
Corporate Secretary

Position with Company

**FAX**

**Certificate of Interested Parties (Form 1295):**
In 2015, the Texas Legislature adopted House Bill 1295, which added section 2252.908 of the Government Code. The law states that a governmental entity or state agency may not enter into certain contracts with a business entity unless the business entity submits a disclosure of interested parties to the governmental entity or state agency at the time the business entity submits the signed contract to the governmental entity or state agency. The law applies only to a contract of a governmental entity or state agency that either (1) requires an action or vote by the governing body of the entity or agency before the contract may be signed or (2) has a value of at least $1 million. The disclosure requirement applies to a contract entered into on or after January 1, 2016.

The Texas Ethics Commission was required to adopt rules necessary to implement that law, prescribe the disclosure of interested parties form, and post a copy of the form on the commission's website. The commission adopted the Certificate of Interested Parties form (Form 1295) on October 5, 2015. The commission also adopted new rules (Chapter 46) on November 30, 2015, to implement the law. The commission does not have any additional authority to enforce or interpret House Bill 1295.

**Filing Process:**
Staring on January 1, 2016, the commission will make available on its website a new filing application that must be used to file Form 1295. A business entity must use the application to enter the required information on Form 1295 and print a copy of the completed form, which will include a certification of filing that will contain a unique certification number. An authorized agent of the business entity must sign the printed copy of the form and have the form notarized. The completed Form 1295 with the certification of filing must be filed with the governmental body or state agency with which the business entity is entering into the contract.

The governmental entity or state agency must notify the commission, using the commission's filing application, of the receipt of the filed Form 1295 with the certification of filing not later than the 30th day after the date the contract binds all parties to the contract. The commission will post the completed Form 1295 to its website within seven business days after receiving notice from the governmental entity or state agency.

Information regarding how to use the filing application will be available on this site starting on January 1, 2016.
https://www.ethics.state.tx.us/whatsnew/elf_info_form1295.htm

**DOC #7        BOYCOTT CERTIFICATION**

Respondents must certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

**DOC #8        TERRORIST STATE CERTIFICATION**

In accordance with Texas Government Code, Chapter 2252, Subchapter F, REGION 10 ESC is prohibited from entering into a contract with a company that is identified on a list prepared and maintained by the Texas Comptroller or the State Pension Review Board under Texas Government Code Sections 806.051, 807.051, or 2252.153. By execution of any agreement, the respondent certifies to REGION 10 ESC that it is not a listed company under any of those Texas Government Code provisions. Responders must voluntarily and knowingly acknowledge and agree that any agreement shall be null and void should facts arise leading the REGION 10 ESC to believe that the respondent was a listed company at the time of this procurement.

**DOC #9        RESIDENT CERTIFICATION:**

This Certification Section must be completed and submitted before a proposal can be awarded to your company. This information may be placed in an envelope labeled "Proprietary" and is not subject to public view. In order for a proposal to be considered, the following information must be provided. Failure to complete may result in rejection of the proposal:

As defined by Texas House Bill 602, a "nonresident Bidder" means a Bidder whose principal place of business is not in Texas, but excludes a contractor whose ultimate parent company or majority owner has its principal place of business in Texas.
Texas or Non-Texas Resident

☐ I certify that my company is a **"resident Bidder"**
☒ I certify that my company qualifies as a **"nonresident Bidder"**

If you qualify as a "nonresident Bidder," you must furnish the following information:

What is your resident state? (The state your principal place of business is located.)

| Sharp Electronics Corporation | 100 Paragon Drive | |
|---|---|---|
| Company Name | Address | |

| Montvale | New Jersey | 07645 |
|---|---|---|
| City | State | Zip |

## DOC #10 FEDERAL FUNDS CERTIFICATION FORM

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the "Uniform Guidance" or "EDGAR" requirements). All Vendors submitting proposals must complete this Federal Funds Certification Form regarding Vendor's willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to participating agencies for their use while considering their purchasing options when using federal grant funds. Participating agencies may also require Vendors to enter into ancillary agreements, in addition to the contract's general terms and conditions, to address the member's specific contractual needs, including contract requirements for a procurement using federal grants or contracts.

**For each of the items below, Vendor should certify Vendor's agreement and ability to comply, where applicable, by having Vendor's authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form.** If a vendor fails to complete any item in this form, Region 10 ESC will consider the Vendor's response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Vendor using federal funds.

### 1. Vendor Violation or Breach of Contract Terms:

Contracts for more than the simplified acquisition threshold currently set at $150,000, which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 USC 1908, must address administrative, contractual, or legal remedies in instances where contractors violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any Contract award will be subject to Region 10 ESC General Terms and Conditions, as well as any additional terms and conditions in any Purchase Order, participating agency ancillary contract, or Member Construction Contract agreed upon by Vendor and the participating agency which must be consistent with and protect the participating agency at least to the same extent as the Region 10 ESC Terms and Conditions.

The remedies under the Contract are in addition to any other remedies that may be available under law or in equity. By submitting a Proposal, you agree to these Vendor violation and breach of contract terms.

Does vendor agree? _____
(Initials of Authorized Representative)

### 2. Termination for Cause or Convenience:

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of $10,000 resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best interest of participating agency to do so. Offeror will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency's best interest.

Does vendor agree? _____
(Initials of Authorized Representative)

### 3. Equal Employment Opportunity:

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Vendor agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and Vendor agrees that it shall comply with such provision.

Does vendor agree? _____
(Initials of Authorized Representative)

### 4. Davis-Bacon Act:

When required by Federal program legislation, Vendor agrees that, for all participating agency prime construction contracts/purchases in excess of $2,000, Vendor shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Vendor is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determinate made by the Secretary of Labor. In addition, Vendor shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Vendor agrees that, for any purchase to which this requirement applies, the award of the purchase to the Vendor is conditioned upon Vendor's acceptance of the wage determination.

Vendor further agrees that it shall also comply with the Copeland "Anti-Kickback" Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States"). The Act provides that each contractor or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Does vendor agree? _____
(Initials of Authorized Representative)

### 5. Contract Work Hours and Safety Standards Act:

Where applicable, for all participating agency contracts or purchases in excess of $100,000 that involve the employment of mechanics or laborers, Vendor agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Vendor is required to compute the wages of every mechanic and laborer on the basis of a standard work week of 40 hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Does vendor agree? _____
(Initials of Authorized Representative)

### 6. Right to Inventions Made Under a Contract or Agreement:

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to

Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Vendor agrees to comply with the above requirements when applicable.

Does vendor agree? _____
(Initials of Authorized Representative)

### 7. Clean Air Act and Federal Water Pollution Control Act:
Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 1251-1387), as amended – Contracts and subgrants of amounts in excess of $150,000 must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 USC 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

When required, Vendor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Does vendor agree? _____
(Initials of Authorized Representative)

### 8. Debarment and Suspension:
Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Vendor certifies that Vendor is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Vendor further agrees to immediately notify the Cooperative and all participating agencies with pending purchases or seeking to purchase from Vendor if Vendor is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does vendor agree? _____
(Initials of Authorized Representative)

### 9. Byrd Anti-Lobbying Amendment:
Byrd Anti-Lobbying Amendment (31 USC 1352) -- Vendors that apply or bid for an award exceeding $100,000 must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Vendor agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does vendor agree? _____
(Initials of Authorized Representative)

### 10. Procurement of Recovered Materials:
For participating agency purchases utilizing Federal funds, Vendor agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements

of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds $10,000 or the value of the quantity acquired during the preceding fiscal year exceeded $10,000; procuring solid waste management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does vendor agree? _____
(Initials of Authorized Representative)

**11. Profit as a Separate Element of Price:**
For purchases using federal funds in excess of $150,000, a participating agency may be required to negotiate profit as a separate element of the price. See, 2 CFR 200.323(b). When required by a participating agency, Vendor agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Vendor agrees that the total price, including profit, charged by Vendor to the participating agency shall not exceed the awarded pricing, including any applicable discount, under Vendor's Cooperative Contract.

Does vendor agree? _____
(Initials of Authorized Representative)

**12. General Compliance and Cooperation with Participating Agencies:**
In addition to the foregoing specific requirements, Vendor agrees, in accepting any Purchase Order from a participating agency, it shall make a good faith effort to work with participating agencies to provide such information and to satisfy such requirements as may apply to a particular participating agency purchase or purchases including, but not limited to, applicable recordkeeping and record retention requirements.

Does vendor agree? _____
(Initials of Authorized Representative)

**13. Applicability to Subcontractors**
Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does vendor agree? _____
(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

Sharp Electronics Corporation
_____
Company Name

_____
Signature of Authorized Company Official
Kevin Fox
_____
Printed Name

Senior Vice President, General Counsel & Corporate Secretary
_____
Title

3/23/2020
_____
Date

**DOC #11    ADDITIONAL ARIZONA CONTRACTOR REQUIREMENTS**

**AZ Compliance with Federal and state requirements:** Contractor agrees when working on any federally assisted projects with more than $2,000.00 in labor costs, to comply with all federal and state requirements, as well as Equal Opportunity Employment requirements and all other federal and state laws, statutes, etc. Contractor agrees to post wage rates at the work site and submit a copy of their payroll to the member for their files. Contractor must retain records for three years to allow the federal grantor agency access to these records, upon demand. Contractor also agrees to comply with the Arizona Executive Order 95-5, as amended by Executive Order 99-4.
When working on contracts funded with Federal Grant monies, contractor additionally agrees to comply with the administrative requirements for grants, and cooperative agreements to state, local and federally recognized Indian Tribal Governments.

**AZ Compliance with workforce requirements:** Pursuant to ARS 41-4401, Contractor and subcontractor(s) warrant their compliance with all federal and state immigration laws and regulations that relate to their employees, and compliance with ARS 23-214 subsection A, which states, …"every employer, after hiring an employee, shall verify the employment eligibility of the employee through the E-Verify program"
Region 10 ESC reserves the right to cancel or suspend the use of any contract for violations of immigration laws and regulations. Region 10 ESC and its members reserve the right to inspect the papers of any contractor or subcontract employee who works under this contract to ensure compliance with the warranty above.

**AZ Contractor Employee Work Eligibility:** By entering into this contract, contractor agrees and warrants compliance with A.R.S. 41-4401, A.R.S. 23-214, the Federal Immigration and Nationality Act (FINA), and all other Federal immigration laws and regulations. Region 10 ESC and/or Region 10 ESC members may request verification of compliance from any contractor or sub contractor performing work under this contract. Region 10 ESC and Region 10 ESC members reserve the right to confirm compliance. In the event that Region 10 ESC or Region 10 ESC members suspect or find that any contractor or subcontractor is not in compliance, Region 10 ESC may pursue any and all remedies allowed by law, including but not limited to suspension of work, termination of contract, suspension and/or debarment of the contractor. All cost associated with any legal action will be the responsibility of the contractor.

**AZ Non-Compliance:** All federally assisted contracts to members that exceed $10,000.00 may be terminated by the federal grantee for noncompliance by contractor. In projects that are not federally funded, Respondent must agree to meet any federal, state or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee.

**Registered Sex Offender Restrictions (Arizona):** For work to be performed at an Arizona school, contractor agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are present, or reasonably expected to be present. Contractor agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Region 10 ESC member's discretion. Contractor must identify

any additional costs associated with compliance to this term. If no costs are specified, compliance with this term will be provided at no additional charge.

**Offshore Performance of Work Prohibited:** Due to security and identity protection concerns, direct services under this contract shall be performed within the borders of the United States.

**Terrorism Country Divestments:** In accordance with A.R.S. 35-392, Region 10 ESC and Region 10 ESC members are prohibited from purchasing from a company that is in violation of the Export Administration Act. By entering into the contract, contractor warrants compliance with the Export Administration Act.

The undersigned hereby accepts and agrees to comply with all statutory compliance and notice requirements listed in this document.

_____          3/23/2000
Signature of Respondent                                        Date

**DOC #12    *OWNERSHIP DISCLOSURE FORM* (N.J.S. 52:25-24.2)**

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), the Respondent shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

**Company Name:**          Sharp Electronics Corporation

**Street:**          100 Paragon Drive

**City, State, Zip Code:**          Montvale, NJ 07645

*Complete as appropriate:*

*I_____, certify that I am the sole owner of*
*_____, that there are no partners and the business is not*
*incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.*
*OR:*

*I_____, a partner in_____, do*
*hereby certify that the following is a list of all individual partners who own a 10% or greater interest therein.*
*I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set*
*forth the names and addresses of the stockholders holding 10% or more of that corporation's stock or the*
*individual partners owning 10% or greater interest in that partnership.*
*OR:*

*I Kevin Fox, an authorized representative of Sharp Electronics Corporation, a corporation, do hereby certify that the*
*following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of*
*any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is*
*also set forth the names and addresses of the stockholders holding 10% or more of the corporation's stock or the*
*individual partners owning a 10% or greater interest in that partnership.*

**(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)**

| Name | Address | Interest |
|---|---|---|
| Sharp Corporation - 1 Takumi-cho, Sakai-ku, Sakai City, Osaka 590-8522, Japan - Sharp Electronics Corp. stockolder | | 100% |
| The following entities own more than 10% of the stock of Sharp Corporation: | | |
| Hon Hai Precision Industry Co.,Ltd.- No 2, Zihyou Street Tucheng Xinbei City Taiwan | | 24.47% |
| Foxconn (Far East) Limited-No 2, Zihyou Street Tucheng Xinbei City Taiwan | | 17.23% |
| Foxconn Technology Pte. Ltd.-79, Anson Road No 07-03 Singapore, 079906 Singapore | | 12.17% |

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

**Authorized Signature and Title**                                    3/24/2020
Senior Vice President, General Counsel & Corporate Secretary          **Date**

**DOC #13      NON-COLLUSION AFFIDAVIT**

**Company Name:**      Sharp Electronics Corporation
**Street:**      100 Paragon Drive
**City, State, Zip Code:**   Montvale, NJ 07645

*State of New Jersey*

*County of* _Bergen_

*I, Kevin Fox   of the* _City of Montvale_ *Name*
                                                City

*in the County of* _Bergen_, *State of* _New Jersey_ *of full age, being duly sworn according to law on my oath depose and say that:*

*I am the Senior Vice President, General Counsel & Corporate Secretary of the firm of Sharp Electronics*
        *Corporation*
*Title                                              Company Name*

*the Respondent making the Proposal for the goods, services or public work specified under the Harrison Township Board of Education attached proposal, and that I executed the said proposal with full authority to do so; that said Respondent has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above proposal, and that all statements contained in said bid proposal and in this affidavit are true and correct, and made with full knowledge that the Harrison Township Board of Education relies upon the truth of the statements contained in said bid proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services or public work.*

*I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by*

*Sharp Electronics Corporation*                    _____
*Company Name*                                     *Authorized Signature & Title*
                                                   Senior Vice President, General Counsel & Corporate Secretary

Subscribed and sworn before me

this_____day of_____, 20_____


_____
Notary Public of New Jersey
My commission expires          , 20_____

SEAL

**DOC #14 AFFIRMATIVE ACTION AFFIDAVIT (P.L. 1975, C.127)**

**Company Name:** Sharp Electronics Corporation

**Street:** 100 Paragon Drive

**City, State, Zip Code:** Montvale, NJ 07645

*Bid Proposal Certification:*
*Indicate below your compliance with New Jersey Affirmative Action regulations. Your proposal will be accepted even if you are not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.*

*Required Affirmative Action Evidence:*
*Procurement, Professional & Service Contracts (Exhibit A)*
*Vendors must submit with proposal:*

1.       A photo copy of their *Federal Letter of Affirmative Action Plan Approval*          _____
    OR

2.       A photo copy of their *Certificate of Employee Information Report*          ___X___
    OR

3.       A complete *Affirmative Action Employee Information Report (AA302)*          _____

*Public Work – Over $50,000 Total Project Cost:*

*A.   No approved Federal or New Jersey Affirmative Action Plan.  We will complete Report Form* _____
*AA201-A upon receipt from the Harrison Township Board of Education*

*B.   Approved Federal or New Jersey Plan – certificate enclosed*          _____

*I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.*

_____          3/23/2020
**Authorized Signature and Title**          *Date*
Senior Vice President, General Counsel & Corporate Secretary

*P.L. 1995, c. 127 (N.J.A.C. 17:27)*
*MANDATORY AFFIRMATIVE ACTION LANGUAGE*

**PROCUREMENT, PROFESSIONAL AND SERVICE CONTRACTS**

During the performance of this contract, the contractor agrees as follows:

The contractor or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. The contractor will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The contractor or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the contractor, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The contractor or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the contractor's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The contractor or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The contractor or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The contractor or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The contractor or subcontractor agrees to revise any of it testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The contractor or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and lay-off to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.The contractor and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

_____
Signature of Procurement Agent

**Public Agency Instructions**

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. **It is not intended to be provided to contractors.** What follows are instructions on the use of form local units can provide to contractors that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information on the process is available in Local Finance Notice 2006-1 (**www.nj.gov/dca/lgs/lfns/lfnmenu.shtml**).

30. The disclosure is required for all contracts in excess of $17,500 that are **not awarded** pursuant to a "fair and open" process (N.J.S.A. 19:44A-20.7).

31. Due to the potential length of some contractor submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.

32. The submission must be **received from the contractor and** on file at least 10 days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.

33. The contractor must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that contractors be provided a list of the affected agencies. This will assist contractors in determining the campaign and political committees of the officials and candidates affected by the disclosure.

    a) The Division has prepared model disclosure forms for each county. They can be downloaded from the "County PCD Forms" link on the Pay-to-Play web site at **www.nj.gov/dca/lgs/p2p**. They will be updated from time-to-time as necessary.

    b) A public agency using these forms **should edit them to properly reflect the correct legislative district**(s). As the forms are county-based, **they list all legislative districts** in each county. **Districts that do not represent the public agency should be removed from the lists.**

    c) Some contractors may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.

    d) The form may be used "as-is", subject to edits as described herein.

    e) The "Contractor Instructions" sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.

    f) The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.

**34.** It is recommended that the contractor also complete a "Stockholder Disclosure Certification." This will assist the local unit in its obligation to ensure that contractor did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the 12 months prior to the contract. (See Local Finance Notice 2006-7 for additional information on this obligation) A sample Certification form is part of this package and the instruction to complete it is included in the Contractor Instructions. **NOTE: This section is not applicable to Boards of Education.**

**C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM**
**Contractor Instructions**

Business entities (contractors) receiving contracts from a public agency that are NOT awarded pursuant to a "fair and open" process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that 10 days prior to the award of such a contract, the contractor shall disclose contributions to:

- any State, county, or municipal committee of a political party
- any legislative leadership committee[*]
- any continuing political committee (a.k.a., political action committee)
- any candidate committee of a candidate for, or holder of, an elective office:
  - of the public entity awarding the contract
  - of that county in which that public entity is located
  - of another public entity within that county
  - or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county. The disclosure must list reportable contributions to any of the committees that exceed $300 per election cycle that were made during the 12 months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

- individuals with an "interest" ownership or control of more than 10% of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit
- all principals, partners, officers, or directors of the business entity or their spouses
- any subsidiaries directly or indirectly controlled by the business entity
- IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs). When the business entity is a natural person, "a contribution by that person's spouse or child, residing therewith, shall be deemed to be a contribution by the business entity." [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure. Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report. The enclosed list of agencies is provided to assist the contractor in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the contractor's responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement. The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the contractor's submission and is disclosable to the public under the Open Public Records Act. The contractor must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law.

 **NOTE: This section does not apply to Board of Education contracts.**
[*] N.J.S.A. 19:44A-3(s): "The term "legislative leadership committee" means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the

Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures."

## C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM
Required Pursuant To N.J.S.A. 19:44A-20.26

**This form or its permitted facsimile must be submitted to the local unit no later than 10 days prior to the award of the contract.**

**Part I – Vendor Information**

| Vendor Name: | Sharp Electronics Corporation | | |
|---|---|---|---|
| Address: | 100 Paragon Drive | | |
| City: | Montvale | State: NJ | Zip: 07645 |

The undersigned being authorized to certify, hereby certifies that the submission provided herein represents compliance with the provisions of N.J.S.A. 19:44A-20.26 and as represented by the Instructions accompanying this form.

| | | Senior Vice President, General Counsel & |
|---|---|---|
| | Kevin Fox | Corporate Secretary |
| Signature | Printed Name | Title |

**Part II – Contribution Disclosure**

Disclosure requirement: Pursuant to N.J.S.A. 19:44A-20.26 this disclosure must include all reportable political contributions (more than $300 per election cycle) over the 12 months prior to submission to the committees of the government entities listed on the form provided by the local unit.

☐ Check here if disclosure is provided in electronic form.

| Contributor Name | Recipient Name | Date | Dollar Amount |
|---|---|---|---|
| None | | | $ |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

☐ Check here if the information is continued on subsequent page(s)

**Continuation Page**
C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM
Required Pursuant To <u>N.J.S.A.</u> 19:44A-20.26
Page_____of _____

Vendor Name:

| Contributor Name | Recipient Name | Date | Dollar Amount |
|---|---|---|---|
|  |  |  | $ |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

☐ Check here if the information is continued on subsequent page(s)

**List of Agencies with Elected Officials Required for Political Contribution Disclosure**
**N.J.S.A. 19:44A-20.26**
**County Name:**
State: Governor, and Legislative Leadership Committees
Legislative District #s:
State Senator and two members of the General Assembly per district.

County:

| | | |
|---|---|---|
| Freeholders | County Clerk | Sheriff |
| {County Executive} | Surrogate | |

Municipalities (Mayor and members of governing body, regardless of title):

**USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM** WWW.NJ.GOV/DCA/LGS/P2P **A COUNTY-BASED, CUSTOMIZABLE FORM.**

**Name of Business:**

[X] I certify that the list below contains the names and home addresses of all stockholders holding 10% or more of the issued and outstanding stock of the undersigned.

**OR**

[ ] I certify that no one stockholder owns 10% or more of the issued and outstanding stock of the undersigned.

**Check the box that represents the type of business organization:**

| | | |
|---|---|---|
| [ ] Partnership | [ ] Limited Partnership | [ ] Limited Liability Partnership |
| [X] Corporation | [ ] Limited Liability Corporation | [ ] Subchapter S Corporation |
| [ ] Sole Proprietorship | | |

**Sign and notarize the form below, and, if necessary, complete the stockholder list below.**

Stockholders:

| | |
|---|---|
| Name: Sharp Corporation - 100%<br><br>Home Address: 1 Takumi-cho, Sakai-ku, Sakai City, Osaka 590-8522, Japan | Name:<br><br>Home Address: |
| Name:<br><br>Home Address: | Name:<br><br>Home Address: |
| Name:<br><br>Home Address: | Name:<br><br>Home Address: |

Subscribed and sworn before me this_24_ day of
_March____, 2020

_____
(Notary Public)

My Commission expires:

_____
(Affiant)

Senior Vice President, General Counsel
_Kevin Fox_ & Corporate Secretary_____
(Print name & title of affiant)

(Corporate Seal)

**Appendix I: CERTIFICATES**

Provide a copy of all current licenses, registrations and certifications issued by federal, state and local agencies, and any other licenses, registrations or certifications from any other governmental entity with jurisdiction, allowing Respondent to perform the covered services including, but not limited to licenses, registrations or certifications. M/WBE, HUB, DVBE, small and disadvantaged business certifications and other diverse business certifications, as well as manufacturer certifications for sales and service must be included if applicable

Please also list and include copies of any certificates you hold that would show value for your response not already included above.

Please see Attachment 6 – Sharp's ISO Certification.

**Appendix J: SUPPLEMENTARY CATALOGS AND CONSUMER INFORMATION**

Please see Attachment 7 - Sharp IT Reference Guide and Attachment 8 – Sharp Security Guide.

**Appendix K: STATE NOTICE**

Pursuant to certain state notice provisions, including but not limited to Oregon Revised Statutes Chapter 279A.220, the following public agencies and political subdivisions of the referenced public agencies are eligible to register with Equalis Group and access the Vendor Contract award made pursuant to this solicitation, and hereby given notice of the foregoing Request for Proposal for purposes of complying with the procedural requirements of said statutes:

Nationwide:

| | | | | |
|---|---|---|---|---|
| State of Alabama | State of Hawaii | State of Massachusetts | State of New Mexico | State of South Dakota |
| State of Alaska | State of Idaho | State of Michigan | State of New York | State of Tennessee |
| State of Arizona | State of Illinois | State of Minnesota | State of North Carolina | State of Texas |
| State of Arkansas | State of Indiana | State of Mississippi | State of North Dakota | State of Utah |
| State of California | State of Iowa | State of Missouri | State of Ohio | State of Vermont |
| State of Colorado | State of Kansas | State of Montana | State of Oklahoma | State of Virginia |
| State of Connecticut | State of Kentucky | State of Nebraska | State of Oregon | State of Washington |
| State of Delaware | State of Louisiana | State of Nevada | State of Pennsylvania | State of West Virginia |
| State of Florida | State of Maine | State of New Hampshire | State of Rhode Island | State of Wisconsin |
| State of Georgia | State of Maryland | State of New Jersey | State of South Carolina | State of Wyoming |
| District of Columbia | | | | |

Lists of political subdivisions and local governments in the above referenced states/districts may be found at http://www.usa.gov/Agencies/State_and_Territories.shtml and https://www.usa.gov/local-governments.

Certain Public Agencies and Political Subdivisions:

**CITIES, TOWNS, VILLAGES AND BOROUGHS INCLUDING BUT NOT LIMITED TO:**
BAKER CITY GOLF COURSE, OR
CITY OF ADAIR VILLAGE, OR
CITY OF ASHLAND, OR
CITY OF AUMSVILLE, OR
CITY OF AURORA, OR
CITY OF BAKER, OR
CITY OF BATON ROUGE, LA
CITY OF BEAVERTON, OR
CITY OF BEND, OR
CITY OF BOARDMAN, OR
CITY OF BONANAZA, OR
CITY OF BOSSIER CITY, LA
CITY OF BROOKINGS, OR
CITY OF BURNS, OR

CITY OF CANBY, OR
CITY OF CANYONVILLE, OR
CITY OF CLATSKANIE, OR
CITY OF COBURG, OR
CITY OF CONDON, OR
CITY OF COQUILLE, OR
CITY OF CORVALLI, OR
CITY OF CORVALLIS PARKS AND RECREATION DEPARTMENT, OR
CITY OF COTTAGE GROVE, OR
CITY OF DONALD, OR
CITY OF EUGENE, OR
CITY OF FOREST GROVE, OR
CITY OF GOLD HILL, OR
CITY OF GRANTS PASS, OR
CITY OF GRESHAM, OR

CITY OF HILLSBORO, OR
CITY OF INDEPENDENCE, OR
CITY AND COUNTY OF HONOLULU, HI
CITY OF KENNER, LA
CITY OF LA GRANDE, OR
CITY OF LAFAYETTE, LA
CITY OF LAKE CHARLES, OR
CITY OF LEBANON, OR
CITY OF MCMINNVILLE, OR
CITY OF MEDFORD, OR
CITY OF METAIRIE, LA
CITY OF MILL CITY, OR
CITY OF MILWAUKIE, OR
CITY OF MONROE, LA
CITY OF MOSIER, OR
CITY OF NEW ORLEANS, LA
CITY OF NORTH PLAINS, OR
CITY OF OREGON CITY, OR
CITY OF PILOT ROCK, OR
CITY OF PORTLAND, OR
CITY OF POWERS, OR
CITY OF PRINEVILLE, OR
CITY OF REDMOND, OR
CITY OF REEDSPORT, OR
CITY OF RIDDLE, OR
CITY OF ROGUE RIVER, OR
CITY OF ROSEBURG, OR
CITY OF SALEM, OR
CITY OF SANDY, OR
CITY OF SCAPPOOSE, OR
CITY OF SHADY COVE, OR
CITY OF SHERWOOD, OR
CITY OF SHREVEPORT, LA
CITY OF SILVERTON, OR
CITY OF SPRINGFIELD, OR
CITY OF ST. HELENS, OR
CITY OF ST. PAUL, OR
CITY OF SULPHUR, LA
CITY OF TIGARD, OR
CITY OF TROUTDALE, OR
CITY OF TUALATIN, OR
CITY OF WALKER, LA
CITY OF WARRENTON, OR
CITY OF WEST LINN, OR
CITY OF WILSONVILLE, OR
CITY OF WINSTON, OR
CITY OF WOODBURN, OR
LEAGUE OF OREGON CITES
THE CITY OF HAPPY VALLEY OREGON
ALPINE, UT
ALTA, UT
ALTAMONT, UT
ALTON, UT
AMALGA, UT
AMERICAN FORK CITY, UT
ANNABELLA, UT
ANTIMONY, UT
APPLE VALLEY, UT
AURORA, UT
BALLARD, UT

BEAR RIVER CITY, UT
BEAVER, UT
BICKNELL, UT
BIG WATER, UT
BLANDING, UT
BLUFFDALE, UT
BOULDER, UT
CITY OF BOUNTIFUL, UT
BRIAN HEAD, UT
BRIGHAM CITY CORPORATION, UT
BRYCE CANYON CITY, UT
CANNONVILLE, UT
CASTLE DALE, UT
CASTLE VALLEY, UT
CITY OF CEDAR CITY, UT
CEDAR FORT, UT
CITY OF CEDAR HILLS, UT
CENTERFIELD, UT
CENTERVILLE CITY CORPORATION, UT
CENTRAL VALLEY, UT
CHARLESTON, UT
CIRCLEVILLE, UT
CLARKSTON, UT
CLAWSON, UT
CLEARFIELD, UT
CLEVELAND, UT
CLINTON CITY CORPORATION, UT
COALVILLE, UT
CORINNE, UT
CORNISH, UT
COTTONWOOD HEIGHTS, UT
DANIEL, UT
DELTA, UT
DEWEYVILLE, UT
DRAPER CITY, UT
DUCHESNE, UT
EAGLE MOUNTAIN, UT
EAST CARBON, UT
ELK RIDGE, UT
ELMO, UT
ELSINORE, UT
ELWOOD, UT
EMERY, UT
ENOCH, UT
ENTERPRISE, UT
EPHRAIM, UT
ESCALANTE, UT
EUREKA, UT
FAIRFIELD, UT
FAIRVIEW, UT
FARMINGTON, UT
FARR WEST, UT
FAYETTE, UT
FERRON, UT
FIELDING, UT
FILLMORE, UT
FOUNTAIN GREEN, UT
FRANCIS, UT
FRUIT HEIGHTS, UT
GARDEN CITY, UT

GARLAND, UT

GENOLA, UT

GLENDALE, UT

GLENWOOD, UT

GOSHEN, UT

GRANTSVILLE, UT

GREEN RIVER, UT

GUNNISON, UT

HANKSVILLE, UT

HARRISVILLE, UT

HATCH, UT

HEBER CITY CORPORATION, UT

HELPER, UT

HENEFER, UT

HENRIEVILLE, UT

HERRIMAN, UT

HIDEOUT, UT

HIGHLAND, UT

HILDALE, UT

HINCKLEY, UT

HOLDEN, UT

HOLLADAY, UT

HONEYVILLE, UT

HOOPER, UT

HOWELL, UT

HUNTINGTON, UT

HUNTSVILLE, UT

CITY OF HURRICANE, UT

HYDE PARK, UT

HYRUM, UT

INDEPENDENCE, UT

IVINS, UT

JOSEPH, UT

JUNCTION, UT

KAMAS, UT

KANAB, UT

KANARRAVILLE, UT

KANOSH, UT

KAYSVILLE, UT

KINGSTON, UT

KOOSHAREM, UT

LAKETOWN, UT

LA VERKIN, UT

LAYTON, UT

LEAMINGTON, UT

LEEDS, UT

LEHI CITY CORPORATION, UT

LEVAN, UT

LEWISTON, UT

LINDON, UT

LOA, UT

LOGAN CITY, UT

LYMAN, UT

LYNNDYL, UT

MANILA, UT

MANTI, UT

MANTUA, UT

MAPLETON, UT

MARRIOTT-SLATERVILLE, UT

MARYSVALE, UT

MAYFIELD, UT

MEADOW, UT

MENDON, UT

MIDVALE CITY INC., UT

MIDWAY, UT

MILFORD, UT

MILLVILLE, UT

MINERSVILLE, UT

MOAB, UT

MONA, UT

MONROE, UT

CITY OF MONTICELLO, UT

MORGAN, UT

MORONI, UT

MOUNT PLEASANT, UT

MURRAY CITY CORPORATION, UT

MYTON, UT

NAPLES, UT

NEPHI, UT

NEW HARMONY, UT

NEWTON, UT

NIBLEY, UT

NORTH LOGAN, UT

NORTH OGDEN, UT

NORTH SALT LAKE CITY, UT

OAK CITY, UT

OAKLEY, UT

OGDEN CITY CORPORATION, UT

OPHIR, UT

ORANGEVILLE, UT

ORDERVILLE, UT

OREM, UT

PANGUITCH, UT

PARADISE, UT

PARAGONAH, UT

PARK CITY, UT

PAROWAN, UT

PAYSON, UT

PERRY, UT

PLAIN CITY, UT

PLEASANT GROVE CITY, UT

PLEASANT VIEW, UT

PLYMOUTH, UT

PORTAGE, UT

PRICE, UT

PROVIDENCE, UT

PROVO, UT

RANDOLPH, UT

REDMOND, UT

RICHFIELD, UT

RICHMOND, UT

RIVERDALE, UT

RIVER HEIGHTS, UT

RIVERTON CITY, UT

ROCKVILLE, UT

ROCKY RIDGE, UT

ROOSEVELT CITY CORPORATION, UT

ROY, UT

RUSH VALLEY, UT

CITY OF ST. GEORGE, UT

SALEM, UT
SALINA, UT
SALT LAKE CITY CORPORATION, UT
SANDY, UT
SANTA CLARA, UT
SANTAQUIN, UT
SARATOGA SPRINGS, UT
SCIPIO, UT
SCOFIELD, UT
SIGURD, UT
SMITHFIELD, UT
SNOWVILLE, UT
CITY OF SOUTH JORDAN, UT
SOUTH OGDEN, UT
CITY OF SOUTH SALT LAKE, UT
SOUTH WEBER, UT
SPANISH FORK, UT
SPRING CITY, UT
SPRINGDALE, UT
SPRINGVILLE, UT
STERLING, UT
STOCKTON, UT
SUNNYSIDE, UT
SUNSET CITY CORP, UT
SYRACUSE, UT
TABIONA, UT
CITY OF TAYLORSVILLE, UT
TOOELE CITY CORPORATION, UT
TOQUERVILLE, UT
TORREY, UT
TREMONTON CITY, UT
TRENTON, UT
TROPIC, UT
UINTAH, UT
VERNAL CITY, UT
VERNON, UT
VINEYARD, UT
VIRGIN, UT
WALES, UT
WALLSBURG, UT
WASHINGTON CITY, UT
WASHINGTON TERRACE, UT
WELLINGTON, UT
WELLSVILLE, UT
WENDOVER, UT
WEST BOUNTIFUL, UT
WEST HAVEN, UT
WEST JORDAN, UT
WEST POINT, UT
WEST VALLEY CITY, UT
WILLARD, UT
WOODLAND HILLS, UT
WOODRUFF, UT
WOODS CROSS, UT

**COUNTIES AND PARISHES INCLUDING BUT NOT LIMITED TO:**
ASCENSION PARISH, LA
ASCENSION PARISH, LA, CLEAR OF COURT
CADDO PARISH, LA
CALCASIEU PARISH, LA

CALCASIEU PARISH SHERIFF'S OFFICE, LA
CITY AND COUNTY OF HONOLULU, HI
CLACKAMAS COUNTY, OR
CLACKAMAS COUNTY DEPT OF TRANSPORTATION, OR
CLATSOP COUNTY, OR
COLUMBIA COUNTY, OR
COOS COUNTY, OR
COOS COUNTY HIGHWAY DEPARTMENT, OR
COUNTY OF HAWAII, OR
CROOK COUNTY, OR
CROOK COUNTY ROAD DEPARTMENT, OR
CURRY COUNTY, OR
DESCHUTES COUNTY, OR
DOUGLAS COUNTY, OR
EAST BATON ROUGE PARISH, LA
GILLIAM COUNTY, OR
GRANT COUNTY, OR
HARNEY COUNTY, OR
HARNEY COUNTY SHERIFFS OFFICE, OR
HAWAII COUNTY, HI
HOOD RIVER COUNTY, OR
JACKSON COUNTY, OR
JEFFERSON COUNTY, OR
JEFFERSON PARISH, LA
JOSEPHINE COUNTY GOVERNMENT, OR
LAFAYETTE CONSOLIDATED GOVERNMENT, LA
LAFAYETTE PARISH, LA
LAFAYETTE PARISH CONVENTION & VISITORS COMMISSION
LAFOURCHE PARISH, LA
KAUAI COUNTY, HI
KLAMATH COUNTY, OR
LAKE COUNTY, OR
LANE COUNTY, OR
LINCOLN COUNTY, OR
LINN COUNTY, OR
LIVINGSTON PARISH, LA
MALHEUR COUNTY, OR
MAUI COUNTY, HI
MARION COUNTY, SALEM, OR
MORROW COUNTY, OR
MULTNOMAH COUNTY, OR
MULTNOMAH COUNTY BUSINESS AND COMMUNITY SERVICES, OR
MULTNOMAH COUNTY SHERIFFS OFFICE, OR
MULTNOMAH LAW LIBRARY, OR
ORLEANS PARISH, LA
PLAQUEMINES PARISH, LA
POLK COUNTY, OR
RAPIDES PARISH, LA
SAINT CHARLES PARISH, LA
SAINT CHARLES PARISH PUBLIC SCHOOLS, LA
SAINT LANDRY PARISH, LA
SAINT TAMMANY PARISH, LA
SHERMAN COUNTY, OR
TERREBONNE PARISH, LA
TILLAMOOK COUNTY, OR
TILLAMOOK COUNTY SHERIFF'S OFFICE, OR
TILLAMOOK COUNTY GENERAL HOSPITAL, OR
UMATILLA COUNTY, OR
UNION COUNTY, OR

WALLOWA COUNTY, OR
WASCO COUNTY, OR
WASHINGTON COUNTY, OR
WEST BATON ROUGE PARISH, LA
WHEELER COUNTY, OR
YAMHILL COUNTY, OR
COUNTY OF BOX ELDER, UT
COUNTY OF CACHE, UT
COUNTY OF RICH, UT
COUNTY OF WEBER, UT
COUNTY OF MORGAN, UT
COUNTY OF DAVIS, UT
COUNTY OF SUMMIT, UT
COUNTY OF DAGGETT, UT
COUNTY OF SALT LAKE, UT
COUNTY OF TOOELE, UT
COUNTY OF UTAH, UT
COUNTY OF WASATCH, UT
COUNTY OF DUCHESNE, UT
COUNTY OF UINTAH, UT
COUNTY OF CARBON, UT
COUNTY OF SANPETE, UT
COUNTY OF JUAB, UT
COUNTY OF MILLARD, UT
COUNTY OF SEVIER, UT
COUNTY OF EMERY, UT
COUNTY OF GRAND, UT
COUNTY OF BEVER, UT
COUNTY OF PIUTE, UT
COUNTY OF WAYNE, UT
COUNTY OF SAN JUAN, UT
COUNTY OF GARFIELD, UT
COUNTY OF KANE, UT
COUNTY OF IRON, UT
COUNTY OF WASHINGTON, UT

**OTHER AGENCIES INCLUDING ASSOCIATIONS, BOARDS, DISTRICTS, COMMISSIONS, COUNCILS, PUBLIC CORPORATIONS, PUBLIC DEVELOPMENT AUTHORITIES, RESERVATIONS AND UTILITIES INCLUDING BUT NOT LIMITED TO:**
BANKS FIRE DISTRICT, OR
BATON ROUGE WATER COMPANY
BEND METRO PARK AND RECREATION DISTRICT
BIENVILLE PARISH FIRE PROTECTION DISTRICT 6, LA
BOARDMAN PARK AND RECREATION DISTRICT
CENTRAL CITY ECONOMIC OPPORTUNITY CORP, LA
CENTRAL OREGON INTERGOVERNMENTAL COUNCIL
CITY OF BOGALUSA SCHOOL BOARD, LA
CLACKAMAS RIVER WATER
CLATSKANIE PEOPLE'S UTILITY DISTRICT
CLEAN WATER SERVICES
CONFEDERATED TRIBES OF THE UMATILLA INDIAN RESERVATION
COOS FOREST PROTECTIVE ASSOCIATION
CHEHALEM PARK AND RECREATION DISTRICT
DAVID CROCKETT STEAM FIRE COMPANY #1, LA
EUGENE WATER AND ELECTRIC BOARD
HONOLULU INTERNATIONAL AIRPORT
HOODLAND FIRE DISTRICT #74

HOUSING AUTHORITY OF PORTLAND
ILLINOIS VALLEY FIRE DISTRICT
LAFAYETTE AIRPORT COMMISSION, LA
LAFOURCHE PARISH HEALTH UNIT – DHH-OPH REGION 3
LOUISIANA PUBLIC SERVICE COMMISSION, LA
LOUISIANA WATER WORKS
MEDFORD WATER COMMISSION
MELHEUR COUNTY JAIL, OR
METRO REGIONAL GOVERNMENT
METRO REGIONAL PARKS
METROPOLITAN EXPOSITION RECREATION COMMISSION
METROPOLITAN SERVICE DISTRICT (METRO)
MULTNOMAH EDUCATION SERVICE DISTRICT
NEW ORLEANS REDEVELOPMENT AUTHORITY, LA
NORTHEAST OREGON HOUSING AUTHORITY, OR
PORT OF BRANDON, OR
PORT OF MORGAN CITY, LA
PORTLAND DEVELOPMENT COMMISSION, OR
PORTLAND FIRE AND RESCUE
PORTLAND HOUSING CENTER, OR
OREGON COAST COMMUNITY ACTION
OREGON HOUSING AND COMMUNITY SERVICES
OREGON LEGISLATIVE ADMINISTRATION
ROGUE VALLEY SEWER, OR
SAINT LANDRY PARISH TOURIST COMMISSION
SAINT MARY PARISH REC DISTRICT 2
SAINT MARY PARISH REC DISTRICT 3
SAINT TAMMANY FIRE DISTRICT 4, LA
SALEM MASS TRANSIT DISTRICT
SEWERAGE AND WATER BOARD OF NEW ORLEANS, LA
SOUTH LAFOURCHE LEVEE DISTRICT, LA
TRI-COUNTY METROPOLITAN TRANSPORTATION DISTRICT OF OREGON
TUALATIN HILLS PARK & RECREATION DISTRICT
TUALATIN VALLEY FIRE & RESCUE
TUALATIN VALLEY WATER DISTRICT
WILLAMALANE PARK AND RECREATION DISTRICT
WILLAMETTE HUMANE SOCIETY

**K-12 INCLUDING BUT NOT LIMITED TO:**
ACADIA PARISH SCHOOL BOARD
BEAVERTON SCHOOL DISTRICT
BEND-LA PINE SCHOOL DISTRICT
BOGALUSA HIGH SCHOOL, LA
BOSSIER PARISH SCHOOL BOARD
BROOKING HARBOR SCHOOL DISTRICT
CADDO PARISH SCHOOL DISTRICT
CALCASIEU PARISH SCHOOL DISTRICT
CANBY SCHOOL DISTRICT
CANYONVILLE CHRISTIAN ACADEMY
CASCADE SCHOOL DISTRICT
CASCADES ACADEMY OF CENTRAL OREGON
CENTENNIAL SCHOOL DISTRICT
CENTRAL CATHOLIC HIGH SCHOOL
CENTRAL POINT SCHOOL DISTRICT NO.6
CENTRAL SCHOOL DISTRICT 13J
COOS BAY SCHOOL DISTRICT NO.9
CORVALLIS SCHOOL DISTRICT 509J
COUNTY OF YAMHILL SCHOOL DISTRICT 29

CULVER SCHOOL DISTRICT
DALLAS SCHOOL DISTRICT NO.2
DAVID DOUGLAS SCHOOL DISTRICT
DAYTON SCHOOL DISTRICT NO.8
DE LA SALLE N CATHOLIC HS
DESCHUTES COUNTY SCHOOL DISTRICT NO.6
DOUGLAS EDUCATIONAL DISTRICT SERVICE
DUFUR SCHOOL DISTRICT NO.29
EAST BATON ROUGE PARISH SCHOOL DISTRICT
ESTACADA SCHOOL DISTRICT NO.10B
FOREST GROVE SCHOOL DISTRICT
GEORGE MIDDLE SCHOOL
GLADSTONE SCHOOL DISTRICT
GRANTS PASS SCHOOL DISTRICT 7
GREATER ALBANY PUBLIC SCHOOL DISTRICT
GRESHAM BARLOW JOINT SCHOOL DISTRICT
HEAD START OF LANE COUNTY
HIGH DESERT EDUCATION SERVICE DISTRICT
HILLSBORO SCHOOL DISTRICT
HOOD RIVER COUNTY SCHOOL DISTRICT
JACKSON CO SCHOOL DIST NO.9
JEFFERSON COUNTY SCHOOL DISTRICT 509-J
JEFFERSON PARISH SCHOOL DISTRICT
JEFFERSON SCHOOL DISTRICT
JUNCTION CITY SCHOOLS, OR
KLAMATH COUNTY SCHOOL DISTRICT
KLAMATH FALLS CITY SCHOOLS
LAFAYETTE PARISH SCHOOL DISTRICT
LAKE OSWEGO SCHOOL DISTRICT 7J
LANE COUNTY SCHOOL DISTRICT 4J
LINCOLN COUNTY SCHOOL DISTRICT
LINN CO. SCHOOL DIST. 95C
LIVINGSTON PARISH SCHOOL DISTRICT
LOST RIVER JR/SR HIGH SCHOOL
LOWELL SCHOOL DISTRICT NO.71
MARION COUNTY SCHOOL DISTRICT
MARION COUNTY SCHOOL DISTRICT 103
MARIST HIGH SCHOOL, OR
MCMINNVILLE SCHOOL DISTRICT NOAO
MEDFORD SCHOOL DISTRICT 549C
MITCH CHARTER SCHOOL
MONROE SCHOOL DISTRICT NO.1J
MORROW COUNTY SCHOOL DIST, OR
MULTNOMAH EDUCATION SERVICE DISTRICT
MULTISENSORY LEARNING ACADEMY
MYRTLE PINT SCHOOL DISTRICT 41
NEAH-KAH-NIE DISTRICT NO.56
NEWBERG PUBLIC SCHOOLS
NESTUCCA VALLEY SCHOOL DISTRICT NO.101
NOBEL LEARNING COMMUNITIES
NORTH BEND SCHOOL DISTRICT 13
NORTH CLACKAMAS SCHOOL DISTRICT
NORTH DOUGLAS SCHOOL DISTRICT
NORTH WASCO CITY SCHOOL DISTRICT 21
NORTHWEST REGIONAL EDUCATION SERVICE DISTRICT
ONTARIO MIDDLE SCHOOL
OREGON TRAIL SCHOOL DISTRICT NOA6
ORLEANS PARISH SCHOOL DISTRICT
PHOENIX-TALENT SCHOOL DISTRICT NOA
PLEASANT HILL SCHOOL DISTRICT

PORTLAND JEWISH ACADEMY
PORTLAND PUBLIC SCHOOLS
RAPIDES PARISH SCHOOL DISTRICT
REDMOND SCHOOL DISTRICT
REYNOLDS SCHOOL DISTRICT
ROGUE RIVER SCHOOL DISTRICT
ROSEBURG PUBLIC SCHOOLS
SCAPPOOSE SCHOOL DISTRICT 1J
SAINT TAMMANY PARISH SCHOOL BOARD, LA
SEASIDE SCHOOL DISTRICT 10
SHERWOOD SCHOOL DISTRICT 88J
SILVER FALLS SCHOOL DISTRICT 4J
SOUTH LANE SCHOOL DISTRICT 45J3
SOUTHERN OREGON EDUCATION SERVICE DISTRICT
SPRINGFIELD PUBLIC SCHOOLS
SUTHERLIN SCHOOL DISTRICT
SWEET HOME SCHOOL DISTRICT NO.55
TERREBONNE PARISH SCHOOL DISTRICT
THE CATLIN GABEL SCHOOL
TIGARD-TUALATIN SCHOOL DISTRICT
UMATILLA MORROW ESD
WEST LINN WILSONVILLE SCHOOL DISTRICT
WILLAMETTE EDUCATION SERVICE DISTRICT
WOODBURN SCHOOL DISTRICT
YONCALLA SCHOOL DISTRICT
ACADEMY FOR MATH ENGINEERING & SCIENCE (AMES), UT
ALIANZA ACADEMY, UT
ALPINE DISTRICT, UT
AMERICAN LEADERSHIP ACADEMY, UT
AMERICAN PREPARATORY ACADEMY, UT
BAER CANYON HIGH SCHOOL FOR SPORTS & MEDICAL
SCIENCES, UT
BEAR RIVER CHARTER SCHOOL, UT
BEAVER SCHOOL DISTRICT, UT
BEEHIVE SCIENCE & TECHNOLOGY ACADEMY (BSTA), UT
BOX ELDER SCHOOL DISTRICT, UT
CBA CENTER, UT
CACHE SCHOOL DISTRICT, UT
CANYON RIM ACADEMY, UT
CANYONS DISTRICT, UT
CARBON SCHOOL DISTRICT, UT
CHANNING HALL, UT
CHARTER SCHOOL LEWIS ACADEMY, UT
CITY ACADEMY, UT
DAGGETT SCHOOL DISTRICT, UT
DAVINCI ACADEMY, UT
DAVIS DISTRICT, UT
DUAL IMMERSION ACADEMY, UT
DUCHESNE SCHOOL DISTRICT, UT
EARLY LIGHT ACADEMY AT DAYBREAK, UT
EAST HOLLYWOOD HIGH, UT
EDITH BOWEN LABORATORY SCHOOL, UT
EMERSON ALCOTT ACADEMY, UT
EMERY SCHOOL DISTRICT, UT
ENTHEOS ACADEMY, UT
EXCELSIOR ACADEMY, UT
FAST FORWARD HIGH, UT
FREEDOM ACADEMY, UT
GARFIELD SCHOOL DISTRICT, UT
GATEWAY PREPARATORY ACADEMY, UT

GEORGE WASHINGTON ACADEMY, UT
GOOD FOUNDATION ACADEMY, UT
GRAND SCHOOL DISTRICT, UT
GRANITE DISTRICT, UT
GUADALUPE SCHOOL, UT
HAWTHORN ACADEMY, UT
INTECH COLLEGIATE HIGH SCHOOL, UT
IRON SCHOOL DISTRICT, UT
ITINERIS EARLY COLLEGE HIGH, UT
JOHN HANCOCK CHARTER SCHOOL, UT
JORDAN DISTRICT, UT
JUAB SCHOOL DISTRICT, UT
KANE SCHOOL DISTRICT, UT
KARL G MAESER PREPARATORY ACADEMY, UT
LAKEVIEW ACADEMY, UT
LEGACY PREPARATORY ACADEMY, UT
LIBERTY ACADEMY, UT
LINCOLN ACADEMY, UT
LOGAN SCHOOL DISTRICT, UT
MARIA MONTESSORI ACADEMY, UT
MERIT COLLEGE PREPARATORY ACADEMY, UT
MILLARD SCHOOL DISTRICT, UT
MOAB CHARTER SCHOOL, UT
MONTICELLO ACADEMY, UT
MORGAN SCHOOL DISTRICT, UT
MOUNTAINVILLE ACADEMY, UT
MURRAY SCHOOL DISTRICT, UT
NAVIGATOR POINTE ACADEMY, UT
NEBO SCHOOL DISTRICT, UT
NO UT ACAD FOR MATH ENGINEERING & SCIENCE
(NUAMES), UT
NOAH WEBSTER ACADEMY, UT
NORTH DAVIS PREPARATORY ACADEMY, UT
NORTH SANPETE SCHOOL DISTRICT, UT
NORTH STAR ACADEMY, UT
NORTH SUMMIT SCHOOL DISTRICT, UT
ODYSSEY CHARTER SCHOOL, UT
OGDEN PREPARATORY ACADEMY, UT
OGDEN SCHOOL DISTRICT, UT
OPEN CLASSROOM, UT
OPEN HIGH SCHOOL OF UTAH, UT
OQUIRRH MOUNTAIN CHARTER SCHOOL, UT
PARADIGM HIGH SCHOOL, UT
PARK CITY SCHOOL DISTRICT, UT
PINNACLE CANYON ACADEMY, UT
PIUTE SCHOOL DISTRICT, UT
PROVIDENCE HALL, UT
PROVO SCHOOL DISTRICT, UT
QUAIL RUN PRIMARY SCHOOL, UT
QUEST ACADEMY, UT
RANCHES ACADEMY, UT
REAGAN ACADEMY, UT
RENAISSANCE ACADEMY, UT
RICH SCHOOL DISTRICT, UT
ROCKWELL CHARTER HIGH SCHOOL, UT
SALT LAKE ARTS ACADEMY, UT
SALT LAKE CENTER FOR SCIENCE EDUCATION, UT
SALT LAKE SCHOOL DISTRICT, UT
SALT LAKE SCHOOL FOR THE PERFORMING ARTS, UT
SAN JUAN SCHOOL DISTRICT, UT

SEVIER SCHOOL DISTRICT, UT
SOLDIER HOLLOW CHARTER SCHOOL, UT
SOUTH SANPETE SCHOOL DISTRICT, UT
SOUTH SUMMIT SCHOOL DISTRICT, UT
SPECTRUM ACADEMY, UT
SUCCESS ACADEMY, UT
SUCCESS SCHOOL, UT
SUMMIT ACADEMY, UT
SUMMIT ACADEMY HIGH SCHOOL, UT
SYRACUSE ARTS ACADEMY, UT
THOMAS EDISON - NORTH, UT
TIMPANOGOS ACADEMY, UT
TINTIC SCHOOL DISTRICT, UT
TOOELE SCHOOL DISTRICT, UT
TUACAHN HIGH SCHOOL FOR THE PERFORMING ARTS, UT
UINTAH RIVER HIGH, UT
UINTAH SCHOOL DISTRICT, UT
UTAH CONNECTIONS ACADEMY, UT
UTAH COUNTY ACADEMY OF SCIENCE, UT
UTAH ELECTRONIC HIGH SCHOOL, UT
UTAH SCHOOLS FOR DEAF & BLIND, UT
UTAH STATE OFFICE OF EDUCATION, UT
UTAH VIRTUAL ACADEMY, UT
VENTURE ACADEMY, UT
VISTA AT ENTRADA SCHOOL OF PERFORMING ARTS AND
TECHNOLOGY, UT
WALDEN SCHOOL OF LIBERAL ARTS, UT
WASATCH PEAK ACADEMY, UT
WASATCH SCHOOL DISTRICT, UT
WASHINGTON SCHOOL DISTRICT, UT
WAYNE SCHOOL DISTRICT, UT
WEBER SCHOOL DISTRICT, UT
WEILENMANN SCHOOL OF DISCOVERY, UT

**HIGHER EDUCATION**
ARGOSY UNIVERSITY
BATON ROUGE COMMUNITY COLLEGE, LA
BIRTHINGWAY COLLEGE OF MIDWIFERY
BLUE MOUNTAIN COMMUNITY COLLEGE
BRIGHAM YOUNG UNIVERSITY - HAWAII
CENTRAL OREGON COMMUNITY COLLEGE
CENTENARY COLLEGE OF LOUISIANA
CHEMEKETA COMMUNITY COLLEGE
CLACKAMAS COMMUNITY COLLEGE
COLLEGE OF THE MARSHALL ISLANDS
COLUMBIA GORGE COMMUNITY COLLEGE
CONCORDIA UNIVERSITY
GEORGE FOX UNIVERSITY
KLAMATH COMMUNITY COLLEGE DISTRICT
LANE COMMUNITY COLLEGE
LEWIS AND CLARK COLLEGE
LINFIELD COLLEGE
LINN-BENTON COMMUNITY COLLEGE
LOUISIANA COLLEGE, LA
LOUISIANA STATE UNIVERSITY
LOUISIANA STATE UNIVERSITY HEALTH SERVICES
MARYLHURST UNIVERSITY
MT. HOOD COMMUNITY COLLEGE
MULTNOMAH BIBLE COLLEGE
NATIONAL COLLEGE OF NATURAL MEDICINE

NORTHWEST CHRISTIAN COLLEGE
OREGON HEALTH AND SCIENCE UNIVERSITY
OREGON INSTITUTE OF TECHNOLOGY
OREGON STATE UNIVERSITY
OREGON UNIVERSITY SYSTEM
PACIFIC UNIVERSITY
PIONEER PACIFIC COLLEGE
PORTLAND COMMUNITY COLLEGE
PORTLAND STATE UNIVERSITY
REED COLLEGE
RESEARCH CORPORATION OF THE UNIVERSITY OF HAWAII
ROGUE COMMUNITY COLLEGE
SOUTHEASTERN LOUISIANA UNIVERSITY
SOUTHERN OREGON UNIVERSITY (OREGON UNIVERSITY SYSTEM)
SOUTHWESTERN OREGON COMMUNITY COLLEGE
TULANE UNIVERSITY
TILLAMOOK BAY COMMUNITY COLLEGE
UMPQUA COMMUNITY COLLEGE
UNIVERSITY OF HAWAII BOARD OF REGENTS
UNIVERSITY OF HAWAII-HONOLULU COMMUNITY COLLEGE
UNIVERSITY OF OREGON-GRADUATE SCHOOL
UNIVERSITY OF PORTLAND
UNIVERSITY OF NEW ORLEANS
WESTERN OREGON UNIVERSITY
WESTERN STATES CHIROPRACTIC COLLEGE
WILLAMETTE UNIVERSITY
XAVIER UNIVERSITY
UTAH SYSTEM OF HIGHER EDUCATION, UT
UNIVERSITY OF UTAH, UT
UTAH STATE UNIVERSITY, UT
WEBER STATE UNIVERSITY, UT
SOUTHERN UTAH UNIVERSITY, UT
SNOW COLLEGE, UT
DIXIE STATE COLLEGE, UT
COLLEGE OF EASTERN UTAH, UT
UTAH VALLEY UNIVERSITY, UT
SALT LAKE COMMUNITY COLLEGE, UT
UTAH COLLEGE OF APPLIED TECHNOLOGY, UT

**STATE AGENCIES**
ADMIN. SERVICES OFFICE
BOARD OF MEDICAL EXAMINERS
HAWAII CHILD SUPPORT ENFORCEMENT AGENCY
HAWAII DEPARTMENT OF TRANSPORTATION
HAWAII HEALTH SYSTEMS CORPORATION
OFFICE OF MEDICAL ASSISTANCE PROGRAMS
OFFICE OF THE STATE TREASURER
OREGON BOARD OF ARCHITECTS
OREGON CHILD DEVELOPMENT COALITION
OREGON DEPARTMENT OF EDUCATION
OREGON DEPARTMENT OF FORESTRY
OREGON DEPT OF TRANSPORTATION
OREGON DEPT. OF EDUCATION
OREGON LOTTERY
OREGON OFFICE OF ENERGY
OREGON STATE BOARD OF NURSING
OREGON STATE DEPT OF CORRECTIONS
OREGON STATE POLICE
OREGON TOURISM COMMISSION

OREGON TRAVEL INFORMATION COUNCIL
SANTIAM CANYON COMMUNICATION CENTER
SEIU LOCAL 503, OPEU
SOH- JUDICIARY CONTRACTS AND PURCH
STATE DEPARTMENT OF DEFENSE, STATE OF HAWAII
STATE OF HAWAII
STATE OF HAWAII, DEPT. OF EDUCATION
STATE OF LOUISIANA
STATE OF LOUISIANA DEPT. OF EDUCATION
STATE OF LOUISIANA, 26TH JUDICIAL DISTRICT ATTORNEY
STATE OF UTAH

ATTACHMENTS

ATTACHMENT A: Equalis Group Exhibits
ATTACHMENT B: Pricing

# Addendum #1

# REQUEST FOR PROPOSAL FOR PRINT, SCAN AND COPY EQUIPMENT, MANAGED PRINT SOLUTIONS, AND RELATED PRODUCTS AND SERVICES

**Addendum #1**

**EDUCATION SERVICE CENTER, REGION 10**
400 E Spring Valley Rd
Richardson, TX 75081
Telephone: (972) 348-1110

| | |
|---|---|
| Publication date | 01/31/2020 |
| Product or service | *Print, Scan and Copy Equipment, Managed Print Solutions, and related products and services* |
| RFP # | EQ-013120-02 |
| Proposal due date | 03/25/2020 |
| Proposal submittal location | https://region10.bonfirehub.com/portal/?tab=login |
| Principle contract officer | Clint Pechacek<br>Purchasing Consultant |
| Public opening location | Region 10 ESC<br>Rockwall Room<br>400 East Spring Valley Rd.<br>Richardson, TX 75081 |

This Addendum #1 amends the Request for Proposals (RFP) EQ-013120-02 for PRINT, SCAN AND COPY EQUIPMENT, MANAGED PRINT SOLUTIONS, AND RELATED PRODUCTS AND SERVICES. To the extent that any discrepancy between the original RFP and this Addendum, this Addendum shall prevail.
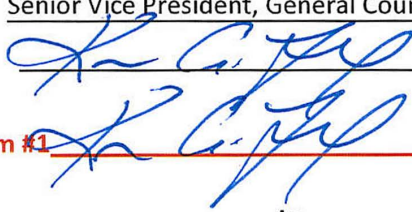
This Addendum #1 is hereby issued to make the following changes:

1. The proposal due date for this RFP has been changed to March 25, 2020 at 2 pm Central Time. The deadline for questions has NOT been extended.

## CONTRACT SIGNATURE FORM

The undersigned hereby proposes and agrees to furnish goods and/or services in strict compliance with the terms, specifications and conditions at the prices proposed within response unless noted in writing. The undersigned further certifies that he/she is an officer of the company and has authority to negotiate and bind the company named below and has not prepared this proposal in collusion with any other Respondent and that the contents of this proposal as to prices, terms or conditions of said proposal have not been communicated by the undersigned nor by any employee or agent to any person engaged in this type of business prior to the official opening of this proposal.

Prices are guaranteed: **120 days**

| | |
|---|---|
| Company name | Sharp Electronics Corporation |
| Address | 100 Paragon Drive |
| City/State/Zip | Montvale, NJ 07645 |
| Telephone No. | 201-529-8200 |
| Fax No. | |
| Email address | Foxk@sharpsec.com |
| Printed name | Kevin Fox |
| Position with company | Senior Vice President, General Counsel, Corporate Secretary |
| Authorized signature | |

**Acknowledgement of Addendum #1**

**Term of contract** _____ **to** _____

Unless otherwise stated, all contracts are for a period of three (3) years with an option to renew annually for an additional four (4) years if agreed to by Region 10 ESC. Vendor shall honor all administrative fees for any sales made based on the contract whether renewed or not.

_____          _____

Region 10 ESC Authorized Agent                    Date

_____

Print Name

**Equalis Group Contract Number** _____

**SHARP**

---

**Attachment 1**
**Sharp Sales Team**

# Attachment 1 – Sales Team

**National Channel Sales Team**

MFP East

| | |
|---|---|
| Director | East |
| Territory Business Manager | AR,KY,LA,TN,WV |
| Sales Rep | Bahamas,Barbados,CI,FL,PR,TT,VI |
| Regional Color Production Mgr | East |
| Territory Business Manager | DE,MD,PA |
| Regional Color Production Mgr | East |
| Territory Business Manager | AL,FL,GA,MS |
| Territory Business Manager | CT,MA,ME,NH,NY,RI |
| Territory Business Manager | NY |
| Territory Business Manager | NJ,PA |
| Territory Business Manager | MD,NC,SC,VA |

MFP Central

| | |
|---|---|
| Sales Director | Central |
| Territory Business Manager | MN |
| Territory Business Manager | OK,TX |
| Territory Business Manager | MI,OH |
| Territory Business Manager | IL,KS,MN,MO,ND,OK |
| Regional Color Production Mgr | Central |
| Territory Business Manager | OK,TX |
| Strategic Account Support Rep | Central |
| Territory Business Manager | IL,KS,MO |
| Territory Business Manager | IA,NE |
| Territory Business Manager | IL,IN,WI |

MFP West

| | |
|---|---|
| Sales Director | West |
| Territory Business Manager | AK,CO,HI,MT,WA |
| Territory Business Manager | AZ,CO,MT,NM |
| Territory Business Manager | CA,OR |
| Territory Business Manager | CA,GUAM,ID,OR,WA,WY |
| Territory Business Manager | CA |
| Territory Business Manager | CA,ID,UT |
| Regional Color Production Mgr | West |
| Strategic Account Support Rep | West |

MFP GOV & MAJOR ACCTS

| | |
|---|---|
| Director | East |
| Govt and Major Acct Manager | AL,DC,GA,MD,NC,SC,VA,PR,(Bermuda) |
| Govt and Major Acct Manager | MA,ME,NH,NY,RI,VT |
| Govt and Major Acct Manager | MN,WI |
| Inside Sales | East |
| Govt and Major Acct Manager | Bermuda,CT,DE,NJ,PA |
| Govt and Major Acct Manager | IL,IN,KY,OH,TN,WV |
| Govt and Major Acct Manager | FL,LA,MS |

| | |
|---|---|
| Director | West |
| Govt and Major Acct Manager | AR,OK,TX |
| Govt and Major Acct Manager | IA,KS,MO,ND,NE,SD |
| Govt and Major Acct Manager | AK,ID,OR,WA |
| Govt and Major Acct Manager | AZ,CO,HI,MT,NM,WY |
| Govt and Major Acct Manager | CA,NV,UT |

TECHNOLOGY INTEGRATION

| | |
|---|---|
| Director, Technology Integration | Nationwide |
| Technology Integration Manager | CA,HI,NV,UT |
| Technology Integration Manager | AK,ID,MT,ND,OR,SD,WA |
| Technology Integration Manager | IA,IL,MN,MO,WI |
| Technology Integration Manager | AZ,CO,KS,NE,NM,WY |
| Technology Integration Manager | IN,KY,MI,OH,TN,VA,WV |
| Technology Integration Manager | CT,DE,MA,MD,ME,NH,NJ,NY,PA,RI,VT |
| Technology Integration Manager | AL,FL,GA,MS,NC,SC |
| Technology Integration Manager | AR,LA,OK,TX |

INSIDE SALES

| | |
|---|---|
| Director | Nationwide |
| Document Inside Territory Business Manager | |
| Document Inside Territory Business Manager | |
| IDP Inside Territory Business Manager | |
| IDP Sr. Inside Territory Business Manager | |
| IDP Inside Territory Business Manager | |
| Document Inside Territory Business Manager | |

IDP SALES

| | |
|---|---|
| Director | Nationwide |
| Sr. Engineer/Strategic Accounts | Nationwide |
| IDP Sales Manager | AL,DC,DE,FL,GA,KY,MD,NC,SC,TN,VA,WV |
| IDP Sales Manager | AR,IA,KS,LA,MO,MS,NE,NM,OK,TX |
| IDP Sales Manager | IL,IN,MI,MN,OH,WI |
| IDP Sales Manager | CA,HI,NV |
| IDP Sales Manager | CT,MA,ME,NH,NJ,NY,PA,RI,VT |
| IDP Sales Manager | AK,AZ,CO,ID,MT,ND,OR,SD,UT,WA,WY |

IDP NATIONAL ACCOUNTS

| | |
|---|---|
| Director | Nationwide |
| (5) IDP National Account Salespeople | Nationwide |

| **SBS Branch** | **# of Sales Employees** |
|---|---|
| SBS Arizona/New Mexico | 18 |
| SBS Austin / San Antonio | 13 |
| SBS Dallas / Ft Worth | 9 |
| SBS Florida | 21 |
| SBS Georgia | 27 |
| SBS Houston TX | 4 |
| SBS Midwest – Indiana | 16 |
| SBS MNS Chicago | 2 |
| SBS New Jersey | 12 |
| SBS NoCal - San Francisco | 20 |
| SBS North Carolina | 62 |
| SBS SoCal - San Diego | 42 |
| SBS South Carolina | 20 |
| SBS Tennessee | 16 |
| SBS Washington DC | 11 |
| SBS Washington State | 12 |

**SHARP**®

**Attachment 2
Sharp Business Systems
Branch Locations**

# SHARP

## Sharp Business Systems Branch Offices

| Name | Main Office | | | |
|---|---|---|---|---|
| **ARIZONA** | **Main Office**<br>Sharp Business Systems<br>610 West Alameda<br>Tempe, Arizona 85282<br>Main Phone: (480) 303-9700<br>Main Fax: (480) 303-2565<br><br>Prescott Sales Office<br>3739 Karicio Lane<br>Prescott, Arizona 86303<br>Ph. (928) 443-9500<br>Fax (928) 717-2667 | Tucson Sales Office<br>1131 East Palmdale<br>Tucson, Arizona 85714<br>Ph. (520) 770-9700<br>Fax (520) 573-9701 | Albuquerque Sales Office<br>3901 Singer Blvd, N.E., Ste C<br>Albuquerque, NM 87109<br>Ph. (505) 924-9700<br>Fax (505) 271-9206 | |
| **SAN FRANCISCO** | **Main Office**<br>Sharp Business Systems<br>5700 Stoneridge Drive, Suite 300<br>Pleasanton, CA 94588<br>Main Phone: (925) 417-8400<br>Main Fax: (925) 417-8404<br><br>Sacramento Sales Office<br>5 Sierra Gate Plaza, Suite 150<br>Roseville, CA 95678<br>Ph. (916) 945-3000 | San Francisco Sales Office<br>388 Market Street, Suite 105<br>San Francisco, CA 94105<br>Ph. (925) 417-8400 x 4938<br>Fax (415) 399-1586<br><br>SBS - Arista Business Solutions<br>5153 Commercial Cir<br>Concord, CA 94520<br>925-825-8400 | San Jose Sales Office<br>224 Airport Parkway, Suite 525<br>San Jose, CA 95110<br>Ph. (408) 436-5300<br>Fax: (408) 436-5301<br><br>SBS - Arista Business Solutions<br>3350 Scott Blvd. 41-01<br>Santa Clara, Ca 95054<br>408-279-6482 | |
| **MIAMI**<br>General Manager | **Main Office**<br>Sharp Business Systems<br>14651 Oak Lane<br>Miami Lakes, Fl 33016<br>Main Phone: (305) 558-2721 | Tampa Sales Office<br>Tripointe Plaza<br>4488 Boy Scout Blvd, Suite 300<br>Tampa, Florida 33607-5731<br>Ph. (813) 384-3881<br>Fax (813) 384-3882 | Sarasota Office<br>1990 Main Street, Suite 750<br>Sarasota, Florida 34236<br>Ph. (941) 209-6382 | Delray Office<br>1395 NW 17 Ave, Suite 115<br>Delray Beach, Florida 33445<br>Ph. (305) 779-6361 |
| **INDIANAPOLIS** | **Main Office**<br>Sharp Business Systems<br>7330 E 86th Street, Suite 900<br>Indianapolis, IN 46256-1251<br>Main Phone: (317) 844-0033 | Cincinnati Sales Office<br>9031 Meridian Way<br>West Chester, OH 45069<br>Ph. (513) 645-0111<br>Fax 513-645-0112 | | |
| **SAN DIEGO** | **Main Office**<br>Sharp Business Systems<br>8670 Argent Street<br>Santee, CA 92071<br>Main Phone: (619) 258-1400<br>Service: (619) 258-6800<br>Main Fax: (619) 258-1402<br><br>Simi Valley Sales Office<br>4487 Ish Drive<br>Simi Valley, CA 93063<br>Tel# (866) 375-2821<br>Fax: (805) 823-8695<br>Sales Manager: Bruce Jensen | Orange County Sales Office<br>5241 California Ave.<br>Irvine, CA 92617<br>Ph. (657) 235-3796<br><br>Sales Mgr- Sarah Razi | Santa Fe Springs Sales Office<br>12985 Los Nietos Rd.<br>Santa Fe Springs, CA 90670<br>Ph. 888-258-2802 | |
| **CHARLOTTE, NC** | **Main Office**<br>Sharp Business Systems<br>4404 Stuart Andrew Blvd.<br>Charlotte, NC 28217<br>Main Phone: (704) 523-3333<br>Main Fax: (704) 525-1506<br><br>Winston Salem Sales Office<br>102 West 3rd Street Suite 190<br>Winston Salem, NC 27101<br>Ph. (336) 759-0212<br>Fax (336) 759-2669 | High Point Sales Office<br>4050 Piedmont Parkway, Suite 100<br>High Point, NC 27265<br>Ph. (336) 275-1011<br>Fax (336) 275-2880<br><br>Morrisville Sales Office<br>5001 Hospitality Court, Suite 150<br>Morrisville, NC 27560<br>Ph. (919) 465-3123<br>Fax (919) 465-3320 | Hickory Sales Office<br>1359 N. Center St.<br>Hickory, NC 28601<br>Phone: 828-466-1322<br>Fax: 828-466-1312<br><br>Lumberton Office<br>325 North Elm Street<br>Lumberton, NC 28358<br>Phone: (704) 523-3333<br><br>Asheville Office<br>51 Thompson Street, Suite A<br>Asheville, NC 28803 | Rockingham Office<br>504 East Broad Avenue<br>Rockingham, NC 28379<br>Phone: (704) 523-3333 | Lynchburg Office<br>2246 LAKESIDE DRIVE<br>LYNCHBURG, VA 24501<br><br>Roanoke Office<br>1214 TRAPPER CIRCLE NW<br>ROANOKE, VA 24012 |
| **WASHINGTON DC** | **Main Office**<br>Sharp Business Systems<br>3110 Fairview Park Drive, Suite 1170<br>Falls Church, VA 22042<br>Main Phone: (703) 313-9400<br>Main Fax: (703) 245-3813 | | | |
| **SEATTLE** | **Main Office**<br><br>Sharp Business Systems<br><br>11201 8th Street, Suite 210<br>Bellevue, Washington 98004<br>Main Phone: 425-885-4755 | Kent Office<br><br>SBS – Preferred Business Solutions<br>7691 S 180th St<br>Kent, WA 98032<br>(425) 251-1202 | Tacoma Office<br><br>SBS – Preferred Business Solutions<br>735 St. Helens Ave.<br>Tacoma, WA 98402<br>(425) 251-1202 | Tukwila Office/ Warehouse<br><br>SBS – Preferred Business Solutions<br>374 Upland Drive<br>Tukwila, WA 98188<br>(425) 251-1202 |
| **NEW JERSEY** | **Main Office**<br>Sharp Business Systems<br>100 Paragon Drive<br>Montvale, NJ 07645<br>Main Phone: (201) 644-2800<br>Main Fax: (201) 644-2897 | | | |
| **SOUTH CAROLINA** | **Main Office**<br>Sharp Business Systems<br>109 Ben Hamby Drive<br>Greenville, SC 29615<br>Main Phone: (864) 675-2000<br>Main Fax: (864) 675-2153 | **SBS – Digital Office Solutions**<br>104 Saluda Ridge Court<br>West Columbia, SC 29169<br>803-772-6444 | Columbia Sales Office<br>1400 Browning Road, Suite 175<br>Columbia, SC 29210<br>Ph. (803) 772-6444 | |
| **GEORGIA** | **Main Office**<br>Sharp Business Systems<br>1870 McFarland parkway, Suite 100<br>Alpharetta, GA 30005<br>Main Phone: (770) 663 8400<br>Main Fax: (770) 663 0505<br><br>Athens Sales Office<br>125 South Milledge Avenue, Ste G<br>Athens, GA 30605<br>(770) 663 8400 | Gainesville Sales Office<br>930 Interstate Ridge Drive, Suite N<br>Gainesville, GA 30501<br>Ph. (770) 663 8400<br>Fax (770) 663 0505<br><br>Rome Sales Office<br>213 Broad Street<br>Rome, GA 30161<br>(770) 663 8400 | Newnan Sales Office<br>225 Millard Farmer Industrial Blvd<br>Suite B-200<br>Newnan, GA 30263<br>(770) 663 8400<br><br>Birmingham Sales Office<br>1400 Urban Center Drive<br>Suite 280<br>Vestavia Hills, AL 35242<br>(205)815-6030 | SBS-Federal Graphics<br>519 Bartlett St<br>Macon, GA 31204<br>478-750-7444<br><br>SBS-Federal Graphics<br>4454 Warm Springs Rd<br>Suite A4<br>Columbus, GA 31909<br>706-653-1399 |
| **MEMPHIS** | **Main Office**<br>Sharp Business Systems<br>4050 Mendenhall Rd.<br>Memphis, TN 38115<br>Main Phone: (901) 367-5499<br>Main Fax: (901) 367-5143 | | | |
| **CHICAGO** | **Main Office**<br>Sharp Business Systems<br>1815 S. Meyer Road, Suite 100<br>Oakbrook Terrace, IL 60181<br>Main Phone: (630) 620-6024<br>Main Fax: (630) 621-5191 | | | |

**SHARP**

# Sharp Business Systems Branch Offices

| | | | | |
|---|---|---|---|---|
| DALLAS - TEXAS | Main Office<br>Sharp Business Systems<br>1880 Crown Drive, #1210<br>Farmers Branch, TX 75234<br>Main Phone: (972) 690-9667<br>Main Fax: (817) 481-9923 | **SBS – Fort Worth**<br>7873 Will Rogers Blvd<br>Fort Worth, TX 76140<br>972-818-4500 | | |
| Chicago MNS | Main Office<br>Sharp Business Systems<br>2600 Warrenville Road, Suite 212<br>Downers Grove, IL 60515<br>Main Phone:<br>Main Fax: | | | |
| HOUSTON | Main Office<br>Sharp Business Systems<br>7303 West Sam Houston Pkwy N.<br>Houston, TX 77040<br>Main Phone: (713)688-8873<br>Main Fax: (733)688-1162 | | | |
| TENNESSEE - Saratoga | Main Office<br>Sharp Business Systems<br>101 Med Tech Parkway, Ste 307<br>Johnson City, TN 37604<br>Main Phone: (888) 525-4220<br>Main Fax: | **SBS – Knoxville**<br>10645 Dutchtown Rd<br>Knoxville, TN 37932<br>(888) 525-4220 | **SBS – Chattanooga**<br>7694 E. Brainerd Road, Suite A<br>Chattanooga, TN 37421<br>(888) 525-4220 | **SBS – Abingdon**<br>165 East Valley Street, Suite A<br>Abingdon, VA 24210<br>(888) 525-4220 |
| DALLAS - TEXAS | | Austin<br>Scott Chatten - Branch SM<br>**SBS - AUSTIN**<br>2600 Longhorn Blvd., Suite #102<br>Austin, TX 78758<br>P: 512-835-1000<br>F: 512-832-8255 | Fort Worth<br>Ray Pierce - Branch SM<br>SBS - FORT WORTH<br>7873 Will Rogers Blvd.<br>Fort Worth, TX 76140<br>P: 817-293-0300<br>F: 817-927-3333 | San Antonio<br>Jesse Mendez - Branch SM<br>SBS - SAN ANTONIO<br>5627 University Heights<br>Austin, TX 78758<br>P: 210-822-3500<br>F: 210-826-9286 |

# SHARP®

## Attachment 3
## Certificate of Employee
## Information Report

Certification **1013**

# CERTIFICATE OF EMPLOYEE INFORMATION REPORT

**RENEWAL**

This is to certify that the contractor listed below has submitted an Employee Information Report pursuant to N.J.A.C. 17:27-1.1 et. seq. and the State Treasurer has approved said report. This approval will remain in effect for the period of **15-MAY-2017** to **15-MAY-2020**

**SHARP ELECTRONICS CORPORATION**
**100 PARAGON DR.**
**MONTVALE**        **NJ 07645**

FORD M. SCUDDER
State Treasurer

**Attachment 4
Sharp MFP
Retail Price List**

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| | **SHARP MX-B350P / MX-B450P / MX-B350W / MX-B450W** | |
| | **MX Monochrome Series Document Systems** | |
| MX-B350P | 35 PPM Desktop Monochrome Printer<br>Base models include 5 Line LCD operation panel, wireless and wired connectivity, PCL® 6 and Adobe® PostScript® 3™ printing systems, auto duplexing, 1 x 500-sheet paper drawer, 50-sheet bypass tray. Drum, developer and starter toner included (starter toner estimated yield: 1,200 images/cartridge). | $1,125 |
| MX-B450P | 45 PPM Desktop Monochrome Printer<br>Base models include 5 Line LCD operation panel, wireless and wired connectivity, PCL® 6 and Adobe® PostScript® 3™ printing systems, auto duplexing, 1 x 500-sheet paper drawer, 50-sheet bypass tray. Drum, developer and starter toner included (starter toner estimated yield: 1,200 images/cartridge). | $1,415 |
| MX-B350W | 35 PPM Desktop Monochrome Multi-Function Document System<br>Copier, Printer, Scanning, Fax<br>Base models include 5 Line LCD operation panel, wireless and wired connectivity, 50-sheet RSPF, PCL® 6 and Adobe® PostScript® 3™ network scanning, 1 x 500-sheet paper drawer, 50-sheet bypass tray. Drum, developer and starter toner included (starter toner estimated yield: 1,200 images/cartridge). | $2,000 |
| MX-B450W | 45 PPM Desktop Monochrome Multi-Function Document System<br>Copier, Printer, Scanning, Fax<br>Base models include 5 Line LCD operation panel, wireless and wired connectivity, 50-sheet RSPF, PCL® 6 and Adobe® PostScript® 3™ network scanning, 1 x 500-sheet paper drawer, 50-sheet bypass tray. Drum, developer and starter toner included (starter toner estimated yield: 1,200 images/cartridge). | $2,300 |
| | **Options\*** | |
| MX-CS14N | 1 x 600-sheet Paper Drawer | $220 |
| MX-USX1L | Sharpdesk® 5.0 License Kit 1 User | $245 |
| MX-USX5L | Sharpdesk 5.0 License Kit 5 Users | $525 |
| MX-US10L | Sharpdesk 5.0 License Kit 10 Users | $790 |
| MX-US50L | Sharpdesk 5.0 License Kit 50 Users | $2,575 |
| MX-USA0L | Sharpdesk 5.0 License Kit 100 Users | $3,825 |
| | \* Please refer to the product configuration chart before placing your order. | |

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| | **SHARP MX-B376W / MX-B476W** | |
| | **MX Monochrome Series Document Systems** | |
| MX-B376W | 37 PPM Desktop Monochrome Multi-Function Document System<br>Copier, Printer, Scanner, Fax<br>Base models include multitasking controller, 50-sheet RSPF, PCL 6 and Adobe PostScript® 3™ printing systems, network scanning, auto duplexing, 1 x 500-sheet paper drawer, 50-sheet bypass tray. Drum, developer and starter toner included (starter toner estimated yield: 1,200 images/cartridge). | $3,925 |
| MX-B476W | 47 PPM Desktop Monochrome Multi-Function Document System<br>Copier, Printer, Scanner, Fax<br>Base models include multitasking controller, 100-sheet DSPF, PCL 6 and Adobe PostScript® 3™ printing systems, network scanning, auto duplexing, 1 x 500-sheet paper drawer, 50-sheet bypass tray. Drum, developer and starter toner included (starter toner estimated yield: 1,200 images/cartridge). | $4,875 |
| | **Options*** | |
| MX-CS14N | 1 x 600-sheet Paper Drawer | $220 |
| MX-FN32 | Inner Finisher | $1,435 |
| MX-FWX1L | Internet Fax Expansion Kit | $570 |
| MX-PF10 | Bar Code Font Kit | $625 |
| MX-FR63U | Data Security Kit | $575 |
| MX-USX1L | Sharpdesk® 5.0 License Kit 1 User | $245 |
| MX-USX5L | Sharpdesk 5.0 License Kit 5 Users | $525 |
| MX-US10L | Sharpdesk 5.0 License Kit 10 Users | $790 |
| MX-US50L | Sharpdesk 5.0 License Kit 50 Users | $2,575 |
| MX-USA0L | Sharpdesk 5.0 License Kit 100 Users | $3,825 |
| | * Please refer to the product configuration chart before placing your order. | |

Prices Subject To Change Without Notice
Please See Latest Marketing Bulletin For Terms & Conditions

**SHARP ELECTRONICS CORPORATION**
100 Paragon Drive, Montvale, New Jersey 07645
(201) 529-8200

# Retail Price List
## Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| | **SHARP MX-C300P / MX-C250 / MX-C300W** | |
| | **MX Color Series Document System** | |
| MX-C300P | 30 PPM B&W / Color - Desktop Color Printer<br>Base models include multitasking controller, wireless and wired connectivity, PCL® 6 and Adobe® PostScript® 3™ compatible printing, auto duplexing, 1 x 250-sheet paper drawer, 50-sheet bypass tray. Black and color developer (standard yield) and starter toner included (starter toner estimated yield: 1,000 images/cartridge). | $2,625 |
| MX-C250 | 25 PPM B&W / Color - Desktop Color Document System<br>Copier, Printer, Scanner<br>Base models include multitasking controller, 35-sheet SPF, PCL® 6 and Adobe® PostScript® 3™ printing systems, network scanning, 1 x 250-sheet paper drawer, 50-sheet bypass tray. Black and color developer (standard yield) and starter toner included (starter toner estimated yield: 1,000 images/cartridge). | $2,875 |
| MX-C300W | 30 PPM B&W / Color - Desktop Color Document System<br>Copier, Printer, Scanner, Fax<br>Base models include multitasking controller, wireless and wired connectivity, 50-sheet RSPF, PCL® 6 and Adobe® PostScript® 3™ printing systems, network scanning, auto duplexing, 1 x 250-sheet paper drawer, 50-sheet bypass tray. Black and color developer (standard yield) and starter toner included (starter toner estimated yield: 1,000 images/cartridge). | $3,375 |
| | **Options\*** | |
| MX-CS11 | 1 x 500-sheet Paper Drawer | $455 |
| MX-SHP2GBXPS | 2 GB Memory Upgrade (required for MX-PUX1) | $525 |
| MX-PUX1L | XPS Expansion Kit (for MX-C301W only) | $655 |
| MX-FWX1L | Internet Fax Expansion Kit (for MX-C301W only) | $570 |
| MX-PF10 | Bar Code Font Kit (for MX-C301W only) | $625 |
| MX-FR46U | Data Security Kit (for MX-C301W only) | $575 |
| MX-USX1L | Sharpdesk® 5.0 License Kit 1 User | $245 |
| MX-USX5L | Sharpdesk 5.0 License Kit 5 Users | $525 |
| MX-US10L | Sharpdesk 5.0 License Kit 10 Users | $790 |
| MX-US50L | Sharpdesk 5.0 License Kit 50 Users | $2,575 |
| MX-USA0L | Sharpdesk 5.0 License Kit 100 Users | $3,825 |
| | * Please refer to the product configuration chart before placing your order. | |

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| | **SHARP MX-C303W / MX-C304W** | |
| | **MX Color Series Document System** | |
| MX-C303W | 30 PPM B&W / Color - Desktop Color Document System<br>Copier, Printer, Scanner, Fax<br>Base model includes 7-inch touchscreen, wireless connectivity, multitasking controller, 500 GB HDD with document filing system, PCL®6 and Adobe® PostScript® 3™ networking printing systems, network scanning, fax, 250-sheet paper drawer and 50-sheet multi-bypass tray, 50-sheet reversing single pass feeder (RSPF) and optional Sharp OSA. Toner included in box. | $4,625 |
| MX-C304W | 30 PPM B&W / Color - Desktop Color Workgroup Document System<br>Copier, Printer, Scanner, Fax<br>Base model includes Include 7-inch touchscreen, wireless connectivity, multitasking controller, 500 GB HDD with document filing system, PCL®6 and Adobe® PostScript® 3™ networking printing systems, network scanning, fax, 250-sheet paper drawer and 50-sheet multi-bypass tray, 100-sheet duplex single pass feeder (DSPF) and standard Sharp OSA. Toner included in box. | $5,375 |
| | **Options*** | |
| MX-CS14N | 1 x 600-sheet Paper Drawer (up to 4 additional) | $220 |
| MX-XB19 | Anti Tip Kit | $100 |
| MX-FWX1L | Internet Fax Expansion Kit | $570 |
| MX-PF10 | Bar Code Font Kit | $625 |
| MX-FR61U | Data Security Kit | $575 |
| MX-PU10L | Direct Print Expansion Kit (standard on MX-C304W) | $1,000 |
| MX-EB20L | OCR Expansion Kit (standard on MX-C304W) | $300 |
| MX-EB19L | Compact PDF Enhanced Compression Kit (standard on MX-C304W) | $600 |
| MX-AMX2L | Application Communication Module (standard on MX-C304W) | $365 |
| MX-AMX3L | External Account Module (standard on MX-C304W) | $200 |
| MX-USX1L | Sharpdesk® 5.0 License Kit 1 User | $245 |
| MX-USX5L | Sharpdesk 5.0 License Kit 5 Users | $525 |
| MX-US10L | Sharpdesk 5.0 License Kit 10 Users | $790 |
| MX-US50L | Sharpdesk 5.0 License Kit 50 Users | $2,575 |
| MX-USA0L | Sharpdesk 5.0 License Kit 100 Users | $3,825 |
| | * Please refer to the product configuration chart before placing your order. | |

# Retail Price List
# Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| | **SHARP MX-M2651 / MX-M3051 / MX-M3551 / MX-M4051 / MX-M5051 / MX-M6051** | |
| | **Essentials Series Monochrome Document Systems** | |
| MX-M2651 | 26 PPM B&W Workgroup Document System<br>Base models include quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer, and 100-sheet bypass tray. Standard Security with End-of-Lease feature. | $6,275 |
| MX-M3051 | 30 PPM B&W Workgroup Document System<br>Base models include quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. | $7,700 |
| MX-M3551 | 35 PPM B&W Workgroup Document System<br>Base models include quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. | $9,500 |
| MX-M4051 | 40 PPM B&W Workgroup Document System<br>Base models include quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. | $10,000 |
| MX-M5051 | 50 PPM B&W Workgroup Document System<br>Base models include quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. | $10,750 |
| MX-M6051 | 60 PPM B&W Workgroup Document System<br>Base models include quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. | $12,500 |
| | **Options*** | |
| MX-DE25N | Stand/1 x 550-sheet Paper Drawer | $885 |
| MX-DE26N | Stand/2 x 550-sheet Paper Drawers | $1,130 |
| MX-DE27N | Stand/3 x 550-sheet Paper Drawers | $1,570 |
| MX-DE28N | Stand/1 x 550 + 2,100-sheet Split Tandem Paper Drawers | $2,000 |
| MX-DE29N | Low Stand/1 x 550 Sheet Paper Drawer (for wheelchair access) | $885 |
| MX-LC17N | 3,000-sheet Large Capacity Cassette (letter, requires MX-DE25N/26N/27N/28N) | $1,570 |
| MX-LT10 | Long Paper Feeding Tray (for use with banner paper) | $210 |
| MX-FN27N | 50-sheet Staple Inner Finisher | $2,000 |
| MX-FN28 | 1K Stacking 50-sheet Staple Finisher | $2,600 |
| MX-FN29 | 1K Stacking 50-sheet Staple/Saddle Stitch Finisher | $3,050 |
| MX-FN30 | 3K Stacking 65-sheet Staple Finisher | $3,050 |
| MX-FN31 | 3K Stacking 65-sheet Staple/Saddle Stitch Finisher | $6,000 |
| MX-PN14B | 3-Hole Punch Unit (requires MX-FN27N) | $735 |
| MX-PN15B | 3-Hole Punch Unit (requires MX-FN28/29) | $735 |
| MX-PN16B | 3-Hole Punch Unit (requires MX-FN30/31) | $735 |
| MX-RB25N | Paper Pass Unit (required for MX-FN28/29/30/31) | $445 |
| MX-TR19N | Right Side Exit Tray | $160 |
| MX-TR20 | Job Separator | $55 |
| MX-TU16 | Center Exit Tray (required if no finisher installed) | $80 |
| MX-UT10 | Utility Table | $160 |
| MX-EB18 | Wireless LAN Adapter | $400 |
| MX-EB19L | Compact PDF (Enhanced Compression) Kit | $600 |
| MX-EB20L | OCR Expansion Kit | $300 |
| MX-FX15 | Fax Expansion Kit | $1,360 |
| MX-FWX1L | Internet Fax Kit (Fax-to-Email) | $570 |
| MX-PF10 | Bar Code Font Kit | $625 |
| MX-PK13L | Adobe® PostScript® 3™ Expansion Kit | $780 |
| MX-PU10L | Direct Print Expansion Kit (for Microsoft® Office file formats) | $1,000 |
| AR-SU1 | Stamp Unit (requires AR-SV1 Stamp Cartridge) | $180 |
| MX-AMX2L | Application Communication Module | $365 |
| MX-AMX3L | External Account Module | $200 |
| MX-FR64U | Data Security Kit | $420 |
| MX-USX1L | Sharpdesk® 5.0 License Kit 1 User | $245 |
| MX-USX5L | Sharpdesk 5.0 License Kit 5 Users | $525 |
| MX-US10L | Sharpdesk 5.0 License Kit 10 Users | $790 |

Prices Subject To Change Without Notice
Please See Latest Marketing Bulletin For Terms & Conditions

**SHARP ELECTRONICS CORPORATION**
100 Paragon Drive, Montvale, New Jersey 07645
(201) 529-8200

# Retail Price List
# Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| | **SHARP MX-M3071 / MX-M3571 / MX-M4071 / MX-M5071 / MX-M6071** | |
| | **Advanced Series Monochrome Document Systems** | |
| MX-M3071 | 30 PPM B&W Workgroup Document System<br>Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. | $9,075 |
| MX-M3571 | 35 PPM B&W Workgroup Document System<br>Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. | $10,875 |
| MX-M4071 | 40 PPM B&W Workgroup Document System<br>Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. | $12,350 |
| MX-M5071 | 50 PPM B&W Workgroup Document System<br>Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. | $12,750 |
| MX-M6071 | 60 PPM B&W Workgroup Document System<br>Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. | $16,500 |
| | **Options\*** | |
| MX-DE25N | Stand/1 x 550-sheet Paper Drawer | $885 |
| MX-DE26N | Stand/2 x 550-sheet Paper Drawers | $1,130 |
| MX-DE27N | Stand/3 x 550-sheet Paper Drawers | $1,570 |
| MX-DE28N | Stand/1 x 550 + 2,100-sheet Split Tandem Paper Drawers | $2,000 |
| MX-DE29N | Low Stand/1 x 550 Sheet Paper Drawer (for wheelchair access) | $885 |
| MX-LC17N | 3,000-sheet Large Capacity Cassette (letter, requires MX-DE25N/26N/27N/28N) | $1,570 |
| MX-LT10 | Long Paper Feeding Tray (for use with banner paper) | $210 |
| MX-FN27N | 50-sheet Staple Inner Finisher | $2,000 |
| MX-FN28 | 1K Stacking 50-sheet Staple Finisher | $2,600 |
| MX-FN29 | 1K Stacking 50-sheet Staple/Saddle Stitch Finisher | $3,050 |
| MX-FN30 | 3K Stacking 65-sheet Staple Finisher | $3,050 |
| MX-FN31 | 3K Stacking 65-sheet Staple/Saddle Stitch Finisher | $6,000 |
| MX-PN14B | 3-Hole Punch Unit (requires MX-FN27N) | $735 |
| MX-PN15B | 3-Hole Punch Unit (requires MX-FN28/29) | $735 |
| MX-PN16B | 3-Hole Punch Unit (requires MX-FN30/31) | $735 |
| MX-RB25N | Paper Pass Unit (required for MX-FN28/29/30/31) | $445 |
| MX-TR19N | Right Side Exit Tray | $160 |
| MX-TR20 | Job Separator | $55 |
| MX-TU16 | Center Exit Tray (required if no finisher installed) | $80 |
| MX-UT10 | Utility Table | $160 |
| MX-FX15 | Fax Expansion Kit | $1,360 |
| MX-FWX1L | Internet Fax Kit (Fax-to-Email) | $570 |
| MX-PF10 | Bar Code Font Kit | $625 |
| AR-SU1 | Stamp Unit (requires AR-SV1 Stamp Cartridge) | $180 |
| MX-FR64U | Data Security Kit | $420 |
| MX-USX1L | Sharpdesk® 5.0 License Kit 1 User | $245 |
| MX-USX5L | Sharpdesk 5.0 License Kit 5 Users | $525 |
| MX-US10L | Sharpdesk 5.0 License Kit 10 Users | $790 |
| MX-US50L | Sharpdesk 5.0 License Kit 50 Users | $2,575 |
| MX-USA0L | Sharpdesk 5.0 License Kit 100 Users | $3,825 |

Prices Subject To Change Without Notice
Please See Latest Marketing Bulletin For Terms & Conditions

**SHARP ELECTRONICS CORPORATION**
100 Paragon Drive, Montvale, New Jersey 07645
(201) 529-8200

# Retail Price List
# Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| | **SHARP MX-M7570** | |
| | **High Speed Monochrome Workgroup Document System** | |
| MX-M7570 | 75 PPM Monochrome Workgroup Document System<br>Base models include walk-up motion sensor, wireless connectivity, multitasking controller, retractable keyboard, Sharp OSA® technology - Application Communication and External Accounting modules, copying, 500 GB hard disk drive with Document Filing System, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single pass feeder, auto duplexing, 3,200-sheet paper capacity (2,100-sheet tandem tray/2 x 500-sheet trays/100-sheet bypass tray). Standard security with End-of-Lease feature. | $27,650 |
| | **Options\*** | |
| MX-LC18 | 3,500-sheet Large Capacity Cassette (Letter) | $1,570 |
| MX-LC19 | 3,000-sheet Large Capacity Cassette (Letter, Letter-R, Legal, Ledger or 12" x 18") | $3,050 |
| MX-LT10 | Long Paper Feeding Tray (for use with Banner Paper) | $210 |
| MX-FN33 | Inner Finisher (requires MX-RB24) | $1,885 |
| MX-FN34 | 3K Stacking 65-sheet Staple Finisher (requires MX-RB26) | $3,050 |
| MX-FN35 | 3K Stacking 65-sheet Staple/20-sheet Saddle Stitch Finisher (requires MX-RB26) | $6,000 |
| MX-FN21 | 4K Stacking 100-sheet Staple Finisher (requires MX-RB26 and MX-RB27) | $7,550 |
| MX-FN22 | 4K Stacking 100-sheet Staple/20-sheet Saddle Stitch Finisher (requires MX-RB26 and MX-RB27) | $10,720 |
| MX-CF11 | 2-tray Inserter Unit (requires optional equipment - please refer to Configuration Chart) | $3,860 |
| MX-FD10 | Multi-folding Unit (requires MX-RB26 and MX-RB27; and MX-FN21 or MX-FN22) | $15,700 |
| MX-RB13 | Relay Unit (requires optional equipment - please refer to Configuration Chart) | $1,140 |
| MX-RB24 | Paper Pass Unit (required for MX-FN33) | $445 |
| MX-RB26 | Paper Pass Unit (required for all configurations with external finishers) | $445 |
| MX-RB27 | Curl Correction Unit (required for MX-FN21 and MX-FN22) | $1,140 |
| MX-TM10 | Trimmer Unit (requires MX-FN22) | $6,700 |
| MX-PN16B | 3-Hole Punch Unit (for use with MX-FN34 and MX-FN35) | $735 |
| MX-PN13B | 3-Hole Punch Unit (for use with MX-FN21 and MX-FN22) | $945 |
| MX-TR21 | Right Side Exit Tray | $160 |
| MX-TU15 | Center Exit Tray (required if no finishing options are selected) | $80 |
| AR-SU1 | Stamp Unit (requires AR-SV1 Stamp Cartridge) | $180 |
| MX-PF10 | Barcode Font Kit | $625 |
| MX-FX15 | Facsimile Expansion Kit | $1,360 |
| MX-FWX1L | Internet Fax (i-Fax) Expansion Kit | $570 |
| MX-FR60U | Data Security Kit | $420 |
| MX-USX1L | Sharpdesk® 5.0 License Kit 1 User | $245 |
| MX-USX5L | Sharpdesk 5.0 License Kit 5 Users | $525 |
| MX-US10L | Sharpdesk 5.0 License Kit 10 Users | $790 |
| MX-US50L | Sharpdesk 5.0 License Kit 50 Users | $2,575 |
| MX-USA0L | Sharpdesk 5.0 License Kit 100 Users | $3,825 |
| | \* Please refer to the product configuration chart before placing your order. | |

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| | **SHARP MX-M905** | |
| | **MX Series High Speed Monochrome Document Systems** | |
| MX-M905 | 90 PPM High Speed Monochrome Document System<br>Base models include 250-sheet DSPF, 3,100-sheet paper capacity (2,000-sheet tandem tray/2 x 500-sheet trays/100-sheet multi-bypass tray), wireless connectivity, 1 TB hard disk drive, PCL6/Adobe® PostScript® 3™ printing systems, network printing, network scanning, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting Modules. Standard security features include Group Account Management, 256-Bit Data Encryption, Data Overwrite Protection, Confidential Printing, IP/MAC Address Filtering, Port Management, and End-of-Lease feature. | $37,000 |
| | **Options*** | |
| MX-LC12 | 3,500-sheet Large Capacity Cassette (Letter) | $1,570 |
| MX-LCX3N | 3,000-sheet Large Capacity Cassette (Letter, Letter-R, Legal or Ledger) | $3,050 |
| MX-LC13N | 5,000-sheet Large Capacity 2-Drawer Air Feed Tray (Letter, Letter-R, Legal or Ledger; requires MX-RB16) | $6,700 |
| MX-MF11 | 500-sheet Multi-bypass Tray (requires MX-LC13N) | $1,760 |
| MX-FN21 | 4K Stacking 100-sheet Staple Finisher (requires MX-RB18) | $7,550 |
| MX-FN22 | 4K Stacking 100-sheet Staple/20-sheet Saddle Stitch Finisher (requires MX-RB18) | $10,720 |
| MX-FN24 | 3K Stacking 50-sheet Staple Finisher | $4,200 |
| MX-FN25 | 2K 50-sheet Staple/15-sheet Saddle Stitch Finisher | $5,600 |
| MX-CF11 | 2-tray Inserter Unit (requires optional equipment - please refer to Configuration Chart) | $3,860 |
| MX-FD10 | Multi-folding Unit (requires MX-RB18, and MX-FN21 or MX-FN22) | $15,700 |
| MX-RB13 | Relay Unit (requires optional equipment - please refer to Configuration Chart) | $1,140 |
| MX-RB16 | LCT Mounting Kit (required for MX-LC13N) | $350 |
| MX-RB18 | Curl Correction Unit (required for MX-FN21 and MX-FN22) | $1,140 |
| MX-TM10 | Face Trimmer Unit (requires MX-FN22) | $6,700 |
| MX-PN13B | 3-Hole Punch Unit (for use with MX-FN21 and MX-FN22) | $945 |
| MX-PNX4B | 3-Hole Punch Unit (for use with MX-FN24 and MX-FN25) | $865 |
| MX-GBCX2 | GBC SmartPunch Pro (requires Die Set and MX-RB13) | $15,000 |
| MX-GBC03 | 3-Hole Die Set (for GBC SmartPunch Pro) | $880 |
| MX-GBC11 | 11-Hole VeloBind Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC19 | 19-Hole CombBind Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC21 | 21-Hole WireBind Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC32 | 32-Hole WireBind Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC44 | 44-Hole Color Coil Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC32PRO | 32-Hole ProClick Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC51 | 19-Hole Heavy Duty CombBind Die Set (for GBC SmartPunch Pro) | $3,600 |
| MX-GBC52 | 44-Hole Heavy Duty Color Coil Die Set (for GBC SmartPunch Pro) | $3,400 |
| MX-GBC53 | 3-Hole Heavy Duty Die Set (for GBC SmartPunch Pro) | $2,000 |
| MX-SL10N | Status Indicator Light | $675 |
| AR-SU1 | Stamp Unit (requires AR-SV1 Stamp Cartridge) | $180 |
| MX-PF10 | Barcode Font Kit | $625 |
| MX-FX15 | Fax Expansion Kit | $1,360 |
| MX-FWX1L | Internet Fax (i-Fax) Expansion Kit | $570 |
| MX-FR54U | Data Security Kit | $735 |
| MX-USX1L | Sharpdesk® 5.0 License Kit 1 User | $245 |
| MX-USX5L | Sharpdesk 5.0 License Kit 5 Users | $525 |
| MX-US10L | Sharpdesk 5.0 License Kit 10 Users | $790 |
| MX-US50L | Sharpdesk 5.0 License Kit 50 Users | $2,575 |
| MX-USA0L | Sharpdesk 5.0 License Kit 100 Users | $3,825 |
| | * Please refer to the product configuration chart before placing your order. | |

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| | **SHARP MX-M1055 / MX-M1205** | |
| | **Pro Series Monochrome Document Systems** | |
| MX-M1055 | 105 PPM High Speed Monochrome Document System<br>Base models include 15.4" control panel, 250-sheet DSPF, 3,000-sheet paper capacity (2,000-sheet tandem drawer/2 x 500-sheet drawers), 1TB hard disk drive, PCL6/Adobe® PostScript® 3™ network printing, color network scanning, integrated web browser, swing out keyboard, and Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules. Standard security features include Group Account Management, 256-Bit Data Encryption, Data Overwrite Protection, Confidential Printing, IP/MAC Address Filtering, Port Management, and End-of-Lease Data Erase. | $42,000 |
| MX-M1205 | 120 PPM High Speed Monochrome Document System<br>Base models include 15.4" control panel, 250-sheet DSPF, 3,000-sheet paper capacity (2,000-sheet tandem drawer/2 x 500-sheet drawers), 1TB hard disk drive, PCL6/Adobe® PostScript® 3™ network printing, color network scanning, integrated web browser, swing out keyboard, and Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules. Standard security features include Group Account Management, 256-Bit Data Encryption, Data Overwrite Protection, Confidential Printing, IP/MAC Address Filtering, Port Management, and End-of-Lease Data Erase. | $53,100 |
| | **Options*** | |
| MX-LC12 | 3,500-sheet Large Capacity Cassette (Letter; requires MX-MFX1) | $1,570 |
| MX-LC13N | 5,000-sheet Large Capacity 2-Drawer Air Feed Tray (Letter, Letter-R, Legal or Ledger; requires MX-RB16) | $6,700 |
| MX-MFX1 | 100-sheet Multi-bypass Tray (for machine) | $1,470 |
| MX-MF11 | 500-sheet Multi-bypass Tray (requires MX-LC13N) | $1,760 |
| MX-FN21 | 100-sheet Staple Finisher (4,000-sheet output capacity; requires MX-RB18) | $7,550 |
| MX-FN22 | 100-sheet Staple/20-sheet Saddle Stitch Finisher (4,000-sheet output capacity; requires MX-RB18) | $10,720 |
| MX-CF11 | 2-tray Inserter Unit (requires optional equipment - please refer to Configuration Chart) | $3,860 |
| MX-FD10 | Multi-folding Unit (requires MX-RB18, and MX-FN21 or MX-FN22) | $15,700 |
| MX-RB13 | Relay Unit (requires optional equipment - please refer to Configuration Chart) | $1,140 |
| MX-RB16 | LCT Mounting Kit (required for MX-LC13N) | $350 |
| MX-RB17 | LCT Tandem Connecting Kit (required for connecting 2 MX-LC13Ns) | $2,000 |
| MX-RB18 | Curl Correction Unit (required for MX-FN21, MX-FN22, and MX-ST10) | $1,140 |
| MX-TM10 | Face Trimmer Unit (requires MX-FN22) | $6,700 |
| MX-PN13B | 3-Hole Punch Unit (for use with MX-FN21 and MX-FN22) | $945 |
| MX-GBCX2 | GBC SmartPunch Pro (requires Die Set and MX-RB13) | $15,000 |
| MX-GBC03 | 3-Hole Die Set (for GBC SmartPunch Pro) | $880 |
| MX-GBC11 | 11-Hole VeloBind Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC19 | 19-Hole CombBind Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC21 | 21-Hole WireBind Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC32 | 32-Hole WireBind Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC44 | 44-Hole Color Coil Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC32PRO | 32-Hole ProClick Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC51 | 19-Hole Heavy Duty CombBind Die Set (for GBC SmartPunch Pro) | $3,600 |
| MX-GBC52 | 44-Hole Heavy Duty Color Coil Die Set (for GBC SmartPunch Pro) | $3,400 |
| MX-GBC53 | 3-Hole Heavy Duty Die Set (for GBC SmartPunch Pro) | $2,000 |
| MX-SL10N | Status Indicator | $675 |
| MX-ST10 | 5,000-sheet High Capacity Stacker (includes 1 MX-CA10; requires MX-RB18) | $23,500 |
| MX-CA10 | Paper Cart (additional) | $1,800 |
| MX-BM50 | Plockmatic Booklet Maker (requires MX-FN21 and MX-PCB50) | $19,300 |
| MX-TM50 | Plockmatic Face Trimmer Module | $13,500 |
| MX-FD50 | Plockmatic Square Fold Module (requires MX-TM50) | $13,500 |
| MX-CF50 | Plockmatic Cover Feeder | $5,200 |
| MX-XB50 | Plockmatic Rail Unit | $500 |
| MX-PCB50 | Plockmatic Interface Kit (required for MX-BM50) | $100 |
| AR-SU1 | Stamp Unit (requires AR-SV1 Stamp Cartridge) | $180 |
| MX-PF10 | Barcode Font Kit | $625 |
| MX-PUX1L | XPS Expansion Kit | $655 |
| MX-EB11 | Compact PDF (Enhanced Compression) Kit | $600 |
| MX-EB15 | Mirroring Kit - **NO LONGER AVAILABLE** | ~~$1,790~~ |
| MX-FR53U | Data Security Kit (Commercial version) | $735 |
| MX-PE11 | Fiery Print Server (requires MX-PX11) | $9,700 |
| MX-PX11 | Fiery Interface Kit (required for MX-PE11) | $3,300 |
| MX-PEIVB | Fiery Image Viewer for Black and White Software | $3,300 |
| MX-PEHD11 | EFI Removable Hard Disk Drive Kit for MX-PE11 | $2,600 |
| MX-PEFIS | Fiery Impose Software | $3,300 |
| MX-PEFC | Fiery Compose Software | $1,500 |
| MX-PEIC | Fiery Impose + Fiery Compose Software Bundle | $4,200 |

Prices Subject To Change Without Notice
Please See Latest Marketing Bulletin For Terms & Conditions

**SHARP ELECTRONICS CORPORATION**
100 Paragon Drive, Montvale, New Jersey 07645
(201) 529-8200

# Retail Price List
## Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| MX-PEJMM | Fiery JobMaster 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PEJM1) | $1,300 |
| MX-PEJIM | Fiery JobMaster + Impose 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PEJI1) | $1,800 |
| MX-PEJFM | Fiery JobFlow 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PEJF1) | $1,800 |
| MX-PECEM | Fiery Central 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PECE1) | $1,800 |
| | * Please refer to the product configuration chart before placing your order. | |
| | | |

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| | **SHARP MX-2651 / MX-3051 / MX-3551 / MX-4051 / MX-5051 / MX-6051** | |
| | **Essentials Series Color Document Systems** | |
| MX-2651 | 26 PPM B&W / 26 PPM Full-Color Workgroup Document System Base models include quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. | $7,000 |
| MX-3051 | 30 PPM B&W / 30 PPM Full-Color Workgroup Document System Base models include quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. | $9,625 |
| MX-3551 | 35 PPM B&W / 35 PPM Full-Color Workgroup Document System Base models include quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. | $12,375 |
| MX-4051 | 40 PPM B&W / 40 PPM Full-Color Workgroup Document System Base models include quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. | $15,125 |
| MX-5051 | 50 PPM B&W / 50 PPM Full-Color Workgroup Document System Base models include quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. | $17,325 |
| MX-6051 | 60 PPM B&W / 60 PPM Full-Color Workgroup Document System Base models include quad-core multitasking controller, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. | $19,525 |
| | **Options*** | |
| MX-DE25N | Stand/1 x 550-sheet Paper Drawer | $885 |
| MX-DE26N | Stand/2 x 550-sheet Paper Drawers | $1,130 |
| MX-DE27N | Stand/3 x 550-sheet Paper Drawers | $1,570 |
| MX-DE28N | Stand/1 x 550 + 2,100-sheet Split Tandem Paper Drawers | $2,000 |
| MX-DE29N | Low Stand/1 x 550 Sheet Paper Drawer (for wheelchair access) | $885 |
| MX-LC17N | 3,000-sheet Large Capacity Cassette (letter, requires MX-DE25N/26N/27N/28N) | $1,570 |
| MX-LT10 | Long Paper Feeding Tray (for use with banner paper) | $210 |
| MX-FN27N | 50-sheet Staple Inner Finisher | $2,000 |
| MX-FN28 | 1K Stacking 50-sheet Staple Finisher | $2,600 |
| MX-FN29 | 1K Stacking 50-sheet Staple/Saddle Stitch Finisher | $3,050 |
| MX-FN30 | 3K Stacking 65-sheet Staple Finisher | $3,050 |
| MX-FN31 | 3K Stacking 65-sheet Staple/Saddle Stitch Finisher | $6,000 |
| MX-PN14B | 3-Hole Punch Unit (requires MX-FN27N) | $735 |
| MX-PN15B | 3-Hole Punch Unit (requires MX-FN28/29) | $735 |
| MX-PN16B | 3-Hole Punch Unit (requires MX-FN30/31) | $735 |
| MX-RB25N | Paper Pass Unit (required for MX-FN28/29/30/31) | $445 |
| MX-TR19N | Right Side Exit Tray | $160 |
| MX-TR20 | Job Separator | $55 |
| MX-TU16 | Center Exit Tray (required if no finisher installed) | $80 |
| MX-UT10 | Utility Table (recommended for Sharp MFP Voice function) | $160 |
| MX-EB18 | Wireless LAN Adapter | $400 |
| MX-EB19L | Compact PDF (Enhanced Compression) Kit | $600 |
| MX-EB20L | OCR Expansion Kit | $300 |
| MX-FX15 | Fax Expansion Kit | $1,360 |
| MX-FWX1L | Internet Fax Kit (Fax-to-Email) | $570 |
| MX-PF10 | Bar Code Font Kit | $625 |
| MX-PK13L | Adobe® PostScript® 3™ Expansion Kit | $780 |
| MX-PU10L | Direct Print Expansion Kit (for Microsoft® Office file formats) | $1,000 |
| AR-SU1 | Stamp Unit (requires AR-SV1 Stamp Cartridge) | $180 |

Prices Subject To Change Without Notice
Please See Latest Marketing Bulletin For Terms & Conditions

**SHARP ELECTRONICS CORPORATION**
100 Paragon Drive, Montvale, New Jersey 07645
(201) 529-8200

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| MX-US10L | Sharpdesk 5.0 License Kit 10 Users | $790 |
| MX-US50L | Sharpdesk 5.0 License Kit 50 Users | $2,575 |
| MX-USA0L | Sharpdesk 5.0 License Kit 100 Users | $3,825 |
| | * Please refer to the product configuration chart before placing your order. | |
| | | |

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| | **SHARP MX-3071 / MX-3571 / MX-4071 / MX-5071 / MX-6071** | |
| | **Advanced Series Color Document Systems** | |
| MX-3071 | 30 PPM B&W / 30 PPM Full-Color Workgroup Document System<br>Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. | $12,925 |
| MX-3571 | 35 PPM B&W / 35 PPM Full-Color Workgroup Document System<br>Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. | $15,675 |
| MX-4071 | 40 PPM B&W / 40 PPM Full-Color Workgroup Document System<br>Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. | $18,425 |
| MX-5071 | 50 PPM B&W / 50 PPM Full-Color Workgroup Document System<br>Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. | $20,625 |
| MX-6071 | 60 PPM B&W / 60 PPM Full-Color Workgroup Document System<br>Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine. | $22,825 |
| | **Options*** | |
| MX-DE25N | Stand/1 x 550-sheet Paper Drawer | $885 |
| MX-DE26N | Stand/2 x 550-sheet Paper Drawers | $1,130 |
| MX-DE27N | Stand/3 x 550-sheet Paper Drawers | $1,570 |
| MX-DE28N | Stand/1 x 550 + 2,100-sheet Split Tandem Paper Drawers | $2,000 |
| MX-DE29N | Low Stand/1 x 550 Sheet Paper Drawer (for wheelchair access) | $885 |
| MX-LC17N | 3,000-sheet Large Capacity Cassette (letter, requires MX-DE25N/26N/27N/28N) | $1,570 |
| MX-LT10 | Long Paper Feeding Tray (for use with Banner Paper) | $210 |
| MX-FN27N | 50-sheet Staple Inner Finisher | $2,000 |
| MX-FN28 | 1K Stacking 50-sheet Staple Finisher | $2,600 |
| MX-FN29 | 1K Stacking 50-sheet Staple/Saddle Stitch Finisher | $3,050 |
| MX-FN30 | 3K Stacking 65-sheet Staple Finisher | $3,050 |
| MX-FN31 | 3K Stacking 65-sheet Staple/Saddle Stitch Finisher | $6,000 |
| MX-PN14B | 3-Hole Punch Unit (requires MX-FN27N) | $735 |
| MX-PN15B | 3-Hole Punch Unit (requires MX-FN28/29) | $735 |
| MX-PN16B | 3-Hole Punch Unit (requires MX-FN30/31) | $735 |
| MX-RB25N | Paper Pass Unit (required for MX-FN28/29/30/31) | $445 |
| MX-TR19N | Right Side Exit Tray | $160 |
| MX-TR20 | Job Separator | $55 |
| MX-TU16 | Center Exit Tray (required if no finisher installed) | $80 |
| MX-UT10 | Utility Table (recommended for Sharp MFP Voice function) | $160 |

Prices Subject To Change Without Notice
Please See Latest Marketing Bulletin For Terms & Conditions

**SHARP ELECTRONICS CORPORATION**
100 Paragon Drive, Montvale, New Jersey 07645
(201) 529-8200

# SHARP

## Retail Price List
### Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| MX-USX1L | Sharpdesk® 5.0 License Kit 1 User | $245 |
| MX-USX5L | Sharpdesk 5.0 License Kit 5 Users | $525 |
| MX-US10L | Sharpdesk 5.0 License Kit 10 Users | $790 |
| MX-US50L | Sharpdesk 5.0 License Kit 50 Users | $2,575 |
| MX-USA0L | Sharpdesk 5.0 License Kit 100 Users | $3,825 |
| | * Please refer to the product configuration chart before placing your order. | |
| | | |

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| | **SHARP MX-6580N / MX-7580N** | |
| | **MX Series High Speed Color Document Systems** | |
| MX-6580N | 65 PPM B&W / Color - High Speed Color Document System<br>Base models include multi-processor controller, 150-sheet DSPF, 3,100-sheet paper capacity (2,000-sheet tandem tray/2 x 500-sheet trays/MX-MF10 100-sheet multi-bypass tray), wireless connectivity, 1 TB hard disk drive with Document Filing System, PCL 6/Adobe® PostScript® 3™ printing systems, network printing, scanning, retractable keyboard and Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting Modules. Standard Security including End-of-Lease Data Erase feature. Black and color developer is included. | $29,500 |
| MX-7580N | 75 PPM B&W / Color - High Speed Color Document System<br>Base models include multi-processor controller, 150-sheet DSPF, 3,100-sheet paper capacity (2,000-sheet tandem tray/2 x 500-sheet trays/MX-MF10 100-sheet multi-bypass tray), wireless connectivity, 1 TB hard disk drive with Document Filing System, PCL 6/Adobe® PostScript® 3™ printing systems, network printing, scanning, retractable keyboard and Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting Modules. Standard Security including End-of-Lease Data Erase feature. Black and color developer is included. | $34,500 |
| | **Options\*** | |
| MX-LC12 | 3,500-sheet Large Capacity Cassette (Letter) | $1,570 |
| MX-LCX3N | 3,000-sheet Large Capacity Cassette (Letter, Letter-R, Legal or Ledger) | $3,050 |
| MX-LC13N | 5,000-sheet Large Capacity 2-Drawer Air Feed Tray (Letter, Letter-R, Legal or Ledger; requires MX-RB14) | $6,700 |
| MX-LT10 | Long Paper Feeding Tray (for use with Banner Paper) | $210 |
| MX-MF11 | 500-sheet Multi-bypass Tray (requires MX-LC13N) | $1,760 |
| MX-FN19 | 50-sheet Staple Finisher (4,000-sheet output capacity; requires MX-RB12N) | $3,050 |
| MX-FN20 | 50-sheet Staple/15-sheet Saddle Stitch Finisher (4,000-sheet output capacity; requires MX-RB12N) | $4,725 |
| MX-FN21 | 100-sheet Staple Finisher (4,000-sheet output capacity; requires MX-RB12N and MX-RB15) | $7,550 |
| MX-FN22 | 100-sheet Staple/20-sheet Saddle Stitch Finisher (4,000-sheet output capacity; requires MX-RB12N and MX-RB15) | $10,720 |
| MX-CF11 | 2-tray Inserter Unit (requires optional equipment - please refer to Configuration Chart) | $3,860 |
| MX-FD10 | Multi-folding Unit (requires MX-RB12N and MX-RB15; and MX-FN21 or MX-FN22) | $15,700 |
| MX-RB12N | Paper Pass Unit (for machine; required for all configurations with finishers) | $550 |
| MX-RB13 | Relay Unit (requires MX-RB12N and MX-RB15; and MX-FN21 or MX-FN22) | $1,140 |
| MX-RB14 | Paper Pass Unit (required for MX-LC13N) | $1,140 |
| MX-RB15 | Curl Correction Unit (required for MX-FN21 and MX-FN22) | $1,140 |
| MX-TM10 | Trimmer Unit (requires MX-FN22) | $6,700 |
| MX-PN12B | 3-Hole Punch Unit (for use with MX-FN19 and MX-FN20) | $850 |
| MX-PN13B | 3-Hole Punch Unit (for use with MX-FN21 and MX-FN22) | $945 |
| MX-TR14 | Right Side Exit Tray | $190 |
| MX-TU14 | Center Exit Tray (required if no finishing options are selected) | $140 |
| MX-SL10N | Status Indicator Light | $675 |
| MX-GBCX2 | GBC SmartPunch Pro (requires Die Set and MX-RB13) | $15,000 |
| MX-GBC03 | 3-Hole Die Set (for GBC SmartPunch Pro) | $880 |
| MX-GBC11 | 11-Hole VeloBind Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC19 | 19-Hole CombBind Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC21 | 21-Hole WireBind Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC32 | 32-Hole WireBind Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC44 | 44-Hole Color Coil Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC32PRO | 32-Hole ProClick Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC51 | 19-Hole Heavy Duty CombBind Die Set (for GBC SmartPunch Pro) | $3,600 |
| MX-GBC52 | 44-Hole Heavy Duty Color Coil Die Set (for GBC SmartPunch Pro) | $3,400 |
| MX-GBC53 | 3-Hole Heavy Duty Die Set (for GBC SmartPunch Pro) | $2,000 |
| AR-SU1 | Stamp Unit (requires AR-SV1 Stamp Cartridge) | $180 |
| MX-PF10 | Barcode Font Kit | $625 |
| MX-FX15 | Fax Expansion Kit | $1,360 |
| MX-FWX1L | Internet Fax (i-Fax) Expansion Kit | $570 |
| MX-FR55U | Data Security Kit | $760 |
| MX-PE12 | Fiery Color Embedded Print Server (requires MX-PX12) | $6,800 |
| MX-PX12 | Fiery Interface Kit (required for MX-PE12) | $2,000 |
| MX-PEPP12 | Fiery Productivity Pack (Includes: JDF, Auto Trapping, ImageViewer, Hot Folders, Spot On…) | $6,750 |
| MX-PEHF12 | Fiery Hot Folders/Virtual Printers Production Features | $1,300 |
| MX-PEAT12 | Fiery Configurable Auto Trapping Production Feature | $1,300 |
| MX-PESO12 | Fiery Spot On Color Manager | $1,300 |
| MX-PEFIS | Fiery Impose Software | $3,300 |
| MX-PEFC | Fiery Compose Software | $1,500 |
| MX-PEIC | Fiery Impose + Fiery Compose Software Bundle | $4,200 |
| MX-PEJF1 | Fiery JobFlow Software (includes MX-PEJFM 1-year SMSA) | $7,900 |
| MX-PESP | EFI ES-2000 Spectrophotometer | $1,800 |
| MX-PECPS1 | Fiery Color Profiler Suite (includes MX-PECPM 1-year SMSA) | $3,200 |

Prices Subject To Change Without Notice
Please See Latest Marketing Bulletin For Terms & Conditions

**SHARP ELECTRONICS CORPORATION**
100 Paragon Drive, Montvale, New Jersey 07645
(201) 529-8200

![SHARP]

# Retail Price List
## Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| MX-US10L | Sharpdesk 5.0 License Kit 10 Users | $790 |
| MX-US50L | Sharpdesk 5.0 License Kit 50 Users | $2,575 |
| MX-USA0L | Sharpdesk 5.0 License Kit 100 Users | $3,825 |
| | * Please refer to the product configuration chart before placing your order. | |
| | | |

# SHARP

## Retail Price List
### Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| | **SHARP MX-7090N / MX-8090N** | |
| | **Pro Series High Speed Color Document Systems** | |
| MX-7090N | 70 PPM B&W / Color - High Speed Color Document System<br>Base models include multi-processing controller, 150-sheet DSPF, 3,000-sheet standard paper capacity (2,000-sheet tandem tray and two 500-sheet trays). 1-TB hard disk drive, PCL®6 and Adobe® PostScript® 3™ network printing, color network scanning, swing-out keyboard, Sharp OSA® technology (Cloud-Ready), Application Communication and External Accounting modules. Standard Security including End-of-Lease Data Erase feature. Black and color developer included. | $42,000 |
| MX-8090N | 80 PPM B&W / Color - High Speed Color Document System<br>Base models include multi-processing controller, 150-sheet DSPF, 3,000-sheet standard paper capacity (2,000-sheet tandem tray and two 500-sheet trays). 1-TB hard disk drive, PCL®6 and Adobe® PostScript® 3™ network printing, color network scanning, swing-out keyboard, Sharp OSA® technology (Cloud-Ready), Application Communication and External Accounting modules. Standard Security including End-of-Lease Data Erase feature. Black and color developer included. | $50,760 |
| | **Options*** | |
| MX-LC12 | 3,500-sheet Large Capacity Cassette (Letter; requires MX-MF10) | $1,570 |
| MX-LCX3N | 3,000-sheet Large Capacity Cassette (Letter, Letter-R, Legal or Ledger; requires MX-MF10) | $3,050 |
| MX-LC13N | 5,000-sheet Large Capacity 2-Drawer Air Feed Tray (Letter, Letter-R, Legal or Ledger; requires MX-RB14) | $6,700 |
| MX-LT10 | Long Paper Feeding Tray (requires MX-MF10) | $210 |
| MX-MF10 | 100-sheet Multi-bypass Tray (for machine; required for MX-LC12 and MX-LCX3N) | $1,470 |
| MX-MF11 | 500-sheet Multi-bypass Tray (requires MX-LC13N) | $1,760 |
| MX-CF11 | 2-tray Inserter Unit (requires optional equipment - please refer to Configuration Chart) | $3,860 |
| MX-FD10 | Multi-folding Unit (requires MX-RB12N, MX-RB15, and MX-FN21 or MX-FN22) | $15,700 |
| MX-FN21 | 100-sheet Staple Finisher (4,000-sheet output capacity; requires MX-RB12N and MX-RB15) | $7,550 |
| MX-FN22 | 100-sheet Staple/20-sheet Saddle Stitch Finisher (4,000-sheet output capacity; requires MX-RB12N and MX-RB15) | $10,720 |
| MX-PN13B | 3-hole Punch Unit (for use with MX-FN21 and MX-FN22) | $945 |
| MX-RB12N | Paper Pass Unit (for machine; required for all configurations with finishers) | $550 |
| MX-RB13 | Relay Unit (requires optional equipment - please refer to Configuration Chart) | $1,140 |
| MX-RB14 | Paper Pass Unit (required for MX-LC13N) | $1,140 |
| MX-RB15 | Curl Correction Unit (required for all configurations with finishers or stackers) | $1,140 |
| MX-RB17 | LCT Tandem Connecting Kit (required for connecting 2 MX-LC13Ns) | $2,000 |
| MX-SL10N | Status Indicator | $675 |
| MX-ST10 | 5,000-sheet High Capacity Stacker (includes 1 MX-CA10; requires MX-RB15) | $23,500 |
| MX-CA10 | Paper Cart (additional) | $1,800 |
| MX-TM10 | Face Trimmer Unit (requires MX-FN22) | $6,700 |
| MX-TR14 | Right Side Exit Tray (requires MX-MF10) | $190 |
| MX-TU14 | Center Exit Tray (required if no finishing options are selected) | $140 |
| MX-GBCX2 | GBC SmartPunch Pro (requires Die Set and MX-RB13) | $15,000 |
| MX-GBC03 | 3-hole Die Set (for GBC SmartPunch Pro) | $880 |
| MX-GBC11 | 11-hole VeloBind Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC19 | 19-hole CombBind Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC21 | 21-hole WireBind Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC32 | 32-hole WireBind Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC32PRO | 32-hole ProClick Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC44 | 44-hole Color Coil Die Set (for GBC SmartPunch Pro) | $1,050 |
| MX-GBC51 | 19-hole Heavy Duty CombBind Die Set (for GBC SmartPunch Pro) | $3,600 |
| MX-GBC52 | 44-hole Heavy Duty Color Coil Die Set (for GBC SmartPunch Pro) | $3,400 |
| MX-GBC53 | 3-hole Heavy Duty Die Set (for GBC SmartPunch Pro) | $2,000 |
| MX-BM50 | Plockmatic Booklet Maker (requires MX-FN21 and MX-PCB50) | $19,300 |
| MX-PCB50 | Plockmatic Interface Kit (required for MX-BM50) | $100 |
| MX-CF50 | Plockmatic Cover Feeder | $5,200 |
| MX-FD50 | Plockmatic Square Fold Module (requires MX-TM50) | $13,500 |
| MX-TM50 | Plockmatic Face Trimmer Module | $13,500 |
| MX-XB50 | Plockmatic Rail Unit | $500 |
| AR-SU1 | Stamp Unit (requires AR-SV1 Stamp Cartridge) | $180 |
| MX-PF10 | Barcode Font Kit | $625 |
| MX-FR58U | Data Security Kit | $760 |
| MX-PE13 | Fiery External Color Print Server (requires MX-PX13) | $22,400 |
| MX-PX13 | Fiery Interface Kit (required for MX-PE13) | $3,300 |
| MX-PE14 | Fiery Embedded Color Print Server (requires MX-PX12) | $10,400 |
| MX-PX12 | Fiery Interface Kit (required for MX-PE14) | $2,000 |
| MX-PEPP12 | Fiery Productivity Pack (Option for MX-PE14 Only) | $6,750 |
| MX-PEFIS | Fiery Impose Software | $3,300 |
| MX-PEFC | Fiery Compose Software | $1,500 |
| MX-PEIC | Fiery Impose + Fiery Compose Software Bundle | $4,200 |
| MX-PEJM1 | Fiery JobMaster Software (includes MX-PEJMM 1-year SMSA) (Option for MX-PE13 Only) | $6,050 |

Prices Subject To Change Without Notice
Please See Latest Marketing Bulletin For Terms & Conditions

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Description | Suggested Retail Price |
|---|---|---|
| MX-PEHD13 | Fiery Removable Hard Disk Drive (Option for MX-PE13 Only) | $1,800 |
| MX-PESP | EFI ES-2000 Spectrophotometer | $1,800 |
| MX-PECPS1 | Fiery Color Profiler Suite (includes MX-PECPM 1-year SMSA) | $3,200 |
| MX-PECPSP | Fiery Color Profiler Suite + EFI ES-2000 Spectrophotometer (includes MX-PECPM 1-year SMSA) | $4,600 |
| MX-PECE1 | Fiery Central (includes MX-PECEM 1-year SMSA) (Option for MX-PE13 Only) | $8,550 |
| MX-PEJMM | Fiery JobMaster 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PEJM1) | $1,300 |
| MX-PEJIM | Fiery JobMaster + Impose 1-year Software Maintenance and Support Agreement (SMSA) (avail. for MX-PEJI1) | $1,800 |
| MX-PEJFM | Fiery JobFlow 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PEJF1) | $1,800 |
| MX-PECPM | Fiery Color Profiler Suite 1-year Software Maintenance and Support Agreement (SMSA) (avail. for MX-PECPS1/P) | $700 |
| MX-PECEM | Fiery Central 1-year Software Maintenance and Support Agreement (SMSA) (available for MX-PECE1) | $1,800 |
| | * Please refer to the product configuration chart before placing your order. | |
| | | |

# SHARP

**Retail Price List**
**Effective - March 1, 2020**

| Product Code | Supplies & Accessories | Order Quantity | Suggested Retail Price |
|---|---|---|---|
| | **SHARP MX-B350P / MX-B450P / MX-B350W / MX-B450W** | | |
| | **MX Monochrome Series Document Systems** | | |
| MX-DS22N | High Stand (1 door with storage) | Each | $250 |
| MX-DS23N | Low Stand | Each | $160 |
| MX-B45NT | Black Toner Cartridge (Recommend ordering in multiples of 10) Estimated 30,000 images @ 5% Image Area/Cartridge | Each | $91 |
| MX-B45NV | Black Developer (Recommend ordering in multiples of 10) Estimated Yield - 100,000 Images/Package | Each | $29 |
| MX-SCX1 | Staple Cartridge (3 Cartridges per carton) (5,000 Staples/Cartridge) | Per | $98 |
| AR-D5133NT | Digital Power Filter - 120 Volt, 15 Amps, 2 Outlets Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection. Designed for Digital Technology. | Each | $150 |
| | | | |

# SHARP

**Retail Price List**
**Effective - March 1, 2020**

| Product Code | Supplies & Accessories | Order Quantity | Suggested Retail Price |
|---|---|---|---|
| | **SHARP MX-B376W / MX-B476W** | | |
| | **MX Monochrome Series Document Systems** | | |
| MX-DS22N | High Stand (1 door with storage) | Each | $250 |
| MX-DS23N | Low Stand | Each | $160 |
| MX-B45NT | Black Toner Cartridge (Recommend ordering in multiples of 10) Estimated 30,000 images @ 5% Image Area/Cartridge | Each | $91 |
| MX-B45NV | Black Developer (Recommend ordering in multiples of 10) Estimated Yield - 100,000 Images/Package | Each | $29 |
| MX-SCX1 | Staple Cartridge (3 Cartridges per carton) (5,000 Staples/Cartridge) | Per | $98 |
| AR-D5133NT | Digital Power Filter - 120 Volt, 15 Amps, 2 Outlets Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection. Designed for Digital Technology. | Each | $150 |
| | | | |

# SHARP

## Retail Price List
### Effective - March 1, 2020

| Product Code | Supplies & Accessories | Order Quantity | Suggested Retail Price |
|---|---|---|---|
| | **SHARP MX-C300P / MX-C250 / MX-C300W** | | |
| | **MX Color Series Document System** | | |
| MX-25ABD | Cabinet (1 door with storage) | Each | $154 |
| MX-C30NTB | Black Toner Cartridge (Recommend ordering in multiples of 10) Estimated 6,000 images @ 5% Image Area/Cartridge | Each | $40 |
| MX-C30NTC | Cyan Toner Cartridge (Recommend ordering in multiples of 10) Estimated 6,000 images @ 5% Image Area/Cartridge | Each | $126 |
| MX-C30NTM | Magenta Toner Cartridge (Recommend ordering in multiples of 10) Estimated 6,000 images @ 5% Image Area/Cartridge | Each | $126 |
| MX-C30NTY | Yellow Toner Cartridge (Recommend ordering in multiples of 10) Estimated 6,000 images @ 5% Image Area/Cartridge | Each | $126 |
| MX-C30NVB | Black Developer (Recommend ordering in multiples of 10) Estimated Yield - 75,000 Images/Package | Each | $160 |
| MX-C30NVC | Cyan Developer (Recommend ordering in multiples of 10) Estimated Yield - 45,000 Images/Package | Each | $160 |
| MX-C30NVM | Magenta Developer (Recommend ordering in multiples of 10) Estimated Yield - 45,000 Images/Package | Each | $160 |
| MX-C30NVY | Yellow Developer (Recommend ordering in multiples of 10) Estimated Yield - 45,000 Images/Package | Each | $160 |
| AR-D5133NT | Digital Power Filter - 120 Volt, 15 Amps, 2 Outlets Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection. Designed for Digital Technology. | Each | $150 |

Prices Subject To Change Without Notice
Please See Latest Marketing Bulletin For Terms & Conditions

**SHARP ELECTRONICS CORPORATION**
100 Paragon Drive, Montvale, New Jersey 07645
(201) 529-8200

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Supplies & Accessories | Order Quantity | Suggested Retail Price |
|---|---|---|---|
| | **SHARP MX-C303W / MX-C304W** | | |
| | **MX Color Series Document System** | | |
| MX-DS22N | High Stand (1 door with storage) | Each | $250 |
| MX-DS23N | Low Stand | Each | $160 |
| MX-C30NTB | Black Toner Cartridge (Recommend ordering in multiples of 10) Estimated 6,000 images @ 5% Image Area/Cartridge | Each | $40 |
| MX-C30NTC | Cyan Toner Cartridge (Recommend ordering in multiples of 10) Estimated 6,000 images @ 5% Image Area/Cartridge | Each | $126 |
| MX-C30NTM | Magenta Toner Cartridge (Recommend ordering in multiples of 10) Estimated 6,000 images @ 5% Image Area/Cartridge | Each | $126 |
| MX-C30NTY | Yellow Toner Cartridge (Recommend ordering in multiples of 10) Estimated 6,000 images @ 5% Image Area/Cartridge | Each | $126 |
| MX-C32NVB | Black Developer (Recommend ordering in multiples of 10) Estimated Yield - 75,000 Images/Package | Each | $160 |
| MX-C32NVC | Cyan Developer (Recommend ordering in multiples of 10) Estimated Yield - 45,000 Images/Package | Each | $160 |
| MX-C32NVM | Magenta Developer (Recommend ordering in multiples of 10) Estimated Yield - 45,000 Images/Package | Each | $160 |
| MX-C32NVY | Yellow Developer (Recommend ordering in multiples of 10) Estimated Yield - 45,000 Images/Package | Each | $160 |
| AR-D5133NT | Digital Power Filter - 120 Volt, 15 Amps, 2 Outlets Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection. Designed for Digital Technology. | Each | $150 |
| | | | |

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Supplies & Accessories | Order Quantity | Suggested Retail Price |
|---|---|---|---|
| | **SHARP MX-M2651 / MX-M3051 / MX-M3551 / MX-M4051 / MX-M5051 / MX-M6051** | | |
| | **Essentials Series Monochrome Document Systems** | | |
| MX-60ABD | Deluxe Copier Cabinet Base (with front door) | Each | $250 |
| MX-561NT | Toner Cartridge (Recommend ordering in multiples of 10)<br>Estimated 40,000 images @ 6% Image Area | Each | $132 |
| MX-561NV | Developer (Recommend ordering in multiples of 10)<br>Estimated Yield - MX-M2651: 400,000 Images/Package, MX-M3051: 500,000 Images/Package,<br>MX-M3551: 560,000 Images/Package, MX-M4051/M5051/M6051: 600,000 Images/Package | Each | $190 |
| MX-SCX1 | Staple Cartridge (3 Cartridges/Carton)<br>(5,000 staples/Cartridge) For use with MX-FN27N/28 | Per Carton | $98 |
| AR-SC2 | Saddle Stitch Staple Cartridge (3 Cartridges/Carton)<br>(5,000 Staples/Cartridge) For use with MX-FN29 | Per Carton | $98 |
| MX-SC11 | Staple Cartridge (3 Cartridges/Carton)<br>(5,000 staples/Cartridge) For use with MX-FN30/31 | Per Carton | $98 |
| MX-SC12 | Saddle Stitch Staple Cartridge (4 Cartridges/Carton)<br>(2,000 staples/Cartridge) For use with MX-FN31 | Per Carton | $60 |
| AR-SV1 | Stamp Cartridge for AR-SU1 (2 Cartridges/Carton) | Per Carton | $85 |
| AR-D5133NT | Digital Power Filter - 120 Volt, 15 Amps, 2 Outlets<br>Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection. Designed for Digital Technology. | Each | $150 |
| | | | |

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Supplies & Accessories | Order Quantity | Suggested Retail Price |
|---|---|---|---|
| | **SHARP MX-M3071 / MX-M3571 / MX-M4071 / MX-M5071 / MX-M6071** | | |
| | **Advanced Series Monochrome Document Systems** | | |
| MX-60ABD | Deluxe Copier Cabinet Base (with front door) | Each | $250 |
| MX-561NT | Toner Cartridge (Recommend ordering in multiples of 10)<br>Estimated 40,000 images @ 6% Image Area | Each | $132 |
| MX-561NV | Developer (Recommend ordering in multiples of 10)<br>Estimated Yield - MX-M3071: 500,000 Images/Package, MX-M3571: 560,000 Images/Package,<br>MX-M4071/M5071/M6071: 600,000 Images/Package | Each | $190 |
| MX-SCX1 | Staple Cartridge (3 Cartridges/Carton)<br>(5,000 staples/Cartridge) For use with MX-FN27N/28 | Per Carton | $98 |
| AR-SC2 | Saddle Stitch Staple Cartridge (3 Cartridges/Carton)<br>(5,000 Staples/Cartridge) For use with MX-FN29 | Per Carton | $98 |
| MX-SC11 | Staple Cartridge (3 Cartridges/Carton)<br>(5,000 staples/Cartridge) For use with MX-FN30/31 | Per Carton | $98 |
| MX-SC12 | Saddle Stitch Staple Cartridge (4 Cartridges/Carton)<br>(2,000 staples/Cartridge) For use with MX-FN31 | Per Carton | $60 |
| AR-SV1 | Stamp Cartridge for AR-SU1 (2 Cartridges/Carton) | Per Carton | $85 |
| AR-D5133NT | Digital Power Filter - 120 Volt, 15 Amps, 2 Outlets<br>Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection. Designed for Digital Technology. | Each | $150 |
| | | | |

# SHARP.

## Retail Price List
## Effective - March 1, 2020

| Product Code | Supplies & Accessories | Order Quantity | Suggested Retail Price |
|---|---|---|---|
| | **SHARP MX-M7570** | | |
| | **High Speed Monochrome Workgroup Document System** | | |
| MX-754NT | Toner Cartridge (Recommend ordering in multiples of 10) Estimated 83,000 images @ 6% Image Area/Cartridge | Each | $150 |
| MX-754NV | Developer (Recommend ordering in multiples of 10) Estimated Yield - 800,000 Images/Package | Each | $200 |
| AR-SV1 | Stamp Cartridge (required for AR-SU1 Stamp Unit) (2 cartridges/Carton) | Per Carton | $85 |
| MX-SC11 | Staple Cartridge 3 Cartridges/Carton (5,000 Staples/Cartridge) For use with MX-FN34 and MX-FN35 | Per Carton | $98 |
| MX-SC12 | Saddle Stitch Staple Cartridge (4 Cartridges/Carton) (2,000 staples/Cartridge) For use with MX-FN35 | Per Carton | $60 |
| MX-SCX1 | Staple Cartridge 3 Cartridges/Carton (5,000 Staples/Cartridge) For use with MX-FN33 and MX-FN22 | Per Carton | $98 |
| MX-SCX2 | Staple Cartridge 3 Cartridges/Carton (5,000 Staples/Cartridge) For use with MX-FN21 and MX-FN22 | Per Carton | $98 |
| AR-D5133NT | Digital Power Filter - 120 Volt, 15 Amps, 2 Outlets Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection. Recommended MX-FN21 and MX-FN22. | Each | $150 |
| AR-D5143NT | Digital Power Filter - 120 Volt, 20 Amps, 2 Outlets Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection. Recommended for main unit. | Each | $175 |
| | | | |

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Supplies & Accessories | Order Quantity | Suggested Retail Price |
|---|---|---|---|
| | **SHARP MX-M905** | | |
| | **MX Series High Speed Monochrome Document Systems** | | |
| MX-900NT | Toner Cartridge (Recommend ordering in multiples of 4)<br>Estimated 120,000 images @ 6% Image Area/Cartridge | Each | $251 |
| MX-900NV | Developer (Recommend ordering in multiples of 5)<br>Estimated Yield - 1,000,000 Images/Package | Each | $166 |
| AR-SV1 | Stamp Cartridge (required for AR-SU1 Stamp Unit)<br>(2 Cartridges/Carton) | Per Carton | $85 |
| AR-SC2 | Staple Cartridge 3 Cartridges/Carton<br>(5,000 Staples/Cartridge) For use with MX-FN24 and MX-FN25 | Per Carton | $98 |
| MX-SCX1 | Staple Cartridge 3 Cartridges/Carton<br>(5,000 Staples/Cartridge) For use with MX-FN22 | Per Carton | $98 |
| MX-SCX2 | Staple Cartridge 3 Cartridges/Carton<br>(5,000 Staples/Cartridge) For use with MX-FN21 and MX-FN22 | Per Carton | $98 |
| MX-SCX3 | Staple Cartridge 4 Cartridges/Carton<br>(2,000 Staples/Cartridge) For use with MX-FN25 | Per Carton | $98 |
| AR-D5133NT | Digital Power Filter - 120 Volt, 15 Amps, 2 Outlets<br>Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified. Network/Phone Line Protection.<br>Recommended for MX-FN21, MX-FN22, and MX-LC13. | Each | $150 |
| MX-E524ZNT | Digital Power Filter - 208/230 Volt, 20 Amps<br>Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5e Certified Surge Protection.<br>Recommended for main unit. | Each | $275 |
| | | | |

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Supplies & Accessories | Order Quantity | Suggested Retail Price |
|---|---|---|---|
| | **SHARP MX-M1055 / MX-M1205** | | |
| | **Pro Series Monochrome Document Systems** | | |
| MX-900NT | Toner Cartridge (Recommend ordering in multiples of 4)<br>Estimated 120,000 images @ 6% Image Area/Cartridge | Each | $251 |
| MX-900NV | Developer (Recommend ordering in multiples of 5)<br>Estimated Yield - 1,000,000 Images/Package | Each | $166 |
| AR-SV1 | Stamp Cartridge (required for AR-SU1 Stamp Unit)<br>(2 Cartridges/Carton) | Per Carton | $85 |
| MX-SCX1 | Staple Cartridge 3 Cartridges/Carton<br>(5,000 Staples/Cartridge) For use with MX-FN22 | Per Carton | $98 |
| MX-SCX2 | Staple Cartridge 3 Cartridges/Carton<br>(5,000 Staples/Cartridge) For use with MX-FN21 and MX-FN22 | Per Carton | $98 |
| MX-SC50 | Plockmatic Staple Cartridge 3 Cartridges/Carton<br>(5,000 Staples/Cartridge) For use with MX-BM50 | Per Carton | $140 |
| AR-D5133NT | Digital Power Filter - 120 Volt, 15 Amps, 2 Outlets<br>Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection.<br>Recommended for MX-BM50, MX-FN21, MX-FN22, MX-LC13N, and MX-ST10. | Each | $150 |
| MX-E524ZNT | Digital Power Filter - 208/230 Volt, 20 Amps<br>Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5e Certified Surge Protection.<br>Recommended for MX-M1055/M1205 main unit. | Each | $275 |
| | | | |

Prices Subject To Change Without Notice
Please See Latest Marketing Bulletin For Terms & Conditions

**SHARP ELECTRONICS CORPORATION**
100 Paragon Drive, Montvale, New Jersey 07645
(201) 529-8200

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Supplies & Accessories | Order Quantity | Suggested Retail Price |
|---|---|---|---|
| | **SHARP MX-2651 / MX-3051 / MX-3551 / MX-4051 / MX-5051 / MX-6051** | | |
| | **Essentials Series Color Document Systems** | | |
| MX-60ABD | Deluxe Copier Cabinet Base (with front door) | Each | $250 |
| MX-61NTBA | Black Toner Cartridge (Recommend ordering in multiples of 10) Estimated 40,000 images @ 5% Image Area | Each | $130 |
| MX-61NTCA | Cyan Toner Cartridge (Recommend ordering in multiples of 10) Estimated 24,000 images @ 5% Image Area | Each | $277 |
| MX-61NTMA | Magenta Toner Cartridge (Recommend ordering in multiples of 10) Estimated 24,000 images @ 5% Image Area | Each | $277 |
| MX-61NTYA | Yellow Toner Cartridge (Recommend ordering in multiples of 10) Estimated 24,000 images @ 5% Image Area | Each | $277 |
| MX-61NVBA | Black Developer (Not required for setup - black and color developer is preinstalled in new machines) Estimated Yield - 26/30/35ppm models: 1.2M Images/Package, 40/50/60ppm models: 1.8M Images/Package | Each | $84 |
| MX-61NVSA | Cyan/Magenta/Yellow Developer (Not required for setup - black and color developer is preinstalled in new machines) Estimated Yield - 26/30/35ppm models: 1.2M Images/Package, 40/50/60ppm models: 1.8M Images/Package | Each | $980 |
| MX-61NVCA | Cyan Developer (Not required for setup - black and color developer is preinstalled in new machines) Estimated Yield - 26/30/35ppm models: 1.2M Images/Package, 40/50/60ppm models: 1.8M Images/Package | Each | $500 |
| MX-61NVMA | Magenta Developer (Not required for setup - black and color developer is preinstalled in new machines) Estimated Yield - 26/30/35ppm models: 1.2M Images/Package, 40/50/60ppm models: 1.8M Images/Package | Each | $500 |
| MX-61NVYA | Yellow Developer (Not required for setup - black and color developer is preinstalled in new machines) Estimated Yield - 26/30/35ppm models: 1.2M Images/Package, 40/50/60ppm models: 1.8M Images/Package | Each | $500 |
| MX-SCX1 | Staple Cartridge (3 Cartridges/Carton) (5,000 staples/Cartridge) For use with MX-FN27N/28 | Per Carton | $98 |
| AR-SC2 | Saddle Stitch Staple Cartridge (3 Cartridges/Carton) (5,000 Staples/Cartridge) For use with MX-FN29 | Per Carton | $98 |
| MX-SC11 | Staple Cartridge (3 Cartridges/Carton) (5,000 staples/Cartridge) For use with MX-FN30/31 | Per Carton | $98 |
| MX-SC12 | Saddle Stitch Staple Cartridge (4 Cartridges/Carton) (2,000 staples/Cartridge) For use with MX-FN31 | Per Carton | $60 |
| AR-SV1 | Stamp Cartridge for AR-SU1 (2 Cartridges/Carton) | Per Carton | $85 |
| AR-D5133NT | Digital Power Filter (for 26/30/35/40ppm models) - 120 Volt, 15 Amps, 2 Outlets Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection. | Each | $150 |
| AR-D5143NT | Digital Power Filter (for 50/60ppm models) - 120 Volt, 20 Amps, 2 Outlets Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection. | Each | $175 |

Prices Subject To Change Without Notice
Please See Latest Marketing Bulletin For Terms & Conditions

**SHARP ELECTRONICS CORPORATION**
100 Paragon Drive, Montvale, New Jersey 07645
(201) 529-8200

## Retail Price List
## Effective - March 1, 2020

| Product Code | Supplies & Accessories | Order Quantity | Suggested Retail Price |
|---|---|---|---|
| | **SHARP MX-3071 / MX-3571 / MX-4071 / MX-5071 / MX-6071** | | |
| | **Advanced Series Color Document Systems** | | |
| MX-60ABD | Deluxe Copier Cabinet Base (with front door) | Each | $250 |
| MX-61NTBA | Black Toner Cartridge (Recommend ordering in multiples of 10) Estimated 40,000 images @ 5% Image Area | Each | $130 |
| MX-61NTCA | Cyan Toner Cartridge (Recommend ordering in multiples of 10) Estimated 24,000 images @ 5% Image Area | Each | $277 |
| MX-61NTMA | Magenta Toner Cartridge (Recommend ordering in multiples of 10) Estimated 24,000 images @ 5% Image Area | Each | $277 |
| MX-61NTYA | Yellow Toner Cartridge (Recommend ordering in multiples of 10) Estimated 24,000 images @ 5% Image Area | Each | $277 |
| MX-61NVBA | Black Developer (Not required for setup - black and color developer is preinstalled in new machines) Estimated Yield - 30/35ppm models: 1.2M Images/Package, 40/50/60ppm models: 1.8M Images/Package | Each | $84 |
| MX-61NVSA | Cyan/Magenta/Yellow Developer (Not required for setup - black and color developer is preinstalled in new machines) Estimated Yield - 30/35ppm models: 1.2M Images/Package, 40/50/60ppm models: 1.8M Images/Package | Each | $980 |
| MX-61NVCA | Cyan Developer (Not required for setup - black and color developer is preinstalled in new machines) Estimated Yield - 30/35ppm models: 1.2M Images/Package, 40/50/60ppm models: 1.8M Images/Package | Each | $500 |
| MX-61NVMA | Magenta Developer (Not required for setup - black and color developer is preinstalled in new machines) Estimated Yield - 30/35ppm models: 1.2M Images/Package, 40/50/60ppm models: 1.8M Images/Package | Each | $500 |
| MX-61NVYA | Yellow Developer (Not required for setup - black and color developer is preinstalled in new machines) Estimated Yield - 30/35ppm models: 1.2M Images/Package, 40/50/60ppm models: 1.8M Images/Package | Each | $500 |
| MX-SCX1 | Staple Cartridge (3 Cartridges/Carton) (5,000 staples/Cartridge) For use with MX-FN27N/28 | Per Carton | $98 |
| AR-SC2 | Saddle Stitch Staple Cartridge (3 Cartridges/Carton) (5,000 Staples/Cartridge) For use with MX-FN29 | Per Carton | $98 |
| MX-SC11 | Staple Cartridge (3 Cartridges/Carton) (5,000 staples/Cartridge) For use with MX-FN30/31 | Per Carton | $98 |
| MX-SC12 | Saddle Stitch Staple Cartridge (4 Cartridges/Carton) (2,000 staples/Cartridge) For use with MX-FN31 | Per Carton | $60 |
| AR-SV1 | Stamp Cartridge for AR-SU1 (2 Cartridges/Carton) | Per Carton | $85 |
| AR-D5133NT | Digital Power Filter (for 30/35/40ppm models) - 120 Volt, 15 Amps, 2 Outlets Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection. | Each | $150 |
| AR-D5143NT | Digital Power Filter (for 50/60ppm models) - 120 Volt, 20 Amps, 2 Outlets Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection. | Each | $175 |

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Supplies & Accessories | Order Quantity | Suggested Retail Price |
|---|---|---|---|
| | **SHARP MX-6580N / MX-7580N** | | |
| | **MX Series High Speed Color Document Systems** | | |
| MX-62NTBA | Black Toner Cartridge (Recommend ordering in multiples of 10) Estimated 65,000 images @ 5% Image Area/Cartridge | Each | $146 |
| MX-62NTCA | Cyan Toner Cartridge (Recommend ordering in multiples of 10) Estimated 40,000 images @ 5% Image Area/Cartridge | Each | $369 |
| MX-62NTMA | Magenta Toner Cartridge (Recommend ordering in multiples of 10) Estimated 40,000 images @ 5% Image Area/Cartridge | Each | $369 |
| MX-62NTYA | Yellow Toner Cartridge (Recommend ordering in multiples of 10) Estimated 40,000 images @ 5% Image Area/Cartridge | Each | $369 |
| MX-62NVBA | Black Developer (Recommend ordering in multiples of 10) Estimated Yield - 600,000 Images/Package | Each | $52 |
| MX-62NVSA | Developer (Cyan/Magenta/Yellow packages in one box) Estimated Yield - 400,000 Images/Package | Each | $1,304 |
| AR-SV1 | Stamp Cartridge (required for AR-SU1 Stamp Unit) (2 cartridges/Carton) | Per Carton | $85 |
| AR-SC2 | Staple Cartridge 3 Cartridges/Carton (5,000 Staples/Cartridge) For use with MX-FN19 and MX-FN20 | Per Carton | $98 |
| AR-SC3 | Staple Cartridge 3 Cartridges/Carton (2,000 Staples/Cartridge) For use with MX-FN20 | Per Carton | $38 |
| MX-SCX1 | Staple Cartridge 3 Cartridges/Carton (5,000 Staples/Cartridge) For use with MX-FN22 | Per Carton | $98 |
| MX-SCX2 | Staple Cartridge 3 Cartridges/Carton (5,000 Staples/Cartridge) For use with MX-FN21 and MX-FN22 | Per Carton | $98 |
| AR-D5133NT | Digital Power Filter - 120 Volt, 15 Amps, 2 Outlets Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified. Network/Phone Line Protection. Recommended for MX-FN21, MX-FN22, and MX-LC13N. | Each | $150 |
| MX-E524ZNT | Digital Power Filter - 208/230 Volt, 20 Amps Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5e Certified Surge Protection. Recommended for MX-6580N/7580N main unit. | Each | $275 |
| | | | |

Prices Subject To Change Without Notice
Please See Latest Marketing Bulletin For Terms & Conditions

**SHARP ELECTRONICS CORPORATION**
100 Paragon Drive, Montvale, New Jersey 07645
(201) 529-8200

# SHARP

## Retail Price List
## Effective - March 1, 2020

| Product Code | Supplies & Accessories | Order Quantity | Suggested Retail Price |
|---|---|---|---|
| | **SHARP MX-7090N / MX-8090N** | | |
| | **Pro Series High Speed Color Document Systems** | | |
| MX-62NTBA | Black Toner Cartridge (Recommend ordering in multiples of 10)<br>Estimated 65,000 images @ 5% Image Area/Cartridge | Each | $146 |
| MX-75NTCA | Cyan Toner Cartridge (Recommend ordering in multiples of 10)<br>Estimated 60,000 images @ 5% Image Area/Cartridge | Each | $220 |
| MX-75NTMA | Magenta Toner Cartridge (Recommend ordering in multiples of 10)<br>Estimated 60,000 images @ 5% Image Area/Cartridge | Each | $220 |
| MX-75NTYA | Yellow Toner Cartridge (Recommend ordering in multiples of 10)<br>Estimated 60,000 images @ 5% Image Area/Cartridge | Each | $220 |
| MX-62NVBA | Black Developer (Recommend ordering in multiples of 10)<br>Estimated Yield - 600,000 Images/Package | Each | $52 |
| MX-62NVSA | Color Developer (Cyan/Magenta/Yellow packages in one box)<br>Estimated Yield - 400,000 Images/Package | Each | $1,304 |
| AR-SV1 | Stamp Cartridge (required for AR-SU1 Stamp Unit) (2 Cartridges/Carton) | Per Carton | $85 |
| MX-SCX1 | Staple Cartridge 3 Cartridges/Carton - (5,000 Staples/Cartridge) For use with MX-FN22 | Per Carton | $98 |
| MX-SCX2 | Staple Cartridge 3 Cartridges/Carton (5,000 Staples/Cartridge) For use with MX-FN21 and MX-FN22 | Per Carton | $98 |
| MX-SC50 | Plockmatic Staple Cartridge 3 Cartridges/Carton (5,000 Staples/Cartridge) For use with MX-BM50 | Per Carton | $140 |
| AR-D5133NT | Digital Power Filter - 120 Volt, 15 Amps, 2 Outlets<br>Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5 Certified Network/Phone Line Protection.<br>Recommended for MX-BM50, MX-FN21, MX-FN22, MX-LC13, and MX-ST10. | Each | $150 |
| MX-E524ZNT | Digital Power Filter - 208/230 Volt, 20 Amps<br>Maximum Power Surge Suppression, Ground Noise Elimination, CAT 5e Certified Surge Protection.<br>Recommended for MX-7090N/8090N main unit. | Each | $275 |
| | | | |

Prices Subject To Change Without Notice
Please See Latest Marketing Bulletin For Terms & Conditions

**SHARP ELECTRONICS CORPORATION**
100 Paragon Drive, Montvale, New Jersey 07645
(201) 529-8200

**Attachment 5
Sharp's Experience
Modification Rating**

**Mina Cho**
Vice President

Marsh USA Inc.
1166 Avenue of the Americas
New York, NY 10036-2774
+1 212 345 3653
www.marsh.com

**MARSH**

Sharp Electronics Corporation
12016 Telegraph  Rd., Suite 200
Santa Fe Springs, CA 90670

March 3, 2020

**Subject:**
Experience Modification Rating

To Whom It May Concern:

Please see below for Sharp Electronics Corporation's Experience Ratings:

Effective 6/1/2019
  NCCI - 1.14
  CA - 0.6
  MI - .95
  NJ - 1.19
  PA - .95 (Merit)

Effective 6/1/2018
  NCCI - 1.21
  CA - 1.18
  MI - .9
  NJ - 1.159
  PA - .95 (Merit)

Should you have any questions, or comments please do not hesitate to contact us.

Sincerely,

*Mina Cho*

Vice President

| 2019 National Incident Rate | | | |
|---|---|---|---|
| Step 1 | # Injuries | | 24 |
| Step 2 | Factor | | 200,000 |
| Step 3 | Step 1 x 2 | | 4,800,000 |
| Step 4 | Hours Worked | | 3,623,894 |
| Step 5 | Step 3 Div Sept 4 | | 1.324542 |
| | | | |
| 2019 National Dart Rate | | | |
| Step 1 | # Injuries | | 4 |
| Step 2 | Factor | | 200,000 |
| Step 3 | Step 1 x 2 | | 800,000 |
| Step 4 | Hours Worked | | 3,623,894 |
| Step 5 | Step 3 Div Sept 4 | | 0.220757 |

Search by keyword, product name or SKU 🔍

Get Catalog | Get Free Samples

1-866-777-1360
M-F 6am - 4pm PST

Products          Free Resources          Support          About Us          👤 Account          🛒 0

⚡ Quick Order

Home  ›  Efficiency Tools  ›  DART Rate Calculator

# DART Rate Calculator

Other Efficiency Tools ⌄

The Days Away, Restricted, or Transferred (DART) Rate is a metric designed by OSHA to monitor injuries in high-risk industries and used by EHS managers to track recordable incidents over time. Unlike the Total Case Incident Rate, the DART rate only takes into account the most serious incidents. This calculation adds up the incidents that caused lost days of work, resulted in an employee transferring to a different job, or restricted certain job roles. Because of this, your DART rate is most likely be lower than your facility's TCIR.

F.. ., enter the total number of injuries and illnesses in the workplace from the past year; these incidents must have resulted in days away from the job, restricted job roles, or transfers. The other variable you will need to input is the total number of hours employees worked in a calendar year. This information can be found in the most recent copy of your OSHA 300 log and 300A summary.

**Total number DART incidents** *(annually)*

```
4
```

**What is a DART incident?** ⓘ

x 200,000 /

**Total number of hours worked by all employees** *(annually)*

```
3623894
```

=

**DART Rate**

```
0.22
```



## What's next?

The 200,000 represents 100 employees working 40 hours a week for 50 weeks; this gives you the number of incidents resulting in lost or restricted days or job transfer due to work related injuries or illnesses per 100 full-time employees over one full year. The DART rate is a type of incident rate that can be used as a benchmark, a KPI, and can be critical to improving your safety performance. Use this incident rate to monitor safety programs and ensure your efforts are effectively reducing injuries.

According to data from the Bureau of Labor Statistics, the average DART rate for the private industry is 1.5 – meaning on average, 1.5 cases resulting in days away from work, job transfer, or restriction occur every year for every 100 workers in the private sector. It is important to remember more dangerous industries (maritime, logging, etc.) will have a higher rate than average.

**U.S. BUREAU OF LABOR STATISTICS**

# Injuries, Illnesses, and Fatalities

IIF 🖨

## Injury And Illness Incidence Rate Calculator and Comparison Tool

| Year: | 2018 |
|---|---|
| Area: | Private industry, All U.S. |
| Supersector: | Professional and business services |
| Industry: | Photographic services |

| Case Type | Your Establishment | Private industry, All U.S. |
|---|---|---|
| **Total** | 1.3 | 2.3 |
| **Days Away** | 0.2 | 1.7 |
| **Job Transfer/Restriction** | 0.2 | 0.2 |
| **DART** | 0.4 | 1.9 |

You have just calculated your establishment's **nonfatal injury and illness incidence rate(s) per 100 full-time employees for a given year**. Four different incidence rates can be calculated:

- **Total Rate** = Total recordable injury and illness cases
- **Days Away Rate** = Cases involving days away from work
- **Job Transfer/Restriction Rate** = Cases involving job transfer or restricted work activity only
- **DART Rate** = Total cases involving days away from work, days of restricted work activity, and/or job transfer

Incidence rates can be used to show the relative level of injuries and illnesses among different industries, firms, or operations within a single firm. Because a common base and a specific period of time are involved, these rates can help determine both problem areas and progress in preventing work-related injuries and illnesses.

The incidence rate of injuries and illnesses is computed from the following formula:

(Number of injuries and illnesses X 200,000)/ Employee hours worked = Incidence rate

(The 200,000 hours in the formula represents the equivalent of 100 employees working 40 hours per week, 50 weeks per year, and provides the standard base for the incidence rates.)

⬅ Back

---

| Home | Subjects | Data Tools | Publications | Economic Releases | Students | Beta |
|---|---|---|---|---|---|---|

**U.S. BUREAU OF LABOR STATISTICS**

OCWC/OSH, PSB Suite 3180
2 Massachusetts Avenue NE
Washington, DC 20212-0001
Telephone:1-202-691-6170
www.bls.gov/IIF/

Contact IIF

**INFO**

What's New
FAQs
A-Z
Glossary
About BLS
Careers @ BLS
Find It! DOL
Join our Mailing Lists

**RESOURCES**

Inspector General (OIG)
Budget and Performance
No Fear Act
USA.gov

**ABOUT THIS SITE**

Sitemap
Freedom of Information Act
Privacy & Security Statement
Disclaimers
Linking & Copyright Info
Important Website Notices
Help & Tutorials

**SHARP**®

# Attachment 6
# Sharp's ISO Certification

# ISO 9001
## Management System Certificate

Certificate Number : JMI-0015

Organization :

## SHARP CORPORATION
BUSINESS SOLUTIONS BU

492 MINOSHO-CHO, YAMATOKORIYAMA-SHI, NARA, JAPAN

JQA certifies that the above organization operates the Quality Management System, within the scope of the Appendix attached, which has been assessed and found to comply with the requirements of;

## ISO 9001 :2015 / JIS Q 9001 :2015

Registration Date : May 20, 1992
Last Renewal Date : June 18, 2019

Expiry Date : June 17, 2022
Feel free to contact JQA for the validity of this certificate.

*N. Kobayashi*

**NORIAKI KOBAYASHI**
**PRESIDENT**

1-25 KANDASUDACHO, CHIYODA-KU, TOKYO, JAPAN

## JAPAN QUALITY ASSURANCE ORGANIZATION
To be used in conjunction with attached Appendix.

JQA

Partner of IQNet

15.07 D7501128E

CERTIFIED MANAGEMENT SYSTEM
JQA
QUALITY SYSTEM

MEMBER OF MULTILATERAL RECOGNITION ARRANGEMENT
IAF

MS
JAB
CM009

UKAS
MANAGEMENT SYSTEMS
091

# ISO 9001
## Appendix

Certificate Number : JMI-0015

1 / 1

Organization :

**SHARP CORPORATION**
BUSINESS SOLUTIONS BU

Scope of Registration:

THE DESIGN / DEVELOPMENT, MANUFACTURE AND SERVICE SUPPORT OF THE FOLLOWING PRODUCTS
1) PHOTOCOPIERS, SCANNERS, PRINTERS AND MULTIFUNCTION EQUIPMENT, AND TONER, DEVELOPER, DRUM
2) LIQUID CRYSTAL COLOR MONITORS/DISPLAYS (INCLUDING UNITS) AND PERIPHERAL EQUIPMENT
3) SYSTEM EQUIPMENT (POS, ECR, HANDY TERMINAL, CARD READER, ETC.) AND PERIPHERAL EQUIPMENT

NOTE:THE SERVICE SUPPORT MEANS PREPARATION OF SERVICING DATA AND TRAINING OF SERVICE PERSONNEL

Registration Date : May 20, 1992
Last Renewal Date : June 18, 2019

Expiry Date : June 17, 2022

Feel free to contact JQA for the validity of this certificate.

*N. Kobayashi*
**NORIAKI KOBAYASHI**
**PRESIDENT**

## JAPAN QUALITY ASSURANCE ORGANIZATION

This Appendix is an integral part of the Certificate and should only be used in conjunction with the Certificate.

**JQA**

Partner of
IQNet

14.07 D7501010E

# ISO 14001
## Management System Certificate

Certificate Number : **JQA-EM6192**

Organization :

## SHARP CORPORATION
### BUSINESS SOLUTIONS BU

492 MINOSHO-CHO, YAMATOKORIYAMA-SHI, NARA, JAPAN

JQA certifies that the above organization operates the Environmental Management System, within the scope of the Appendix attached, which has been assessed and found to comply with the requirements of;

## ISO 14001 :2015 / JIS Q 14001 :2015

| | |
|---|---|
| Registration Date | : September 12, 2008 |
| Last Renewal Date | : June 18, 2019 |
| Expiry Date | : June 17, 2022 |

Feel free to contact JQA for the validity of this certificate.

*N. Kobayashi*

**NORIAKI KOBAYASHI**
**PRESIDENT**
1-25 KANDASUDACHO, CHIYODA-KU, TOKYO, JAPAN

### JAPAN QUALITY ASSURANCE ORGANIZATION
To be used in conjunction with attached Appendix.

**JQA**

Partner of
**IQNet**

18.06 D7501177E

CERTIFIED JQA MANAGEMENT SYSTEM
ENVIRONMENTAL SYSTEM

MEMBER OF MULTILATERAL RECOGNITION ARRANGEMENT
IAF

MS
JAB
CM009

UKAS
MANAGEMENT SYSTEMS
091

# ISO 14001
## Appendix

Certificate Number : **JQA-EM6192**

1 / 1

Organization :

## SHARP CORPORATION
BUSINESS SOLUTIONS BU

Scope of Registration :

1) THE DESIGN / DEVELOPMENT, MANUFACTURE AND SERVICE SUPPORT OF PHOTOCOPIERS, SCANNERS, PRINTERS AND MULTIFUNCTION EQUIPMENT, AND TONER, DEVELOPER, DRUM
2) THE DESIGN / DEVELOPMENT, MANUFACTURE AND SERVICE SUPPORT OF LIQUID CRYSTAL COLOR MONITORS/DISPLAYS (INCLUDING UNITS), AND THE DESIGN / DEVELOPMENT, MANUFACTURING SUPPORT AND SERVICE SUPPORT OF PERIPHERAL EQUIPMENT
3) THE DESIGN / DEVELOPMENT, MANUFACTURING SUPPORT AND SERVICE SUPPORT OF SYSTEM EQUIPMENT (POS, ECR, HANDY TERMINAL, CARD READER, ETC.) AND PERIPHERAL EQUIPMENT

NOTE: THE SERVICE SUPPORT MEANS PREPARATION OF SERVICING DATA AND TRAINING OF SERVICE PERSONNEL

Registration Date : September 12, 2008
Last Renewal Date : June 18, 2019

Expiry Date : June 17, 2022

Feel free to contact JQA for the validity of this certificate.

*N. Kobayashi*

**NORIAKI KOBAYASHI**
**PRESIDENT**

## JAPAN QUALITY ASSURANCE ORGANIZATION

This Appendix is an integral part of the Certificate and should only be used in conjunction with the Certificate.

**JQA**

Partner of
— IQNet —

14.07 D7501028E

**Attachment 7**
**Sharp's IT Reference**
**Guide**

# SHARP

**sharp** technology
empowers **productivity**

version 3.0

# TABLE OF CONTENTS 🏠

sharp technology
empowers productivity

# IT MANAGERS: SIMPLIFYING YOUR LIFE

As an **Information Technology** professional, you are no doubt faced with a unique set of challenges that pull you in many different and often conflicting directions. For example, you are forced to do more with less — supporting disparate assets throughout the sprawling enterprise with maximum interoperability and minimal resources. Internal policies and government regulations impose strict requirements on protecting the confidentiality of personal information. You also aspire to reduce the impact of your operations on the environment through reduced energy consumption and recycling.

At Sharp, we understand your goals and the issues that impede your ability to focus on strategic organizational objectives. From developing award-winning multifunction printers (MFPs) that deliver impressive document workflows to facilitating the administration of devices wherever you are, Sharp technology empowers productivity beyond compare. Our innovative **Sharp OSA development platform** helps your MFPs reach further into the organization and business processes and is supported by one of the largest developer communities in the industry. Sharp's security expertise is also among the most respected, having pioneered the first and most comprehensive solution for MFPs.

Sharp is also a trusted leader in liquid crystal display (LCD) technology, from our line of **AQUOS BOARD®** interactive display systems to ultra-slim bezel video wall monitors and high-brightness digital signage displays. And to help preserve the natural beauty of our environment, we have made a strong corporate-wide commitment to minimize the impact of Sharp products on our planet.

**sharp** technology
empowers **productivity**

3

# SHARP'S COMMITMENT TO INNOVATION

For over 100 years, Sharp has been an innovator in electronics and office technology. From the Ever-Sharp pencil introduced in 1913, to a leader in the development of LCDs and modern document technologies, Sharp's vision of quality and reliability is embodied in each and every product we deliver. Our award-winning MFPs are no exception. They provide sophisticated features and unparalleled reliability to dramatically improve document workflows and business processes throughout your entire organization.

From copying, printing, scanning and faxing, to securely interacting with other network resources and business applications, Sharp MFPs can help boost productivity and minimize costs. In addition to our cutting-edge document systems, Sharp offers an array of display products to further meet your business needs, including interactive touch-screen displays, digital signage solutions and video wall systems.

Sharp's close relationship with both our dealers and our customers is the foundation for our unique product development process. This collaborative approach allows Sharp to deliver unique products and technologies that provide innovative customizable solutions to real-world business challenges.

Security (CC) → Scan² → Sharp OSA → My Sharp → Pull-out Keyboard → A4 Scan Centric → MICAS^SM → MFP Voice

## History of Sharp Document Technology Innovation

**2001** Introduced the first Common Criteria validated Data Security Kits for MFPs.

**2001** Pioneered Scan²™ technology with one of the first dual-head document feeders for a workgroup MFP.

**2006** Launched Sharp OSA technology, the industry's first web services development platform and the Sharp Partner Program, setting a new benchmark for breadth of offerings to meet customer needs.

**2007** Introduced My Sharp™; customized support and training portal for end-users.

**2008** Introduced the first fully retractable QWERTY keyboard as a standard feature of workgroup MFPs.

**2008** Introduced A4 MFPs that offered the same advanced features as A3 models with a smaller footprint.

**2011** Introduced the industry's first cloud-enabled MFPs featuring Sharp OSA v4 technology.

**2011** Led the industry with one of the first workgroup MFPs with easy-to-use tablet-style menu navigation.

**2012** Introduced Triple Air Feed paper handling for Sharp's Pro Series MFPs.

**2012** Released Sharpdesk® mobile printing/scanning solution.

**2013** Launched Industry leading Color Pro Series MFPs with Full Bleed Booklet finishing, and a Fiery® Command Workstation® Integrated at the panel.

**2014** Launched Cloud Portal Office, a comprehensive content management service.

**2014** Announced MICAS, a cloud-based, device management system.

**2017** Achieved industry's first Common Criteria certification against the new international Protection Profile for Hardcopy Devices v1.0.

**2018** Introduced MFP Voice feature, a handsfree, voice-first interaction for Sharp MFPs with Amazon Alexa.

**innovation**

*"2019 Copier MFP Line
of the Year"*

## Comprehensive MFP Product Line

We offer an array of MFPs and Printers to address a broad range of business objectives. From our A3 and A4 workgroup MFPs to our light production MFPs, Sharp has continued to redefine the role and importance of document technology in the workplace by offering products that are easy to use, customizable and secure.

- ### Ease-of-Use

  Many other MFPs on the market have operation panels that require digging through layers of choices to find the features you need. Sharp MFPs offer an easy-to-use tablet-like user interface combined with the industry's first integrated retractable keyboard that provides intuitive control of even the most advanced functions. Yet another Sharp first is our Scan2 technology which scans both sides of a document in a single-pass, providing increased efficiency and enhanced system reliability.


*"PaceSetter Award in
Ease of Use 2018–2019"*

**Navigate smoothly with advanced MFP functions and gain access to world-class features on-the-fly.**

- ### Customization

  The user interface can be customized with one-touch access to the functions, files or applications that are most important to the end-customer. The experience is fully personalized from the simple to the more complex, allowing you to add custom backgrounds and icons, change the display language and much more.

  Another prime example of Sharp technology that enables a fully customizable experience is the Sharp OSA platform. The industry's first Web services development platform, now in its fifth generation, provides advanced customization capabilities to meet the unique needs of your business.



customize

## Comprehensive MFP Product Line (continued)

- ### Security

  Sharp's award-winning security suite provides peace of mind and protection for your confidential and intellectual property, whether you are copying, scanning or printing. Sharp's standard **End-of-Lease** feature (on select models) can digitally shred any and all data on the MFP providing peace of mind when the MFP is returned to the leasing company.

Help Protect Your Confidential Data with the Sharp MFP Security Suite

secure your data

# SHARP'S DEDICATION TO SALES AND CUSTOMER SUPPORT

## Nationwide Coverage

Your relationship with Sharp doesn't end after you purchase an MFP. To ensure the highest level of satisfaction and support, Sharp stands behind every product through its nationwide network of professionals that are eager to work with you and address your specific needs. With both local representation and national reach, Sharp resellers provide a very high level of service and support to customers throughout the United States.

We take pride in supporting the relationships forged by our direct sales team and local authorized dealers. These relationships help Sharp develop products that continually add value and help enhance productivity. With nationwide reach, we can support large corporate installations with offices throughout a region or spanning the country. This combination of responsive local management and nationwide support delivers an outstanding experience for customers.
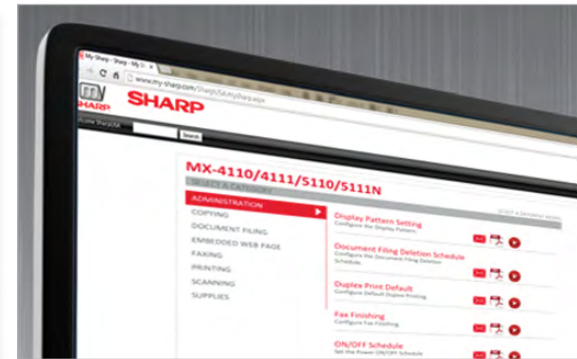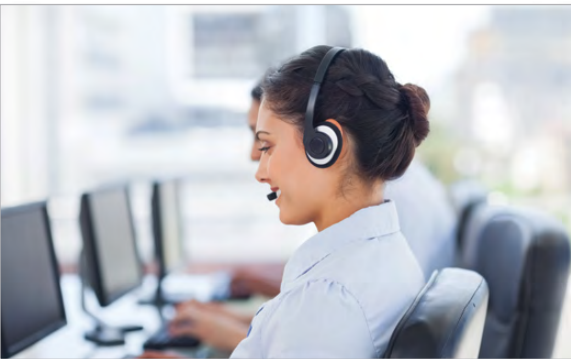
*My Sharp website is available 24/7 with detailed video instruction.*

## Online Support and Training with My Sharp

My Sharp, available 24/7, is a dedicated customized website providing how-to videos and PDF documents that demonstrate features of the customer's specific MFP devices.

With the intuitive web support, users can find the information they need for scan, copy, print, fax, administrative functionalities and supplies replacement, helping to reduce downtime and enhance productivity.

**sharp** technology
empowers **productivity**

7

# ENVIRONMENTALLY-FRIENDLY

## Responsible Approach to Product Design

All Sharp Document Systems utilize advanced micro-fine toner technology, which offers a lower consumption rate and produces less waste than conventional toners, resulting in longer replacement intervals. Sharp supplies are packaged using fully recyclable materials. Long-life consumable parts help minimize service intervals and down time, resulting in lower operating costs. With two different energy-saving modes, power can be reduced or shut off at set intervals. All Sharp document systems are **ENERGY STAR®** qualified and RoHS compliant to restrict the use of hazardous substances.

## Toner Recycling Program

As part of our commitment to helping preserve the environment, Sharp offers our customers zero waste land fill recycling – for all Sharp consumables, including cartridges, bottles, toner collection containers and drum units – at no additional cost. Sharp encourages customers to recycle their used Sharp toner cartridges in bulk by providing a pre-paid Recycling Kit for their return to our facility. Visit ***www.sharpusa.com/recycle*** to learn more.

**Sharp takes an environmentally responsible approach to product design.**

## Sharp Business Products are EPEAT® Registered

**EPEAT** (Electronic Product Environmental Assessment Tool) is a third-party global rating system for greener electronics that requires ongoing independent verification of manufacturer claims. Businesses, government agencies, schools, hospitals and other institutions are using EPEAT as the environmental benchmark to help them make informed purchasing decisions. By using EPEAT standards to purchase greener electronics, you will be assuring your organization's environmental sustainability goals and help to preserve our natural resources.

committed to
environmental sustainability

# VISUAL TECHNOLOGY FOR DIVERSE BUSINESS NEEDS

Sharp offers an array of products to address visual needs for diverse businesses, including interactive touch-screen displays, professional monitors, commercial HDTVs, digital signage solutions and video wall systems.

## Interactive Displays Provide a Personal Touch

Sharp has taken the LED display to a new level by combining a high sensitivity touch-screen and original user-intuitive pen software. The **Sharp AQUOS BOARD** interactive display system is ideal for meetings, video conferencing, classroom instruction and anywhere interactive communication is key.

Sharp's 80" Class (80.5" diagonal) PN-L805H and award-winning 70" Class (69.5" diagonal) PN-L705H interactive display systems feature 4K Ultra-HD resolution and the Pen-on-Paper® user experience providing revolutionary writing comfort close to using an actual pen on paper. The PN-L805H and PN-L705H interactive displays are especially valuable for the architecture, design and video industries — as well as in museums and libraries — for their precise detail and superior interactivity.

Effective for communications with large audiences, Sharp Display Connect software enables the content shared on the AQUOS BOARD interactive display to be broadcast on up to 50 devices[1]. By allowing the exchange of files between those devices, Sharp Display Connect facilitates lively discussion and paperless meetings in both business and educational settings.

## Overwhelming Realism of an 8K Ultra-HD Display

Thanks to the 33 million pixels packed into its 7,680 x 4,320-pixel resolution panel, the award-winning 70" Class (69.5" diagonal) 8M-B70AU 8K Ultra-HD monitor achieves screen resolution 16 times higher than Full-HD. You can't help but feel the depth and presence of the stunningly realistic on-screen images.

The 8M-B70AU display supports a wide range of color expression along with faithful color mapping. A rich color palette adds depth to the content and brings the entire screen to life. In addition, 4K Ultra-HD and Full-HD content can be upscaled to simulate 8K pixel resolution. Slideshows, videos, images and text can be rendered with breathtaking detail and realism.

### 4K Ultra-HD Commercial LCD Displays Capture Attention with Engaging Detail

The award-winning Sharp PN-UH series commercial LCD displays convey messages with the true-to-life precision of Ultra-HD 4K resolution. Built-in tuner support and business-friendly features are packed into an elegantly slender frame. In hospitality, business, retail, or other settings, these commercial-grade displays excel at reaching specific audiences. They'll be more informed, more entertained and more engaged.

Three models are offered in the PN-UH series: the 86" Class (85 5/8" diagonal), 70" Class (69 43/64" diagonal) PN-UH701 and 60" Class (60 5/64" diagonal) PN-UH601 displays. With four times the pixel resolution of full HD, they enable customers to see more subtle textures and finer details in photos and video. For business owners and managers, the displays offer a variety of B2B features to allow for ultimate control, as well as enhanced connectivity — all within a slim bezel design.

## Digital Signage Gets The Message Out

Sharp is a market leader in commercial HDTV displays and offers a complete line of professional displays ranging from our 40" class (39.5" diagonal) touch screens all the way up to our spectacular large format 90" class (90.1") models. Our displays are built and engineered for business, providing up to 24/7 continuous operation and most are backed by the Sharp three year limited warranty. They are ideal for communicating your message in corporate campuses, education, healthcare and hospitality environments. With Sharp's new PN-B and PN-M series displays, a built-in SoC (System on a Chip) controller delivers out-of-the-box digital signage solutions even without external devices such as PCs. What's more, the PN-B/PN-M series monitors come standard with original software for simple content distribution and SHARP e-Signage S software for professional content creation and management. These monitors offer versatile solutions for a wide range of digital signage applications.

*Sharp professional displays in reception area.*

sharp technology
empowers productivity

13

## Make a Strong Impact with Video Wall Systems

With businesses everywhere vying for attention, making a big impact is critical to success. Nothing does that bigger or better than a digital signage solution made up of multiple **Sharp ultra-slim bezel professional displays**. The nearly seamless display of targeted content on large video walls provides a powerful communicative punch that immediately attracts more eyes and holds more attention.

Sharp's PN-V series of professional monitors easily connect to create an eye catching video wall that expands the reach of your message. Whether installed in a concert hall, shopping mall, hotel lobby, control room, transport hub or conference center, a Sharp video wall will convey your message with awe-inspiring style and precision. The ultra-slim bezel enables you to combine multiple units to create a virtually seamless digital canvas providing large, crisp images with minimal distraction and maximum impact.

**Built tough, these video walls are ideal for use in any location requiring 24/7 consistent uptime.**

*Sharp video wall in shopping mall.*
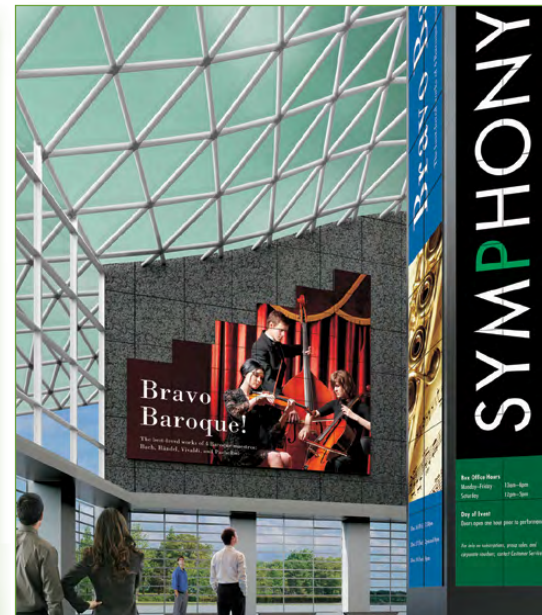
*Sharp video wall in concert hall.*

# HANDS-FREE, VOICE-FIRST INTERACTIVE OFFICE

## MFP Voice

Sharp has always been known for enhancing MFP productivity in the workplace by offering innovative, easy-to-use features. Sharp has done it again with the new MFP voice feature available for the new Color Advanced Series document systems. With Sharp's MFP Voice feature, you can interact with the machine just by using the power of natural language. With simple voice commands, you can ask the Sharp document system to make copies or scan a document.

**Experience hands-free, voice-first interaction at the MFP with Alexa.**



*MX-4071 shown with available Sharp MFP Voice feature with Alexa.*

# EMPOWERED MOBILE MFP SOLUTIONS

Highly featured smart phones and tablets are increasingly popular communication tools in the business world. According to industry analyst IDC[2], research indicates that as organizations move toward digitization and focus on mobile options such as tablets, there are print needs that are not being addressed nor met for users. Top three hurdles are support of print on mobile devices:

- Inability to print from smartphone
- Inability to print from tablet
- Inability to print from websites and/or portals.

As mobile device adoption increases in organizations, print and scan support should meet evolving user needs. As users embrace their mobile devices for work, print and scan, support needs to adapt to the output of digital content from mobile platforms.

## Mobile Printing and Scanning for Your Workplace

Sharp understands the need to support an extended workplace that includes mobile devices by providing seamless productivity for organizations. Sharp delivers a comprehensive portfolio of solutions to support organizations' mobile printing and scanning needs.

- **Sharpdesk Mobile** offers comprehensive and secure options for Microsoft® Windows®, iOS® and Google Android users to easily print documents from their smartphones or tablets to a Sharp MFP. Users can also scan hardcopy documents from a Sharp MFP directly to their mobile devices for flexible storage and sharing. Selects models support instant pairing with mobile devices via QR code or NFC. Scanned files can be shared with other applications or sent as email attachments. Sharpdesk Mobile is available at no cost from the Windows Store, Apple App Store®, Google Play™ store for their respective users.

## Mobile Printing and Scanning for Your Workplace *(continued)*

- **Google Cloud Print™** web printing service is a technology that connects printers over the web, without requiring on-premise services. Google Cloud Print is supported on mobile phones, tablets, Chromebook™ notebook computers, PCs and any other devices connected via Google Chrome™ browser. Google Cloud Print supports the ability to locally discover MFPs, enable offline functionality and even allow users without Google ID to print for optimal performance and better the user experience.

- **Sharp Print Service Plug-in** is a native printing plug-in supporting Android 4.4 and above with framework that consists of multiple print service plug-ins to enable printing from an Android platform mobile device. Sharp Print Service Plug-in allows you to print a variety of files with enhanced print settings, directly from Android platform devices to Sharp MFPs and printers. In addition, the Sharp Print Service Plug-in now includes support to scan a document and send it from the MFP to an Android device.

- **Mopria™** is a Mobile Print Alliance and a set of standards to enable printing from mobile devices to printers from different manufacturers or brands. Mopria is supported by the Android operating system 4.4 and above, and it works similarly to the Sharp Print Service Plug-in. The Mopria Print Service Plug-in provides a "universal print driver" to provide a single printing interface for mixed fleet environments.

Google
Cloud Print 2.0 Ready

Stay up-to-date and control your data and resources with Sharp's portfolio of solutions.



sharp technology
empowers productivity

## Mobile Printing and Scanning for Your Workplace *(continued)*

- **AirPrint™** permits printing of Web pages, photos, email and more with AirPrint-enabled Sharp devices. There is no set up required, quickly print what you want, where you want it! AirPrint is Apple's printing technology that provides instant printing capabilities for iOS and OS X devices. Select Sharp MFPs and printers have built-in AirPrint technology enabling users to print from their iPad®, iPhone® and iPod® touch mobile digital devices or Mac® computers without requiring a print driver. Additionally, the Advanced and Essential series color workgroup document systems are now AirPrint-certified to support scan and fax functionalities from OS X devices.

## Optimized Printing in the Technology-driven Workplace

- **Adobe® Embedded Print Engine** (AEPE) is a next-generation RIP technology from Adobe to natively process PDF and PostScript files on the MFP for direct printing. Available on the Sharp Advanced and Essentials Series Color Workgroup MFPs, AEPE is an optimal solution for the technology-driven workplace to facilitate faster, driver-less direct printing often required for mobile and cloud environments. AEPE's enhanced PDF parsing repairs PDF allowing RIP to generate output that is closest to the market-proven PDF gold standard, Adobe Acrobat® Reader® DC.

## Wireless LAN Connectivity

Transform your Sharp MFP into a wireless-enabled imaging product. Select Sharp MFPs and Printers are equipped with wireless LAN capability to help your organization maximize productivity among mobile users. In alignment with your organization's security and wireless network policies, the following modes are available on select Sharp MFPs and printers:

- **Infrastructure Mode**

  Sharp MFPs installed on the corporate wireless network can be placed wherever a wireless router is within range. Eliminating physical cables and hubs, Infrastructure Mode increases the options to strategically locate devices and improve accessibility.

- **Access Point Mode**

  This mode is ideal for organizations that adhere to a BYOD (Bring Your Own Device) model. Co-existing with a wired network, this mode will create an instant point to point wireless network connecting mobile devices to printing resources. Segregated from the corporate network, IT managers can prevent unwanted access to corporate resources while allowing mobile users to access basic printing and scanning. This enables convenient wireless usage without compromising the organization's security policy.

## USB Direct Printing and Scanning

Most Sharp MFPs allow users to scan and print directly to/from USB. This feature helps make it convenient for users to access the device by minimizing extra steps. For security-conscious organizations, this feature can be disabled to maintain compliance with the security policy and avoid misuse of the MFP.
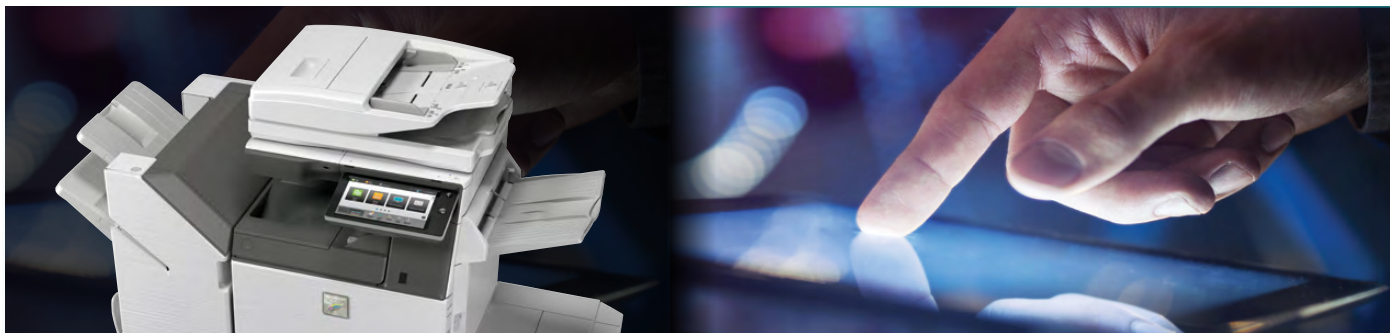
# EXTENSIVE INTEROPERABILITY

Sharp understands that IT administrators must ensure MFP compatibility across complex networks of computers, devices, applications and platforms. Sharp MFPs are compatible across a broad spectrum of environments, further helping to maximize your investment in technology. From defining output settings to specifying finishing options, users are able to reliably produce professional quality printed materials.

## Microsoft Windows Support

Sharp drivers are compatible with the latest Microsoft Windows operating systems. Most Sharp's drivers have passed Microsoft's Windows Hardware Quality Labs (WHQL) testing for maximum compatibility and reliability. To support growing Office365® adoption, users can intuitively access their documents for printing and scanning right from Sharp MFP operation panels.

## Apple® OS X® and iOS Support

Apple not only maintains a strong presence in marketing, advertising and design departments, but Mac adoption is also growing across the enterprise. To ensure productivity of Mac users, most Sharp MFPs are compatible with the latest Mac OS X operating systems through OS X print drivers. Sharp MFPs and printers also support effortless AirPrint mobile printing via popular iOS devices.

## Google Support

Google is rapidly emerging in business environments of all sizes. Sharp MFPs help Google users through an optimized document printing and scanning experience by supporting Android devices, Google Cloud Print and apps including Google Drive™.



sharp technology
empowers productivity

**SAP**® Member
Printer Vendor Program
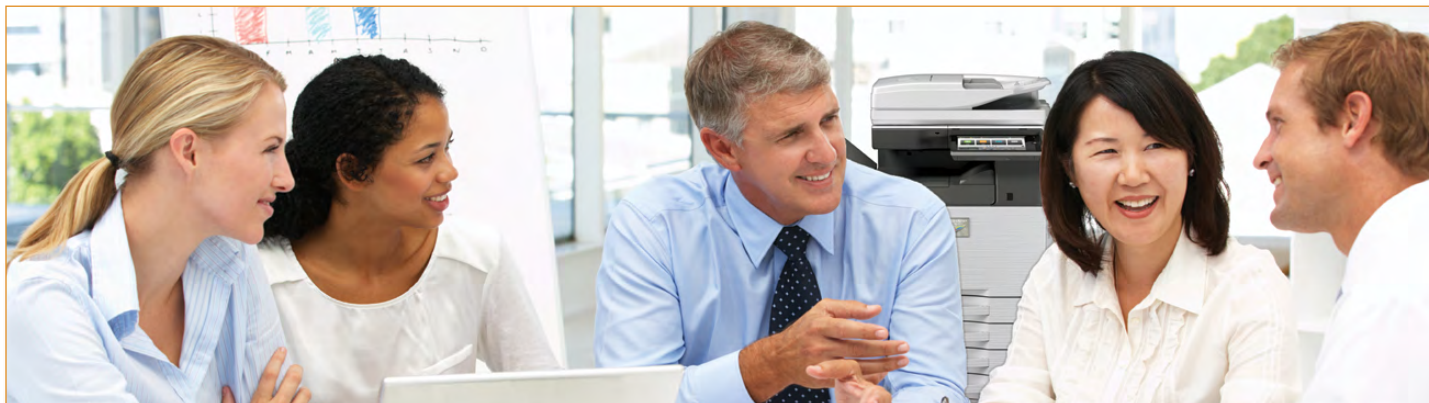
## Citrix®

The Citrix Ready® program ensures compatibility with Citrix products. As a member of this joint solution compatibility and verification testing program, Sharp tests drivers to ensure consistent printing from Sharp MFPs and printers in Citrix XenApp® environments.

## Device Types

As a gold-level member of the SAP® Printer Vendor Program, Sharp ensures compatibility of MFPs and printers with SAP solutions through updated device types. Device types are files that store printer information so users can seamlessly access printer features such as paper tray selections, orientation and duplex options directory from SAP.

## Supported Page Description Languages

All network capable Sharp MFPs support the PCL® page description language. Adobe® PostScript® 3™ support is available for environments that require these industry standards.

## Linux® and UNIX® Support

Computers running on Linux and UNIX operating systems can also access the functionality of Sharp MFPs. To access these features, simply install the correct PostScript Printer Description (PPD) or PCL support file to deliver optimized printing.

**sharp** technology
empowers **productivity**
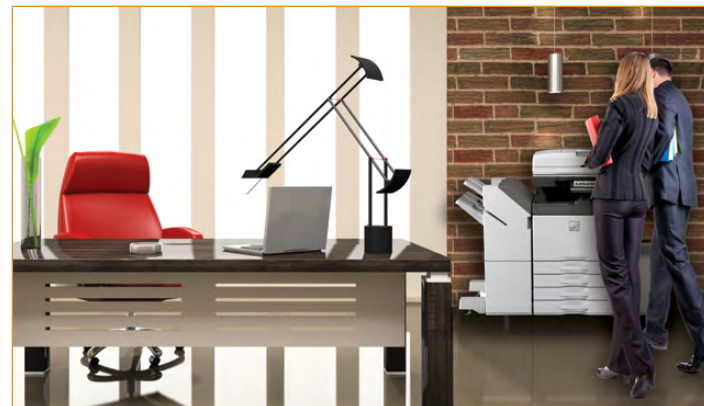
# INNOVATIVE WORKFLOW SOLUTIONS FOR HEALTHCARE

## Healthcare EHR/EMR
## Application Compatibility

Within the healthcare industry, there are a few solution providers that are setting the standard for Electronic Health/Medical Records (EHR/EMR). Each EHR/EMR system provider has their own unique set of requirements and/or certifications for any device to be utilized with their system. Certifications are an objective, measurable way to mitigate the risks of implementing new technology into a specialized environment. Customers can seamlessly integrate their networked Sharp printers and MFPs with leading solutions such as Epic, Cerner Millennium and McKesson STAR 2000 with confidence.

| | Cerner Millennium® | McKesson® STAR 2000™ | MEDITECH® Magic OS* | EPIC®** |
|---|---|---|---|---|
| **MONO - A3** | | | | |
| MX-M2630 | ✓ | – | ✓ | ✓ |
| MX-M266N/M316N/M356N | ✓ | – | ✓ | ✓ |
| MX-M3050/M3550/M4050/M5050/M6050 | ✓ | – | ✓ | ✓ |
| MX-M3070/M3570/M4070/M5070/M6070 | ✓ | – | ✓ | ✓ |
| MX-M654N/M754N | ✓ | – | ✓ | ✓ |
| MX-M905 | – | ✓ | ✓ | ✓ |
| **COLOR - A3** | | | | |
| MX-2630N | ✓ | – | ✓ | ✓ |
| MX-3050V/3550V/4050V | ✓ | ✓ | ✓ | ✓ |
| MX-3070V/3570V/4070V | ✓ | ✓ | ✓ | ✓ |
| MX-5050V/6050V | ✓ | ✓ | ✓ | ✓ |
| MX-5070V/6070V | ✓ | ✓ | ✓ | ✓ |
| MX-6500N/7500N | – | ✓ | ✓ | ✓ |
| MX-6580N/7580N | ✓ | ✓ | ✓ | ✓ |
| **MONO - A4** | | | | |
| MX-B355W/B455W | ✓ | – | ✓ | ✓ |
| MX-B402SC | ✓ | ✓ | ✓ | ✓ |
| **COLOR - A4** | | | | |
| MX-C250/300W | – | ✓ | ✓ | ✓ |
| MX-C301W | ✓ | ✓ | – | ✓ |
| MX-C402SC | ✓ | ✓ | ✓ | ✓ |

\* Sharp MFPs that support PCL5. PCL 5C or PCL 5e are compatible with MEDITECH Magic OS.
\*\* Each Epic customer will have an employee trained as the Epic Technical Advisor. The Technical Advisor will approve print output device placements.

# EFFORTLESS PRINTING

Printing is one of the most common everyday tasks at any type of organization. The challenge for IT managers is to deliver an efficient and flexible yet structured printing environment. Sharp MFPs help ensure all phases of printing and document management are easy, for both IT managers and end-users.

## Sharp Print Driver

Sharp print drivers are seamlessly integrated with Microsoft Windows OS and their popular applications such as Microsoft Office for a seamless printing experience. Specific features are available through a user friendly interface that helps meet each user's unique output requirements. Most Sharp drivers are Microsoft WHQL certified to deliver the best printing results.
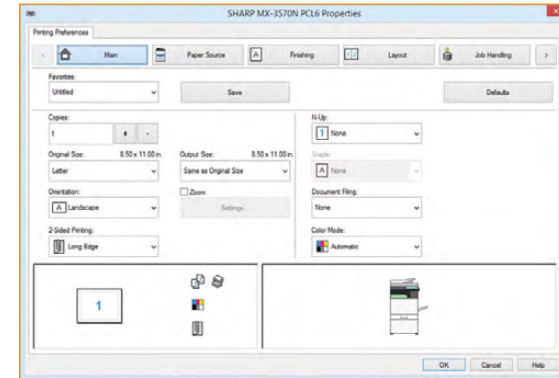
*Sharp PCL Windows Driver.*

### Key features include, but are not limited to:

- Simplified print settings and **versatile finishing** selections including **staple-less staple**[3] to minimize user support.
- **Print retention** to reduce waste and protect confidential information via secured release with a PIN code or via user authentication.
- **Image quality** options to meet each user's various output needs.
- Print to **document filing** folders for convenient document retention and retrieval.
- **User authentication** to ensure only authorized users can access the device. When the MFP/Printer is registered to Active Directory, it establishes secure Single-Sign-On via Kerberos token.
- **Watermark** to help identify sensitive documents.
- **Print and send** by sending the document to registered destinations on the device when document is printed.
- **Active Directory Group Policy** to centrally control and manage printer usage.

## Sharp Universal Driver (Sharp UD)

Sharp UD is designed to facilitate easy printer and print driver management for IT managers. With one driver providing a consistent printing experience for all end-users in the organization, the Sharp UD helps IT managers increase efficiency by simplifying support, management, installation and setup.

**High-performance features for busy workgroups.**

CITRIX® ready

### Key features include, but are not limited to:

- **Basic Mode** and **Enhance Mode** for your optimal printer driver deployment and management.
- Quick **device discovery** to find Sharp MFPs on the network.
- Versatile **finishing support** to maintain productivity with convenience.
- **Printer list** feature to always keep your favorite printers accessible.
- Verified and trusted **Citrix Ready** print driver.
- **Client-server** and **peer-to-peer print environment** for IT managers to provide flexible networking options.

**Client-Server:** Centrally managed by IT. Simplified printer management with one driver.

**Peer to Peer:** Improved user convenience with one driver for many printers.

sharp technology
empowers productivity

24
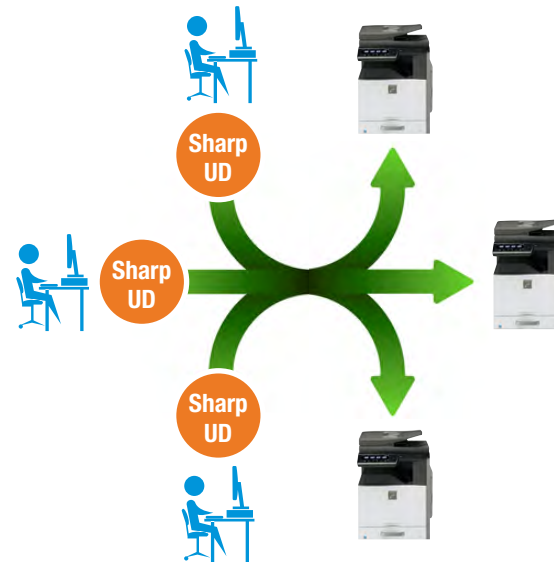
## Print Productivity and Security

Organizations require constant improvement in productivity, providing users access to mission critical documents whenever and wherever can help meet this need. At the same time, IT departments face increased demand for print security and compliance. Sharp helps enable organizations and IT departments to overcome these challenges through user authentication security as well as convenient pull printing solutions.

- ● **Print Productivity for Cloud and Mobile**

  Powered by Adobe Embedded Print Engine, Sharp is one of the first to adopt Adobe's newest offerings to improve print experience from cloud and mobile. It greatly improves speed and accuracy of PDF direct printing which often required in the technology-driven workplace.

- ● **Print Retention and User Authentication**

  With most Sharp MFPs, users can send print jobs and store them on the MFP's hard disk drive which can then be securely released using a PIN number or via user authentication through a simple UI. When user authentication is enabled, all print jobs are authenticated and only validated print jobs are accepted and released from the device, helping organizations to not only meet their security policies and industry compliance but also help reduce waste from orphaned jobs left at the printer.

**With Serverless Print Release technology, securely print a job and release it from any of five select MFPs.**

- ● **Serverless Print Release**

  Select Sharp MFPs come standard with serverless print release technology. With this function, IT admins can designate a primary MFP that works as a print server enabling users to securely print a job and release it at any of the five supported MFPs on the network Users can simply walk up to the most convenient MFP and quickly release their print jobs.

  .



Send   **PRIMARY MFP**   Release from any of 5 client MFPs

## Output Management for Organizations of All Sizes

Sharp offers print management solutions for all types of organizations, regardless of size, to help manage and allocate print costs. In addition to a built-in billing code and print release features, Sharp MFPs and printers are compatible with various output management applications such as MX-SW100 and Kayleigh job accounting software, which offer simplified access-control, print release and cost recovery features.

- **Kayleigh Job Accounting Software**

  As organizations grow, managing the cost of print, scan, copy and fax activities becomes more important and allow companies to streamline budget allocation and cost recovery. Kayleigh job accounting software is an option for organizations looking to incorporate the benefits of authentication along with authorization to account for MFP usage by their employees. Kayleigh software suite offers a solution ideal for small to medium business environments with Sharp MFPs and select non-Sharp printers to implement rules-based printing policy to minimize waste.

  *Kayleigh key benefits:*
  - **Easy authentication** options include network user name and password, ID card or pincode.
  - **Track all activities**. Manage and monitor print/copy/scan activities on Sharp MFPs and select non-Sharp printers to track spending and to optimize resources.
  - **Manage MFP function and feature access** by user, department and set simple rules-based print policies to the organization to minimize waste.
  - **Cost recovery** by billing clients or projects back using the client matter option.
  - **Secure print/copy/scan activities** and allow users flexibility by enabling print release with optional settings from any network-connected MFP.

**sharp** technology
empowers **productivity**

## Output Management for Organizations of All Sizes *(continued)*

*Kayleigh Job Accounting Solution Components*

Kayleigh job accounting solution comprises three software feature options:

- **Job Accounting: MX-SW310 –** Tracks print and scan activities within the organization. Manage access to specific MFPs and set usage limits by users, department or groups.
- **Pull Printing Option: MX-SW311 –** Allows the job to be stored in a secure print queue rather than print immediately. The job can be printed on demand at any Sharp MFP on the network by minimizing waste so you can print what you need, when you need it.
- **Client Billing Option: MX-SW312 –** Makes it easy to bill back clients, cost centers and projects and download reports.
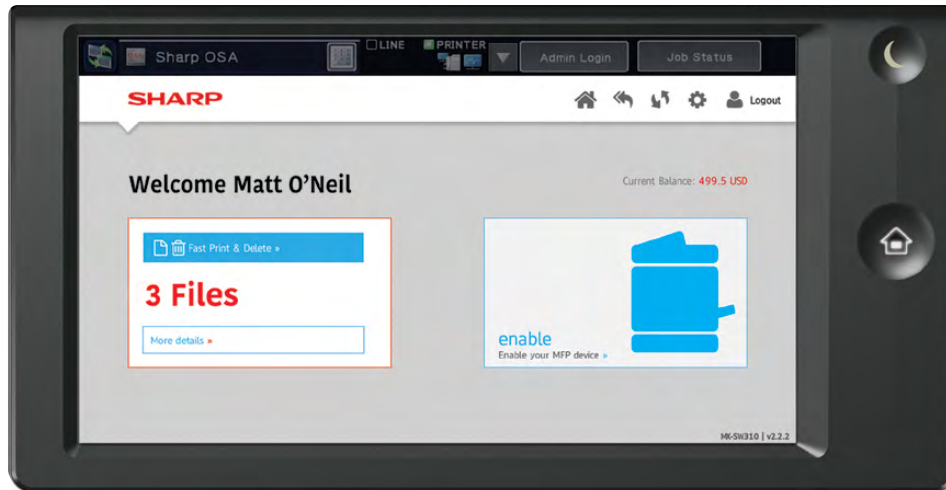


*Kayleigh on the MFP Panel.*

- **Sharp Partner Program Member Applications**

  Sharp and the Sharp Partner Program community offer a broad selection of tightly integrated print release, cost accounting and access control software. Whether your needs are simple or complex, **Sharp Partner Program Members** can provide the right products to help meet your print security and productivity needs. For more information on the products available from the program members, please visit *www.sharp-partners.com/validated.*

# SIMPLIFIED CONTENT MANAGEMENT

Multi-function products are evolving to efficiently handle several complex tasks in one unit—copy, print, scan, fax and more—helping organizations reduce costs and increase productivity. Factor in Sharp's customizable and intuitive user interface with these robust document management capabilities, and you've got a winning combination. Furthermore, Sharp offers a variety of software applications that help to enhance the integrity of hard copy to electronic document processing.

## Integrated and Secure Document Scanning and Sending

With Sharp's powerful ImageSend™ technology, you get one-touch access to features that allow users to efficiently communicate, collaborate and manage documents. It also gives users the option to send scanned documents to the desktop, network folders (SMB), FTP folders, USB, emails, fax and more. Select models also support convenient and secure destinations including "Scan to Home" and "Scan to My Address" to maximize productivity while reducing IT administration. In addition, select models support Distributed File System (DFS) to help ensure information security and integrity, minimizing data redundancy.

*Send scanned documents effortlessly with ImageSend technology from Sharp.*

sharp technology
empowers productivity

28

## Unified Electronic and Physical Documents

Select Sharp MFPs enable users to convert printed documents into different types of digital formats. This optical character recognition (OCR) capability adds extensibility to the document based information. By converting the physical document into a Microsoft Office file or text formats, the document can be instantly accessible for editing and searching right after it is scanned from a Sharp MFP. For printing, select Sharp MFPs allow users to directly print Microsoft Office and text files without requiring a print driver. This can tremendously improve productivity of mobile users, allowing them to print various types of files from their mobile devices, USB memory devices, or Sharp OSA-developed integrations.

## Integrated Scan to Email

**Scan to email** is one of the most popular MFP functions. In addition to the traditional scan to email feature, select Sharp MFPs offer an integrated scanning experience with the Email Connect feature. Supported email services include:

- Exchange Server On Premise
- Exchange Online/Office 365™
- Gmail™ Web Mail Service

The **Email Connect** feature brings both security and convenience to organizations:

- Scan and send email from logged in users
- Access to global and personal contact lists
- Sent history for Outlook or Gmail clients
- Applies Exchange server rules and security (e.g. size limit, destination restrictions)
- Single Sign On (SSO) with OAuth or Kerberos token

## Sharpdesk® Desktop Document Management

Intuitive Sharpdesk personal document management software enables users to easily manage their documents and scanned files. The easy-to-use features help users organize, edit, OCR and even combine scanned and stored files for maximum productivity.
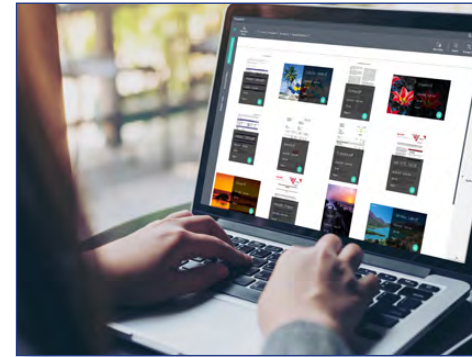
## Streamline Document Workflows with AIP Connect

AIP Connect is an application platform available through Sharp authorized dealers enrolled in the Authorized Integrator Program (AIP). A suite of connectors is available from AIP Connect designed to complement most popular Microsoft, cloud and select vertical environments. Centrally managed to simplify IT administration tasks, the AIP Connect suite of connectors includes:

**Blackboard Learn Connector –** Sharp's integration with Blackboard's flagship learning management system, Blackboard Learn, will enable students to print and scan assignments from any connected Sharp MFP directly to the students' Blackboard Learn courses. This streamlined process can ultimately help increase the timeliness and flexibility of student assignment submissions. Institutions can optimize their technology investment by leveraging the Blackboard Learn connector as part of the AIP Connect suite to help increase classroom engagement and experience the integrated solutions from Sharp and Blackboard.

**Email Connector –** Supporting both on-premise Exchange® Server or Exchange Online® cloud environments, the Email Connector for Sharp OSA-enabled MFPS provides authenticated users with access to all the features normally associated with Microsoft Outlook.  Scan to email messages take on the identity of the authenticated user who sent it, not unknown sources. Scanned emails appear in the senders sent messages folder.  Added enhancements for the Email Connector offer a default setting option for users to copy themselves as well as the intended recipient as well as support for SMTP webmail services.

**Network Connector –** With the Network Connector, your Sharp MFP now becomes a convenient way to scan and save routine hardcopy documents to any network share. Seamless integration to Microsoft Active Directory networks provides authenticated users with access to their home folder as well as shared network folders right from the Sharp OSA-enabled MFP's control panel.

**OnBase® Connector –** With the OnBase connector, Sharp MFPs provide seamless integration with OnBase enterprise content management software by Hyland Software®. This enables users to upload scanned physical documents into OnBase as well as enter keywords right from the MFP. The OnBase connector will help establish critical industry-specific business processes in the enterprise, healthcare, education and more.

**OneDrive® Connector –** The OneDrive connector helps meet the increased demand for and adoption of Microsoft cloud services. The OneDrive Connector allows users to scan documents to and print from their Microsoft OneDrive for business account directly from the Sharp MFP. Seamless integration with Microsoft OneDrive brings additional convenience and productivity for cloud-enabled workplaces.

**SharePoint® Connector –** With the SharePoint Connector, Sharp MFPs provide seamless integration with the Microsoft SharePoint server, enabling users to upload scans of hardcopy documents and enter keywords right from the MFP. Users can also browse SharePoint document libraries at the MFP and select where to store scanned documents.

sharp technology
empowers productivity

# EFFICIENT CLOUD COMPUTING

## Why Cloud?

With the growing adoption of mobile devices in business, having access to documents virtually anywhere from any device becomes increasingly important. Software as a Service (SaaS) solutions help maximize productivity, and provide the ability to share and collaborate with team members regardless of location. Businesses are turning to the cloud so projects can remain on schedule.

Essentially cloud computing is using shared IT resources "on-demand" over the Internet. It is very cost effective for businesses because it is highly scalable; you pay for what you need. Additionally there is lower burden on IT resources. No one has to install individual desktop clients, or purchase and maintain servers.

## Connecting to Cloud Services*

Through the **Cloud Connect**[4] feature on Sharp's new generation of multi-function products, organizations can seamlessly integrate their paper-based document workflows with popular cloud services. Without requiring external applications or additional installations, these MFPs offer you a built-in ability to connect to the cloud. With simple configuration, your IT team can extend cloud services to efficiently manage paper-based documents. In addition, employees can conveniently access and print their cloud-stored documents directly from the user friendly MFP operation panel. For optimal user experience, single-sign-on is supported. Users can login once and conveniently scan documents or access cloud-stored documents directly from the Sharp MFP.

Currently supported cloud services include **Box™, Dropbox, Gmail™, Google Drive, OneDrive for business, SharePoint® Online and Outlook/Office 365**.

* A new Application Portal will be available in Spring 2019 to support the cloud connectors as independent apps requiring no firmware updates.
Note: The Dropbox connector is only available with the latest Sharp Essentials and Advanced Series 2 MFP models forward. The Sharp Essentials Series 2 MFP models require the MX-AMX2L option for the Dropbox Connector.

## Connecting to Third-Party Cloud Services *(continued)*

### *Cloud Connect feature includes:*

- Scan physical documents into popular supported cloud services.
- Print documents on demand from these popular cloud services at the MFP operation panel.
- Supported file formats include **Microsoft Office**[4], **PDF**, **searchable PDF**[4] and more.
- Convenient **single sign-on** to both the MFP and supported third party cloud services.

*Built-in ability to connect to the cloud.*

## Cloud Portal Office

Cloud Portal Office from Sharp is an award-winning document management and collaboration software service for storing and sharing electronic files and scanned documents. Fully integrated with Sharp OSA-enabled MFPs and Sharp AQUOS BOARD interactive display systems, Cloud Portal Office helps maximize workplace efficiency.

### *Key Benefits of Cloud Portal Office:*

- Flexible content management
- Tighter control over who can access, edit and share your files
- Reduced storage costs
- "On-the-go" access to stored content
- Quickly share meeting materials at the AQUOS BOARD interactive display
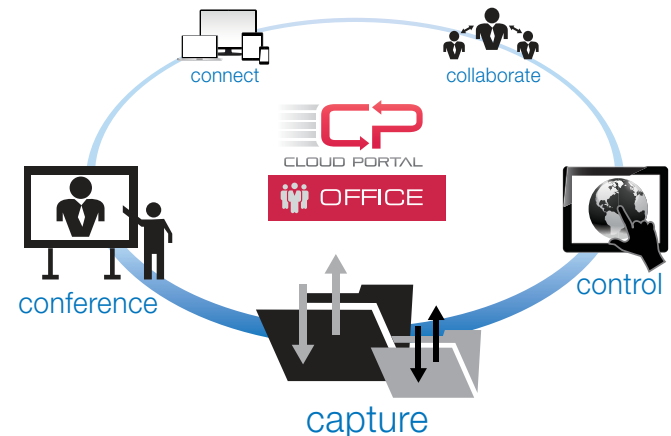
connect    collaborate

control

conference

capture

**sharp** technology empowers **productivity**

# OPTIMUM DEVICE UPTIME

In today's business world, an immense amount of business information is still communicated on paper. This information must be printed, copied and scanned as a part of the document workflow process. As a result, uninterrupted uptime of MFPs and printers is important to keep up with the speed of business communications. The Sharp device management suite delivers unparalleled control over the administration of Sharp MFPs through intelligent tools. All MFPs and printers in your network are effortlessly managed and monitored to maximize uptime and ensure the continuous flow of important business communications.

## Sharp MFP Web Interface

The award-winning Sharp MFP Home Page is an embedded device configuration site that makes it easy for users and IT managers to administer the MFP through a standard web browser. Once authenticated, users can change their profiles and document filing folder settings, as well as maintain their one-touch address keys to quickly distribute scanned documents. From anywhere on the network, IT managers can log in and access the device's status, system, cloud connect, security and network settings, as well as maintain user accounts, specify diagnostic email alerts, clone settings and more. Administrator access can be protected via complex password.
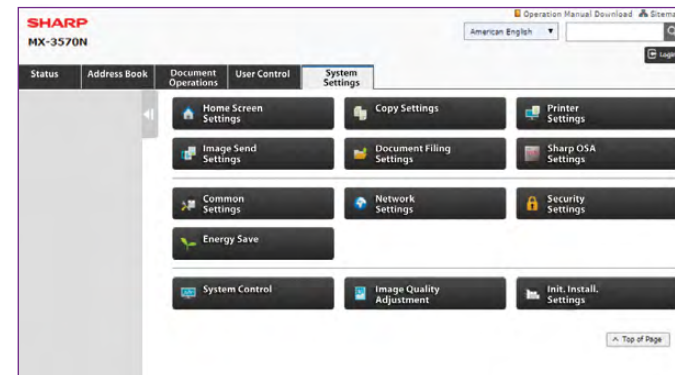
*Sharp MFP Home Page*

## Sharp Remote Front Panel

Sharp Remote Front Panel is a powerful tool that enables users and support staff to remotely view the MFP's operation panel and control its features and functions from anywhere via a network. IT managers can see the same exact screen that the end user is viewing, allowing them to quickly understand issues and take the appropriate actions to solve them. Since IT managers can control the device remotely, this capability helps eliminate a costly visit to provide support, thereby reducing users' wait time.

*Sharp Remote Front Panel*

**sharp** technology
empowers **productivity**

## Sharp Remote Device Manager (SRDM)

SRDM is a device management and monitoring tool to facilitate centralized management of Sharp MFPs and printers as well as SNMP-compliant printers. From the console, IT managers can view detailed information on each device, such as network connectivity, consumable levels and impression counts. The direct access to remote front panel enables support staff to view and control the LCD panel from anywhere on the network, as well as the ability to review service logs and update firmware. For more intuitive views and to expedite trouble shooting, devices can be grouped together in the utility by model, department, location, network status, IP address and more. Rapid deployment of MFPs can also be accomplished by distributing print drivers to network clients and cloning the settings of a reference device to other similar models all at the click of a button. Toner level is monitored in 1 percent increments on select models.

*Key features include but are not limited to:*
- Manual or automated device discovery
- Remote device monitoring on status and consumables
- Remote device security, network and system configurations
- Remote access to device's front panel to provide quick user assistance
- Driver distribution to reduce IT support time
- Security dashboard to centrally enforce security policies
- Scheduled power management to optimize energy usage
- Device cloning and storage backup to facilitate deployment and business continuity
- Email notifications to keep IT administrators aware of critical issues
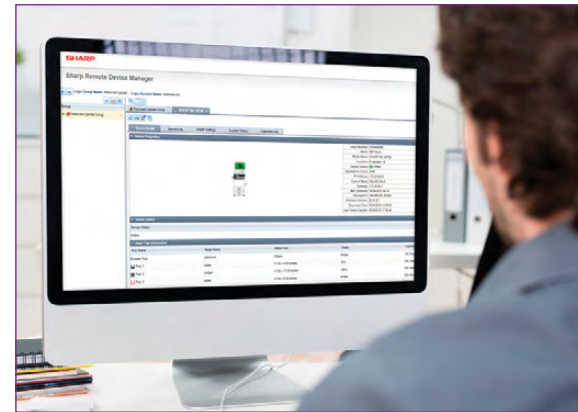
*Sharp Remote Device Manager*

## Sharp Printer Status Monitor

The Sharp Printer Status Monitor is an easy-to-use utility that provides users with real-time information from each MFP directly on their desktop. Prior to sending a job, users can review the device's status, paper supply and toner levels. Information on the progress and completion of each user's print job, as well as preventive maintenance warnings also help to increase device uptime.

*Remote Operation Panel*

sharp technology empowers productivity

35

## Remote Email Diagnostics

Putting timely and relevant information into the hands of key operators, IT managers and Sharp-authorized service providers is a breeze with Sharp Remote Email Diagnostics. IT managers can easily configure event-driven or scheduled alerts such as low consumable levels, maintenance reminders or click counts and specify the list of recipients for each. This helps bring attention where it is needed, when it is needed, for increased device availability and reduced costs.

## MICAS℠

MICAS is a cloud-based device management application that uses Sharp's Remote Email Diagnostics (R.E.D.) and SNMP to collect device data and alerts. Sharp Authorized Dealers can use the MICAS service to help monitor and track the status of your devices, making device management hands-free. This unique service tool helps generate automated meter data, real-time service alerts and advanced device monitoring tools. Service providers may offer remote service capabilities and OEM device support via the MICAS Agent, a locally-installed software at your office. Whether your company is large or small, local or remote, the MICAS service will help keep your devices up and running.

Monitoring tools enable real-time alerts and remote diagnostics to help optimize device uptime.



*MICAS Agent Screen*

# SECURITY THROUGHOUT THE ORGANIZATION

As MFPs and printers become parts of organizations' integrated document workflows and business processes, security becomes a serious concern. Securely managing business and user data is critical for corporations to be successful. Sharp addresses these concerns by providing a suite of integrated security features designed to help protect your information and document assets.

## Physical Security Threats

Typically, MFPs are located in common areas accessible by multiple people. **Unauthorized personnel can potentially access and enter corporate networks when devices are not fully protected**. In addition, any information stored on a local desktop computer or a server accessible through the network can be printed without authorization. Meanwhile, at the MFP device, confidential information can be accidentally or even purposely copied from stored documents, taken from the output tray or faxed without authorization.

## Network Security Threats

Unsecured access to your company's stored data makes you vulnerable to having it stolen or altered. Furthermore, cyber criminals may obtain confidential information by unleashing a Denial-of-Service (DoS) attack, a phishing attack, or a virus via the network to launch an advanced cyber-attack. Phone line communications or network data could easily be intercepted when proper security measures are not implemented. Even MFP data stored on a hard disk drive or in memory could be compromised or stolen if not protected.

## Privacy • Authorization • Confidentiality • Protection

sharp technology
empowers productivity

# PROTECTING YOUR ASSETS FROM VULNERABILITY

## The Leader in Digital Information Security

Sharp was the first to address security in digital imaging and received the first Common Criteria validation for an MFP in 2001. Since then, Sharp has been regarded as one of the industry's MFP and printer security innovators. Businesses and government agencies worldwide have come to depend on this level of assurance, which Sharp pioneered and for which it continues to set the benchmark.

## The Sharp Security Suite

Sharp helps IT administrators and organizations achieve optimal document security through the Sharp Security Suite. The Sharp Security Suite is effective at helping prevent unauthorized access to your network and your most confidential information with safeguards that have been designed from the ground-up. Sharp MFPs utilize a multi-layered approach for protection – providing better control over the users, devices, ports, protocols and applications that access Sharp MFPs on your network.

*Sharp Security Suite includes:*

- Standard MFP security features
- Data Security Kit
- Sharp print drivers and security software
- Sharp OSA technology-enabled security application

HELP PROTECT
**CONFIDENTIAL DATA**
with the **SHARP SECURITY SUITE**

## Data and Information Security

Sharp's standard MFP security features coupled with the optional Data Security Kit (DSK) protects and controls the major MFP systems and subsystems (print, copy, scan, fax jobs, network settings, memory components and local user interface). The Sharp data encryption method uses the Advanced Encryption Standard (AES) algorithm 256-bit[5] on all data before it is written to RAM and the hard disk drive. It also can provide up to 10 times data overwriting routines[5] to minimize information leakage. Select Sharp MFPs support DoD 5220.22-M data overwrite for optimal data security. In addition, when the device is retired, Sharp MFPs include a standard End-of-Lease feature, that when implemented, ensures that all confidential information and personal data is overwritten before the device leaves customer's facility.

## Access Control Security

To limit unwanted access to each device, Sharp MFPs can utilize account codes, user/group profiles, passwords, or external user accounts contained in the local device address book or global user directory. All user credentials are transferred using a proven combination of Kerberos, Transport Layer Security (TLS) or AES 256-bit encryption to help avoid interception. In addition, select Sharp MFPs can be registered as a computer with the Microsoft Active Directory® domain, providing strong Kerberos token-based authentication and authorization. IT administrators can securely and conveniently manage devices and access to "scan to folders" and "scan to emails" with an advanced level of control.

## Network Security

Sharp MFPs feature an intelligent network interface that can limit access to specific computers on a network by IP or MAC address, and selectively enable or disable any protocol or service port on each device. All communications to and from the MFP can utilize TLS for secure transmission over the network, and most devices also support SMB, IPv6, IPSec, 802.1X and SNMPv3.

## Fax Security

The architecture of Sharp MFPs provides a logical separation between the fax telephone line and LAN. It is, therefore, virtually impossible for attackers to gain access to the internal systems of the MFP or the local network from the MFP fax board. Additional security features are incorporated such as disabling broadcasting, allowing and rejecting reception from specific numbers, user authentication and more.

## Document and Email Security

Protection for sensitive documents can be assured through Sharp-encrypted Adobe PDF files for scanning and printing, or access control and encryption using TLS protocols for scanning, printing, email and setup. In addition, S/MIME email encryption can be enabled for secure email communications.

For more integrated email security, select Sharp MFPs offer the Email Connect feature which establishes a direct connection with Exchange servers/Office365 or Gmail. This also ensures the email is sent by the logged in user (not via the generic MFP address). The email containing the scanned document is then stored in user's sent folder. For the Exchange server, all server rules and security (e.g. size limit, destination restrictions) are applied to maintain the organization's email security policy.

## Audit Trail Security

Sharp's granular audit trail and job log feature provides comprehensive auditing of all user activity. Certain federal regulations parameters, such as "to," "from," "when" and "file name" can be logged, reviewed and archived for conformance. In addition, IT managers can monitor and review event logs such as when and what setting changes were made, or what IP addresses access the device. Such events can be sent to an organization's Syslog or SIEM system for integrated security management.

| Threat Types | | New Risks – Third Platform | |
|---|---|---|---|
| **Insider Security Breach** | **Cyber Attacks** | **Mobile Adoption** | **Cloud Services** |
| • Wrongful distribution or viewing of confidential information | • Email containing malware and bots | • Data and network security vulnerability from BYOD | • Uncontrolled use of cloud services |
| • Improper routing of sensitive information | • Email Phishing | • Mobile OS vulnerability | • Business continuity and vulnerability challenges |
| • Unauthorized access to data stored on the MFPs, folders and other services | • DDoS attacks | • Malicious apps | • DoS attacks |
| • Lost laptops and mobile devices | • Password hacks | • Infect mobile devices for monetization | • Cloud service hijack for ransom |
| | • Malware and ransomware attacks through network and system vulnerability | • Misplaced mobile devices | |

**sharp** technology
empowers **productivity**

# SECURITY FEATURES AT-A-GLANCE[6]

## DATA AND INFORMATION SECURITY

Sharp MFPs provide a wide range of data security capabilities as an integral part of the device's architecture, or as a function of an optional Data Security Kit (DSK).

- Automatic Data Overwrite
- Manual Data Overwrite[7]
- Custom and DoD 5200.22-m
- End-of-Lease Data Erase
- Power-Up Data Overwrite[7]
- Up To 10-Times Data Overwrite
- 256-Bit AES Data Encryption
- Trusted Platform Module (TPM)[7]
- Application Whitelisting
- Self-recovery Firmware
- Data Back Up

## ACCESS CONTROL SECURITY

Sharp MFPs can be configured to help provide iron-clad user access control.

- User Authentication (Local/LDAP/Active Directory)
- Group Authorization
- Active Directory Group Policy
- Page Limit Control
- Password Protected Access to Device Home Page (Administrator and User)
- User Authority Setting
- Single-Sign-On (Kerberos and OAuth Token)
- Management of Currently Logged-In Users
- USB Card Reader Support
- ID Card User Authentication
- Scan-to-Home and Scan-to-Me
- Restrict List Printing[7]
- Disable Destination Selection
- Disable Address Book Registration
- Receipt Rejection from Specified Sender(s)

## NETWORK SECURITY

Network security with MFPs and printers is one of the most critical concerns. Sharp offers various features to help protect organizations' IT network.

- TLS Encryption (2048 bit Key supported)
- Security Policy Management
- SNMPv3 Support
- SNMP Community Name Support
- Kerberos
- IPv6 and IPsec
- Device Certificates
- IP Address Filtering
- MAC Address Filtering
- Port Control
- IEEE 802.1X™ Authentication

## EMAIL SECURITY

Send to email is one of the most common tasks for document scanning. Organizations can ensure secure send to email with Sharp MFPs.

- User Authentication
- S/MIME
- Send Only to Logged in User's Email Address
- Send from Logged in User (Email Connect)
- Store Sent Email on Sent Item Folder
- Apply Exchange Email Rules to Send to Email
- Single-Sign-On (SSO) (Kerberos and OAuth token)

## FAX SECURITY

*(Fax option may be required)*

Customers who have Sharp MFPs equipped with the fax option can be assured that the architecture of the MFP provides a logical separation between the fax telephone line and the Local Area Network (LAN).

- Segregated Fax Line
- Prevention of Junk Fax
- Confidential Fax

## MOBILE AND WIFI SECURITY

Embrace mobile printing and scanning by eliminating unauthorized access to corporate network.

- User Authentication
- Print Retention
- PIN Number Printing
- Access Point WiFi Mode

## DOCUMENT SECURITY

Protecting data on an MFP is only part of what's required to ensure complete end-to-end document security. Sharp MFPs employ a number of means, that if implemented, can help assure customers that their document data will remain confidential.

- Secure Print Release with a PIN Number
- Encrypted PDF (AES 256 bit Encryption)
- Encrypted PDF Lockout
- Tracking Information Print
- Hidden Pattern Print and Detection[7]

## PRINT SECURITY

Printing is the most common use of MFPs and printers. Sharp helps protect and secure print jobs during transition and at the printer.

- User Authentication
- TLS Encryption
- Secure Print Release with a PIN Number
- Serverless Print Release
- Sharp OSA Applications

## AUDIT TRAIL SECURITY

Sharp MFPs offer extensive internal logging. Audit tracking is often a critical component to monitor user and device activity. Sharp MFPs can also provide the following information:

- Job Log and Usage Tracking
- Image Job Log
- Reporting and Data Export
- Administrator System Audit Logs
- Syslog Protocol RFC 5424/3164 for Syslog/SIEM Integration
- Program Partner Applications
- SRDM Security Policy Management Features

41

# MEETING SECURITY STANDARDS AND CERTIFICATIONS

## Security for Private Sector and Corporate Organizations

Sharp MFPs provide robust control over information access, transmission and tracking to facilitate compliance with stringent mandates. This can mitigate risk and help avoid any penalties or lawsuits for noncompliance. By implementing the Sharp Security Suite, Sharp MFPs can help many types of organizations reach and maintain compliance:

- **Educational Institutions** can meet the requirements of the Family Educational Rights and Privacy Act (**FERPA**) to protect student education records.
- **Financial Institutions** can maintain the privacy requirements of the Gramm-Leach-Bliley Act (**GLBA**).

- **Healthcare and Insurance Providers** can achieve and sustain Health Insurance Portability and Accountability Act (**HIPAA**) compliance with confidence.
- Businesses across all industries can benefit from the strict controls over financial information required under the Sarbanes-Oxley (**SOX**) Act.

## Security for Public Sector and Government Organizations

Threats to government infrastructure are rapidly growing and the number of attacks continue to rise. On one hand, information sharing is critical for the efficiency of these organizations. On the other hand, security management is becoming more challenging for IT managers. Sharp can help your organization meet US and local government information security requirements through ISO 15408/Common Criteria certifications or comprehensive security features such as data encryption, End-of-Lease feature, administrator audit logs and more.

- **Common Criteria (CC) and ISO 15408**
  ISO 15408 (International Standard Organization 15408) refers to a set of evaluation standards for security products and systems established by the Common Criteria program. It provides a high level of confidence in the security functions of the products evaluated. Sharp is the first MFP manufacturer to achieve certification against the new Common Criteria Protection Profile for Hardcopy Devices v1.0 (HCD-PP v1.0).

**sharp** technology
empowers **productivity**

# INTEGRATED BUSINESS PROCESSES

## Sharp OSA Technology Enables Integration, Customization and Personalization with Enhanced Security

Sharp OSA technology is a software development platform for Sharp MFPs. It is based on industry standard Web-services/Web API technology and delivers integrated and customized interfaces which help streamline your business processes. Sharp OSA technology helps provide extended access to mission critical business information while your IT network and security policies are maintained.

## Sharp OSA Technology for Your Organization

Sharp OSA technology can help employees at every level of your organization by optimizing your IT investment, reducing costs, enhancing productivity and simplifying IT management:

### Business Owners, CEOs, COOs and CFOs
- Optimized investments in imaging systems
  - Improved employee performance
  - Compliance with industry regulations
  - Cost reductions and optimized Sharp MFP capability

### End-Customers and Business Process Owners
- Instant productivity through engaging interfaces
  - Intuitive and easy-to-use graphical user interface
  - Simplified steps to process documents faster
  - Seamlessly integrated daily document workflow

### IT Managers and Administrators
- Integrated document and information security
  - Improved access control and user management and usage tracking
  - Integrated corporate IT assets and security policies
  - Simplified management and support

### Application Developers and System Integrators
- Extensive Support and Resources to Accelerate Development
  - One of the strongest programs and developer networks in the industry
  - Variety of resources available, including MFP simulator, documentation, developer hotline and more
  - Wide range of programming languages supported on Web-services/web API and Webkit browser-based platform

sharp technology
empowers productivity

## Industry Leader in Web-Services Based MFP Technology Platform

Sharp pioneered the first web services-based MFP technology platform. Since the birth of Sharp OSA technology, Sharp has been playing an important role in creating the industry's ecosystem. Developing strong connections among independent software vendors, solution providers and IT customers, Sharp has been helping organizations become more competitive in the marketplace.

## Cloud-Ready Platform for Intelligent IT Decision Making

Sharp OSA technology is cloud ready, enabling your IT department to make intelligent and informed decisions when it comes to solution deployment. With RESTful Web API, Sharp OSA technology supports Software as a Service (SaaS) or cloud-enabled environments by efficiently assisting communications involving intermediaries such as firewalls. Enabling secure and scalable communications, Sharp OSA cloud-ready technology further expands flexibility in how the document workflow and security solutions are implemented.

OSA®
Sharp Open Systems Architecture

SHARP OSA 2 PLATFORM
Developer program starts
**2006**

SHARP OSA 3.5 PLATFORM
Flexible UI ID card reader support
**2009**

SHARP OSA 4 PLATFORM
RESTful Web API, Cloud-ready platform
**2011**

SHARP OSA 4.5 PLATFORM
Extended Platform for EAM
**2014**

SHARP OSA 5 PLATFORM
Cloud connect OCR, direct print, and more – Web kit-based browser
**2016**

SHARP OSA 5.5 PLATFORM
Integrated AD environment Device control via Voice and Mobile
**2018**

## Sharp OSA SDK and License Types

The Sharp OSA Software Development Kits (SDKs) are designed to meet practically every development objective and business need.

**TYPES OF SHARP OSA SDK**

| PLATFORM | STANDARD SHARP OSA SDK (SUPPORTED ON ALL SHARP OSA VERSIONS) | EXTENDED SHARP OSA SDK (AVAILABLE ON SHARP OSA4 AND ABOVE PLATFORM) |
|---|---|---|
| Functions | • On-Premise Communication Support | • Cloud/SaaS On-Premise Communication Support |
| | • UI Customization | • UI Customization (Webkit-based browser available for Sharp OSA 5 platform) |
| | • Job Control <br>   • Scan <br>   • Print | • Job Control <br>   • Scan <br>   • Print <br>   • Copy <br>   • Fax and Internet Fax <br>   • Document Filing |
| | • EAM Account Control | • EAM Account Control |
| | • USB Device Control | • USB Device Control |

The following modules enable Sharp OSA technology on the device. Select MFP models include these modules as standard.[8]

- **MX-AMX2 Application Communication Module (ACM)**

  Allows Sharp OSA applications to control jobs and functions of Scan, Print, Copy and Fax.

- **MX-AMX3 External Accounting Module (EAM)**

  Allows Sharp OSA applications to control accounting features.

# ALIGN WITH TECHNOLOGY LEADERS

Sharp is committed to meeting the ever-changing demands of the market and has fostered an active and extensive Sharp OSA Developer community whose products help add value and functionality to our award-winning MFPs. As one of the most inclusive in the industry, membership in the Sharp Partner Program is open to qualified software and hardware vendors, authorized dealers and Sharp customers.

Working with Sharp technology, including the Sharp OSA platform, Sharp Partner Program members are able to deliver highly customized solutions that enable MFPs to reach deeper into the organization than ever before. They are also able to develop unique and engaging user interfaces on the LCD display that help facilitate operation and can help increase productivity and overall efficiency. Customers can choose to leverage an existing Sharp OSA-developed application or they can join the program to develop their own custom integrations.

All members of the Sharp Partner Program, Sharp OSA Developers and companies with compatible applications, are given the option to join the Marketing Program to have their products validated by Sharp and gain access to joint marketing tools. There are two types of validation:

- **Sharp OSA Validation**

  Sharp OSA Validation tests the developer's application against a set of criteria to help ensure that the connection between Sharp OSA-enabled MFPs and the developer's application works as specified. Upon successful completion of testing, the integration earns the recognition of being Sharp OSA Validated and is promoted with the use of the Sharp OSA Validation icon, providing you with assurance of successful operation on the supported Sharp OSA-capable MFPs.

- **Sharp Compatible Validation**

  In addition to developers of Sharp OSA applications, the Sharp Marketing Program is also open to qualified software and hardware vendors with products complementary to Sharp MFPs. To qualify, vendors must submit their product for Sharp Compatible validation. Once validated the compatible product is promoted with a unique Sharp Compatible Validation icon, providing confidence that they will work with supported Sharp MFPs.

sharp technology
empowers productivity

# VALIDATED PROGRAM MEMBER PRODUCTS[9]

### ACDI

ACDI is a manufacturer of superior copy and print control devices. The EX2000SWB Vending System copy and print control device allows users to make copies via coins, bills, cards and/or PIN accounts. It provides payment options with optimum reportability. In addition, it allows organizations the option to charge multiple price lines for color, B&W and premium paper sizes. You can track all meter usage through comprehensive reports that make reconciling easy.

### BITS

Formed in 1990, Business I.T. Systems Ltd. has developed a number of innovative software solutions designed to bring productivity gains to digital and networked environments. They are the makers of Metis, which is designed to report meter click information either collected automatically from the email server or entered manually (for those machines that do not have the email capability). Reports can be printed in a variety of formats giving the flexibility to record the required information. From the reports users can be billed for their prints and copies giving the ability to recharge the cost.

### Corelan Technologies

Corelan Technologies is a software development company with expertise in the Document Management domain. Corelan's core products include software for document archiving, workflow and business process automation, deployed as an appliance, on-premise and cloud. docukit is a server and document management software in one, providing direct integration with Sharp OSA®-enabled MFPs. With secure login credentials, only authorized personnel will have access to search, view, download and edit the archived files. Since all components are built-in and integrated, implementation is fast and easy.

### DocuWare

Founded in 1988, DocuWare ranks among the worldwide leading integrated document management software companies. The DocuWare application automates business processes by easily and securely managing any type of document, regardless of format or source, in a central document pool with authorized access worldwide.

## DPD International

DPD International, maker of GoldFax™ software, is a leader in Windows Network Fax Server solutions providing affordable prices for small, medium and Fortune 1000 organizations worldwide. The GoldFax application, built on Microsoft .NET™ technology, integrates Sharp OSA-enabled MFPs into an enterprise-class Fax Server solution at a small business price.

## Drivve

Drivve's powerful solutions support the entire document life cycle and are seamlessly integrated with the control panel of Sharp OSA-enabled MFPs. Drivve | Image™ is a document capture and routing solution that allows users to quickly and easily capture paper documents and their metadata for ongoing processing from the MFP control panel. Drivve | DM™ is an award-winning document management and workflow solution that can help you securely index, share, find, process and control digital documents. Drivve | Print™ is an office print and cost recovery solution with modules for mobile printing, device authentication, pull printing and usage tracking/reporting.

## ECI

ECI is a leading provider of business management and e-commerce systems software for growing and midsize companies. ECI software provides advanced technology for both network and local device data collection, TCO analysis, automated meter billing integration (e-automate, OMD, LaCrosse) and supply and service alert filtering and workflows. FMAudit™ software can be remotely installed, maintained and updated. FMAudit Enterprise is a comprehensive software solution for managed print and business process automation. PrintFleet Enterprise™ DCA (Data Collector Agent) software application collects critical MFP data and sends the information to the dealer's centralized database. Users can log into the dealer's custom PrintFleet Web interface to view and analyze the data, or set up automated service alerts, reports, maintenance flags and meter exports.

### Elatec

Elatec USA, Inc. provides RFID card readers to be used in the document management services market. The TWN4 MultiTech Card Reader can read the majority of the card technologies on the market today and can simultaneously detect those cards from both the 125kHz / 134.2kHz and 13.56MHz frequency bands. The reader communicates with the MFP or printer via USA and enables user authentication at the device and is supported by virtually all major document management software solutions.

### EveryonePrint

EveryonePrint specializes in software development, web and payment processing. Their products and services are used globally by many universities, educational institutions, government agencies and corporations worldwide. EveryonePrint Mobile Printing Software was developed in response to the many requests for features not found in any other mobile print solution. EveryonePrint installs in minutes, and lets users print from their notebooks or mobile devices with extreme ease.

### Fabsoft

Fabsoft is a software manufacturer specialized in the automation of various document technologies involving variable data printing, document capture, distribution and print management. With over 20 years of experience, their best-in-class software is backed by highly trained product specialists that help companies implement the perfect workflow solution. The Reform® VDP is a fully scalable and versatile software solution capable of automating every critical workflow process within a business, such as document routing, print management and variable data printing. Reform possesses the capacity to boost a company's day-to-day productivity, thereby promoting sustainable business growth.

### FaxCore

Leveraging more than 15 years of fax server industry experience, FaxCore Inc. is a leading provider of fax server solutions. FaxCore™ is a fax server built on the Microsoft .NET® platform. Fax-enable Sharp OSA-capable MFPs, email servers and other business applications easily and seamlessly. FaxCore's Web interface allows for browser-based faxing anywhere anytime and the appliance approach is easy to sell and support.

## InfoDynamics

InfoDynamics is the innovator of inPOINT and Intact Document Solution Software. inPOINT supercharges your Sharpdesk software or Network File System with auto-naming and filing of scanned documents and can query existing databases to help eliminate 90 percent of data entry and make renaming, moving and filing a thing of the past. Intact SMART™, a simple and fresh new take on feature-rich document management is a powerful easy-to-use solution that turns Sharp OSA-enabled MFPs into the center of productivity for any business. With Intact Books SMART™, the innovative integration with QuickBooks® you will increase productivity, ease-of-use and maintain uncompromising security.

## Innovolt

Innovolt provides power protection solutions that make electronics more reliable. Their CoreProtect delivers maximum protection for lower-cost Segment 1 and 2 copiers and printers. Innovolt's SmartProtect solution helps decrease office equipment downtime associated with power disturbances while the SmartProtect Plus enables real-time remote monitoring and analysis of the power profile at customer sites, providing service managers and technicians with information to help resolve field issues quickly. The InnovoltPro series combines protection and remediation capabilities for use with High-Volume Office and Production Environments.

## Jamex

Since its inception in 1981, Jamex has consistently delivered high-quality vending solutions for copiers, network printers and fax machines. Jamex provides software and hardware for self-service copy and print vending in a wide variety of vertical markets. The NetPad™ Touch boasts an array of impressive hardware and software features, making it the easiest, most secure self-service credit card vending solution.

## MaxxVault

MaxxVault provides electronic document management solutions to small, medium and large companies in many vertical industries. MaxxVault software provides easy to use and administer document management with diverse capture options, indexing, text and index search, workflow, archiving, version control, auditing and records management. MaxxVault scales as needed from a narrow feature set in a single department to a full enterprise-wide installation. MaxxConnect integrates MaxxVault Enterprise and MaxxDocs with Sharp OSA-enabled MFPs.

## M-Files

M-Files enterprise information management (EIM) solutions can help improve and simplify how businesses manage documents and other information in order to become more productive, more efficient and stay compliant. M-Files helps eliminate information silos and provides quick and easy access to the right content from any core business system and device. The unique metadata-driven architecture enables users to find the right document instantly with a keyword search – no need to navigate through folder structures. Plus, check-out and check-in features eliminate problems of data loss that can result with simultaneous changes to documents.

## PaperCut

PaperCut Software is an Australian company that developed PaperCut™ MF, the low cost software solution that enables the control and management of printers and multifunctional devices. PaperCut MF is primarily used to manage print and copy access, implement quotas, charge per page and account by user, department or client via silent tracking or enforced selection. The application is used across all markets: education and small, medium or enterprise businesses ranging from one to many hundreds of thousands of users.

## Pcounter

Created in 1993, Pcounter is a division of A.N.D. Technologies, a pioneer in innovative print management software. Pcounter is a popular and competitively priced application used worldwide for print/copy tracking and management most often in education and other vertical business markets to track usage on printers of all shapes and sizes. Sharp OSA technology helps extend the functionality of Pcounter to include tracking of all walkup activity (copy/fax/scan) on Sharp OSA-enabled MFPs. It also provides authentication services, both card-based and data input, via the LCD touch screen.

## Print Audit

Print Audit is a print management company that develops print tracking software and hardware solutions that enable organizations to analyze, reduce and recover their printing and photocopying costs. Print Audit Embedded integrates directly with the touch screen on compatible Sharp OSA-enabled MFPs allowing users to track walk-up copying, scanning, faxing and server printing with the Print Audit database. Users authenticate through the Sharp MFP LCD panel to access device features. All document details and costs are tracked along with the username and/or validated billing information.

### PrintNet Solutions

PrintNet Solutions is the creator of the CopyNet™ Web portal utility designed for Sharp OSA-enabled MFPs. CopyNet provides machine owners with both an external Internet and extranet portal that their customers may use to submit print jobs to Sharp OSA-enabled MFPs. The portal has a built-in PDF converter that converts over 300 file formats from their native data to PDFs. This enables MFPs to print these files automatically, eliminating the need for machine owners to have the authoring software or any plug-ins and printer description files.

### Prism Software

Prism Software provides a complete suite of industry-leading software applications for the MFP and printer markets. The DocRecord application is an advanced and powerfully featured, low cost document management system for all types of organizations. DocRecord® provides both local and web-based document search and retrieval. Features include: Email retention, Microsoft Office integration, OCR, batch scanning, full text search, advanced search functions, viewing of over 300 file types in their native formats, automated document filing and indexing, audit trails, check-in and check-out, Bates stamping, versioning, roll-back, high security and much more.

### RF IDeas

RF IDeas designs, develops and manufactures proximity and contactless reader solutions that expand building access cards to hundreds of applications. For multifunction printers, the devices blend the need for security and convenience by utilizing the existing employee ID badge as authentication and to eliminate the need to type or key entry. AIR ID® Enroll is a USB reader that enables the use of common contactless smartcard badges for secure printing. pcProx® is a USB reader that enables the use of common proximity badges for secure printing. pcSwipe® is a USB reader that enables the use of common magnetic stripe badges for authentication and secure printing. pcProx Plus Enroll is USB reader for both 125kHz and 13.56MHz frequencies.

## Ringdale

Ringdale is the global provider of FollowMe®, the document output management solution, which provides unrivalled flexibility for organizations looking to reduce costs, increase security and improve the efficiency of their printing environments. FollowMe ensures usability and adaptability within diverse printing environments, supporting both host and office printing. Ringdale invented FollowMe and the print roaming technology in 1997 and has continued to bring customer focused solutions to market worldwide. *www.followme.ringdale.com*

## RSA

Since 1986, RSA has focused exclusively on solving printing challenges for customers by delivering software solutions that make printing documents convenient, simple, accurate and cost-effective. WebCRD™ is an enterprise-class, award-winning Web-based ordering, production management and cost tracking application that automates job submission to the print center. With RDOPrint™, you can leverage your investment in documents created by Xerox® FreeFlow Makeready and DigiPath. RDOPrint converts the proprietary Xerox® RDO (Raster Document Objects) files to PostScript so they can be printed on Sharp MFPs or converted to Adobe® PDF for convenient viewing, sharing and archival.

## Sepialine

Founded in 1998, Sepialine delivers products and services to capture, analyze and report business expenses—print, copy, scan, fax, phone and more—across multiple platforms, devices and sources. Sepialine's award-winning Argos Cost Recovery System is used by leading corporate and service professionals, including graphics, advertising, legal, architecture, engineering and reprographic companies, around the world. Argos OnBoard for Sharp OSA-enabled MFPs provides print, copy and scan tracking capabilities as well as Sepialine's innovative workflow that routes unbilled expense activity to each user's desktop for allocation.

### Square 9 Softworks

Square 9 Softworks is a leading developer of innovative, business-centric software solutions including the award-winning SmartSearch® Document Management Suite. Dedicated to making document management available to organizations of all sizes, Square 9 Softworks designs solutions built on open architecture and cutting-edge technologies that drive efficiency and productivity across all business applications. SmartSearch Office Workflow and the powerful line of Sharp OSA-enabled MFPs can help evolve your office with the introduction of effortless document management. Through direct integration with your Sharp MFP you can easily scan, distribute and store all your documents in a centralized repository.

### Umango

Umango is a global leader in the development of document scanning, file conversion and imaging software. They develop applications that are powerful, yet easy to install, configure and use. With virtually seamless connectivity into back office products, their solutions bring flexibility and efficiency to document processing. Umango Convert is a document conversion and routing utility that runs as a Windows service. Documents are triggered from MFPs, email attachments or network folders and converted into a range of document formats (docx, xlsx, searchable pdf/a etc.), then routed into network folders or a variety of office products. Umango Extract is a scanning application that delivers efficiency in scanning, indexing and storing of documents. Documents are scanned from MFPs or scanners, or imported from network folders and routed into an assortment of office products.

### XMedius

XMedius is a global leader in advanced fax server solutions for IP networks. XMediusFAX™ and OpenLine solutions leverage IP telephony and Unified Communications systems to enhance productivity, collaboration and ROI by integrating fax on the desktop. Deployed worldwide since 2002, XMediusFAX T.38 Fax over IP (FoIP) software is scalable and secure. XMediusFAX™ is Sagemcom's patented IP fax server solution supporting the standardized T.38 Fax over IP (FoIP) protocol. A global IP fax market leader and pioneer since 2002, XMediusFAX can be deployed in small, medium and enterprise organizations and is available in four editions: Service Provider, Enterprise, Express and AXP for the Cisco® ISR.

### X-Rite

X-Rite is the global leader in color science and technology. The company, which now includes design industry color leader Pantone, Inc., develops, manufactures, markets and supports innovative color management solutions including measurement systems, software, color standards and services. ColorMunki Design is an all in one profiling solution combining hardware and software that allows you to work with any color from the visible spectrum. Select PANTONE® colors or capture colors from just about any substrate, plus preview out-of-gamut colors. Essential color control functions for calibrating displays, projectors and printers all in one device.

### Y Soft

Founded in 2000, Y Soft is a progressive, globally operating company that provides print management solutions that enable companies and organizations of all sizes to control reprographic costs and reduce waste. YSoft SafeQ® is an authentication, accounting and access control solution that helps organizations simplify and secure scanning, copying and printing and enforce policies for use of printers and multifunction devices.

Cost Accounting
efficiency

Workflow and
Document Management
productivity

**Partnering** for success

Access Control
security

# Print and Network Compatibility (**monochrome**)

| | MX-B350W/B450W | MX-B350P/B450P | MX-B355W/B455W | MX-M2630/ M3050/M3550/ M4050/M5050/ M6050 | MX-M3070/ M3570/M4070/ M5070/M6070 | MX-M6570/M7570 | MX-M654N/M754N | MX-M905 | MX-M1055/M1205 (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | |
| Speed | 35/45 ppm | 35/45 ppm | 35/45 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 65/75 ppm | 90 ppm | 105/120 ppm |
| Function | C/P/S/F | P | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S |
| Maximum Paper Size | Legal | Legal | Legal | 12" x 18" | 12" x 18" | 12" x 18" | 12" x 18" | 12" x 18" | 12" x 18" |
| On-Screen Image Preview | - | - | Std | Std | Std | Std | Std | Std | Std |
| Network Scanning | Std | - | Std | Std | Std | Std | Std | Std | Std |
| Hard Disk Drive | - | - | Std | Std | Std | Std | Std | Std | Std |
| Remote Front Panel | - | - | Std | Std | Std | Std | Yes | Yes | Yes |
| Retractable Keyboard | - | - | - | Std | Std | Std | Yes | Std | Std |
| Sharp OSA Platform Version | - | - | 5.1 | 5.1 | 5.1 | 5.1 | 4.5 | 5.1 | 4.5 |
| **NETWORK AND PRINT & SCAN SUPPORT** | | | | | | | | | |
| Wireless LAN | Std | Std | Std | Std | Std | Std | Std | Std | - |
| QR Code | - | - | Std | Std | Std | Std | - | - | - |
| NFC Peer to Peer | - | - | Yes | Yes | Std | Std | - | - | - |
| Sharpdesk Mobile Compatibility | Yes | Yes (Print Only) | Yes | Yes | Yes | Yes | Yes | Yes | - |
| AirPrint | Std (V2) | Std (V2) | Std | Yes | Std | Std | - | Std | - |
| Google Cloud Print | Std (V2) | Std (V2) | Std (V2) | Yes | Std (V2) | Std (V2) | Yes | Std | - |
| Sharp Print Service Plugin for Android Printing Framework | - | - | Yes | Yes | Yes | Yes | Yes | Yes | - |
| Distributed File Systems (DFS) | - | - | Std | Std | Std | Std | - | Std | - |
| IPv6 | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Postscript Support | Std | Std | Std | Yes | Std | Std | Std | Std | Std |
| Microsoft Office Direct Printing | - | - | Std | Yes | Std | Std | - | - | - |
| Built-in OCR | - | - | Std | Yes | Std | Std | - | - | - |
| USB Printing | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Compact PDF (Scan) | Std | - | Std | Std | Std | Std | Std | Std | Yes |

Items indicated with "Yes" in the table above may require additional options or software downloads.
* Spring 2019

| | MX-B350W/B450W | MX-B350P/B450P | MX-B355W/B455W | MX-M2630/ M3050/M3550/ M4050/M5050/ M6050 | MX-M3070/ M3570/M4070/ M5070/M6070 | MX-M6570/M7570 | MX-M654N/M754N | MX-M905 | MX-M1055/M1205 (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | |
| Speed | 35/45 ppm | 35/45 ppm | 35/45 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 65/75 ppm | 90 ppm | 105/120 ppm |
| Function | C/P/S/F | P | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S |
| Maximum Paper Size | Legal | Legal | Legal | 12" x 18" | 12" x 18" | 12" x 18" | 12" x 18" | 12" x 18" | 12" x 18" |
| **OS / APPLICATION SUPPORT** | | | | | | | | | |
| Windows 10 | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Windows 2019 Server | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Sharp Universal Driver (for Windows) | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| MAC OSX 10.14 | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Linux | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| SAP Device Types | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **CLOUD AND EMAIL CONNECT FEATURES** | | | | | | | | | |
| OneDrive (Print & Scan) | - | - | Std | Std | Std | Std | - | Std | - |
| SharePoint Online (Print & Scan) | - | - | Std | Std | Std | Std | - | Std | - |
| Goggle Drive (Print & Scan) | - | - | Std | Std | Std | Std | - | Std | - |
| Box (Print & Scan) | - | - | Yes | Yes | Yes | Yes | - | Yes | - |
| Exchange On premise/ Online (Office 365) | - | - | Std | Std | Std | Std | - | Std (Exchange On Premise) | - |
| Gmail | - | - | Std | Std | Std | Std | - | Std | - |
| **CITRIX** | | | | | | | | | |
| Citrix XenApp 7.7, 7.8, 7.9, 7.11, 7.12 | Validated | Validated | Validated | Validated | Validated | Validated | - | Validated | Validated |
| Citrix XenApp 7.5, 7.6 | Validated | Validated | Validated | Validated | Validated | Validated | - | Validated | Validated |
| Citrix XenApp 6.5 | Validated | Validated | Validated | Validated | Validated | Validated | Validated | Validated | Validated |
| Citrix XenApp 5.0, 6.0 | Validated | Validated | Validated | Validated | Validated | Validated | Validated | Validated | Validated |
| **HEALTHCARE ENVIRONMENT** | | | | | | | | | |
| McKesson Star 2000 | - | - | Certified | Certified | Certified | - | - | Certfified | - |
| Cerner | Planned | Planned | Certified | Certified | Certified | Planned | Certified | - | - |
| Epic | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible |
| Meditech Magic OS | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible |

Items indicated with "Yes" in the table above may require additional options or software downloads.
* Spring 2019

# Print and Network Compatibility (**color**)

| | MX-C303W/ 304W | MX-C301W | MX-C250/ C300W/C300P | MX-2616N/ 3116N | MX-2651/3051/ 3551/4051 | MX-3071/ 3571/4071 | MX-2630N/3050V/ 3550V/4050V/ 5050V/6050V | MX-3070V/ 3570V/4070V/ 5070V/ 6070V | MX-6580N/7580N (without Fiery Option) | MX-7090N/8090N (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | |
| Speed | 30 ppm | 30 ppm | 25/30 ppm | 26/31 ppm | 26/30/35/40 ppm | 30/35/40 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 70/80 ppm |
| Function | C/P/S/F | C/P/S/F | C/P/S (C250) C/P/S/F (C300W) P (C300P) | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S |
| Maximum Paper Size | Legal | Legal | Legal | 12" x 18" | 12" x 18" | 12" x 18" | 12" x 18" | 12" x 18" | 13" x 19" | 13" x 19" |
| On-Screen Image Preview | Std | Std | - | Std | Std | Std | Std | Std | Std | Std |
| Network Scanning | Std | Std | Std (C250, C300W) | Std | Std | Std | Std | Std | Std | Std |
| Hard Disk Drive | Std | Std | - | Std | Std | Std | Std | Std | Std | Std |
| Remote Front Panel | Std | Std | - | Std | Std | Std | Std | Std | Std | Std |
| Retractable Keyboard | - | - | - | Option | - | Std | - | Std | Std | Std |
| Sharp OSA Platform Version | 5.5 Lite | 4.5 Lite | - | - | 5.5 | 5.5 | 5.1 | 5.1 | 5.1 | 5.1 |
| **NATURAL LANGUGAGE INTERFACE** | | | | | | | | | | |
| Sharp Copier Skill for Amazon Alexa | Yes | - | - | - | Yes | Yes | - | - | - | - |
| **NETWORK AND PRINT & SCAN SUPPORT** | | | | | | | | | | |
| Wireless LAN | Std | Std | Std (C300W, C300P) | - | Std | Std | Std | Std | Std | - |
| QR Code | - | - | - | - | Yes | Yes | Yes | Yes | - | - |
| NFC Peer to Peer | - | - | - | - | Yes | Yes | Yes | Yes | - | - |
| Sharpdesk Mobile Compatibility | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | - |
| AirPrint | - | - | - | - | Yes | Std | Yes | Std | Std | - |
| Google Cloud Print | - | - | - | - | Std | Std | Std | Std | Std | - |
| Sharp Print Service Plugin for Android Printing Framework | - | - | - | - | Yes | Yes | Yes | Yes | Yes | - |
| Distributed File Systems (DFS) | Std | - | - | - | Std | Std | Std | Std | Std | Std |
| IPv6 | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Postscript Support | Yes | Std | Std | Yes | Yes | Std | Yes | Std | Std | Std |
| USB Printing | Yes | Std | Std | Std | Yes | Std | Yes | Std | Std | Std |
| Microsoft Office Direct Printing | Yes | - | - | - | Yes | Std | Yes | Std | Std | Std |
| Built-in OCR | - | - | - | - | Yes | Std | - | Std | Std | Std |
| Compact PDF (Scan) | Std | - | - | Yes | Std | Std | Std | Std | Std | Std |

Items indicated with "Yes" in the table above may require additional options or software downloads.

# Print and Network Compatibility (**color**) *continued*

| | MX-C303W/ 304W | MX-C301W | MX-C250/ C300W/C300P | MX-2616N/ 3116N | MX-2651/3051/ 3551/4051 | MX-3071/ 3571/4071 | MX-2630N/3050V/ 3550V/4050V/ 5050V/6050V | MX-3070V/ 3570V/4070V/ 5070V/ 6070V | MX-6580N/7580N (without Fiery Option) | MX-7090N/8090N (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | |
| Speed | 30 ppm | 30 ppm | 25/30 ppm | 26/31 ppm | 26/30/35/40 ppm | 30/35/40 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 70/80 ppm |
| Function | C/P/S/F | C/P/S/F | C/P/S (C250) C/P/S/F (C300W) P (C300P) | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S/F | C/P/S |
| Maximum Paper Size | Legal | Legal | Legal | 12" x 18" | 12" x 18" | 12" x 18" | 12" x 18" | 12" x 18" | 13" x 19" | 13" x 19" |
| **OS / APPLICATION SUPPORT** | | | | | | | | | | |
| Windows 10 | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Windows 2019 Server | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Sharp Universal Driver (for Windows) | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| MAC OSX 10.14 | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Linux | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| SAP Device Types | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **CLOUD AND EMAIL CONNECTIVITY** | | | | | | | | | | |
| OneDrive (Print & Scan) | Std | - | - | - | Yes | Std | Yes | Std | Std | Std |
| SharePoint Online (Print & Scan) | Std | - | - | - | Yes | Std | Yes | Std | Std | Std |
| Goggle Drive (Print & Scan) | Std | - | - | - | Yes | Std | Yes | Std | Std | Std |
| Box (Print & Scan) | Yes | - | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Dropbox | Yes | - | - | - | Yes | Yes | - | - | - | - |
| Exchange On Premise/ Online (Office 365) | Std | - | - | - | Yes | Std | Yes | Std | Yes | Yes |
| Gmail | Std | - | - | - | Yes | Std | Yes | Std | Std | Std |
| **CITRIX** | | | | | | | | | | |
| Citrix XenApp 7.7, 7.8, 7.9, 7.11, 7.12 | - | - | - | - | Validated | Validated | - | - | Validated | Validated |
| Citrix XenApp 7.5, 7.6 | - | - | - | - | Validated | Validated | Validated | Validated | Validated | Validated |
| Citrix XenApp 6.5 | - | Validated | Validated | Validated | Validated | Validated | Validated | Validated | Validated | Validated |
| Citrix XenApp 5.0, 6.0 | - | Validated | Validated | Validated | Validated | Validated | Validated | Validated | Validated | Validated |
| **HEALTHCARE ENVIRONMENT** | | | | | | | | | | |
| McKesson Star 2000 | - | Certified | Certified (C250, C300W) | - | - | - | Certified | Certified | Certified | - |
| Cerner | Planned | Certified | - | - | Planned | Planned | Certified | Certified | Certified | - |
| Epic | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible |
| Meditech Magic OS | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible | Compatible |

Items indicated with "Yes" in the table above may require additional options or software downloads.

# Device Management Compatibility (**monochrome**)

| | MX-B350W/B450W | MX-B350P/B450P | MX-B355W/B455W | MX-M364N/M464N/M564N | MX-M365N/M465N/M565N | MX-M2630/M3050/M3550/M4050/M5050/M6050 | MX-M3070/M3570/M4070/M5070/M6070 | MX-M6570/M7570 | MX-M654N/M754N | MX-M905 | MX-M1055/M1205 (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | | |
| Speed | 35/45 ppm | 35/45 ppm | 35/45 ppm | 36/46/56 ppm | 36/46/56 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 65/75 ppm | 90 ppm | 105/120 ppm |
| **SHARP ADMINISTRATION UTILITY** | | | | | | | | | | | |
| Printer Status Monitor | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **SHARP MFP DEVICE WEBPAGE (WHEN DSK IS INSTALLED, SOME OF USER FEATURES ARE RESTRICTED)** | | | | | | | | | | | |
| Device Status | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| SSL Secured Device Home Page Access | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| User Address Book (Local) | Yes | N/A | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| User Address Book (Global) | Yes | N/A | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **USER FEATURES** | | | | | | | | | | | |
| Address Book Access | Yes | N/A | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| User Folder Setups (Document Filing) | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Scan Destinations | Yes | N/A | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Paper Tray Setting | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **ADMINISTRATOR FEATURES** | | | | | | | | | | | |
| Password Protected Access | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Add Users | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| User Role (Admin, Users, etc.) | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| User/Group Access Control, Page Limit and Permissions | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| System, Network, Security, Application Energy Configuration | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Email Notification Setting | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Favorite Group Custom Setting | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Energy/Toner Saving Mode | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| MFP Home Screen Customization | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| USB Device Support | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Job Log | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Administrator Audit Log | - | - | - | - | - | Yes | Yes | Yes | Yes | Yes | - |
| Operation Manual Download | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |

*continued on next page...*

Items indicated with "Yes" in the table above may require additional options or software downloads.

# Device Management Compatibility (**monochrome**) *continued*

| | MX-B350W/<br>B450W | MX-B350P/<br>B450P | MX-B355W/<br>B455W | MX-M364N/<br>M464N/M564N | MX-M365N/<br>M465N/M565N | MX-M2630/<br>M3050/M3550/<br>M4050/M5050/<br>M6050 | MX-M3070/<br>M3570/M4070/<br>M5070/M6070 | MX-M6570/<br>M7570 | MX-M654N/<br>M754N | MX-M905 | MX-M1055/<br>M1205 (without<br>Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | | |
| Speed | 35/45 ppm | 35/45 ppm | 35/45 ppm | 36/46/56 ppm | 36/46/56 ppm | 26/30/35/40/<br>50/60 ppm | 30/35/40/<br>50/60 ppm | 65/75 ppm | 65/75 ppm | 90 ppm | 105/120 ppm |
| **SHARP REMOTE DEVICE MANAGEMENT UTILITY (SRDM)** | | | | | | | | | | | |
| Device Home Page Access | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Print Driver Distribution | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Preconfigured Print Driver Distribution | Yes | Yes | Yes | - | - | Yes | Yes | Yes | - | Yes | - |
| Device Discovery | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| SNMPv3 | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Device Status | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Meter Counts | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Device Serial Number | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Email alert for status changes, alerts, warnings and maintenance conditions | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Power Management | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Security Policy Management | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Remote Operation Panel (in simulation mode) | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Service Logs (22-6, 23-2) | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Firmware Version | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Firmware Updates | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Storage Backup | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Device Cloning | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **TONER LEVEL REPORTING** | | | | | | | | | | | |
| 1% Increment | Yes | Yes | Yes | N/A | N/A | Yes | Yes | Yes | N/A | Yes | N/A |
| 5% Increment | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| 25% Increment | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |

Items indicated with "Yes" in the table above may require additional options or software downloads.

# Device Management Compatibility (**color**)

| | MX-C303W/304W | MX-C301W | MX-C250/C300W/C300P | MX-2616N/3116N | MX-2651/3051/3551/4051 | MX-3071/3571/4071 | MX-2630N/3050V/3550V/4050V/5050V/6050V | MX-3070V/3570V/4070V/5070V/6070V | MX-6580N/7580N (without Fiery Option) | MX-7090N/8090N (without Fiery Option) | MX-6500N/7500N (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | | |
| Speed | 30 ppm | 30 ppm | 25/30 ppm | 26/31 ppm | 26/30/35/40 ppm | 30/35/40 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 70/80 ppm | 65/75 ppm |
| **SHARP ADMINISTRATION UTILITY** | | | | | | | | | | | |
| Printer Status Monitor | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | - |
| **SHARP MFP DEVICE WEBPAGE (WHEN DSK IS INSTALLED, SOME OF USER FEATURES ARE RESTRICTED)** | | | | | | | | | | | |
| Device Status | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| SSL Secured Device Home Page Access | Yes | Yes | N/A | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| User Address Book (Local) | Yes | Yes | Yes (C250, C300W) | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| User Address Book (Global) | Yes | Yes | Yes (C250, C300W) | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **USER FEATURES** | | | | | | | | | | | |
| Address Book Access | Yes | Yes | Yes (C250, C300W) | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| User Folder Setups (Document Filing) | Yes | Yes | N/A | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Scan Destinations | Yes | Yes | Yes (C250, C300W) | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Paper Tray Setting | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **ADMINISTRATOR FEATURES** | | | | | | | | | | | |
| Password Protected Access | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Add Users | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| User Role (Admin, Users, etc.) | Yes | Yes | Yes (C250, C300W) | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| User/Group Access Control, Page Limit and Permissions | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| System, Network, Security, Application Energy Configuration | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Email Notification Setting | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Favorite Group Custom Setting | Yes | Yes | N/A | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Energy/Toner Saving Mode | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| MFP Home Screen Customization | Yes | Yes | N/A | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| USB Device Support | Yes | Yes | N/A | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Job Log | Yes | Yes | N/A | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Administrator Audit Log | Yes | - | - | - | Yes | Yes | Yes | Yes | Yes | Yes | - |
| Operation Manual Download | Yes | Yes | N/A | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |

Items indicated with "Yes" in the table above may require additional options or software downloads.

# Device Management Compatibility (**color**) *continued*

| | MX-C303W/304W | MX-C301W | MX-C250/ C300W/C300P | MX-2616N/ 3116N | MX-2651/3051/ 3551/4051 | MX-3071/ 3571/4071 | MX-2630N/3050V/ 3550V/4050V/ 5050V/6050V | MX-3070V/ 3570V/4070V/ 5070V/6070V | MX-6580N/7580N (without Fiery Option) | MX-7090N/8090N (without Fiery Option) | MX-6500N/7500N (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | | |
| Speed | 30 ppm | 30ppm | 25/30 ppm | 26/31 ppm | 26/30/35/40 ppm | 30/35/40 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 70/80 ppm | 65/75 ppm |
| **SHARP REMOTE DEVICE MANAGEMENT UTILITY (SRDM)** | | | | | | | | | | | |
| Device Home Page Access | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Print Driver Distribution | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Preconfigured Print Driver Distribution | Yes | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes | - |
| Device Discovery | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| SNMPv3 | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Device Status | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Meter Counts | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Device Serial Number | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Email alert for status changes, alerts, warnings and maintenance conditions | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Power Management | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Security Policy Management | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Remote Operation Panel (in simulation mode) | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Service Logs (22-6, 23-2) | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Firmware Version | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Firmware Updates | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Storage Backup | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Device Cloning | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **TONER LEVEL REPORTING** | | | | | | | | | | | |
| 1% Increment | Yes | N/A | N/A | N/A | Yes | Yes | Yes | Yes | Yes | Yes | N/A |
| 5% Increment | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| 25% Increment | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |

Items indicated with "Yes" in the table above may require additional options or software downloads.

# Sharp Security Suite Compatibility (**monochrome**)

| | MX-B350W/B450W | MX-B350P/B450P | MX-B355W/B455W | MX-M364N/M464N/M564N | MX-M365N/M465N/M565N | MX-M2630/M3050/M3550/M4050/M5050/M6050 | MX-M3070/M3570/M4070/M5070/M6070 | MX-M6570/M7570 | MX-M654N/M754N | MX-M905 | MX-M1055/M1205 (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | | |
| Speed | 35/45 ppm | 35/45 ppm | 35/45 ppm | 36/46/56 ppm | 36/46/56 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 65/75 ppm | 90 ppm | 105/120 ppm |
| Hard Disk Drive | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| **DATA SECURITY KIT (DSK) & COMMON CRITERIA CERTIFICATION** | | | | | | | | | | | |
| Data Security Kit (Optional) | - | - | MX-FR59U | MX-FR45U | MX-FR44U/FR44 | MX-FR56U | MX-FR57U | MX-FR60U HCD PP (Protection Profile for Hardcopy Devices) v1.0 support | MX-FR47U/FR47 | MX-FR54U HCD PP (Protection Profile for Hardcopy Devices) v1.0 support | MX-FR53U |
| Common Criteria Certification | Certified HCD V1.0 Dated 2015 | - | Certified HCD V1.0 Dated 2015 | Certified EAL 3 | Certified EAL 3 | Certified HCD V1.0 Dated 2015 | Certified HCD V1.0 Dated 2015 | Certified HCD V1.0 Dated 2015 | Certified EAL2 | - | - |
| **DATA AND INFORMATION SECURITY** | | | | | | | | | | | |
| Data Overwrite (Auto) | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Data Overwrite (Manual) | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Data Overwrite at Power-up | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Up to 10 Times Overwrite | - | - | Up to 10 times | Up to 7 times | Up to 7 times | Up to 10 times | Up to 10 times | Up to 10 times | Up to 10 times | Up to 10 Times | Up to 7 times |
| Custom Overwrite Pattern | - | - | User settable, DoD5220.22-M preset | - | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | - |
| 256 bit Data Encryption | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| End-of-Lease Data Erase | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Trusted Platform Module (TPM) | - | - | Yes | - | - | Yes | Yes | Yes | - | Yes | - |
| **ACCESS CONTROL SECURITY** | | | | | | | | | | | |
| User Authentication (local address book) | User Number | User Number | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| User Authentication (LDAP) | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| User Authentication (Active Directory) | - | - | Std | - | - | Std | Std | Std | - | Std | - |
| Group Authorization | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Page Limit Control | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Password Protected Access to Device Web Page | Yes | Yes | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Restrict List Printing | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Scan to Home Directory | - | N/A | Std | - | Std | Std | Std | Std | Std | Std | - |
| Scan Only to Logged in User's Email | - | N/A | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Disable Destination Method Selection | - | N/A | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Disable Address Book Registration | - | N/A | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Receipt Rejection from Specified User(s) | Std | N/A | Std | Std | Std | Std | Std | - | Std | Std | Std |
| Lock Users After 3 Tries | Std (Ope panel only) | Std (Ope panel only) | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| USB Card Reader Support | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |

Items indicated with "Yes" in the table above may require additional options or software downloads.
\* Admin password can be protected when a Sharp MFP is accessed from FTP, preventing password leakage.   \*\* Supported only on "N" models.   \*\*\* Requires optional HDD when it is not equipped.

# Sharp Security Suite Compatibility (**monochrome**) *continued*

| | MX-B350W/B450W | MX-B350P/B450P | MX-B355W/B455W | MX-M364N/M464N/M564N | MX-M365N/M465N/M565N | MX-M2630/M3050/M3550/M4050/M5050/M6050 | MX-M3070/M3570/M4070/M5070/M6070 | MX-M6570/M7570 | MX-M654N/M754N | MX-M905 | MX-M1055/M1205 (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | | |
| Speed | 35/45 ppm | 35/45 ppm | 35/45 ppm | 36/46/56 ppm | 36/46/56 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 65/75 ppm | 90 ppm | 105/120 ppm |
| Hard Disk Drive | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| **NETWORK SECURITY** | | | | | | | | | | | |
| AD Integration (Join Domain) | - | - | Std | - | - | Std | Std | Std | - | Std | - |
| TSL Encryption | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| 2048 Certificate | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | - |
| Security Policy Management | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| SNMPv3 Support | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| SNMP Community String Support | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Kerberos | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| IPv6 and IPSec | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Device Certificates | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| IP Address Filtering | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| MAC Address Filtering | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Port Control (Disable/Enable Ports) | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| CSRF Measure | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Admin Password Protection* | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| IEEE 802.1X | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| SHA-2 | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| S/MIME | - | N/A | Std | - | - | Std | Std | Std | - | Std | - |
| **FAX SECURITY (FAX OPTION MAY BE REQUIRED)** | | | | | | | | | | | |
| Separation Between Fax and Network | Std | N/A | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Confidential Fax | - | N/A | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Filter Junk Fax | - | N/A | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| **DOCUMENT SECURITY** | | | | | | | | | | | |
| Job Status Display Only Logged On User | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Secure Pull Print FTP/SMB | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Secure Print Release with a PIN Number | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Serverless Print Release | - | - | Std | - | - | Std | Std | Std | - | Std | - |
| Encrypted PDF Transmission | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Encrypted PDF Direct Printing | Std (w/o password) | Std (w/o password) | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Hidden Security Pattern Print | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Hidden Security Pattern Detection | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **AUDIT TRAIL AND OTHER SECURITY** | | | | | | | | | | | |
| Job Log and Usage Tracking | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Administrator Audit Log | - | - | Std | - | - | Std | Std | Std | Std | Std | Std |
| Digitally Signed Firmware | - | - | Std | - | - | Std | Std | Std | - | Yes | - |

Items indicated with "Yes" in the table above may require additional options or software downloads.
* Admin password can be protected when a Sharp MFP is accessed from FTP, preventing password leakage.   ** Supported only on "N" models.   *** Requires optional HDD when it is not equipped.

# Sharp Security Suite Compatibility (**color**)

| | MX-C303W/304W | MX-C301W | MX-C300P | MX-C250/300W | MX-2651/3051/3551/4051 | MX-3071/3571/4071 | MX-2630N/3050V/3550V/4050V/5050V/6050V | MX-3070V/3570V/4070/5070V/6070V | MX-6580N/7580N (without Fiery Option) | MX-7090N/8090N (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | |
| Speed | 30 ppm | 30 ppm | 30 ppm | 25/30 ppm | 26/30/35/40 ppm | 30/35/40 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 70/80 ppm |
| Hard Disk Drive | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| **DATA SECURITY KIT (DSK) & COMMON CRITERIA CERTIFICATION** | | | | | | | | | | |
| Data Security Kit (Optional) | MX-FR61U | MX-FR46U | - | - | MX-FR62U | MX-FR62U | MX-FR51U | MX-FR52U | MX-FR55U | MX-FR58U |
| Common Criteria Certification | Pending | - | - | - | Pending | Pending | Certified HCD V1.0 Dated 2015 | Certified HCD V1.0 Dated 2015 | - | - |
| **DATA AND INFORMATION SECURITY** | | | | | | | | | | |
| Data Overwrite (Auto) | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Data Overwrite (Manual) | Yes | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Data Overwrite at Power-up | Yes | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Up to 10 Times Overwrite | Up to 10 Times | Up to 7 times | - | - | Up to 10 Times | Up to 10 Times | Up to 10 Times | Up to 10 Times | Up to 10 Times | Up to 10 Times |
| Custom Overwrite Pattern | User settable, DoD5220.22-M preset | - | - | - | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset |
| 256 bit Data Encryption | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| End-of-Lease Data Erase | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Trusted Platform Module (TPM) | Yes | - | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Whitelisting | Std | - | - | - | Std | Std | - | - | - | - |
| Firmware Attack Prevention & Self Recovery | Std | - | - | - | Std | Std | - | - | - | - |
| **ACCESS CONTROL SECURITY** | | | | | | | | | | |
| User Authentication (local address book) | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| User Authentication (LDAP) | Std | Std | - | Std | Std | Std | Std | Std | Std | Std |
| User Authentication (Active Directory) | Std Group Policy | - | - | - | Std Group Policy | Std Group Policy | Std | Std | Std | Std |
| Group Authorization | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Page Limit Control | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Password Protected Access to Device Web Page | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Restrict List Printing | Yes | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Scan to Home Directory | Std | - | - | - | Std | Std | Std | Std | Std | Std |
| Scan Only to Logged in User's Email | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Disable Destination Method Selection | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Disable Address Book Registration | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Receipt Rejection from Specified User(s) | Std | Std | - | Std | Std | Std | Std | Std | Std | Std |
| Lock Users After 3 Tries | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| USB Card Reader Support | Std | Std | - | - | Std | Std | Std | Std | Std | Std |

Items indicated with "Yes" in the table above may require additional options or software downloads.

\* Admin password can be protected when a Sharp MFP is accessed from FTP, preventing password leakage.   \*\* Only supports the file without a password.

# Sharp Security Suite Compatibility (**color**) *continued*

| | MX-C303W/304W | MX-C301W | MX-C300P | MX-C250/300W | MX-2651/3051/3551/4051 | MX-3071/3571/4071 | MX-2630N/3050V/3550V/4050V/5050V/6050V | MX-3070V/3570V/4070/5070V/6070V | MX-6580N/7580N (without Fiery Option) | MX-7090N/8090N (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | |
| Speed | 30 ppm | 30 ppm | 30 ppm | 25/30 ppm | 26/30/35/40 ppm | 30/35/40 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 70/80 ppm |
| Hard Disk Drive | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| **NETWORK SECURITY** | | | | | | | | | | |
| AD Integration | Std Group Policy | - | - | - | Std Group Policy | Std Group Policy | Std | Std | Std | Std |
| TSL Encryption | Std | Std | HTTPS for client only | HTTP client only | Std | Std | Std | Std | Std | Std |
| 2048 Certificate | Std | Std | Std | - | Std | Std | Std | Std | Std | Std |
| Security Policy Management | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| SNMPv3 Support | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| SNMP Community String Support | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| Kerberos | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| IPv6 and IPSec | Std | Std | Yes | Yes | Std | Std | Std | Std | Std | Std |
| Device Certificates | Std | Std | Yes | Yes | Std | Std | Std | Std | Std | Std |
| IP Address Filtering | Std | Std | Yes | Yes | Std | Std | Std | Std | Std | Std |
| MAC Address Filtering | Std | Std | Yes | Yes | Std | Std | Std | Std | Std | Std |
| Port Control (Disable/Enable Ports) | Std | Std | Yes | Yes | Std | Std | Std | Std | Std | Std |
| CSRF Measure | Std | Std | Std | - | Std | Std | Std | Std | Std | Std |
| Admin Password Protection* | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| IEEE 802.1X Support | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| SHA-2 | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| S/MIME | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| **FAX SECURITY (FAX OPTION MAY REQUIRED)** | | | | | | | | | | |
| Separation Between Fax and Network | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| Confidential Fax | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| Filter Junk Fax | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| **DOCUMENT SECURITY** | | | | | | | | | | |
| Job Status Display Only Logged on User | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Secure Pull Print FTP/SMB | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Secure Print Release with a PIN Number | Std | Std | - | Std | Std | Std | Std | Std | Std | Std |
| Serverless Print Release | Std | - | - | - | Std | Std | Std | Std | Std | Std |
| Encrypted PDF Transmission | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Encrypted PDF Direct Printing | Std | Std | Std** | Std** | Std | Std | Std | Std | Std | Std |
| Hidden Security Pattern Print | Yes | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Hidden Security Pattern Detection | Yes | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| **AUDIT TRAIL AND OTHER SECURITY** | | | | | | | | | | |
| Job Log and Usage Tracking | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Admin Audit Tracking (SIEM and Syslog Integration) | Std | - | - | - | Std | Std | Std | Std | Std | Std |
| Digitally Signed Firmware | Std | - | - | - | Std | Std | Yes | Yes | Yes | Yes |

Items indicated with "Yes" in the table above may require additional options or software downloads.

* Admin password can be protected when a Sharp MFP is accessed from FTP, preventing password leakage.   ** Only supports the file without a password.

# Sharp OSA Technology and Application Compatibility (**monochrome**)

|  | MX-M266N/ M316N/M356N | MX-B355W/ B455W | MX-M364N/ M464N/M564N | MX-M365N/ M465N/M565N | MX-M2630/ M3050/M3550/ M4050/M5050/ M6050 | MX-M3070/ M3570/M4070/ M5070/M6070 | MX-M6570/ M7570 | MX-M654N/ M754N | MX-M905 | MX-M1055N/ M1205N (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | |
| Speed | 26/31/35 ppm | 35/45 ppm | 36/46/56 ppm | 36/46/56 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 65/75 ppm | 90 ppm | 105/120 ppm |
| LCD Display – Touchscreen Color | 7.0" | 7.0" | 7.0" | 10.1" | 10.1" | 10.1" | 10.1" | 10.1" | 10.1" | 15.4" |
| Screen Formats | W-VGA | Wide-SVGA | W-SVGA | W-SVGA | W-SVGA | W-SVGA | W-SVGA | W-SVGA | W-SVGA | W-XGA |
| Latest Sharp OSA Platform Version | V3.5 | V5.1 | V4.5 Lite | V4.5 | V5.1 | V5.1 | V5.1 | V4.5 | V5.1 | V4.5 |
| **SHARP OSA TECHNOLOGY SUPPORT** | | | | | | | | | | |
| **GENERAL FEATURES FOR SHARP OSA APPLICATIONS** | | | | | | | | | | |
| Custom User Interface - HTML Browser | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Custom User Interface - HTML 5 Browser (NX2.0) | - | Yes | - | - | Yes | Yes | Yes | - | Yes | - |
| Custom User Interface - Forms-based | Yes | - | Yes | Yes | - | - | - | Yes | - | Yes |
| Sharp OSA Trial Mode (Scan) | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Extended SDK (ACM) / (EAM) | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| EA Single Sign On to ACM Applications | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| EA Single Sign On to MFP | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **APPLICATION COMMUNICATION MODULE (ACM) MX-AMX2** | Option | Standard | Option | Standard | Option | Standard | Standard | Standard | Standard | Standard |
| Scan API | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Scan Image Preview | - | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Print API | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Copy API, Fax API, Document Filing API | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| OCR API | - | Yes | - | - | N/A | Yes | Yes | - | Yes | - |
| Access to Microsoft Office File Direct Printing | - | Yes | - | - | Yes | Yes | Yes | - | Yes | - |
| Access to Serverless Print Release | - | Yes | - | - | Yes | Yes | Yes | - | Yes | - |
| Access to Cloud Connect (Google Drive, OneDrive, SharePoint Online) | - | Yes | - | - | Yes | Yes | Yes | - | Yes | - |
| Copy/Fax/Doc Filing Image Preview | - | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Access Card Support | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Access to AD Resources | - | Yes | - | - | Yes | Yes | Yes | - | Yes | - |
| **EXTERNAL ACCOUNT MODULE (EAM) MX-AMX3** | Option | Standard | Option | Standard | Option | Standard | Standard | Standard | Standard | Standard |
| Authentication | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Track Total Pages for Copy, Print, Scan and Fax Jobs | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Track Pages by Page Size and Color for all Jobs | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Access Control / Limit Number of Pages Per User | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Offline Mode | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Access Card Support | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Override Login | - | Yes | - | - | Yes | Yes | Yes | - | Yes | - |
| **APPLICATION COMPATIBILITY** | | | | | | | | | | |
| Cloud Portal Office Connector | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| AIP Connect | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Kayleigh Job Accounting Software | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |

Items indicated with "Yes" in the table above may require additional options or software downloads.

# Sharp OSA Technology and Application Compatibility (**color**)

| | MX-C303W/ C304W | MX-C301W | MX-C312 | MX-2651/3051/ 3551/4051 | MX-3071/ 3571/4071 | MX-2630N/3050V/ 3550V/4050V/ 5050V/6050V | MX-3070V/ 3570V/4070V/ 5070V/6070V | MX-6580N/7580N (without Fiery Option) | MX-7090N/8090N (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | |
| Speed | 30 ppm | 30 ppm | 31 ppm | 26/30/35/40 ppm | 30/35/40 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 70/80 ppm |
| LCD Display – Touchscreen Color | 7.0" | 7.0" | 7.0" | 10.1" | 10.1" | 10.1" | 10.1" | 10.1" | 15.4" |
| Screen Formats | Wide-VGA | Wide-VGA | W-VGA | Wide-SVGA | Wide-SVGA | Wide-SVGA | Wide-SVGA | Wide-SVGA | Wide-SVGA |
| Latest Sharp OSA Platform Version | V5.5 Lite | V4.5 Lite | V3.5 | V5.5 | V5.5 | V5.1 | V5.1 | V5.1 | V5.1 |
| **SHARP OSA TECHNOLOGY SUPPORT** | | | | | | | | | |
| **GENERAL FEATURES FOR SHARP OSA APPLICATIONS (ACM OR EAM)** | | | | | | | | | |
| Custom User Interface - HTML Browser | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Custom User Interface - HTML 5 Browser (NX2.0) | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Sharp OSA Trial Mode (Scan) | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Extended SDK (ACM) / Extended SDK (EAM) | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Embedded Sharp OSA Platform | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| EA Single Sign On to ACM Applications | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| EA Single Sign On to MFP | Yes | - | - | Yes | Yes | Yes | Yes | - | Yes |
| **APPLICATION COMMUNICATION MODULE (ACM) MX-AMX2** | MX-303W Option, MX-304W Standard | Standard | Option | Option | Standard | Option | Standard | Standard | Standard |
| Scan API | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Scan Image Preview | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Print API | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Copy API, Fax API, Document Filing API | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes |
| OCR API | Yes | - | - | Yes | Yes | - | Yes | Yes | Yes |
| Access to Microsoft Office File Direct Printing | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Access to Serverless Print Release | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Access to Cloud Connect (Google Drive, OneDrive, SharePoint Online) | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Copy/Fax/Doc Filing Image Preview | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Access Card Support | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Access to AD Resources | Yes | - | - | Yes | Yes | Yes | Yes | - | Yes |
| **EXTERNAL ACCOUNT MODULE (EAM) MX-AMX3** | Standard | Standard | Option | Option | Standard | Option | Standard | Standard | Standard |
| Authentication | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Track Total Pages for Copy, Print, Scan and Fax Jobs | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Track Pages by Page Size and Color for all Jobs | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Access Control / Limit Number of Pages per User | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Offline Mode | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Access Card Support | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Override Login | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| AD Integration (Access to AD Resource. MFP joins domain) | Yes | - | - | Yes | Yes | - | - | - | - |
| **APPLICATION COMPATIBILITY** | | | | | | | | | |
| Cloud Portal Office Connector | Yes | Yes | - | Yes | Yes | Yes | Yes | Yes | Yes |
| AIP Connect | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Kayleigh Job Accounting Software | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |

Items indicated with "Yes" in the table above may require additional options or software downloads.

# NOTES AND PROVISIONS

**1.** The number of connectable mobile devices depends on the host OS and the accompanying Windows End-User License Agreement: Windows 7: Max. 20; Windows 8/8.1, Windows 10: Max. 50. OS requirements (as of November 2015): Host: Windows 7, Windows 8/8.1, Windows 10; Client: Windows 7, Windows 8/8.1, Windows 10, OS X v10.7–10.14, Android 4.4 and above, iOS 6.0 - 12 Connecting 26 or more mobile devices requires at least two LAN access points.

**2.** Kmetz, Keith, "Mobile Devices and Print/Scan/Document Opportunities," 2015.

**3.** Available on select MFPs, please refer to the device compatibility page to view supported MFP models.

**4.** The Cloud Connect feature, scan file conversion to Microsoft Office files and searchable PDFs are available on select MFPs. Optional direct print extension kit may be required to print Microsoft Office files. Please refer to the device compatibility page to view supported MFP models.

**5.** Encryption level and security features vary per model. Please see the Security Compatibility Charts for more details.

**6.** Based on security features of the MX-3071/3571/4071.

**7.** Data Security Kit (DSK) feature.

**8.** Please refer to the Sharp OSA compatibility page to view supported MFP models.

**9.** Visit sharpusa.com/partners for the most recent product version validated and the list of supported MFPs.

sharp technology
empowers productivity

**SHARP®**

SHARP ELECTRONICS CORPORATION
100 Paragon Drive, Montvale, NJ 07645
1-800-BE-SHARP • www.sharpusa.com

# Attachment 8
# Sharp's Security Guide

# SHARP

## SECURITY SUITE TO SAFEGUARD YOUR BUSINESS
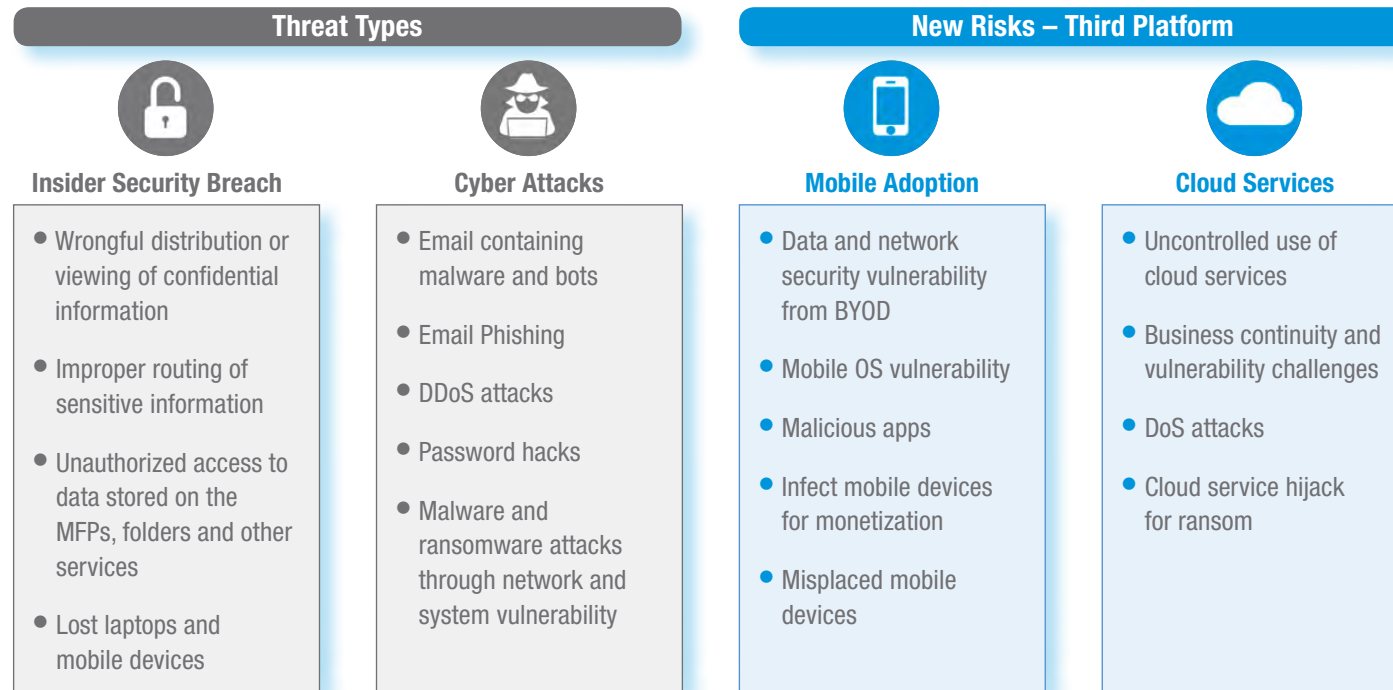
**sharp** security
generates **confidence**

version 2.2

# TABLE OF CONTENTS ⌂

**sharp** security
generates **confidence**

# INCREASED SECURITY THREATS AND COMPLEXITY

Organizations of all sizes rely on a vast array of technologies to help make daily activities and communication more efficient. Adoption of new platforms such as mobile and cloud, can increase the frequency and complexity of security challenges. The more open and intricate these platforms become, the more corporations and organizations face constant threats that could put sensitive information and business continuity at risk. However, **implementing new technology is essential** to keep up with the speed of business.

**Protecting sensitive data is crucial for business continuity.**

## Threat Types

### Insider Security Breach
- Wrongful distribution or viewing of confidential information
- Improper routing of sensitive information
- Unauthorized access to data stored on the MFPs, folders and other services
- Lost laptops and mobile devices

### Cyber Attacks
- Email containing malware and bots
- Email Phishing
- DDoS attacks
- Password hacks
- Malware and ransomware attacks through network and system vulnerability

## New Risks – Third Platform

### Mobile Adoption
- Data and network security vulnerability from BYOD
- Mobile OS vulnerability
- Malicious apps
- Infect mobile devices for monetization
- Misplaced mobile devices

### Cloud Services
- Uncontrolled use of cloud services
- Business continuity and vulnerability challenges
- DoS attacks
- Cloud service hijack for ransom

sharp security
generates confidence

3

# INFORMATION SECURITY IN KEY VERTICAL MARKETS

New technologies such as mobile and cloud services are also transforming numerous vertical markets. However, when organizations adopt new communication platforms, data security and maintaining regulatory compliance become more challenging.

**College Campuses, Libraries, Public Organizations**

**Education –** The need for student privacy continues to grow as education records are digitized and shared electronically. Educational institutions must act responsibly, safeguarding students' personal data. Institutions must meet requirements of the Family Educational Rights and Privacy Act (FERPA) as well as the Health Insurance Portability and Accountability Act (HIPAA) on digitalized student information.

**Critical Information:** • Student Records • Social Security Numbers • Health Information

**Defense Contractors, Government Agencies, Department of Defense, Local Governments**

**Local Government –** Local government agencies maintain various types of data including social security numbers, credit card numbers, driver's license numbers, Federal Tax Information (FIT) and more. As the e-Government movement progresses, local government offices are under great pressure to protect sensitive information from hackers. Cybersecurity is one of the most critical components of IT for government agencies. Local government organizations, department entities, and courts, have strict data security mandates as outlined in several security standards, specifications and directives. Among the most stringent and applicable standards for MFPs and printers is ISO 15408/Common Criteria (CC) directed by National Information Assurance Partnership (NIAP).

**Critical Information:** • Social Security Numbers • Resident Information • Driver's License • Local Government Documents • Police Reports • Contracts

**Lawyers, Law Offices, Service Organizations**

**Legal Services –** Lawyers and law firms need to protect their client's data and information. In reaction to the rate of cloud and mobile adoption as well as the growing trend in data conversion requirements for e-discovery, companies offering legal services are forced to meet new regulations and compliances such as the EU General Data Protection Regulation (GDPR) and U.S. Personally Identifiable Information (PII). Proper data classification ensuring only authorized users access to the confidential data will be critical to minimize the impact on legal practices.

**Critical Information:** • Social Security Numbers • Contracts • Case Information • Client Information

sharp security
generates confidence

**Hospitals, Pharmacies, Healthcare Facilities**



**Healthcare –** The Health Information Technology for Economic and Clinical Health Act (HITECH) and Meaningful Use execution enabled rapid adoption of Electronic Health Record (EHR) systems. The U.S. Department of Health and Human Service (HHS) recognized that advances in electronic technology and digitalized patient records could further risk the privacy and security of confidential health information. The privacy and security protections for individually identifiable health information are strengthened under the rule and national standards of the Health Insurance Portability and Accountability Act (HIPAA). Doctors, hospitals, insurance companies, nursing facilities and other care providers must follow HIPAA to protect patient information, health histories, medication records, billing and insurance information and other electronic healthcare transactions.

**Critical Information:** • Private Patient Records • Health Histories • Medication Records • Social Security Numbers

**Private Companies, Financial Institutions**



**Financial/Corporate –** Financial institutions and business organizations are constantly under threat of information leakage by internal and external sources. All organizations, regardless of size, that are "significantly engaged" in providing financial products or services, such as banks, mortgage lenders, brokerage houses and investment organizations, are guided by the Gramm-Leach-Bliley (GLB) Act to protect confidential records, transactions and customer information. In addition, all public companies need to comply with the Sarbanes-Oxley Acts (SOX). SOX mandates that organizations must store and track business information including electronic communications as well as hard copy documents. In addition, due to increased adoption of online transactions, corporations are required to meet new regulations such as GDPR. IT administrators are challenged to securely and cost-effectively store and manage all corporate and customer information.

**Critical Information:** • Customer Informaton • Employee Records • Bank Account Information • Corporate Accounting and Financial Records • Tax Documents • Credit Card Information • Social Security Numbers

# PRINTER AND MFP SECURITY

Organizations are under constant threats from malicious attempts to steal and/or modify business data, or gain unauthorized access to their networks. Security threats as well as regulatory compliance requirements can be extended to the printers and Multi-Functional Printers (MFPs) that are commonly used in any organization.

## Physical Security Threats

Typically, MFPs are located in common areas accessible by multiple people. Unauthorized personnel can potentially access and enter corporate networks when devices are not fully protected. In addition, any information stored on a local desktop computer or a server accessible through the network can be printed without authorization. Meanwhile, at the MFP device, confidential information can be accidentally or even purposely copied from stored documents, taken from the output tray or faxed without authorization.

## Network Security Threats

Unsecured access to your company's stored data makes you vulnerable to having it stolen or altered. Furthermore, cyber criminals may obtain confidential information by unleashing a Denial-of-Service (DoS) attack, a phishing attack, or a virus via the network to launch an advanced cyber-attack. Phone line communications or network data could easily be intercepted when proper security measures are not implemented. Even MFP data stored on a hard disk drive or in memory could be compromised or stolen if not protected.

**Protecting sensitive data is crucial and the end goal.**

Today's intelligent MFPs and printers have evolved to include advanced network communications and data storage capabilities, failing to protect them may result in devastating damage to a company. Potential business impact includes:

- Loss of productivity
- Fines due to regulatory non-compliance
- Loss of access to data and network
- Loss of competitiveness due to stolen information
- Lawsuits

**sharp** security
generates **confidence**

# SHARP SECURITY SUITE

Sharp provides a multi-layered approach to help safeguard organizations against security threats. Sharp MFPs and printers are designed to help IT administrators and security officials plan, choose and implement proper risk prevention and control through the comprehensive Sharp Security Suite.

***Sharp Security Suite includes:***

- Standard MFP Security Features
- Data Security Kit
- Security Management Software
- Sharp Partner Program Member Applications

## Achieve Optimal Security: Check Your MFP's Security Configuration!

✓ Implement secure user access control (Active Directory® or LDAP user authentication).

✓ Limit users who have administrator's rights.

✓ Apply more complex administrator password rules.

✓ Close unused ports and disable unneeded network services and protocols.

✓ Use IP and MAC address filtering to limit MFP access to only necessary PCs.

✓ Install a Data Security Kit (DSK) or configure built-in data security features.

✓ Enable the TLS protocol to secure all communications.

✓ Ensure that users are assigned to properly configured Authority Groups.

✓ Disable unused device functions.

✓ Periodically check job and audit logs for suspicious activity.

✓ Enable POP3 and SMTP authentication if possible.

✓ Change the MFP's SNMP community name from its default "public."

✓ Do not "publish" an MFP's IP address outside your organization's firewall.

✓ Ensure Wi-Fi and mobile security are properly configured.

**sharp** security
generates **confidence**

## Data Security in Transit or at Rest

Data security is a fundamental component for MFP and printer security. Sharp MFPs and printers include standard and/or optional security features that protect data stored on the device or in transition.

- **Data Encryption**

  When data encryption is enabled on a Sharp MFP, Advanced Encryption Standard (AES) algorithm 256 bit method is used in communication and on the data before it is written to RAM and the hard disk drive.

- **Data Overwrite**

  Up to 10 times programmable overwrite is used to maximize the data erase efficiency. The data is overwritten by random numbers. In addition, the data overwrite method can be customized to meet each organization's security requirements or it can be set as it is specified in DoD 5220.22-M.

Hassle-free erase/overwrite of data and settings completed securely.

**HELP PROTECT**

**CONFIDENTIAL DATA**

**with the SHARP SECURITY SUITE**

## Data Security Kit (DSK) and Common Criteria Certification/ISO-15408

Organizations may require enhanced security features to meet regulatory requirements or mitigate specific threats. Sharp's optional DSK brings device security to a higher level with features such as manual data overwrite and auto at power-up, hidden pattern printing and detection, and more. In addition, select DSK models are equipped with Trusted Platform Module (TPM) which helps further prevent unwanted access to data storage areas including hard disk drive and solid state drive.

- **Trusted Platform Module (TPM)**
  TPM is an industry standard computer chip with **crypto-processor technology**, integrating cryptographic keys to protect hardware such as Sharp MFPs and Printers. Sharp MFPs use an encryption key to protect the data including device certificates stored on non-volatile storage such as the **Hard Disk Drive** (HDD) and **Solid State Drive** (SSD). TPM stores a cryptographic key to authenticate and validate the platform, maintaining its trust while mitigating risk of data breach. TPM is an important component of the customers' trusted computing and network strategy and will greatly help protect them from data storage attacks on their Sharp MFPs.

**The Common Criteria (CC)** is a set of guidelines used to evaluate information technology equipment. It is the technical basis for an international agreement and the specification is tested by independent laboratories. Sharp has always aimed to achieve a secure and productive office environment through the development of our digital MFPs. Meeting evolving security standards, such as Common Criteria, are important to ensure organizations confidently handle the most sensitive data on Sharp devices. Recently Sharp achieved the industry's first CC certification against the latest **Protection Profile for Hardcopy Devices v1.0 (HCD-PP v1.0)**.

- **Protection Profile for Hardcopy Devices v1.0 (HCD-PP v1.0)**
  HCD-PP v1.0 (dated September 10, 2015) is a new requirement for multifunction printers (MFPs) based on the security requirements specified by the U.S. and Japanese governments, providing the most up to date security validation for businesses, government and military offices. It aims to protect the information processed by an MFP from security threats and includes specifications for encryption and firewalls. The HCD-PP v1.0 was developed through the industry collaboration with the National Information Assurance Partnership (NIAP) and the International-Technology Promotion Agency, Japan (IPA). HCD-PP v1.0 defines security for MFP as a whole and the "EAL" reference is no longer used.

**TPM**

sharp security
generates confidence

## Data Security at End-of-Lease

When the device is retired, it is important that the data retained within the device be removed or rendered in an unreadable format. Sharp document systems offer standard End-of-Lease features to ensure that all confidential data is overwritten before the device leaves the facility.

- **How is the data erased?**

  When the End-of-Lease feature is executed the data is overwritten up to 10 times. If DSK is installed or standard MFP security feature is enabled, the data is overwritten with random numbers. The amount of times the data overwrite occurs and custom overwrite methods can be configured.

- **What happens at the completion of End-of-Lease data erase?**

  While data is being erased, the data deletion progress will be displayed. After erasing is completed, the MFP will be rebooted automatically. The data erase completion report will then be printed out.

*The following data will be erased using End-of-Lease data overwrite feature:*

**Sharp helps protect your data and personal information from the first day of operation to the time of trade-in.**

| Setting Values | Job Image | User Input Data | | System Data |
|---|---|---|---|---|
| • System Settings/Web Settings<br>• Admin Password<br>• Network Settings<br>• Soft Switch<br>• Product Key | • Job (image) Data on Each Mode<br>• Unprinted Fax/Internet Fax/Direct SMTP Data<br>• Document Filing Data<br>• Data Stored in NAS Area<br>• Image Data in Memory Box<br>• Print Release Job Data | • Address Book<br>• User Information (including User Index/User Count)<br>• Job Program<br>• Organization/Group List/Page Limit Group List/ Authority Group List/ Favorite Operation Group List<br>• Billing Codes<br>• Words Registered in Software Keyboard<br>• Scanner Default Sender<br>• Scanner Default Destination<br>• Fax/I-Fax Forwarding Destination/ Sender/ Allow/Reject Sender | • Polling Protection Number<br>• Dial-in Number<br>• Auto Forward Table<br>• Destination for Document Admin<br>• Fixed Phrase (Text/Image Printing/ Subject/File Name/Body Text/Email Footer/Tracking Information)<br>• Metadata Set<br>• Custom Links<br>• Sharp OSA Embedded Application<br>• Custom Stamp/Custom Watermark<br>• Color Profile<br>• Download Font | • Job Status Completion Queue Data<br>• Job Log<br>• Encrypted Communication Control Information<br>• Keyboard Input Character Translation Information |

## Attack Prevention

Organizations are under constant threat of increasingly menacing cyber-attacks. Select Sharp MFPs are equipped with features that can help organizations prevent or better respond to such threats. IT administrators can proactively help combat these potential threats by enabling the following features:

- **Firmware Attack Prevention & Self Recovery**

  Select Sharp MFPs not only offer digitally signed firmware, but also have a built-in firmware recovery feature which will help minimize security risks associated with attacks on the device firmware. When the firmware recovery feature is enabled, the device tries to prevent and "heal" from firmware attacks by Intelligently comparing hash values to validate genuine ICU Main firmware. When validation fails, the Sharp MFP restores the firmware to previously validated firmware.

- **Application Whitelisting**

  Combating IT threats is more challenging when devices are connected to offer advanced features. In order to mitigate risks, Sharp's whitelisting feature, available on select Sharp MFPs, can detect access attempts to the MFP's file system and prevent unwanted access. When the source process is not in the whitelist, the whitelisting module denies nefarious access.

  - IT Administrators can be notified of whitelisting events via email or integrated with the organization's Syslog or SIEM (Security Information and Event Management) systems using the MFP's audit log feature.

**Critical features that help organizations prevent threats.**

sharp security
generates confidence

## User Authentication, Authorization and Restriction

Most Sharp MFPs can limit unwanted access with user authentication. All user credentials are transferred using a combination of Kerberos and Transport Layer Security (TLS) to help avoid interception. In addition, select models can be registered with Active Directory® domain offering Kerberos token-based Active Directory authentication. In addition, ID card authentication is supported on Sharp MFPs, providing a greater convenience for user authentication. "Secure mode" to request a user password upon logon is supported for ID card authentication, minimizing the risk of passwords being compromised.

### User authentication types:
- Local user list
- LDAP
- Active Directory
- External authority with Sharp OSA®-enabled applications

### User authentication methods:
- PIN number
- User name and password
- ID card

**Sharp Security Suite helps mitigate threats through authentication and restriction.**

Once the user is authenticated, access to certain features are either granted or restricted. IT administrators can securely and conveniently manage devices and access to specific features with an advanced level of control.

### Key features for authorization and access restriction:
- Password protected admin access
- Print, scan, copy and fax function control
- Access control for MFP's HDD
- Page limit control
- Color printing restriction
- Forced pull printing
- Destination entry restriction
- Domain restriction
- Forced scan to logged-in users' email address
- Forced scan to logged-in users' home folder
- Security control and default setting using Active Directory Group Policy with Sharp ADM template files (Device settings and Print Driver settings)

sharp security
generates confidence

12

## Single-Sign-On (SSO) to Network and Cloud Resources

IT administrators often face challenges sustaining productivity while maintaining security. Select Sharp MFPs offer options for single-sign-on to add operational convenience while validating user access to the device and network.

When an MFP joins a domain, the MFP establishes trusted relationships with network resources. IT administrators can provide secure Kerberos token-based SSO to network and home folders as well as Microsoft® exchange server.

For Google Drive™ online storage service, Gmail™ webmail service and select cloud services, an OAuth token is used to establish SSO. Sharp provides IT administrators greater flexibility and options to provide convenience to users while maintaining organization's data and information security.

### *Single-Sign-On Supported Resources:*
- Network folders and home folders
- Exchange server
- Gmail webmail service
- Cloud services (such as box™, Google Drive™, OneDrive® and SharePoint® Online)
- Sharp OSA® applications

## Network Security

Network security is the fundamental process to protect organizations' network and resources from improper use, intrusions, denial-of-service (DoS) attacks and unauthorized access and modification. Sharp MFPs help IT administrators and security officers design comprehensive security environments to ensure only authorized parties and protocols are allowed to access their network with Sharp MFPs and printers.

- Network communication protection via TLS
- SHA-2 certificate
- Wireless LAN communication protection
- Secure protocols such as Kerberos, IPv6, and SMBv3
- IP address and MAC address filtering
- Port management

- Disable/enable features and functions
- SNMPv3 communication
- Device certificates
- CA Certificates
- IEEE802.1X™ authentication

## Document Security

Protection for sensitive documents can be achieved through various document security features including encrypted Adobe® PDF files for scanning and printing and document filing features, which allow documents to be retained until they are needed – preventing unauthorized access to printed documents.

- Encrypted PDF
- Secure document filing features
- Pull printing/PIN printing
- Secure watermark

## Email Security

Email is the most frequently used and critical business communication method at many organizations. Sharp MFPs offer various email security features to enhance data privacy capability to cultivate trust and reputation. For more integrated email security, select Sharp MFPs offer the Email Connect feature which establishes a direct connection for Exchange servers or Gmail. This also ensures the email is sent by the logged in user (not via the generic MFP address). The email containing the scanned document is then stored in user's sent folder. For the Exchange server, all server rules and security (e.g. size limit, destination restrictions) are automatically applied to scan-to-email maintaining the organization's email policy.

- Digital Signature and encryption with S/MIME
- Exchange server integration (authentication and restriction)
- Gmail webmail integration
- Send email from logged in user
- Store sent email on sent item folder
- Domain control
- Destination restriction

Enabling the
mobile workforce
safely and securely for
on-the-go access.

## Mobile and Wireless Security

Adoption of mobile technology is critical for organizations to be innovative and agile. However, IT administrators often face risks by allowing personal devices to access critical business information. Sharp provides optimal security for mobile users to connect with the corporate network via the MFPs and printers.

- User authentication (Active Directory, LDAP, Local User List, PIN number)
- SNMP security
- Print retention
- Serverless print release (select MFP models)

In addition, Sharp MFPs support "Access Point" mode which allows mobile users to connect via Wi-Fi for printing from and scanning documents to their mobile devices – without having to connect through the corporate network. The Access Point mode prevents data exchange between Wi-Fi and wired interfaces.

## Audit Trail

Tracking user activities and events are important and helpful to maintain proper security measures. Granular audit trail and job log features from Sharp provide comprehensive auditing of all user activities and device events.

- **Job Log**
  Certain regulations require parameters, such as "to," "from," "when" and "file name" to be logged, reviewed and archived for conformance.

- **Syslog and Audit Log (Supports RFC 5424/3164 Standard Syslog Protocol)**
  With select Sharp MFPs, the IT team can monitor and review event logs such as when/what setting changes were made, or which IP addresses have accessed the device. Such events can be exported for further analysis or archiving. With the audit log feature, more granular event data including user authentication failure and firmware updates are captured. The MFP's event log can be integrated with the organization's syslog or SIEM (Security Information and Event Management) System to trigger immediate security alerts to IT administrators.

sharp security
generates confidence

## Print Security and IT Environment Compatibility

Printing is the most common daily task in many workplaces. An optimized printing experience is critical to maintaining productivity. At the same time, IT departments face increased demand for print security and compliance such as HIPAA and FERPA.

- **Printing Standard and Compatibility**

  MFP compatibility with key IT environments is important for many organizations. Sharp MFPs and printers are tested and validated by major technology providers.
  - WHQL certified print driver to ensure Microsoft compatibility to meet security standard in the Microsoft environment
  - Citrix-ready evaluation to ensure Sharp MFP and printer performance in the Citrix environment
  - Device types to ensure printing performance in the SAP® environment
  - Healthcare application compatibility including Cerner® and McKesson

- **User Authentication and Print Retention**

  When user authentication is enabled, all print jobs are authenticated and only validated print jobs are accepted on the device. In addition, with the Sharp document systems, users can send print jobs and store them on the MFP's hard disk drive, which can then be securely released using a PIN number or via user authentication. It also helps minimize waste from jobs abandoned at the printer.

- **Serverless Print Release**

  To add more convenience with security, select Sharp MFPs can be designated as a print server, and have the job released on another supported machine that is on the same network. Users can simply walk up to the most convenient printer and securely release their print jobs. It is a standard feature on select MFPs and up to five client machines can be connected for this function.

- **Sharp OSA-enabled Applications**

  For more advanced control, Sharp and the Sharp Partner Program community offer a broad selection of tightly integrated print release and output management software. For more information, please visit Sharp USA web site.

**Both serverless print release and print retention features are available to mobile users via the Sharpdesk® Mobile application to assist with mobile print security compliance.**

OSA®
Sharp Open Systems Architecture

**sharp** security
generates **confidence**

## Fax Security

The architecture of **Sharp MFPs provides a logical separation** between the fax telephone line and LAN, helping to **prevent attackers from gaining access** to the internal systems of the MFP or the local network. Additional security features are incorporated such as disabling broadcasting, allowing and rejecting reception from specific numbers, user authentication and more.

- Logical separation between the fax telephone line and LAN
- Only fax protocol is permitted in Sharp's fax modem
- MFP architecture is designed to minimize the risk of transmitting malicious data (virus, etc.) to the main system.
    - UART (Universal Asynchronous Receiver/Transmitter) communication on Fax controller cannot control MFP controller.
    - Image transmission between FAX controller and MFP controller is also separated from UART communication.

Security Through Technology

# TOOLS TO MAINTAIN YOUR MFP AND PRINTER SECURITY

Sharp continues to provide optimal security to its customers, immediately assessing newly discovered security threats and their impact. Security measures are often released via firmware or through application updates to maximize security provided by Sharp products. In addition, Sharp offers various tools to monitor and optimize MFP and printer security features.

## Sharp Remote Device Manager (SRDM)

**SRDM enables administrators to take control of system features and simplify installation and management.**

SRDM is the ideal tool for IT administrators to efficiently manage and monitor their MFP and printer fleets to optimize device uptime. SRDM enables IT administrators to centrally manage, monitor and configure Sharp devices on their networks. This not only helps IT administrators manage devices, but SRDM also helps maintain optimal MFP and printer security. Using SRDM, IT administrators and security officers can create an MFP and printer security policy then centrally force the policy to devices on the network. When security settings are unintentionally altered, SRDM will notify administrator(s) or client incident management systems for them to immediately respond to potential security risks. Or, the SRDM intelligently resets security settings to defined security policy when any changes are detected.

### Key SRDM features include:
- Manual or automated device discovery
- Device status and consumable monitoring
- Security policy management
- Scheduled power management
- Centralized administrator password management
- Remote front panel access for quick user assistance
- Email notifications
- Firmware management
- Device cloning and storage backup
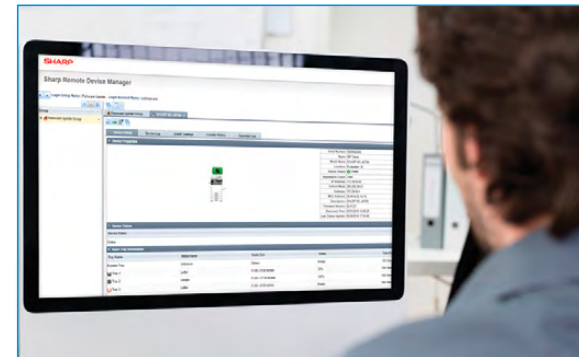
## Sharp OSA-enabled Applications

**Sharp** and the **Sharp Partner Program** community offer a broad selection of tightly integrated security features such as user authentication, authorization, print release and accounting. If you are interested in developing integrated security solutions to meet specific requirements for your organization, please visit the Sharp USA web site for more information.

**sharp** security
generates **confidence**

# SECURITY FEATURES AT-A-GLANCE*

## DATA AND INFORMATION SECURITY

Sharp MFPs provide a wide range of data security capabilities as an integral part of the device's architecture, or as a function of an optional Data Security Kit (DSK).

- Automatic Data Overwrite
- Manual Data Overwrite**
- Custom and DoD 5200.22-m
- End-of-Lease Data Erase
- Power-Up Data Overwrite**
- Up To 10-Times Data Overwrite
- 256-Bit AES Data Encryption
- Trusted Platform Module (TPM)**
- Application Whitelisting
- Self-recovery Firmware
- Data Back Up

## ACCESS CONTROL SECURITY

Sharp MFPs can be configured to help provide iron-clad user access control.

- User Authentication
  (Local/LDAP/Active Directory)
- Group Authorization
- Active Directory Group Policy
- Page Limit Control
- Password Protected
  Access to Device Home Page
  (Administrator and User)
- User Authority Setting
- Single-Sign-On
  (Kerberos and OAuth Token)
- Management of Currently Logged-In Users
- USB Card Reader Support
- ID Card User Authentication
- Scan-to-Home and Scan-to-Me
- Restrict List Printing**
- Disable Destination Selection
- Disable Address Book Registration
- Receipt Rejection from Specified Sender(s)

## NETWORK SECURITY

Network security with MFPs and printers is one of the most critical concerns. Sharp offers various features to help protect organizations' IT network.

- TLS Encryption (2048 bit Key supported)
- Security Policy Management
- SNMPv3 Support
- SNMP Community Name Support
- Kerberos
- IPv6 and IPsec
- Device Certificates
- IP Address Filtering
- MAC Address Filtering
- Port Control
- IEEE 802.1X™ Authentication

## EMAIL SECURITY

Send to email is one of the most common tasks for document scanning. Organizations can ensure secure send to email with Sharp MFPs.

- User Authentication
- S/MIME
- Send Only to Logged in User's Email Address
- Send from Logged in User (Email Connect)
- Store Sent Email on Sent Item Folder
- Apply Exchange Email Rules to Send
  to Email
- Single-Sign-On (SSO)
  (Kerberos and OAuth token)

## FAX SECURITY

*(Fax option may be required)*

Customers who have Sharp MFPs equipped with the fax option can be assured that the architecture of the MFP provides a logical separation between the fax telephone line and the Local Area Network (LAN).

- Segregated Fax Line
- Prevention of Junk Fax
- Confidential Fax

## MOBILE AND WIFI SECURITY

Embrace mobile printing and scanning by eliminating unauthorized access to corporate network.

- User Authentication
- Print Retention
- PIN Number Printing
- Access Point WiFi Mode

## DOCUMENT SECURITY

Protecting data on an MFP is only part of what's required to ensure complete end-to-end document security. Sharp MFPs employ a number of means, that if implemented, can help assure customers that their document data will remain confidential.

- Secure Print Release with a PIN Number
- Encrypted PDF (AES 256 bit Encryption)
- Encrypted PDF Lockout
- Tracking Information Print
- Hidden Pattern Print and Detection**

## PRINT SECURITY

Printing is the most common use of MFPs and printers. Sharp helps protect and secure print jobs during transition and at the printer.

- User Authentication
- TLS Encryption
- Secure Print Release with a PIN Number
- Serverless Print Release
- Sharp OSA Applications

## AUDIT TRAIL SECURITY

Sharp MFPs offer extensive internal logging. Audit tracking is often a critical component to monitor user and device activity. Sharp MFPs can also provide the following information:

- Job Log and Usage Tracking
- Image Job Log
- Reporting and Data Export
- Administrator System Audit Logs
- Syslog Protocol RFC 5424/3164 for
  Syslog/SIEM Integration
- Program Partner Applications
- SRDM Security Policy Management Features

*Color Advanced and Essentials Series MFPs.    **Optional Data Security Kit Feature.

# Sharp Security Suite Compatibility (**monochrome**)

| | MX-B350W/B450W | MX-B350P/B450P | MX-B355W/B455W | MX-M364N/M464N/M564N | MX-M365N/M465N/M565N | MX-M2630/M3050/M3550/M4050/M5050/M6050 | MX-M3070/M3570/M4070/M5070/M6070 | MX-M6570/M7570 | MX-M654N/M754N | MX-M905 | MX-M1055/M1205 (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | | |
| Speed | 35/45 ppm | 35/45 ppm | 35/45 ppm | 36/46/56 ppm | 36/46/56 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 65/75 ppm | 90 ppm | 105/120 ppm |
| Hard Disk Drive | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| **DATA SECURITY KIT (DSK) & COMMON CRITERIA CERTIFICATION** | | | | | | | | | | | |
| Data Security Kit (Optional) | - | - | MX-FR59U | MX-FR45U | MX-FR44U/FR44 | MX-FR56U | MX-FR57U | MX-FR60U HCD PP (Protection Profile for Hardcopy Devices) v1.0 support | MX-FR47U/FR47 | MX-FR54U HCD PP (Protection Profile for Hardcopy Devices) v1.0 support | MX-FR53U |
| Common Criteria Certification | Certified HCD V1.0 Dated 2015 | - | Certified HCD V1.0 Dated 2015 | Certified EAL 3 | Certified EAL 3 | Certified HCD V1.0 Dated 2015 | Certified HCD V1.0 Dated 2015 | Certified HCD V1.0 Dated 2015 | Certified EAL2 | - | - |
| **DATA AND INFORMATION SECURITY** | | | | | | | | | | | |
| Data Overwrite (Auto) | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Data Overwrite (Manual) | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Data Overwrite at Power-up | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Up to 10 Times Overwrite | - | - | Up to 10 times | Up to 7 times | Up to 7 times | Up to 10 times | Up to 10 times | Up to 10 times | Up to 10 times | Up to 10 Times | Up to 7 times |
| Custom Overwrite Pattern | - | - | User settable, DoD5220.22-M preset | - | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | - |
| 256 bit Data Encryption | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| End-of-Lease Data Erase | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Trusted Platform Module (TPM) | - | - | Yes | - | - | Yes | Yes | Yes | - | Yes | - |
| **ACCESS CONTROL SECURITY** | | | | | | | | | | | |
| User Authentication (local address book) | User Number | User Number | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| User Authentication (LDAP) | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| User Authentication (Active Directory) | - | - | Std | - | - | Std | Std | Std | - | Std | - |
| Group Authorization | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Page Limit Control | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Password Protected Access to Device Web Page | Yes | Yes | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Restrict List Printing | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Scan to Home Directory | - | N/A | Std | - | Std | Std | Std | Std | Std | Std | - |
| Scan Only to Logged in User's Email | - | N/A | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Disable Destination Method Selection | - | N/A | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Disable Address Book Registration | - | N/A | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Receipt Rejection from Specified User(s) | Std | N/A | Std | Std | Std | Std | Std | - | Std | Std | Std |
| Lock Users After 3 Tries | Std (Ope panel only) | Std (Ope panel only) | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| USB Card Reader Support | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |

*continued on next page...*

Items indicated with "Yes" in the table above may require additional options or software downloads.
* Admin password can be protected when a Sharp MFP is accessed from FTP, preventing password leakage.　** Supported only on "N" models.　*** Requires optional HDD when it is not equipped.

| | MX-B350W/B450W | MX-B350P/B450P | MX-B355W/B455W | MX-M364N/M464N/M564N | MX-M365N/M465N/M565N | MX-M2630/M3050/M3550/M4050/M5050/M6050 | MX-M3070/M3570/M4070/M5070/M6070 | MX-M6570/M7570 | MX-M654N/M754N | MX-M905 | MX-M1055/M1205 (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | | |
| Speed | 35/45 ppm | 35/45 ppm | 35/45 ppm | 36/46/56 ppm | 36/46/56 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 65/75 ppm | 90 ppm | 105/120 ppm |
| Hard Disk Drive | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| **NETWORK SECURITY** | | | | | | | | | | | |
| AD Integration (Join Domain) | - | - | Std | - | - | Std | Std | Std | - | Std | - |
| TSL Encryption | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| 2048 Certificate | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | - |
| Security Policy Management | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| SNMPv3 Support | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| SNMP Community String Support | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Kerberos | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| IPv6 and IPSec | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Device Certificates | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| IP Address Filtering | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| MAC Address Filtering | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Port Control (Disable/Enable Ports) | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| CSRF Measure | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Admin Password Protection* | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| IEEE 802.1X | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| SHA-2 | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| S/MIME | - | N/A | Std | - | - | Std | Std | Std | - | Std | - |
| **FAX SECURITY (FAX OPTION MAY BE REQUIRED)** | | | | | | | | | | | |
| Separation Between Fax and Network | Std | N/A | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Confidential Fax | - | N/A | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Filter Junk Fax | - | N/A | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| **DOCUMENT SECURITY** | | | | | | | | | | | |
| Job Status Display Only Logged On User | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Secure Pull Print FTP/SMB | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Secure Print Release with a PIN Number | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Serverless Print Release | - | - | Std | - | - | Std | Std | Std | - | Std | - |
| Encrypted PDF Transmission | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Encrypted PDF Direct Printing | Std (w/o password) | Std (w/o password) | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Hidden Security Pattern Print | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Hidden Security Pattern Detection | - | - | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| **AUDIT TRAIL AND OTHER SECURITY** | | | | | | | | | | | |
| Job Log and Usage Tracking | - | - | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Administrator Audit Log | - | - | Std | - | - | Std | Std | Std | Std | Std | Std |
| Digitally Signed Firmware | - | - | Std | - | - | Std | Std | Std | - | Yes | - |

Items indicated with "Yes" in the table above may require additional options or software downloads.
* Admin password can be protected when a Sharp MFP is accessed from FTP, preventing password leakage.    ** Supported only on "N" models.    *** Requires optional HDD when it is not equipped.

# Sharp Security Suite Compatibility (**color**)

| | MX-C303W/304W | MX-C301W | MX-C300P | MX-C250/300W | MX-2651/3051/3551/4051 | MX-3071/3571/4071 | MX-2630N/3050V/3550V/4050V/5050V/6050V | MX-3070V/3570V/4070/5070V/6070V | MX-6580N/7580N (without Fiery Option) | MX-7090N/8090N (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | |
| Speed | 30 ppm | 30 ppm | 30 ppm | 25/30 ppm | 26/30/35/40 ppm | 30/35/40 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 70/80 ppm |
| Hard Disk Drive | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| **DATA SECURITY KIT (DSK) & COMMON CRITERIA CERTIFICATION** | | | | | | | | | | |
| Data Security Kit (Optional) | MX-FR61U | MX-FR46U | - | - | MX-FR62U | MX-FR62U | MX-FR51U | MX-FR52U | MX-FR55U | MX-FR58U |
| Common Criteria Certification | Pending | - | - | - | Pending | Pending | Certified HCD V1.0 Dated 2015 | Certified HCD V1.0 Dated 2015 | - | - |
| **DATA AND INFORMATION SECURITY** | | | | | | | | | | |
| Data Overwrite (Auto) | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Data Overwrite (Manual) | Yes | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Data Overwrite at Power-up | Yes | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Up to 10 Times Overwrite | Up to 10 Times | Up to 7 times | - | - | Up to 10 Times | Up to 10 Times | Up to 10 Times | Up to 10 Times | Up to 10 Times | Up to 10 Times |
| Custom Overwrite Pattern | User settable, DoD5220.22-M preset | - | - | - | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset | User settable, DoD5220.22-M preset |
| 256 bit Data Encryption | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| End-of-Lease Data Erase | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Trusted Platform Module (TPM) | Yes | - | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Whitelisting | Std | - | - | - | Std | Std | - | - | - | - |
| Firmware Attack Prevention & Self Recovery | Std | - | - | - | Std | Std | - | - | - | - |
| **ACCESS CONTROL SECURITY** | | | | | | | | | | |
| User Authentication (local address book) | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| User Authentication (LDAP) | Std | Std | - | Std | Std | Std | Std | Std | Std | Std |
| User Authentication (Active Directory) | Std Group Policy | - | - | - | Std Group Policy | Std Group Policy | Std | Std | Std | Std |
| Group Authorization | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Page Limit Control | Std | Std | Std | Std | Std | Std | Std | Std | Std | Std |
| Password Protected Access to Device Web Page | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Restrict List Printing | Yes | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Scan to Home Directory | Std | - | - | - | Std | Std | Std | Std | Std | Std |
| Scan Only to Logged in User's Email | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Disable Destination Method Selection | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Disable Address Book Registration | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Receipt Rejection from Specified User(s) | Std | Std | - | Std | Std | Std | Std | Std | Std | Std |
| Lock Users After 3 Tries | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| USB Card Reader Support | Std | Std | - | - | Std | Std | Std | Std | Std | Std |

Items indicated with "Yes" in the table above may require additional options or software downloads.

* Admin password can be protected when a Sharp MFP is accessed from FTP, preventing password leakage.   ** Only supports the file without a password.

| | MX-C303W/304W | MX-C301W | MX-C300P | MX-C250/300W | MX-2651/3051/3551/4051 | MX-3071/3571/4071 | MX-2630N/3050V/3550V/4050V/5050V/6050V | MX-3070V/3570V/4070/5070V/6070V | MX-6580N/7580N (without Fiery Option) | MX-7090N/8090N (without Fiery Option) |
|---|---|---|---|---|---|---|---|---|---|---|
| **GENERAL MFP FEATURES/FUNCTIONS** | | | | | | | | | | |
| Speed | 30 ppm | 30 ppm | 30 ppm | 25/30 ppm | 26/30/35/40 ppm | 30/35/40 ppm | 26/30/35/40/50/60 ppm | 30/35/40/50/60 ppm | 65/75 ppm | 70/80 ppm |
| Hard Disk Drive | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| **NETWORK SECURITY** | | | | | | | | | | |
| AD Integration | Std Group Policy | - | - | - | Std Group Policy | Std Group Policy | Std | Std | Std | Std |
| TSL Encryption | Std | Std | HTTPS for client only | HTTP client only | Std | Std | Std | Std | Std | Std |
| 2048 Certificate | Std | Std | Std | - | Std | Std | Std | Std | Std | Std |
| Security Policy Management | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| SNMPv3 Support | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| SNMP Community String Support | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| Kerberos | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| IPv6 and IPSec | Std | Std | Yes | Yes | Std | Std | Std | Std | Std | Std |
| Device Certificates | Std | Std | Yes | Yes | Std | Std | Std | Std | Std | Std |
| IP Address Filtering | Std | Std | Yes | Yes | Std | Std | Std | Std | Std | Std |
| MAC Address Filtering | Std | Std | Yes | Yes | Std | Std | Std | Std | Std | Std |
| Port Control (Disable/Enable Ports) | Std | Std | Yes | Yes | Std | Std | Std | Std | Std | Std |
| CSRF Measure | Std | Std | Std | - | Std | Std | Std | Std | Std | Std |
| Admin Password Protection* | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| IEEE 802.1X Support | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| SHA-2 | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| S/MIME | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| **FAX SECURITY (FAX OPTION MAY REQUIRED)** | | | | | | | | | | |
| Separation Between Fax and Network | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| Confidential Fax | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| Filter Junk Fax | Std | Std | - | Yes | Std | Std | Std | Std | Std | Std |
| **DOCUMENT SECURITY** | | | | | | | | | | |
| Job Status Display Only Logged on User | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Secure Pull Print FTP/SMB | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Secure Print Release with a PIN Number | Std | Std | - | Std | Std | Std | Std | Std | Std | Std |
| Serverless Print Release | Std | - | - | - | Std | Std | Std | Std | Std | Std |
| Encrypted PDF Transmission | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Encrypted PDF Direct Printing | Std | Std | Std** | Std** | Std | Std | Std | Std | Std | Std |
| Hidden Security Pattern Print | Yes | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| Hidden Security Pattern Detection | Yes | Yes | - | - | Yes | Yes | Yes | Yes | Yes | Yes |
| **AUDIT TRAIL AND OTHER SECURITY** | | | | | | | | | | |
| Job Log and Usage Tracking | Std | Std | - | - | Std | Std | Std | Std | Std | Std |
| Admin Audit Tracking (SIEM and Syslog Integration) | Std | - | - | - | Std | Std | Std | Std | Std | Std |
| Digitally Signed Firmware | Std | - | - | - | Std | Std | Yes | Yes | Yes | Yes |

Items indicated with "Yes" in the table above may require additional options or software downloads.

* Admin password can be protected when a Sharp MFP is accessed from FTP, preventing password leakage.   ** Only supports the file without a password.

**SHARP**®

<div style="border:2px solid black;">

# Attachment 9
# Sharp National Account
# Service Pricing

</div>

# SHARP

**Sharp National Account Program**
Service & Supply Pricing

| Model | | | CPC no Minimum Zone 1 Only - Black | Monthly Copy Minimum Copies | Zone 1 Monthly Base (0-25 Miles) | Zone 1 Excess CPC - Black | CPC no Minimum Zone 1 Only - Color | Monthly Copy Minimum Copies | Zone 1 Monthly Base (0-25 Miles) | Zone 1 Excess CPC - Color | Monthly Copy Minimum Copies | Zone 2 Monthly Base (26-50 Miles) | Zone 2 Excess CPC (26-50 Miles) - Black | Monthly Copy Minimum Copies | Zone 2 Monthly Base (26-50 Miles) | Zone 2 Excess CPC (26-50 Miles) - Color |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | **Black** | | | | **Color** | | | | **Black** | | | **Color** | | |
| MX-M2651 | | | 0.0080 | 2,500 | $17.50 | 0.0070 | | | | | 2,500 | $21.00 | 0.0084 | | | |
| MX-M3051 | | | 0.0075 | 3,000 | $19.20 | 0.0064 | | | | | 3,000 | $23.10 | 0.0077 | | | |
| MX-M3071 | | | 0.0075 | 3,000 | $19.20 | 0.0064 | | | | | 3,000 | $23.10 | 0.0077 | | | |
| MX-M3551 | | | 0.0075 | 3,000 | $19.20 | 0.0064 | | | | | 3,000 | $23.10 | 0.0077 | | | |
| MX-M3571 | | | 0.0075 | 3,000 | $19.20 | 0.0064 | | | | | 3,000 | $23.10 | 0.0077 | | | |
| MX-M4051 | | | 0.0075 | 4,000 | $25.60 | 0.0064 | | | | | 4,000 | $30.80 | 0.0077 | | | |
| MX-M4071 | | | 0.0075 | 4,000 | $25.60 | 0.0064 | | | | | 4,000 | $30.80 | 0.0077 | | | |
| MX-M5051 | | | 0.0073 | 5,000 | $31.50 | 0.0063 | | | | | 5,000 | $38.00 | 0.0076 | | | |
| MX-M5071 | | | 0.0073 | 5,000 | $31.50 | 0.0063 | | | | | 5,000 | $38.00 | 0.0076 | | | |
| MX-M6051 | | | 0.0070 | 7,500 | $45.75 | 0.0061 | | | | | 7,500 | $54.75 | 0.0073 | | | |
| MX-M6071 | | | 0.0070 | 7,500 | $45.75 | 0.0061 | | | | | 7,500 | $54.75 | 0.0073 | | | |
| MX-M7570 | | | 0.0058 | 10,000 | $50.00 | 0.0050 | | | | | 10,000 | $60.00 | 0.0060 | | | |
| MX-M905 | | | 0.0045 | 20,000 | $80.00 | 0.0040 | | | | | 20,000 | $96.00 | 0.0048 | | | |
| MX-M1055 | | | 0.0045 | 20,000 | $80.00 | 0.0040 | | | | | 20,000 | $96.00 | 0.0048 | | | |
| MX-M1205 | | | 0.0045 | 20,000 | $80.00 | 0.0040 | | | | | 20,000 | $96.00 | 0.0048 | | | |
| MX-2651 | | | 0.0091 | 2,000 | $15.80 | 0.0079 | 0.0546 | 1,000 | $47.40 | 0.0474 | 2,000 | $19.00 | 0.0095 | 1,000 | $56.90 | 0.0569 |
| MX-3051 | | | 0.0089 | 2,500 | $19.25 | 0.0077 | 0.0524 | 1,250 | $57.00 | 0.0456 | 2,500 | $23.00 | 0.0092 | 1,250 | $68.38 | 0.0547 |
| MX-3071 | | | 0.0089 | 2,500 | $19.25 | 0.0077 | 0.0524 | 1,250 | $57.00 | 0.0456 | 2,500 | $23.00 | 0.0092 | 1,250 | $68.38 | 0.0547 |
| MX-3551 | | | 0.0089 | 2,500 | $19.25 | 0.0077 | 0.0524 | 1,250 | $57.00 | 0.0456 | 2,500 | $23.00 | 0.0092 | 1,250 | $68.38 | 0.0547 |
| MX-3571 | | | 0.0089 | 2,500 | $19.25 | 0.0077 | 0.0524 | 1,250 | $57.00 | 0.0456 | 2,500 | $23.00 | 0.0092 | 1,250 | $68.38 | 0.0547 |
| MX-4051 | | | 0.0089 | 4,000 | $30.80 | 0.0077 | 0.0524 | 2,000 | $91.20 | 0.0456 | 4,000 | $36.80 | 0.0092 | 2,000 | $109.40 | 0.0547 |
| MX-4071 | | | 0.0089 | 4,000 | $30.80 | 0.0077 | 0.0524 | 2,000 | $91.20 | 0.0456 | 4,000 | $36.80 | 0.0092 | 2,000 | $109.40 | 0.0547 |
| MX-5051 | | | 0.0089 | 6,000 | $46.20 | 0.0077 | 0.0524 | 3,000 | $136.80 | 0.0456 | 6,000 | $55.20 | 0.0092 | 3,000 | $164.10 | 0.0547 |
| MX-5071 | | | 0.0089 | 6,000 | $46.20 | 0.0077 | 0.0524 | 3,000 | $136.80 | 0.0456 | 6,000 | $55.20 | 0.0092 | 3,000 | $164.10 | 0.0547 |
| MX-6051 | | | 0.0089 | 6,000 | $46.20 | 0.0077 | 0.0524 | 3,000 | $136.80 | 0.0456 | 6,000 | $55.20 | 0.0092 | 3,000 | $164.10 | 0.0547 |
| MX-6071 | | | 0.0089 | 6,000 | $46.20 | 0.0077 | 0.0524 | 3,000 | $136.80 | 0.0456 | 6,000 | $55.20 | 0.0092 | 3,000 | $164.10 | 0.0547 |
| MX-6580N | | | 0.0076 | 2,500 | $16.50 | 0.0066 | 0.0471 | 10,000 | $410.00 | 0.0410 | 2,500 | $19.75 | 0.0079 | 10,000 | $492.00 | 0.0492 |
| MX-7580N | | | 0.0076 | 2,500 | $16.50 | 0.0066 | 0.0471 | 10,000 | $410.00 | 0.0410 | 2,500 | $19.75 | 0.0079 | 10,000 | $492.00 | 0.0492 |
| MX-7090N | | | 0.0076 | 2,500 | $16.50 | 0.0066 | 0.0428 | 10,000 | $372.00 | 0.0372 | 2,500 | $19.75 | 0.0079 | 10,000 | $446.00 | 0.0446 |
| MX-8090N | | | 0.0076 | 2,500 | $16.50 | 0.0066 | 0.0428 | 10,000 | $372.00 | 0.0372 | 2,500 | $19.75 | 0.0079 | 10,000 | $446.00 | 0.0446 |
| **A4 Models** | | | | | | | | | | | | | | | | |
| MX-B376W | | | 0.0092 | 1,000 | $8.00 | 0.0080 | | | | | 1,000 | $9.60 | 0.0096 | | | |
| MX-B476W | | | 0.0092 | 1,000 | $8.00 | 0.0080 | | | | | 1,000 | $9.60 | 0.0096 | | | |
| MX-B350W | | | 0.0092 | 1,000 | $8.00 | 0.0080 | | | | | 1,000 | $9.60 | 0.0096 | | | |
| MX-B450W | | | 0.0092 | 1,000 | $8.00 | 0.0080 | | | | | 1,000 | $9.60 | 0.0096 | | | |
| MX-B350P | | | 0.0092 | 1,000 | $8.00 | 0.0080 | | | | | 1,000 | $9.60 | 0.0096 | | | |
| MX-B450P | | | 0.0092 | 1,000 | $8.00 | 0.0080 | | | | | 1,000 | $9.60 | 0.0096 | | | |
| MX-C250 | | | 0.0139 | 1,000 | $12.10 | 0.0121 | 0.0610 | 500 | $26.55 | 0.0531 | 1,000 | $14.50 | 0.0145 | 500 | $31.85 | 0.0637 |
| MX-C300W | | | 0.0139 | 1,000 | $12.10 | 0.0121 | 0.0610 | 500 | $26.55 | 0.0531 | 1,000 | $14.50 | 0.0145 | 500 | $31.85 | 0.0637 |
| MX-C300P | | | 0.0139 | 1,000 | $12.10 | 0.0121 | 0.0610 | 500 | $26.55 | 0.0531 | 1,000 | $14.50 | 0.0145 | 500 | $31.85 | 0.0637 |
| MX-C303W | | | 0.0139 | 1,000 | $12.10 | 0.0121 | 0.0610 | 500 | $26.55 | 0.0531 | 1,000 | $14.50 | 0.0145 | 500 | $31.85 | 0.0637 |
| MX-C304W | | | 0.0139 | 1,000 | $12.10 | 0.0121 | 0.0610 | 500 | $26.55 | 0.0531 | 1,000 | $14.50 | 0.0145 | 500 | $31.85 | 0.0637 |

# SHARP®

## Sample Assessment Report

# SHARP®

# Technology Assessment

**Customer A.**
**Contact Person for Customer A**
**Street Address**
**City, ST Zip Code**

December 4, 2019

# Table of **Contents**

- Assessment Benefits

- Assessment Methodology

- Fleet Overview

- Device/Department Optimization

- Statistics

- Current TCO

- Proposed TCO

SAMPLE REPORT

**SHARP**®

# Assessment**Benefits**

Our Sharp MPS program is uniquely suited to the goals and objectives of each customer and optimizes and/or manages a company's document output to help create a secure and smart office.

This Sharp Assessment Report is a detailed look into Training Scenario's imaging, print and technology environment.  Within the report, you will find a data analysis summary and a recommended optimization strategy that identifies several areas that - through the removal and re-deployment of devices, modifications of standards, upgrades to the print environment, and device lifecycle management - Training Scenario can expect to achieve significant hard savings in monthly operational costs (hardware and page costs), as well as having better visibility into the print environment, and a reduction in needed support.

The data discovery, analytics and report assembly included over 10 man hours to complete.

According to a 2018-2019 IDC study, *to ensure optimal results, organizations should seek out partners with service offerings that are well aligned with current and future business objectives* which include:

- *Understand your current environment. Evaluate the existing print and document infrastructure to identify opportunities for print optimization, security threats, workflow automation gaps, and process optimization opportunities.*
- *Develop a long-term plan. Proactively evaluate the print and document infrastructure and process pain points, then develop a strategy to address those pain points and advance to higher levels of maturity. Quick-starting an outsourced print and document services program with an emphasis on reducing costs could introduce further inefficiencies and reduce worker productivity in the long run.*
- *Ensure security and compliance. Consider long-term complexities for print and document security over the next several years. Most printing equipment offers built-in features for endpoint security protection, but organizations looking to develop a comprehensive print and document security strategy should seek out solutions and services to extend protection well beyond the device.*
- *Consider your organization's overall IT objectives. Organizations are increasingly looking to outsource the entire IT environment, from devices to services and infrastructure. Outsourcing the print infrastructure as part of an overall managed IT services contract represents increased opportunities for businesses looking to consolidate service providers and drive further efficiencies through integration.*

Sharp can help with your business initiatives.

**SHARP**

# Assessment**Methodology**

Sharp uses a systematic approach to assess your print and document workflow environment.

## Step 1

**Customer Vision & Goals Workshop**

A customer workshop is scheduled to verify what your organization wants to achieve from this assessment.

## Step 6

**Continuous Improvement**

As your MTS partner, the Sharp team will continually track and review the progress of your program.

## Step 2

**Assessment**

Our Assessment is a multi-faceted process that includes device data collection, an on-site visit to map out assets on a floor plan and user. Interviews, to present a fleet overview.

## Step 5

**Implement & Manage**

Our team of technology specialists implement a new Managed Technology Services (MTS) program.

## Step 3

**Validate & Construct**

We present a fleet overview and analysis and to discuss areas for consideration and improvements to create a new program.

## Step 4

**Propose Solution**

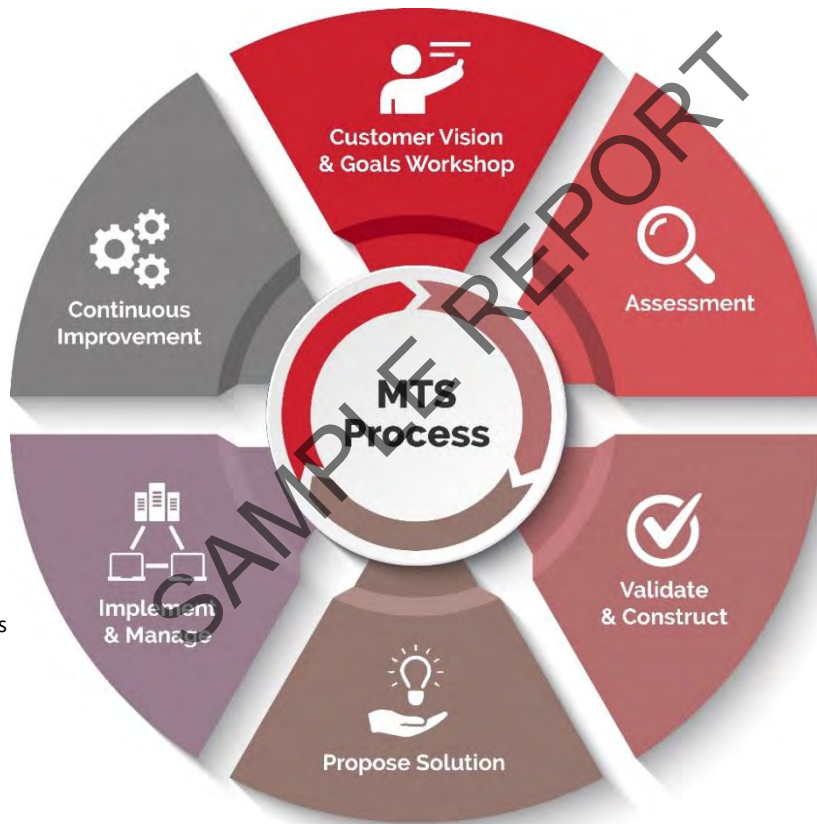We propose a solution based on our findings while keeping your objectives in mind.
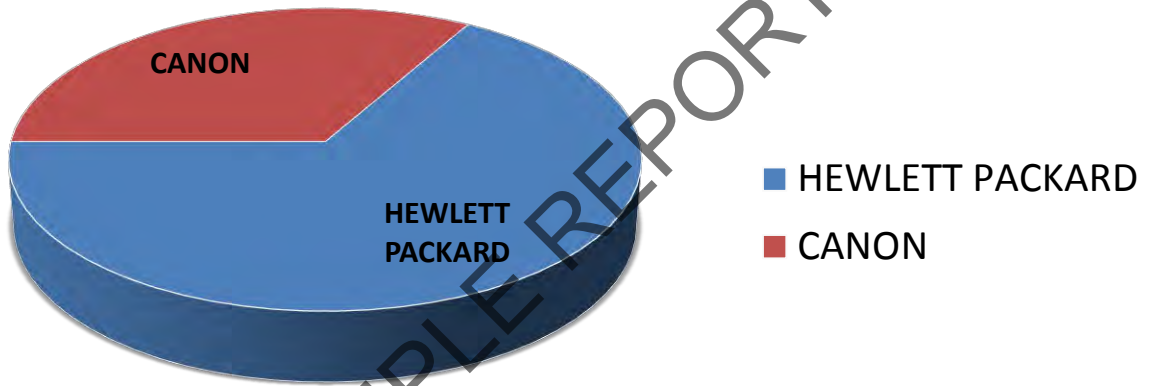
**SHARP**

# Fleet**Overview**

This is an overview of your fleet of printers and MFP's. The appendix will provide specific details for each device.

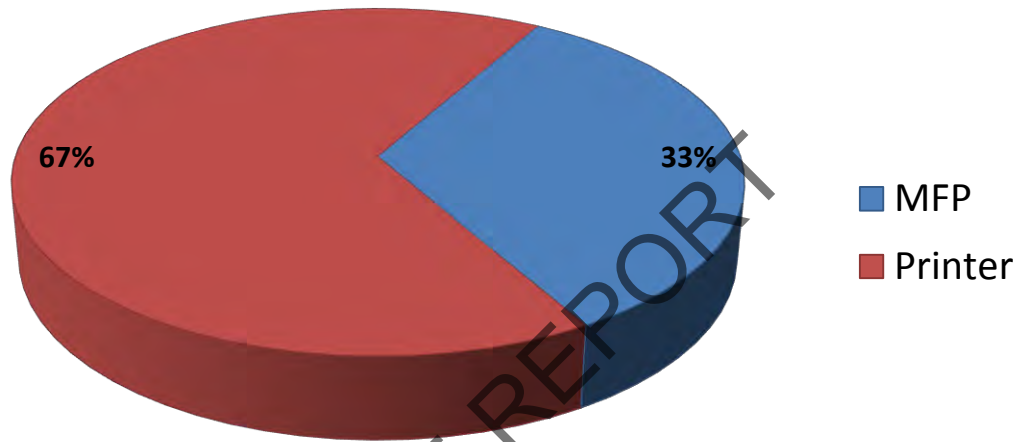**9 Devices Found**

— 6 PRINTERS 3 MFP'S

## Devices By Manufacturer



- ■ HEWLETT PACKARD
- ■ CANON

**SHARP**

# Printer vs MFP

– 67% printers and 33% MFP's

**Printer vs MFP**



67%

33%

■ MFP

■ Printer

**SHARP**

## Mono vs Color

There are 5 mono devices or 55% and 4 color devices or 44%.

**Mono vs Color Devices**

4, 44%

5, 56%

- ■ Mono
- ■ Color

SAMPLE REPORT

**SHARP**®
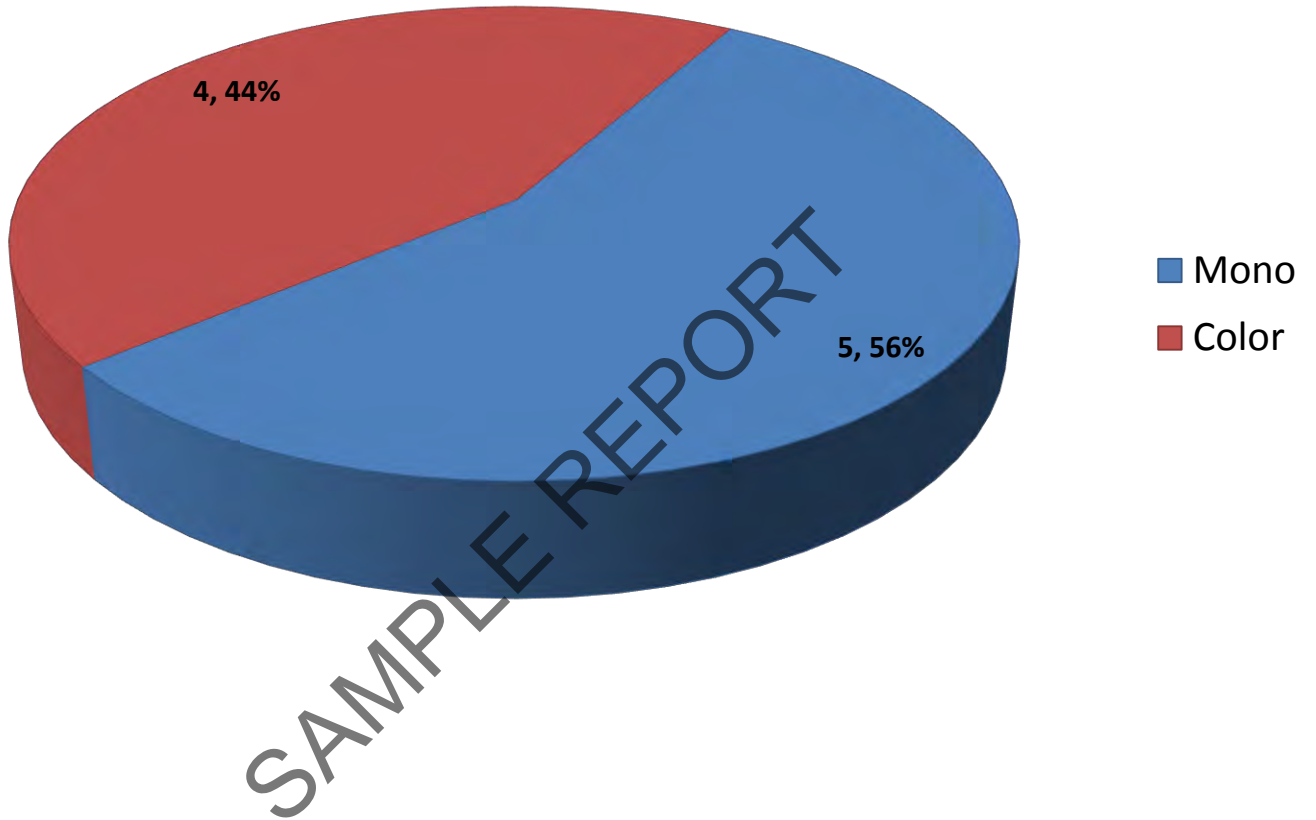
# Device by Model

This pie chart helps detail 6 different models in the fleet. The number to the right of the model indicates how many.

## DEVICES BY MODEL

- LASERJET P4015, 1, 11%
- LASERJET 600 M602, 2, 22%
- C5540I, 3, 34%
- COLOR LASERJET CP4020 SERIES, 1, 11%
- LASERJET P3010 SERIES, 1, 11%
- LASERJET 4250, 1, 11%

**SHARP**®
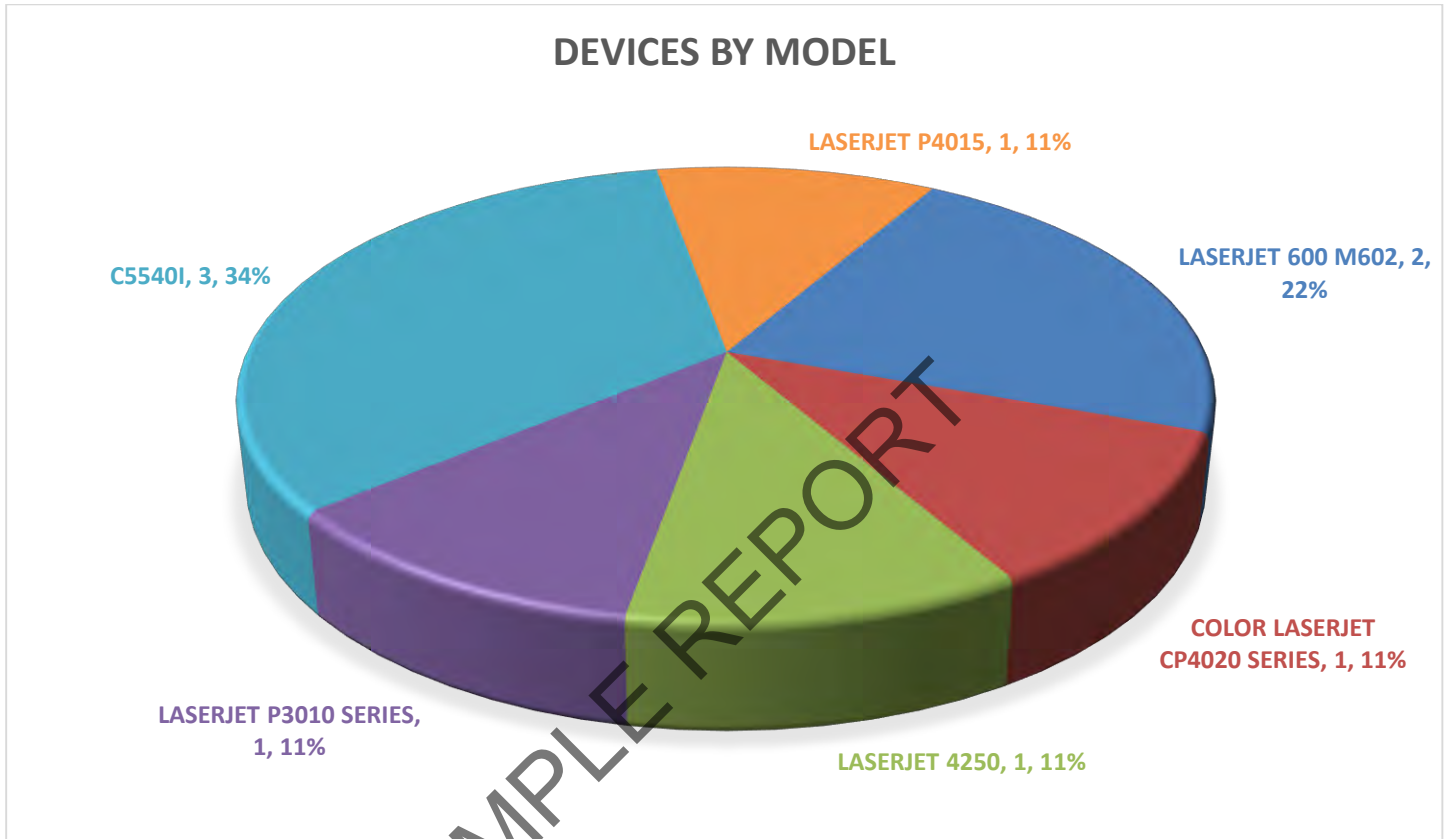
# Fleet**Statistics**

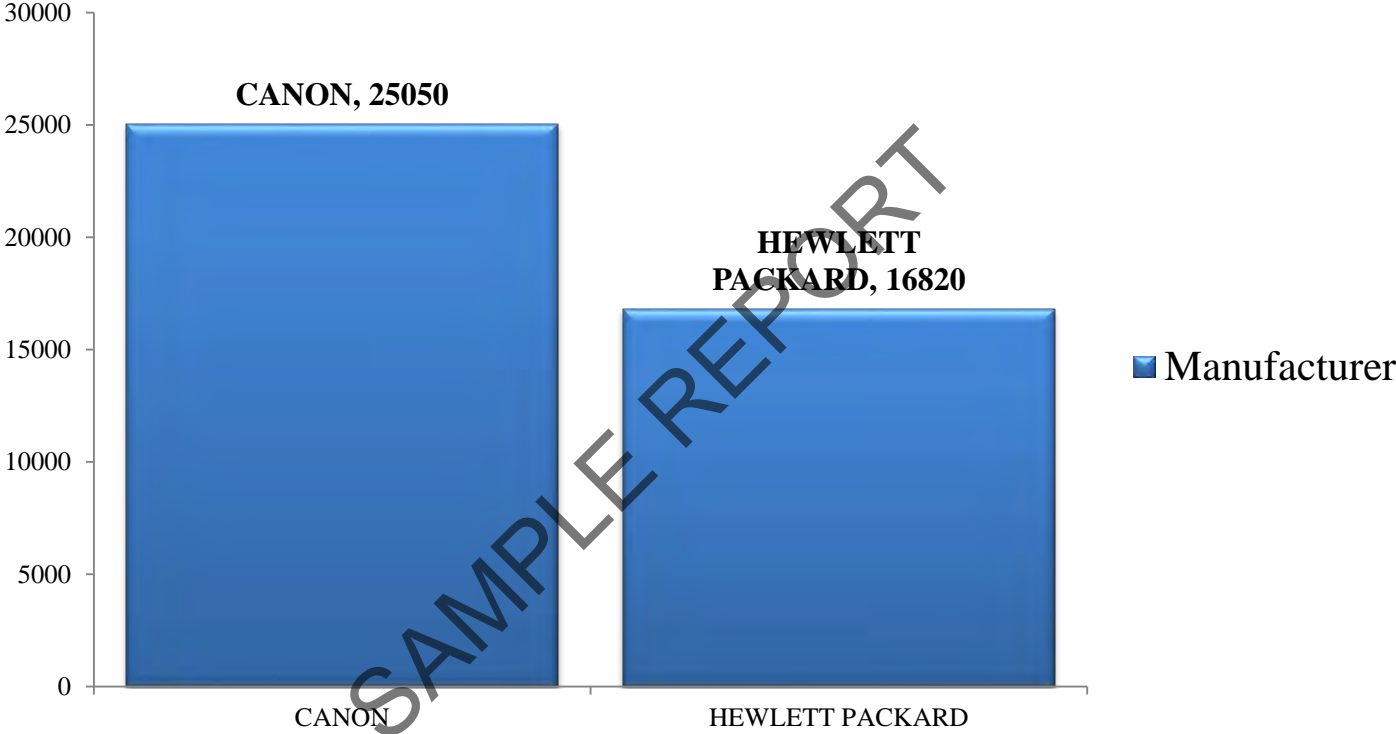In this section we provide further stats related to the fleet of printers and MFPs.

## Top Devices by Total Volume

**Monthly Volume By Manufacturer**



■ Manufacturer

**SHARP**®

# Fleet**Statistics**

## Top Devices By Total Volume



Bar chart with y-axis scaled from 0 to 12000 (in increments of 2000). Legend: ■ Monthly Total Volume

- #7 - CANON C5540I: ~11000
- #4 - CANON C5540I: ~10000
- #2 - HEWLETT PACKARD LASERJET 4250: ~4800

**SHARP**®
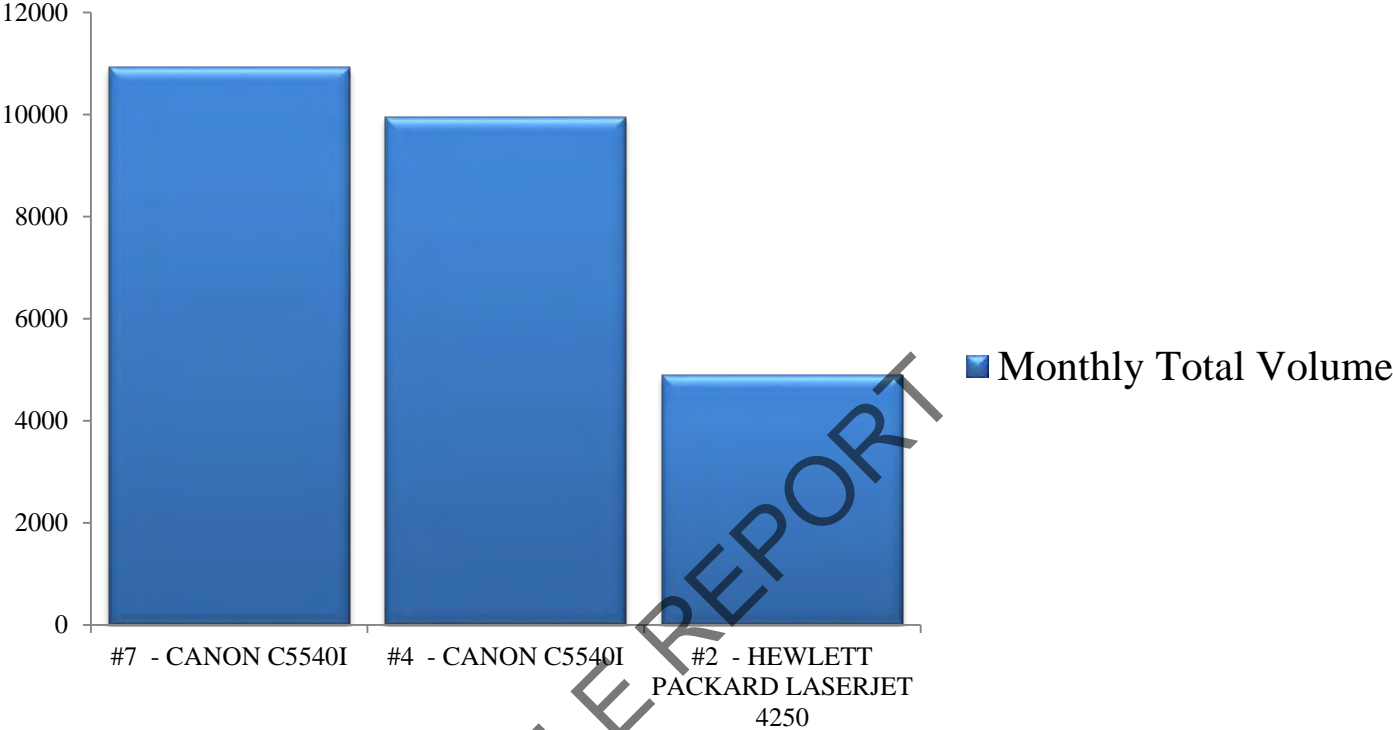
# Fleet**Statistics**

## Top Color Devices in the Fleet

In this section we provide further stats related to the fleet of printers and MFP's



**Top Color Devices**

SHARP

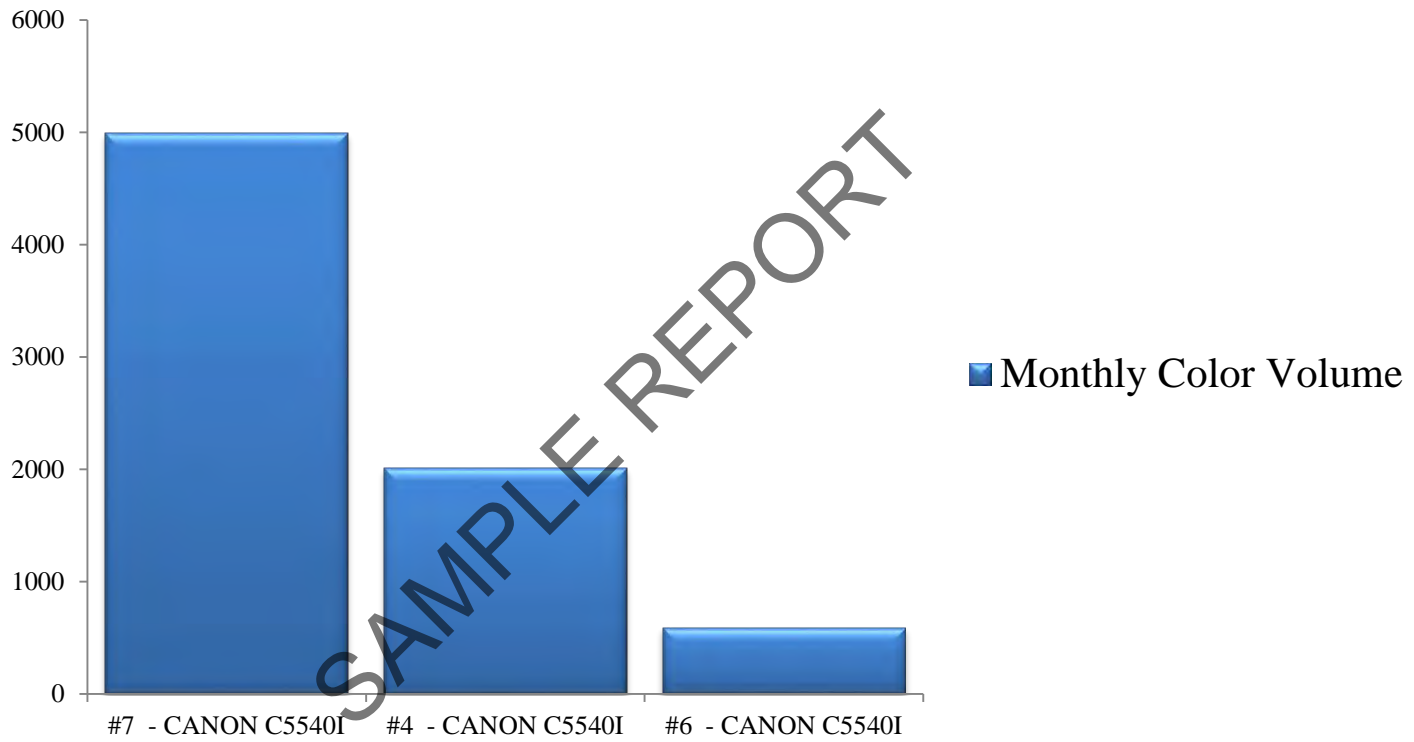# Fleet**Statistics**

## Least Utilized Devices by Total Volume

In this chart we provide visibility to the least used printers in the fleet.

### Least Utilized Devices



Chart showing Total Monthly Volume for three devices:
- #8 - HEWLETT PACKARD LASERJET 600 M602: ~350
- #1 - HEWLETT PACKARD COLOR LASERJET CP4020 SERIES: ~520
- #0 - HEWLETT PACKARD LASERJET 600 M602: ~2450

Legend: ■ Total Monthly Volume

SAMPLE REPORT
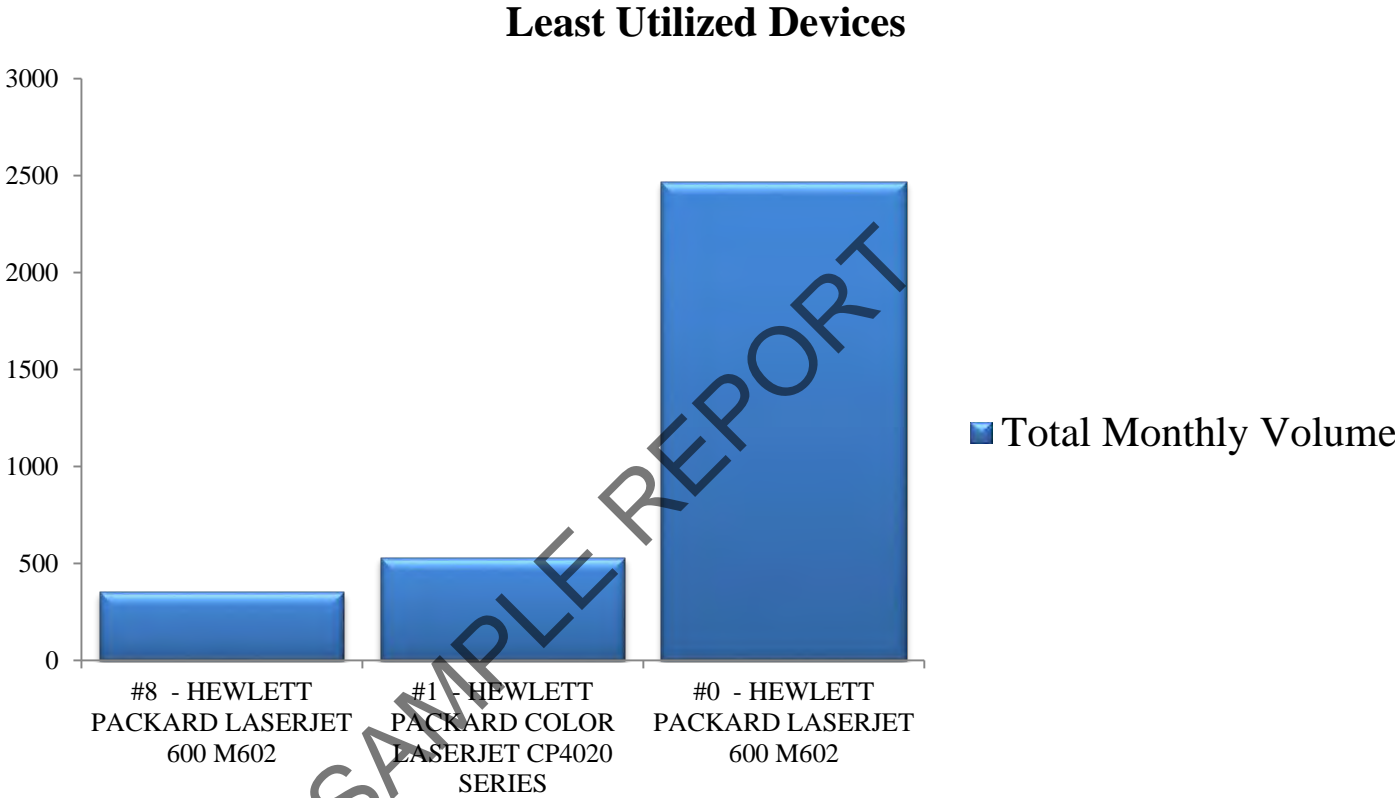
**SHARP**®

# Mapping**Report**

**Current State**
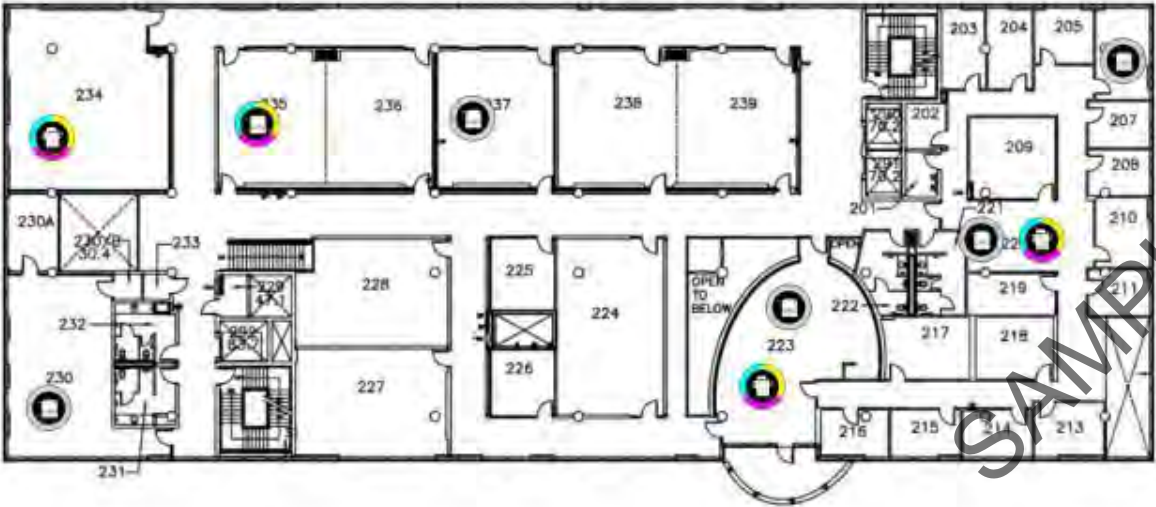
**Proposed State**

**SHARP**

# Device**Optimization**

| CURRENT STATE | | | | | PROPOSED STATE | | | | |
|---|---|---|---|---|---|---|---|---|---|
| **Department** | Device | B/W Vol | Color Vol | COST | Device | B/W Vol | Color Vol | COST | Savings |
| | HEWLETT PACKARD - COLOR LASERJET CP4020 SERIES | 505 | 25 | $23.35 | SHARP – MX5071 | 13,125 | 2,034 | $353.58 | $1,017.80 |
| | CANON - C5540I | 7,939 | 2,009 | $1,183.26 | | | | | |
| | HEWLETT PACKARD - LASERJET P4015 | 4,681 | 0 | $164.77 | | | | | |
| -- | -- | -- | -- | -- | -- | -- | -- | -- | -- |
| SUBTOTAL | 3 DEVICES | 13,125 | 2,034 | $1,371.38 | 1 DEVICES | 0 | 0 | $353.58 | $1,017.80 |
| | | | | | | | | | |
| | HEWLETT PACKARD - LASERJET 4250 | 4,893 | 0 | $172.23 | SHARP - MX4071 | 10,825 | 4,990 | $556.88 | $1,070.81 |
| | CANON - C5540I | 5,932 | 4,990 | $1,455.46 | | | | | |
| -- | -- | -- | -- | -- | -- | -- | -- | -- | -- |
| SUBTOTAL | 2 DEVICES | 10,825 | 4,990 | $1,627.69 | 1 DEVICES | 0 | 0 | $556.88 | $1,070.81 |
| | | | | | | | | | |
| | HEWLETT PACKARD - LASERJET P3010 SERIES | 3,897 | 0 | $0.00 | SHARP - MX3571 | 7,840 | 589 | $161.89 | $747.58 |
| | CANON - C5540I | 3,591 | 589 | $902.43 | | | | | |

**SHARP**®

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | HEWLETT PACKARD - LASERJET 600 M602 | 352 | 0 | $7.04 | | | | | |
| -- | -- | -- | -- | -- | -- | -- | -- | -- | -- |
| SUBTOTAL | 3 DEVICES | 7,840 | 589 | $909.47 | 1 DEVICES | 0 | 0 | $161.89 | $747.58 |
| | | | | | | | | | |
| | HEWLETT PACKARD - LASERJET 600 M602 | 2,467 | 0 | $49.34 | SHARP - MXB350P | 2,467 | 0 | $39.47 | $9.87 |
| -- | -- | -- | -- | -- | -- | -- | -- | -- | -- |
| SUBTOTAL | 1 DEVICES | 2,467 | 0 | $49.34 | 1 DEVICES | 0 | 0 | $39.47 | $9.87 |
| | | | | | | | | | |

**SHARP**®

# Current**TCO Fleet Summary**

| Financial Summary - Current Fleet | | | | |
|---|---|---|---|---|
| Total B/W Volume | 34,257 | | Monthly B/W CPC  Cost | $908.84 |
| Total Color Volume | 7,613 | | Monthly Color CPC  Cost | $844.04 |
| **Total Volume** | 41,870 | | **Total Monthly CPC  Cost** | **$1,752.88** |
| | | | Service Cost | $0.00 |
| **Avg B/W CPI** | $0.0265300 | | Lease Cost | $2,205.00 |
| **Avg Color CPI** | $0.1108681 | | Equipment Cost | $0.00 |
| | | | Other Costs | $0.00 |
| **FLEET Avg B/W CPI** | $0.0265300 | | **Total Monthly Costs** | **$3,957.88** |
| **FLEET Avg Color CPI** | $0.1108681 | | **Total Annual Costs** | **$47,494.53** |

Current costs consist on all purchases, leases, service and consumables along with any costs to manage the fleet of equipment.

**Total Cost of Current Fleet:**      **$47,494.53**

**SHARP**

# Proposed**TCO Fleet Summary**

| Financial Summary - Proposed Fleet | | | | |
|---|---|---|---|---|
| Total B/W Volume | 34,257 | | Monthly B/W CPC Cost | $317.11 |
| Total Color Volume | 7,613 | | Monthly Color CPC Cost | $405.57 |
| **Total Volume** | 41,870 | | **Total Monthly CPC Cost** | **$722.68** |
| | | | Service Cost | $0.00 |
| **Avg B/W CPI** | $0.0093 | | Lease Cost | $710.16 |
| **Avg Color CPI** | $0.0533 | | Equipment Cost | $0.00 |
| | | | Other Costs | $0.00 |
| **FLEET Avg B/W CPI** | $0.0093 | | **Total Monthly Costs** | **$1,432.84** |
| **FLEET Avg Color CPI** | $0.0533 | | **Total Annual Costs** | **$17,194.13** |

Proposed costs consist on all purchases, leases, service and consumables along with any costs to manage the fleet of equipment.

**Total Cost of Proposed Fleet:**     **$17,194.13**

**SHARP**

# Current vs. Proposed **Comparison**

| | |
|---|---:|
| CURRENT MONTHLY COSTS | $3,957.88 |
| PROPOSED MONTHLY COSTS | $1,432.84 |
| PROPOSED MONTHLY SAVINGS | $2,525.03 |

| | |
|---|---:|
| PROPOSED ANNUAL SAVINGS | $30,300.40 |
| PROPOSED SAVINGS OVER 5 YEARS | $151,502.02 |
| PROPOSED PERCENTAGE SAVINGS | 63.8 % |

Proposed Pricing is based on a 60 month lease.

**SHARP**