

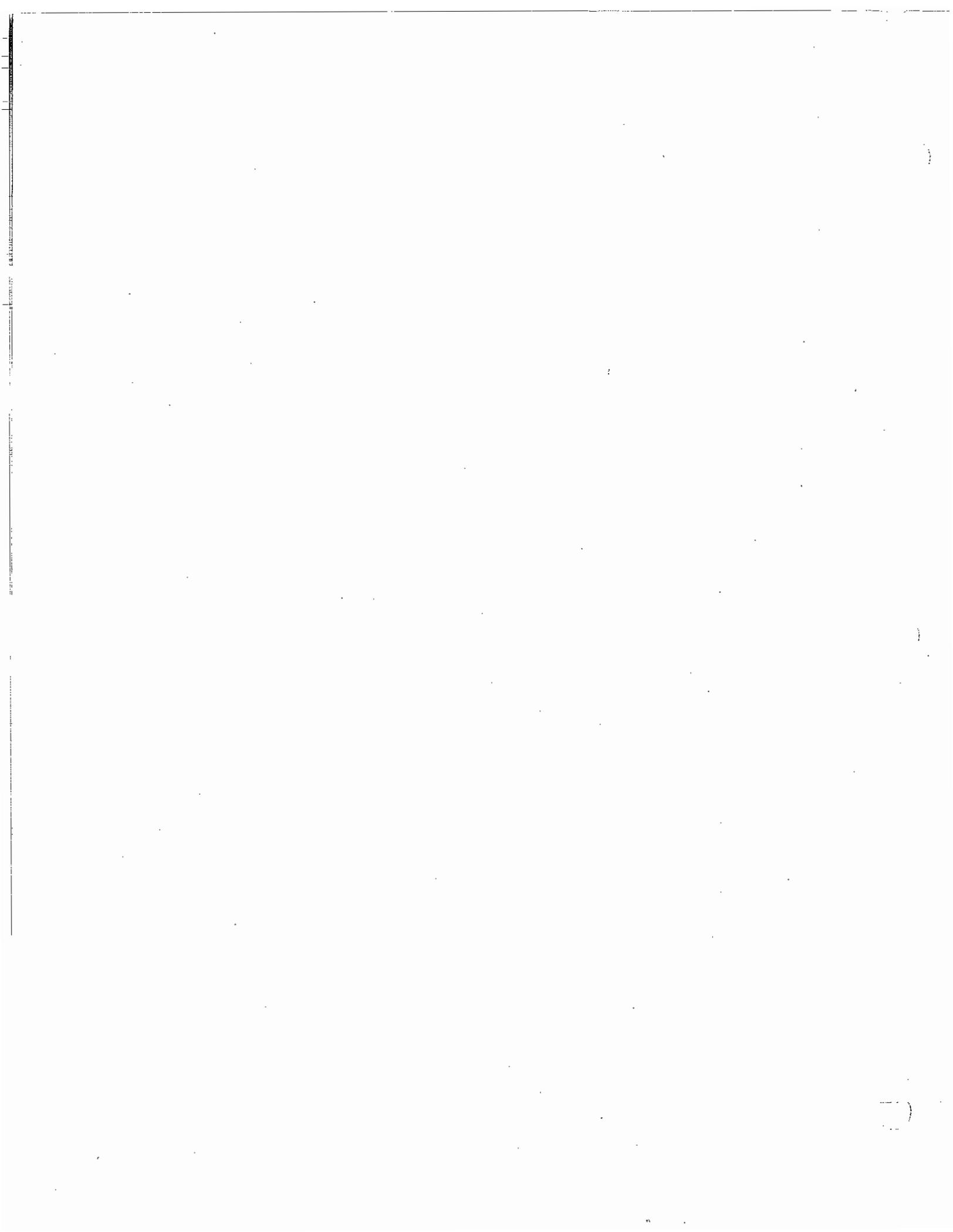
## Account Management



KONICA MINOLTA



EnvisionIT  
GOVERNMENT





## Account Management

Konica Minolta is proud to designate our Major Account Team from our Chicago, Illinois office as the management team for our relationship with Cook County. We are proposing to act as your business partner, not simply an equipment supplier. To fully support that claim, the team assigned to your account will work with you to develop programs and processes that will deliver optimal results throughout your organization. Eric Todd, our Major Account Executive, will act as your primary point of contact for all aspects of our relationship.

We will utilize our expertise in multifunction imaging technology to properly assess your fleet and recommend a right-sized multifunction solution to meet your requirements. In conjunction with our recommendation, we will also assist in evaluating your usage requirements and recommend products that are best suited for each environment. By properly matching equipment speeds and functionality, with the requirements of the site, Cook County will benefit through an increased efficiency in your reproduction. In addition, Konica Minolta will recommend workflow improvements, and advanced print job options, that will improve the overall cost efficiency of your document workflow processes.

The Service and Technical Support team in Chicago will be responsible for maintaining your Konica Minolta equipment to our stringent service standards. By working together, the Konica Minolta Major Account Support teams will ensure a successful program for Cook County.

The Account Management Team that will be assigned includes:

### **Sam Elsener, Area Vice President**

Sam is an accomplished executive who prior to rejoining Konica Minolta managed the Midwest United States for Samsung Electronics. He has worked extensively with local, state and federal governments, as well as many Fortune 500 companies. He earned a bachelor's degree from Butler University

### **Chris Martin, Major Account Sales Manager**

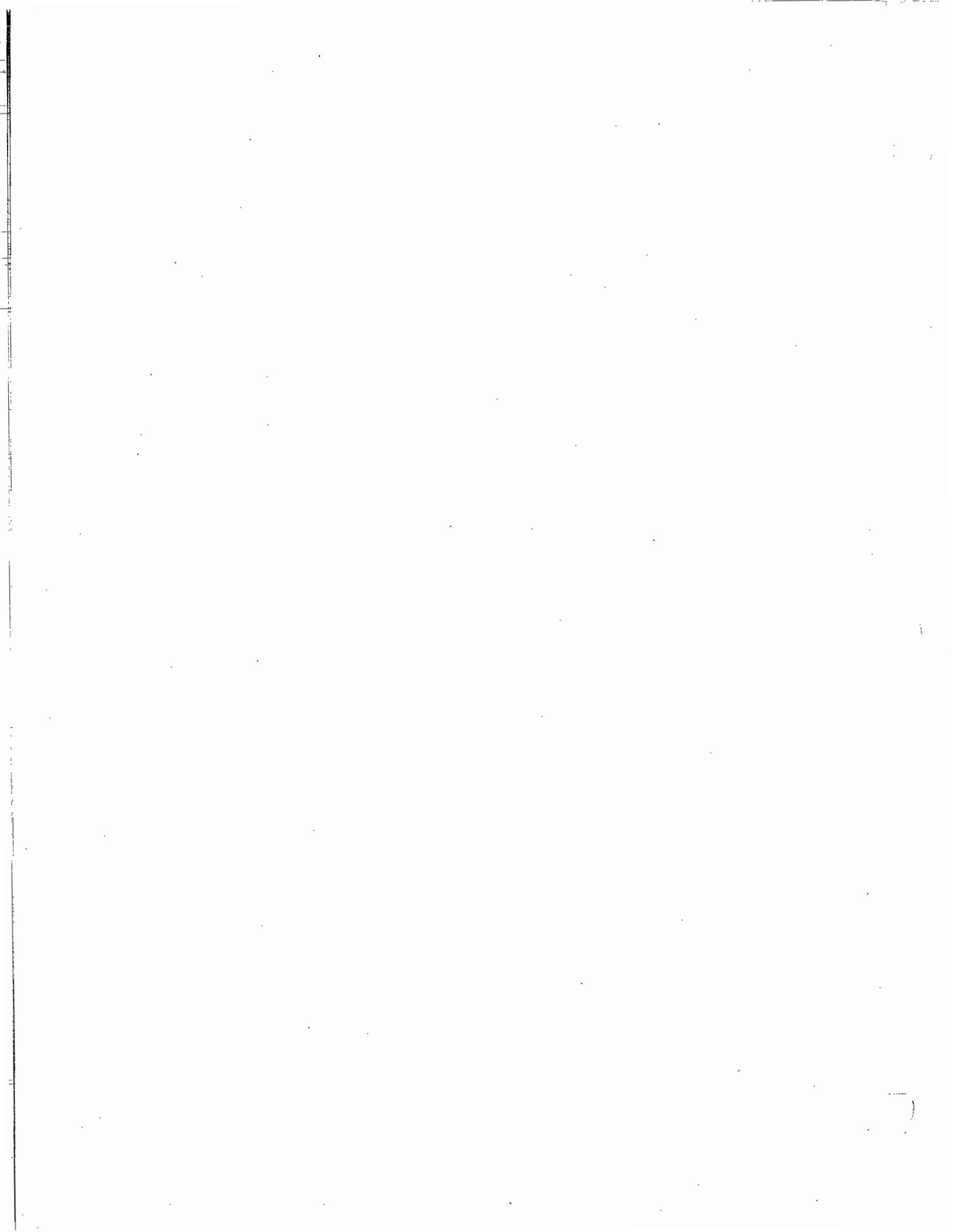
Chris has over ten years of experience with Konica Minolta and manages the downtown major accounts team in Chicago. His expertise ranges from local, state and federal government entities, as well as Fortune 1000 companies.

### **Eric Todd, Customer Service Representative**

Eric has overseen Konica Minolta's relationship with Cook County for the year and has developed a keen understanding of the County's needs and requests. Eric is an industry veteran specializing in government accounts.

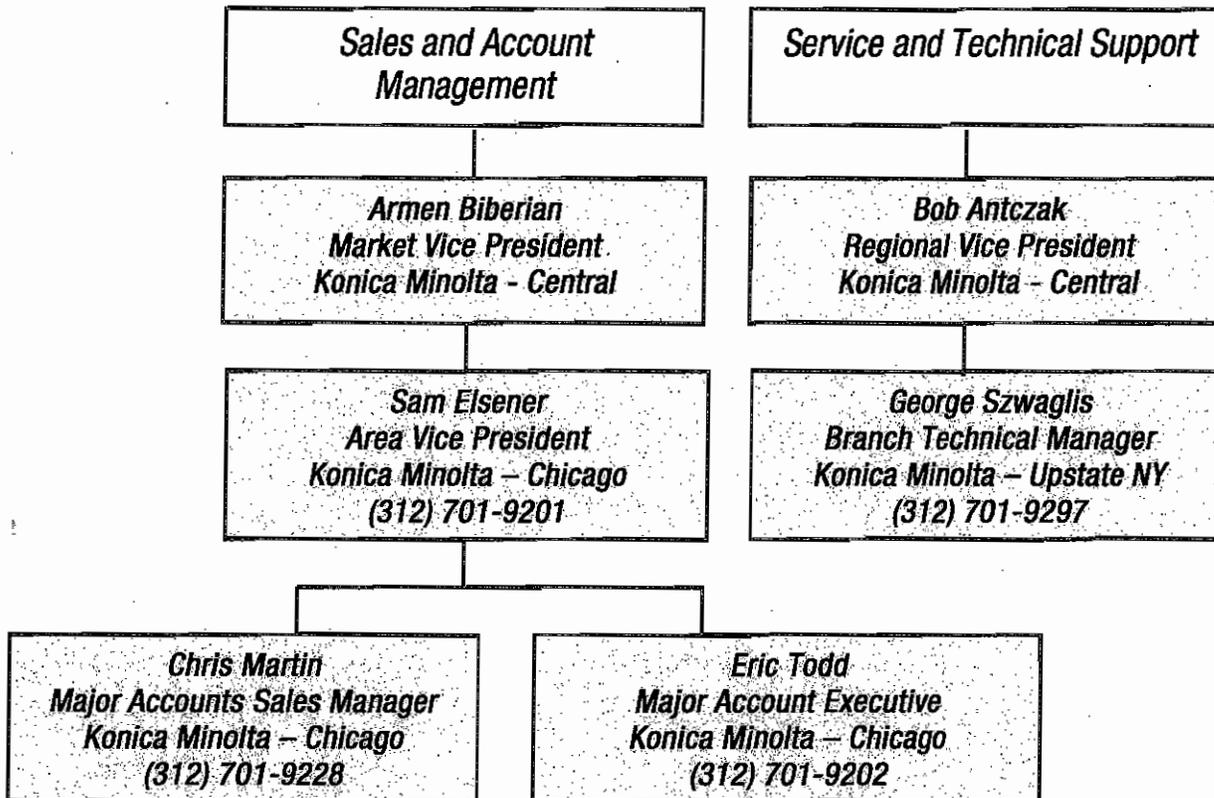
### **George Szwaglis, Branch Technical Manager**

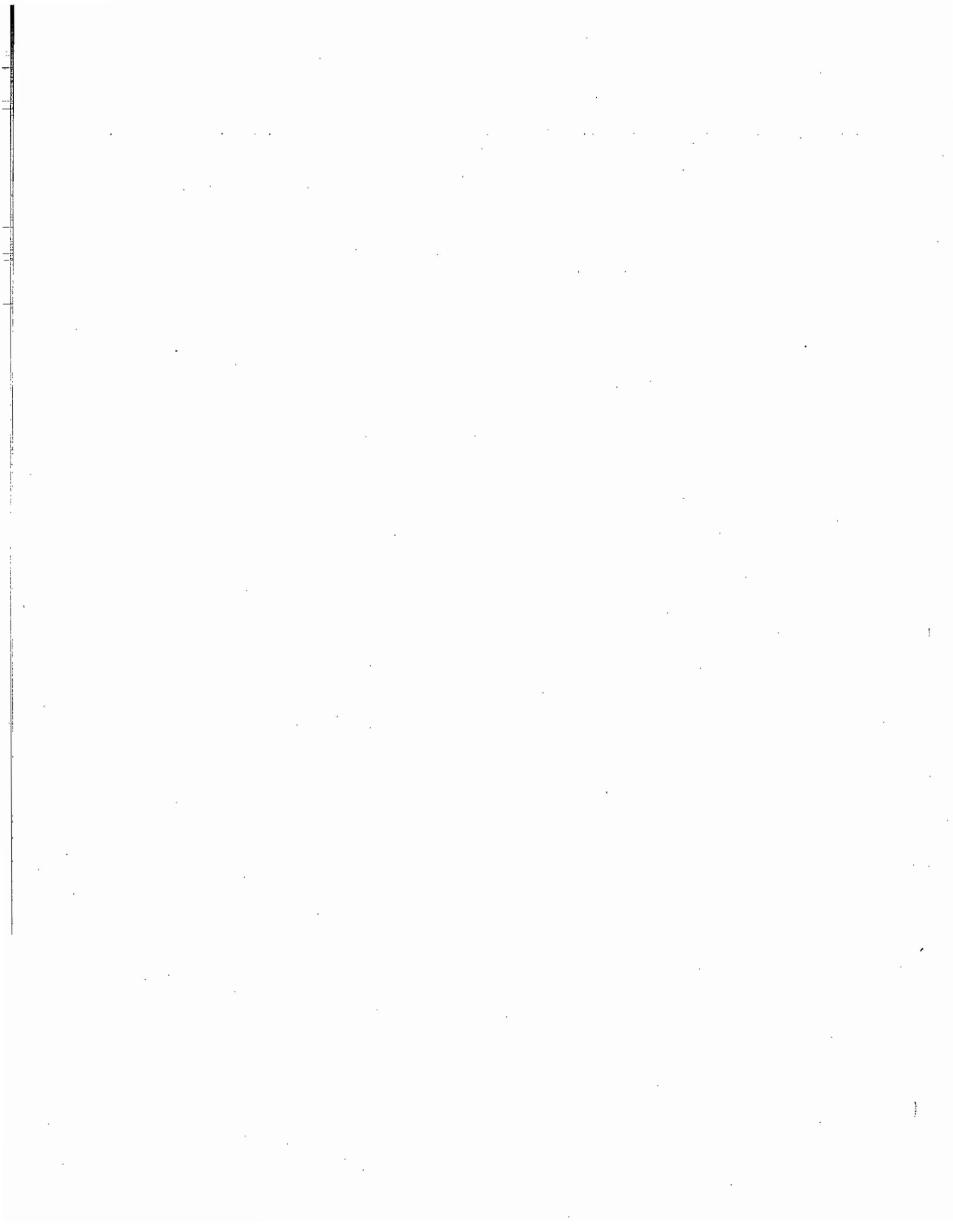
George has been in service management for over 20 years. He, also, held a regional manager's position in which he was responsible for 5 branches. George is responsible for an experienced staff of our Chicago service team which consists of 45 factory-trained and equipped technicians that average over 18 years of experience with Konica Minolta.

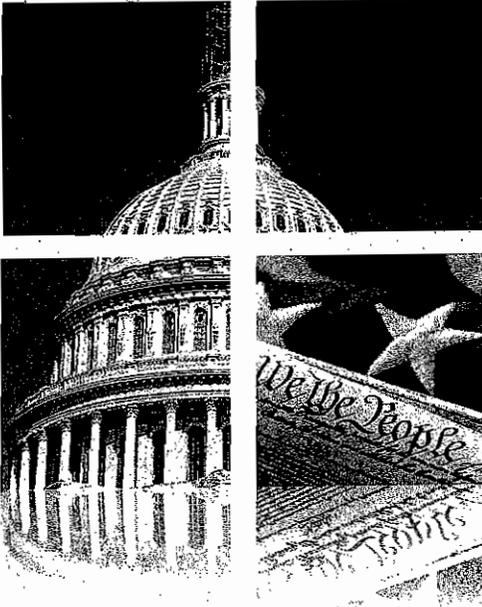




## Konica Minolta-Chicago National Accounts Management Team







## Account References



KONICA MINOLTA



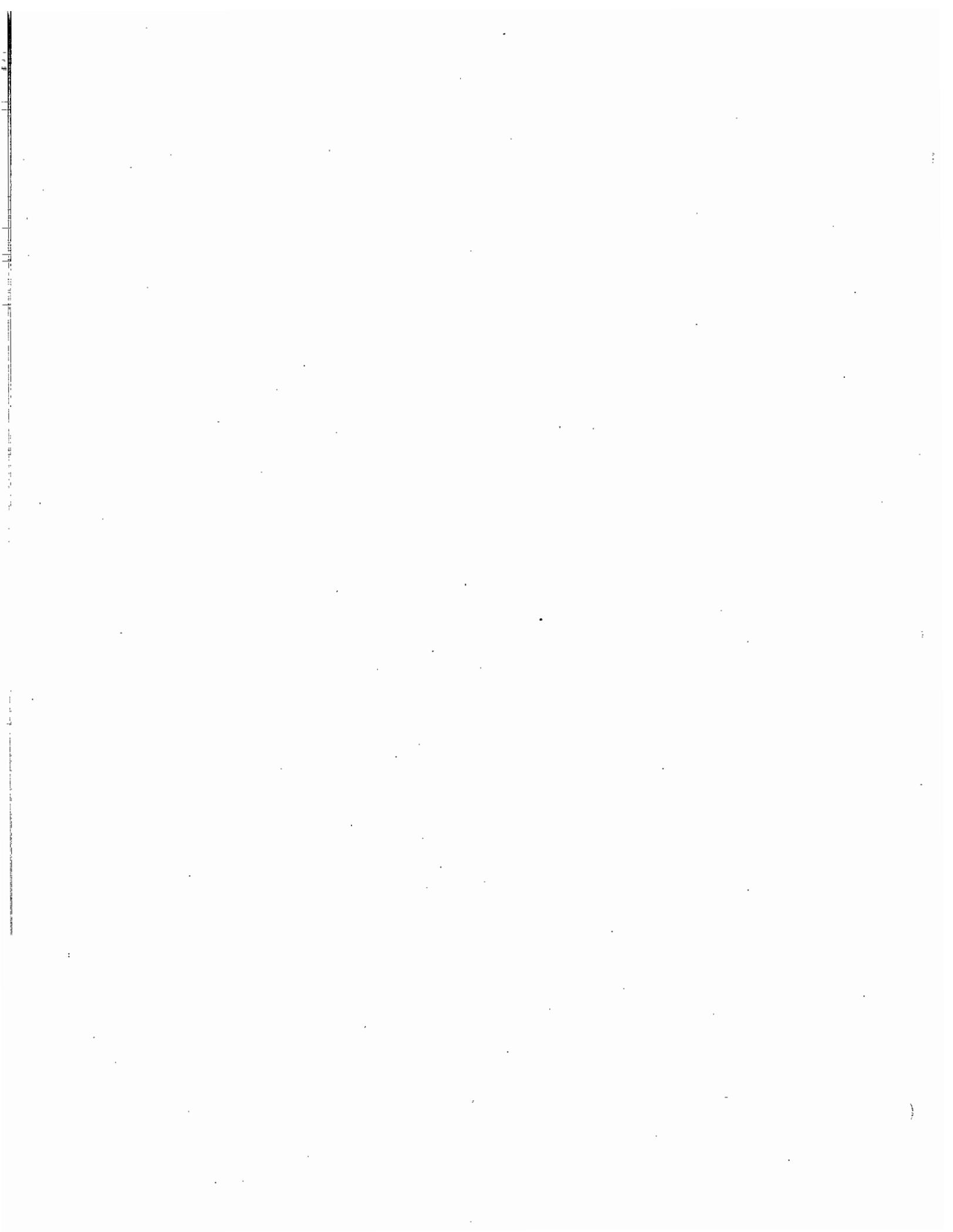
EnvisionIT  
GOVERNMENT

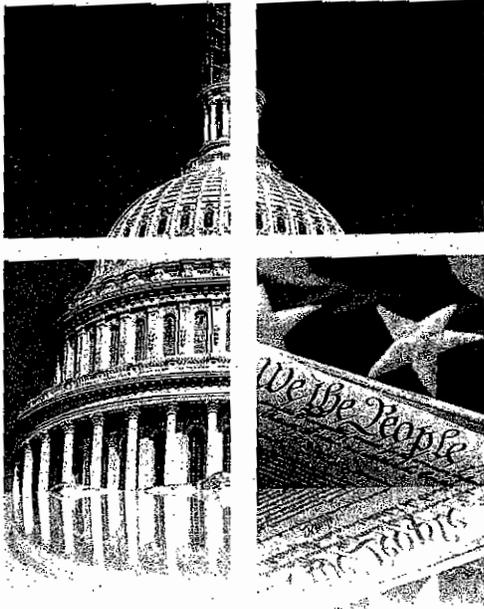




## Account References

<b>Client Name</b>	Social Security Administration
<b>Contact &amp; Title</b>	Dateya Willingham, Lead Analyst
<b>Address</b>	1010 Park Avenue, Baltimore, Maryland
<b>Phone</b>	(410) 966-9490
<b>E-Mail</b>	dwillingham@ssa.gov
<b>Scope of Work</b>	4,000 + units installed nationally
<b>Number of Units Installed &amp; Networked</b>	
<b>Client Name</b>	Chicago Public Schools
<b>Contact &amp; Title</b>	Ethan Sinnema
<b>Address</b>	125 S. Clark Street, Chicago, IL 60603
<b>Phone</b>	(773) 553-3295
<b>E-Mail</b>	esinnema@cps.edu
<b>Scope of Work</b>	400 + units installed at over 100 Chicago Public Schools
<b>Number of Units Installed &amp; Networked</b>	
<b>Client Name</b>	Mercy Hospital & Medical Center
<b>Contact &amp; Title</b>	Dan Podczervinski, Project Manager
<b>Address</b>	2525 S. Michigan Ave., Chicago, IL 60616
<b>Phone</b>	(734) 343-1559
<b>E-Mail</b>	podczedv@trinity-health.org
<b>Scope of Work</b>	400 + units installed with full network functionality
<b>Number of Units Installed &amp; Networked</b>	
<b>Client Name</b>	US Railroad Retirement Board
<b>Contact &amp; Title</b>	Lloyd Kingsbury, Production Manager
<b>Address</b>	844 N. Rush Street, Chicago, IL 60611
<b>Phone</b>	(312) 751-4522
<b>E-Mail</b>	lloyd.kingsbury@rrb.gov
<b>Scope of Work</b>	CRD, fleet and facilities manager. All networked and running high-end scanning
<b>Number of Units Installed &amp; Networked</b>	





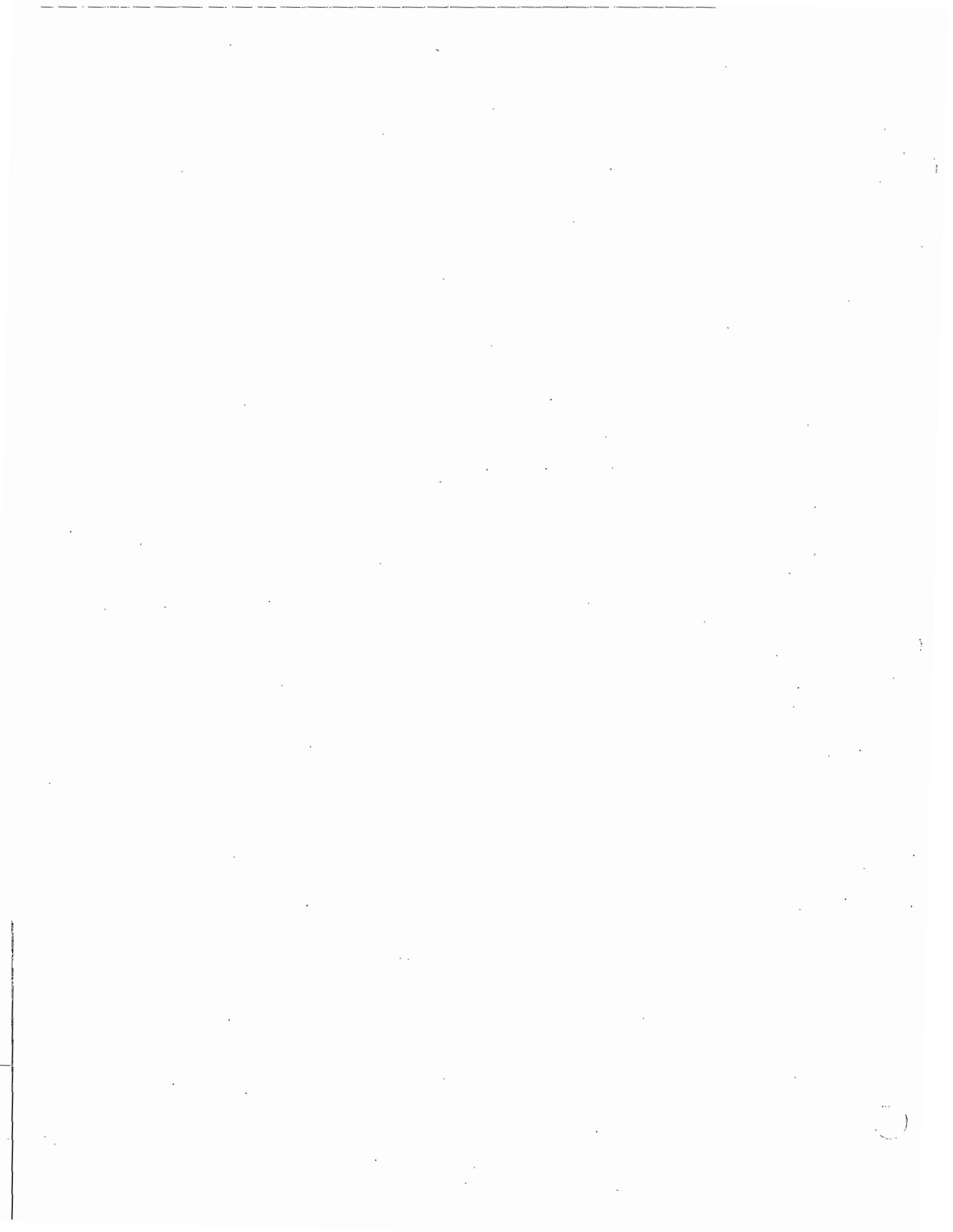
## Comprehensive Service Program



KONICA MINOLTA



EnvisionIT  
GOVERNMENT





## Comprehensive Service Program

Konica Minolta Business Solutions is committed to providing our customers with a world-class service program that complements our advanced product line. We have gone to great lengths to establish a nationwide service program that is effective, simple to manage and efficient in delivering comprehensive service, while also achieving our overall goals of increased reliability and customer satisfaction. To meet these goals, Konica Minolta has invested vast resources into the development of a Service Maintenance and Support program that is recognized by many experts as the best in the industry. With 120 Corporate Sales Offices and approximately 365 Authorized Dealers nationwide, all fully supported by Konica Minolta Service and Technical experts, the Konica Minolta service model ensures that our customers receive the same high level of service, compliant with Konica Minolta's prescribed standards, consistently across all locations.



### Technician Training Program

The foundation of the Konica Minolta's service program is built around a training model designed to provide expert level knowledge to each Konica Minolta's authorized technician. All technicians, in both branch offices and Authorized Dealerships, must complete technical training and obtain product certification on each unit they will maintain, prior to being authorized to provide service for that model. Product training begins with instructor-led classroom training, where each technician receives hands-on instruction in the operation and repair of each Konica Minolta unit they will service. Upon completion of classroom training, and achievement of product certification, follow-up training is provided, via both classroom style and web-based programs, to ensure each technician is fully up to date on the service procedures for all models they will support. In addition, many Konica Minolta authorized technicians also attend training and receive certifications in a variety of network and software applications, resulting in well-rounded experts capable of supporting Konica Minolta hardware, as well as the applications and network the units are integrated into.

### End User Training

Konica Minolta firmly believes that proper user training is the cornerstone of any successful program. By ensuring that users are properly trained to operate our equipment, as well as utilize the advanced features to simplify document workflow procedures and increase efficiency, Konica Minolta increases the satisfaction of our users. To meet this goal, Konica Minolta offers in-depth customer user training upon installation of all new equipment. These training courses consist of a general overview of the features of the machine, a review of available document processes, such as finishing, scanning and other options, instruction on how to maintain the unit, such as clearing simple paper jams and adding toner, and training on how to place service calls and collect meter reads. Konica Minolta views user training as an on-going process and is committed to providing follow-up training throughout the course of our relationship, at no additional charge to ensure all users are comfortable with the installed fleet of Konica Minolta equipment. On production print equipment, there may be advanced user functions that require additional specialized training. Advanced training on these functions may be chargeable.

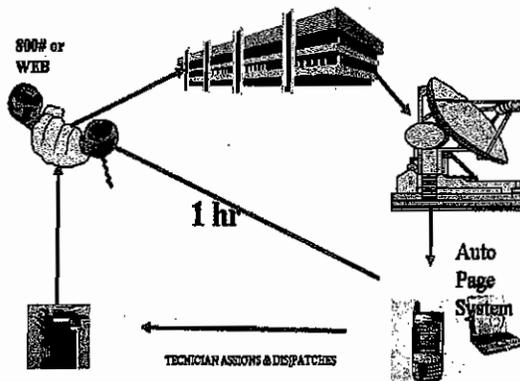
### Reliable, Centralized Service Dispatch Systems

Konica Minolta's proposal to you includes a centralized service call request process that will ensure timely response to all service requests. While Konica Minolta utilizes a vast network of Service providers, the service call process has been standardized, through the Konica Minolta's National Customer Support



Center (NCSC), located in our bizhub customer care centers in Windsor, Connecticut and Tempe, Arizona. The NCSC is staffed 24 hours a day, 365 days per year, with trained customer support professionals. They ensure each customer receives consistently high levels of service in a simple to manage manner. All your locations will be provided toll-free and web-based access to the NCSC, in order to simplify the process of requesting service for your fleet. Users can initiate a service call either through the dedicated toll-free hotline or [www.MyKMBS.com](http://www.MyKMBS.com), our interactive fleet management site, from anywhere at any time.

Upon receipt of a service request, a Customer Support Representative enters all machine and call related information into the Konica Minolta SAP-based Service Management system, which automatically creates a unique service ticket and immediately notifies the assigned Konica Minolta branch technician or Authorized Dealer dispatcher of a new service call. Within 1 hour of receipt of call, the technician or dispatcher will contact the requestor to confirm call receipt and provide an estimated time of arrival. Upon completion of all service calls, the technician "closes" the call in SAP, which gathers details regarding the call, including response time, machine volume and service issue for future reporting.



**Advanced Communication in Konica Minolta's Direct Branches** To facilitate the flow of information between Branch Field Service Technicians and the System Solutions Development Group (SSD), Konica Minolta has made a substantial investment in technology solutions for these key representatives. Each Konica Minolta Branch Service Technician utilizes a wireless connected laptop and direct-connect cellular phone to manage the service dispatch process and instantly access information required to maintain our equipment.

Through this system, each Branch Service Technician automatically receives new call notification from the NCSC through an auto-page system, which is linked directly to their laptop and cellular phone. The technician is then able to prioritize and self-dispatch all service calls, creating a full line of accountability for the equipment in their assigned fleet. Time spent waiting for dispatch is virtually eliminated, increasing our response time and, in turn, the overall performance of your Konica Minolta Fleet. The technicians can also utilize these tools to easily access Konica Minolta's Technical Knowledge database or the engineers of the SSD to immediately obtain additional technical support in order to promptly resolve all service issues. In addition, by entering call related information through their laptops, replacement parts, for either emergency shipment or to replenish the technician's "trunk stock" inventory, are automatically ordered through an advanced inventory management tool linked to our SAP system. This investment also ensures that our field technicians have the resources necessary while in the field to properly maintain their assigned fleets and meet the high standards set forth by Konica Minolta.

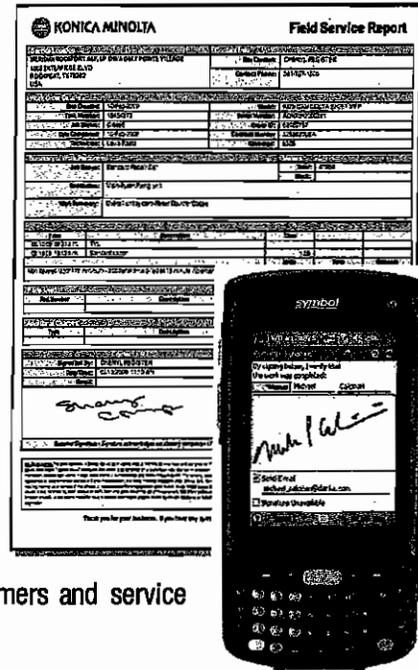




## Konica Minolta Mobile Field Service

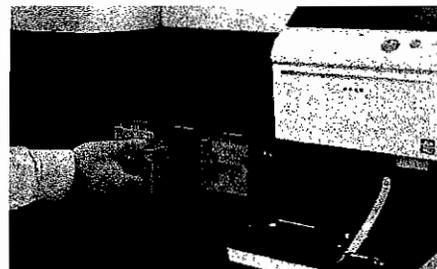
We support our field technicians by providing them with critical information, faster! All Konica Minolta technicians are equipped with a state of the art mobile technology platform. The functionality is designed specifically to support our service delivery process. The technician has access to real time call updates, and direct visibility into our extensive parts network. If necessary, he can perform part searches with real-time access to his own trunk-stock inventory, as well the local team warehouse and the Konica Minolta national parts distribution centers. Parts can be ordered directly from the device, and emergency orders can be sent to the customer site, helping to maximize uptime.

Service responsiveness is improved through allowing the team to view open service calls and facilitating the ability to manage and transfer calls from the device. Copies of work orders can be e-mailed to one or more contacts, and Electronic Signature Capture on the devices ensures clear communication to customers and service teams.



## Advanced Technical Support

Konica Minolta supports the in-field technical needs of our Authorized Technicians through our Systems Solutions and Development (SSD), a dedicated team of technical engineers. While first line technical support is provided by our factory-trained and certified technicians, the SSD Technical Support remains available, through a toll-free hotline and interactive website, to support any escalated technical issues. When a technician requires additional technical support in order to correct an equipment or network problem, they can contact the SSD, who will walk the technician through various procedures to correct the issue. If the issue cannot be resolved over the phone, SSD Technical Support will promptly initiate an on-site visit by a technical engineer, who will evaluate and correct the problem. This process ensures that no technician, and no Konica Minolta product, will be left unsupported in the field, further increasing the reliability of your Konica Minolta fleet.



## Guaranteed Service Standards

The Konica Minolta service program includes a variety of provisions designed to optimize the availability of your Konica Minolta equipment. These service guarantees are based around the corporate service standard of a minimum 95% average fleet uptime. To achieve this standard, Konica Minolta is committed to a 4-hour average on-site response time for all customer locations serviced by a branch or within 50 miles of an authorized dealer. Remote locations outside this radius will be responded to, on-site, within an average of 6 hours from call placement. Upon arrival, the Authorized Technician will utilize their own "trunk stock" of inventory, which consists of most common replacement parts, to ensure first call repair. Normal service hours are from 8:00am to 5:00pm Monday to Friday, excluding holidays. Printers requiring onsite service are responded to next day.

## Proactive Preventative Maintenance

As a standard feature of all Konica Minolta Service Maintenance programs, Konica Minolta will proactively provide all preventative maintenance for your installed base of Konica Minolta machines at no additional



charge. During each service call, the technician will evaluate the usage of the unit against prescribed preventative maintenance requirements and perform any scheduled maintenance. Konica Minolta also continually monitors the usage history of each unit in your fleet to identify upcoming preventative maintenance schedules. In addition, Konica Minolta products include a self-diagnostic feature that will display a service call on the unit's LCD screen to notify users of the need for preventative maintenance. The users can then utilize this code to place a service call, which will be dispatched to perform all required maintenance, ensuring the increased reliability of your Konica Minolta fleet throughout its lifecycle.

## Customer One Guarantee "It Works or It Walks"

We are so confident in the quality of our products that we guarantee your Konica Minolta MFP will (1) meet factory specifications and (2) be compatible with your network, or we'll replace it with an equivalent model:

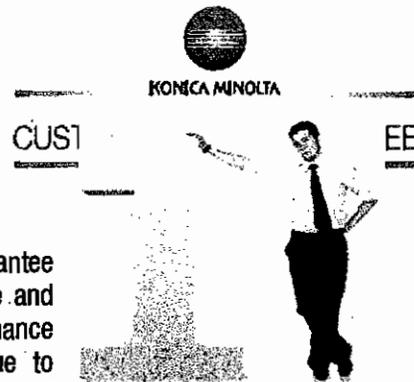
- First two years: replacement will be a brand new MFP
- After two years: replacement may be new or refurbished
- Plus, Konica Minolta will also provide a \$1,000 credit towards your next Konica Minolta MFP as a way to say "we're sorry for the inconvenience."\*\*\*

Konica Minolta will maintain the equipment covered by this guarantee in good operating condition and necessary maintenance, service and repairs as specified by the terms of the written maintenance agreement. Should a workgroup unit be out of service, due to maintenance needs, for more than 16 consecutive business hours, or if a production print unit is out of service for more than 24 business hours, Konica Minolta shall provide a loaner unit of similar capabilities upon your request. Any unit that Konica Minolta determines cannot be properly repaired to manufacturer's specifications will be eligible for a replacement unit of substantially similar or greater capabilities, at no additional charge.

The best customer experience is one that avoids problems altogether which is why we've established remote monitoring and a rapid response process in conjunction with your local sales representative.

- Our Solutions & Support team will proactively monitor our installed MFP's performance, looking to identify potential issues before they become problems for our customers.
- Should a problem arise, our technical support, local service manager and advanced diagnostics team members are all empowered to authorize a replacement, allowing for a fast and easy resolution.

\*\*\*If the equipment is replaced during the course of the lease, the customer will receive a credit of \$1,000 towards the purchase or lease of a new KM MFP. If leased, provided it is exercised within 30 days of lease expiration and the new equipment is leased through-KMPF.



## PageScope NetCare Device Manager

The Konica Minolta proposal includes our advanced Device Management Tool, PageScope NetCare Device Manager, which is included at no charge with the print controller option for all Konica Minolta equipment. This utility provides a wide range of printer management functions, including Equipment Status, Network Status, System Status, Printer Status, Scan Status and Count Status. Each Management Information Based (MIB) compliant printer sends out a signal to the NetCare software that provides the above information in real time. The "Count" information will provide, amongst other things, a meter count for each Multifunction Device and printer. By using this software, you will be able to quickly determine the volume for virtually all printers and create customized reports to help monitor and manage usage.



## Fleet Management Reporting

Konica Minolta offers a unique web-based management-reporting tool, [www.MyKMBS.com](http://www.MyKMBS.com), which allows our clients to quickly and easily manage the equipment in their fleet. MyKMBS offers the ability to place service calls and order supplies online, as well as run ad hoc fleet management reports, which include usage, uptime and other valuable data relevant to your fleet. The primary focus of MyKMBS.com is to provide our clients with an on-line service management tool, designed to manage their equipment fleet more efficiently. Additionally, it provides an outlet for Konica Minolta to communicate with its clients in a way never before possible. This site provides 24 hour a day, 7 days a week real-time access to all of your equipment information needs, an offering only available through Konica Minolta.

My MyKMBS.com is intended to provide Konica Minolta clients with a unique perspective into your Konica Minolta account. This application allows the client to view pertinent, consolidated information that would normally be provided on a manual case-to-case basis. All information provided is real time and accurate information, which is linked directly to the Konica Minolta SAP operating system for seamless information flow. All reports include data on a rolling 90-day period, allowing our clients to view the most up to date information possible. In addition, all reports can easily be downloaded directly into Microsoft Excel, providing a simple method to sort and retain data. Available reports include:

### General Fleet Information

Provides an overview of your entire fleet, including equipment installation dates and service contract coverage dates.

### Fleet Uptime Performance

Provides uptime and response time statistics for your entire fleet, including the average monthly copy volume and copies between calls.

### Equipment by Location

A customized inventory report detailing the location of all machines.

### Open Service Calls

View a list of all open service calls for the entire fleet, and monitor response times.

Konica Minolta also provides a 3 in 30 report, which creates a hot list of problematic machines should a particular unit require more than 3 legitimate service calls in a 30 day period. In such cases, the assigned Technical Manager is automatically alerted to escalate the service issue. Additionally all critical information of the account is turned RED on all display screens throughout the system until the issues have been resolved.

## Service Escalation

Konica Minolta has a multi-phase escalation process designed to determine the root cause of any failure to achieve service standards. This process is enforced to initiate corrective actions, ensuring that any service failures are promptly rectified, and service is returned to acceptable levels.

Serial	Description	Location	Install Date	Type	Coverage Dates
00000000	22102 EPWDS	CUSTOMER LOCATION	04/28/2002	2214	07/24/2002 - 07/24/2003
00000000	01500 DNU45E	CUSTOMER LOCATION	04/24/2002	2234	07/24/2002 - 07/24/2003
00000000	01500 COVER	CUSTOMER LOCATION	04/24/2002	2234	07/24/2002 - 07/24/2003
00000000	01500 COVER (	CUSTOMER LOCATION	04/24/2002	2234	07/24/2002 - 07/24/2003
00000000	01500 COVER 2	CUSTOMER LOCATION	04/24/2002	2234	07/24/2002 - 07/24/2003
00000000	EP500U FAX I&O	CUSTOMER LOCATION	06/26/2002		
00000000	EP500U COPIER	CUSTOMER LOCATION	2/28	07/27/2002	06/25/2003
00000000	MP 2600 DNU45	CUSTOMER LOCATION			
00000000	FAX 500E	CUSTOMER LOCATION	07/24/2002	2234	08/17/2002 - 08/24/2002
00000000	FAX 500E	CUSTOMER LOCATION	09/23/2002	2234	09/23/2002 - 08/24/2003
00000000	EP500U COPIER	CUSTOMER LOCATION			



### **First Level Support**

All 1st level Technical Support for our hardware and network printing functions, will be provided by our factory trained and authorized Konica Minolta service technicians. We empower our people to deliver excellence in service day after day. Konica Minolta technicians will be available to provide on-site support to troubleshoot hardware, software, and network issues, regarding Konica Minolta equipment. Each technician is fully trained in all aspects of the Konica Minolta equipment they service, and many have additional network certifications to provide complete support. In addition, all certified technicians maintain direct access to Konica Minolta's Technical Support Team to assist in troubleshooting and problem resolution for our equipment.

### **Second Level Support**

The Konica Minolta Systems Solutions and Development Division (SSD) will provide 2nd level support via direct communication with Authorized technicians. The primary objective of the SSD is to provide technical and integration-support services to Konica Minolta branches to support the technical needs of our customer base.

Upon receipt of inquiry, the SSD evaluates the data it receives to determine trends regarding serviceability, reliability, operational, and safety areas. The data used comes from problems reported via the hotline, less urgent voice mail, Internet, and written communications from field personnel, field surveys, spare parts usage, and reports of on-site visits by Konica Minolta's personnel. If a trend is observed, the matter is referred to the appropriate departments for manufacturing changes, field modification programs, and technical bulletins. Useful serviceability and reliability information collected from the above sources is immediately available to all authorized branch service technicians, ensuring they have ready access to all current data to assist in supporting the technical functionality of all equipment installed throughout our clients' sites.

### **Third Level Support**

If the SSD is unable to resolve the issue in conjunction with the local systems engineer, the open issue will escalate to Konica Minolta Professional Services (KMPS) for 3rd Level review.

KMPS is chartered to provide a full spectrum of services to customers in North and South America. These services range from consultation and project management to network design and integration. KMPS is also the manufacturer's on-site support for complex issues or anomalies in conjunction with SSD. KMPS is staffed with engineers carrying various industry certifications including but not limited to MCSE / MCSA / CNE / MCNE / CNI / CCNA / CDIA / SCO / Solaris / AS/400 Systems Manager). All data relating to the issue is escalated to the applicable Konica Minolta engineer. Our engineers will respond on-site upon review of the issue with the required knowledge and expertise. We work with the SSD and on-site customer service personnel to isolate customer needs, root cause and implement the required solution set.

## **Digital Connected Support Program**

Konica Minolta can also offer a unique service option to our clients through our Digital Connected Support (DCS) program. It provides a single point of contact for MFP/Connectivity Solutions for our clients, customers and the Konica Minolta staff. Our Digital Solutions Center offers:

### **Technical expertise, just a phone call away**

Inquiries are handled by a skilled Systems Support Engineer dedicated to resolving issues quickly. Anyone from the customer's business who needs support for their multi-functional printer can contact the Digital Solutions Center – and there are no restrictions on contact frequency.

Contact the Konica Minolta's Digital Solutions Center by one of the following convenient methods:



- Toll free
- Email
- or by visiting <http://kmbs.konicaminolta.us/content/support/digsolcenter.html>

#### Access to a team of experts

Highly tenured Systems Support Engineers hold certifications from industry recognized technology leaders such as Microsoft, Novell, Cisco, CompTIA+ and Apple. The Digital Solutions Center is also a Certified Microsoft Partner which is the highest level of partner certification awarded by Microsoft for technical competence and backed by customer's testimonials.

#### A single point of contact

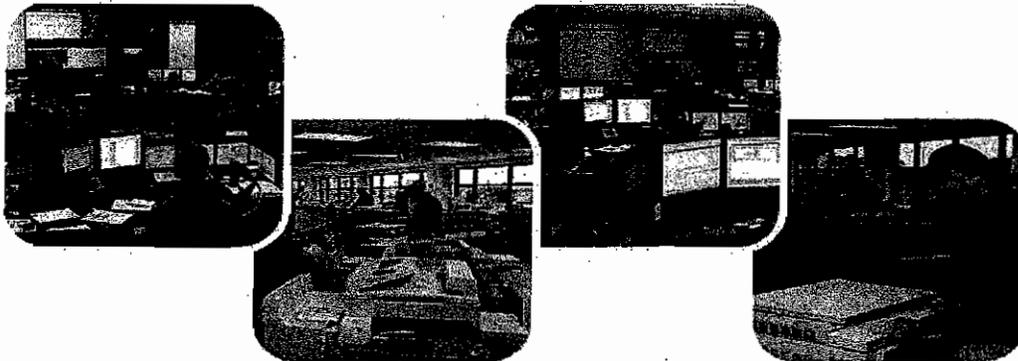
There is no need to make separate telephone calls to other hardware vendors, software and network support companies to determine who can help resolve the issue. DCS brings together hardware, software and network troubleshooting all in one convenient solutions.

#### A fully provisioned state of the art lab

Our lab is equipped with a wide range of multifunctional devices and servers capable of simulating the customer's environment in real time.

#### Virtual Onsite Support (VOS)

Our remote control technology, VOS, is a secure multi-party utility which enables the Konica Minolta System Support Engineer to easily access the customer's workstation to troubleshoot, perform updates and install drivers. VOS is PC or MAC compatible and only requires that the customer have internet access.



#### You can Count on Konica Minolta

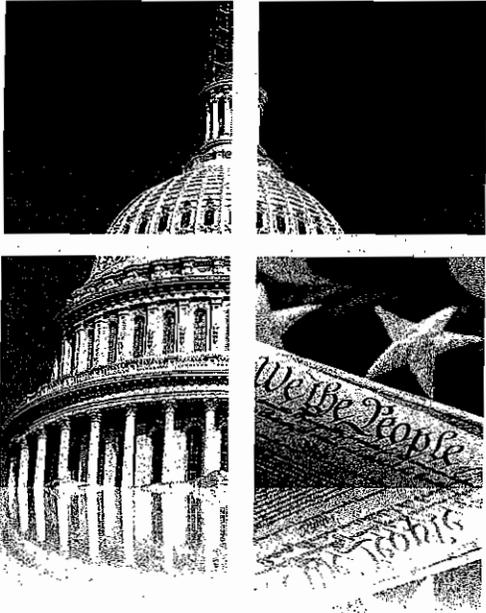
The goal of our service program is to deliver the greatest value to you. We are proposing to act as your business partner, not just "another supplier. Your goals will become our goals. Our Account Management Teams will coordinate all available Konica Minolta resources to properly implement and support our solution throughout your enterprise. By drawing from our vast experience and knowledge in providing Total Document Solutions to a wide array of customers, we are confident that our proposed solution; award winning products, comprehensive service management programs, competitive prices, financing structure and our overall proposed partnership approach, will achieve the goal of providing to you, Complete Customer Satisfaction.

- A world class call center and service tracking system
- Tenured and professional field technical teams
- Certified technical training programs
- A State-of-the-Art mobile field service platform
- Top notch technical support groups
- A sophisticated support infrastructure

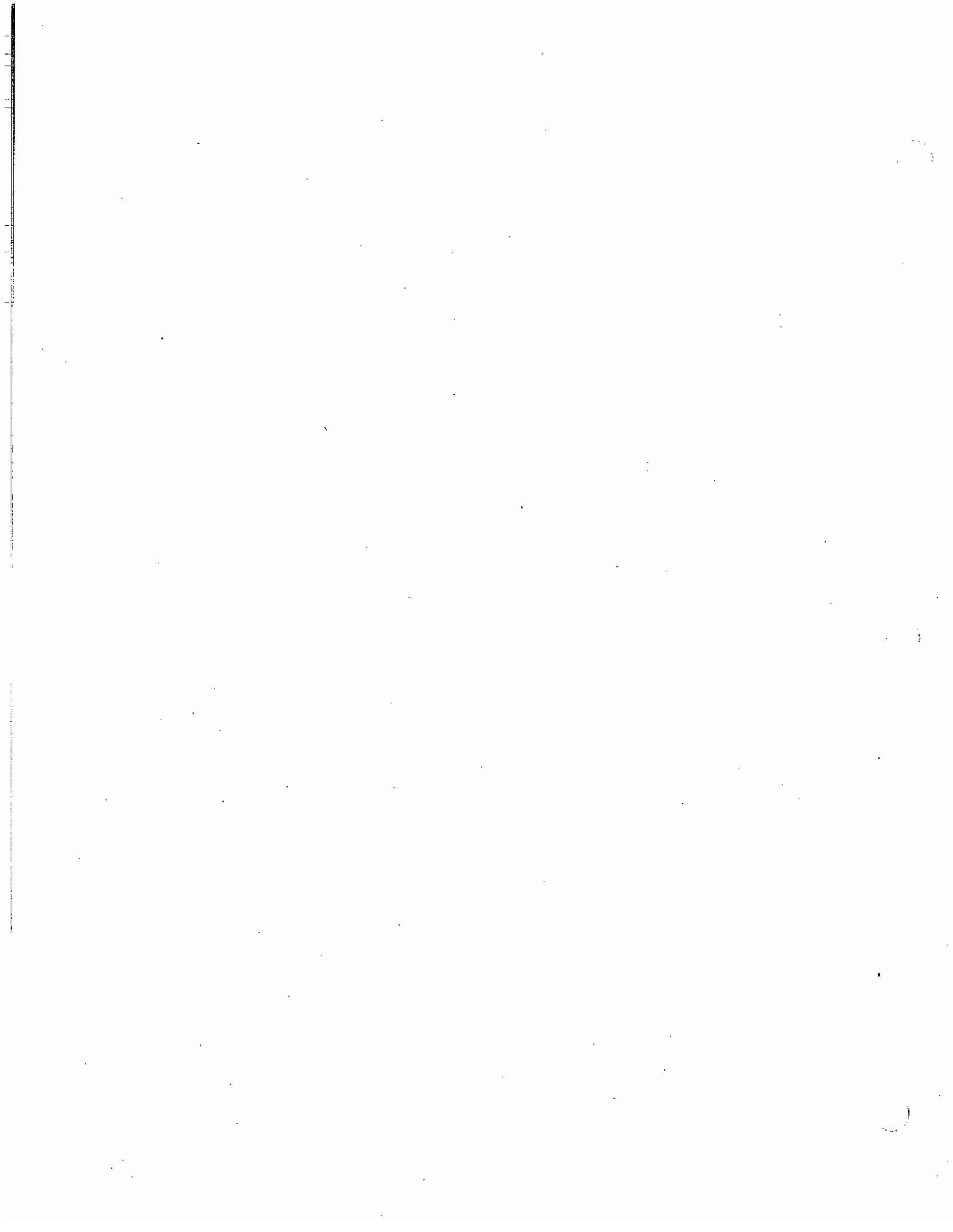


- A comprehensive parts distribution network
- vCare remote monitoring and support system

Konica Minolta looks forward to the opportunity to further discuss our capabilities with you and to proving our value to you as your business partner.



## Customer One Guarantee



# Introducing the **ONE** GUARANTEE That Puts The Customer First.



KONICA MINOLTA

## CUSTOMER **ONE** GUARANTEE

We believe the best customer experience comes from not only how our products perform and how easy they are to use, but also from giving our customers the peace of mind to know that our MFP are backed by the best guarantee in the industry. So when your new MFP arrives, you'll know you are getting the latest technology, superior service and support and a lease-long guarantee, **direct from the manufacturer.**

### **"It Works or It Walks"**

We are so confident in the quality of our products that we guarantee your Konica Minolta MFP will (1) meet factory specifications and (2) be compatible with your network, or we'll replace it with an equivalent model:

- First two years: replacement will be a **brand new MFP**
- After two years: replacement may be new or refurbished
- **Plus**, Konica Minolta will also provide a \$1,000 credit towards your next Konica Minolta MFP as a way to say "we're sorry for the inconvenience."

### **We've Got You Covered**

The best customer experience is one that avoids problems altogether which is why we've established remote monitoring and a rapid response process in conjunction with your local sales representative.

- Our Solutions & Support team will proactively monitor our installed MFP's performance, looking to identify potential issues before they become problems for our customers.
- Should a problem arise, our technical support, local service manager and advanced diagnostics team members are all empowered to authorize a replacement, allowing for a fast and easy resolution.

To learn more about the Konica Minolta **Customer One Guarantee**, contact your local sales representative.



## Terms & Conditions

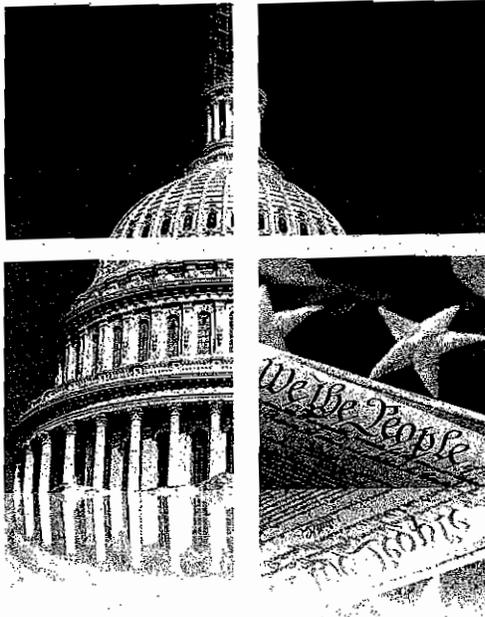
- Equipment must be covered under full coverage maintenance agreement for term of Lease
  - *Genuine Konica Minolta parts and consumables must be used throughout the term of the lease and maintenance procedures must be performed according to published schedules.*
  - *Improper use, electrical power, customer abuse and/or negligence and acts of God are not covered under this program*
- Equipment Replacement Guarantee
  - *If Konica Minolta Business Solutions USA, Inc. or its authorized Dealer is unable to service a Konica Minolta product in the customer's office, a loaner will be provided at no charge while in-shop repairs are performed.*
  - *If within the first two years after installation the equipment cannot be repaired to meet factory specifications, we will replace it with a brand new Equivalent Model.*
  - *After the first two years and through the end of your lease, if the equipment cannot be brought to original specification, we will replace it with an equivalent model that may be new or refurbished.*
  - *If the equipment is replaced during the course of the lease, the customer will receive a credit of \$1,000 towards the lease of a new Konica Minolta MFP provided it is exercised within 30 days of lease expiration and the new equipment is leased through KMPF.*
- Published Specifications include those listed on official Konica Minolta Product Literature for that model.
- Konica Minolta Business Solutions USA, Inc. makes no warranties whatsoever, expressed or implied, with regard to the products purchased, leased or rented by customer, the service, the software included with the product or its installation and maintenance and expressly excludes all other warranties including the implied warranties of merchantability and fitness for a particular purpose.
- Customers exclusive remedy shall be replacement or repair of the product or non conforming parts at the option of KMBS as provided in this Customer Experience Guarantee. Neither KMBS or its dealer shall be liable for any damages, including but not limited to damages due to loss of data or information of any kind, loss of or damages to revenue, profits or goodwill, damages due to any interruption of business, damage to customer's computers or networks, even if advised of the possibility of such damages. Customer expressly waives its rights to special, consequential, exemplary, incidental or punitive damages or monetary damages of any kind.
- Konica Minolta is the only manufacturer who will replace your MFP with a brand new unit during the first two years, should it fail to meet factory specifications or function on your network

## Network Environment

- The guarantee specifies that the network environment, including PC's and other access devices, remains the same as it was when the MFP was installed. Konica Minolta cannot guarantee the functionality of the MFP after network upgrades, software version & peripheral changes or the addition of entities not present upon the original install are introduced. In this case, Konica Minolta will make every effort to work with you to ensure your MFP can function in the new environment up to and including requesting and implementing approved specification changes to the Konica Minolta firmware in order to function after the changes are completed.



**KONICA MINOLTA**



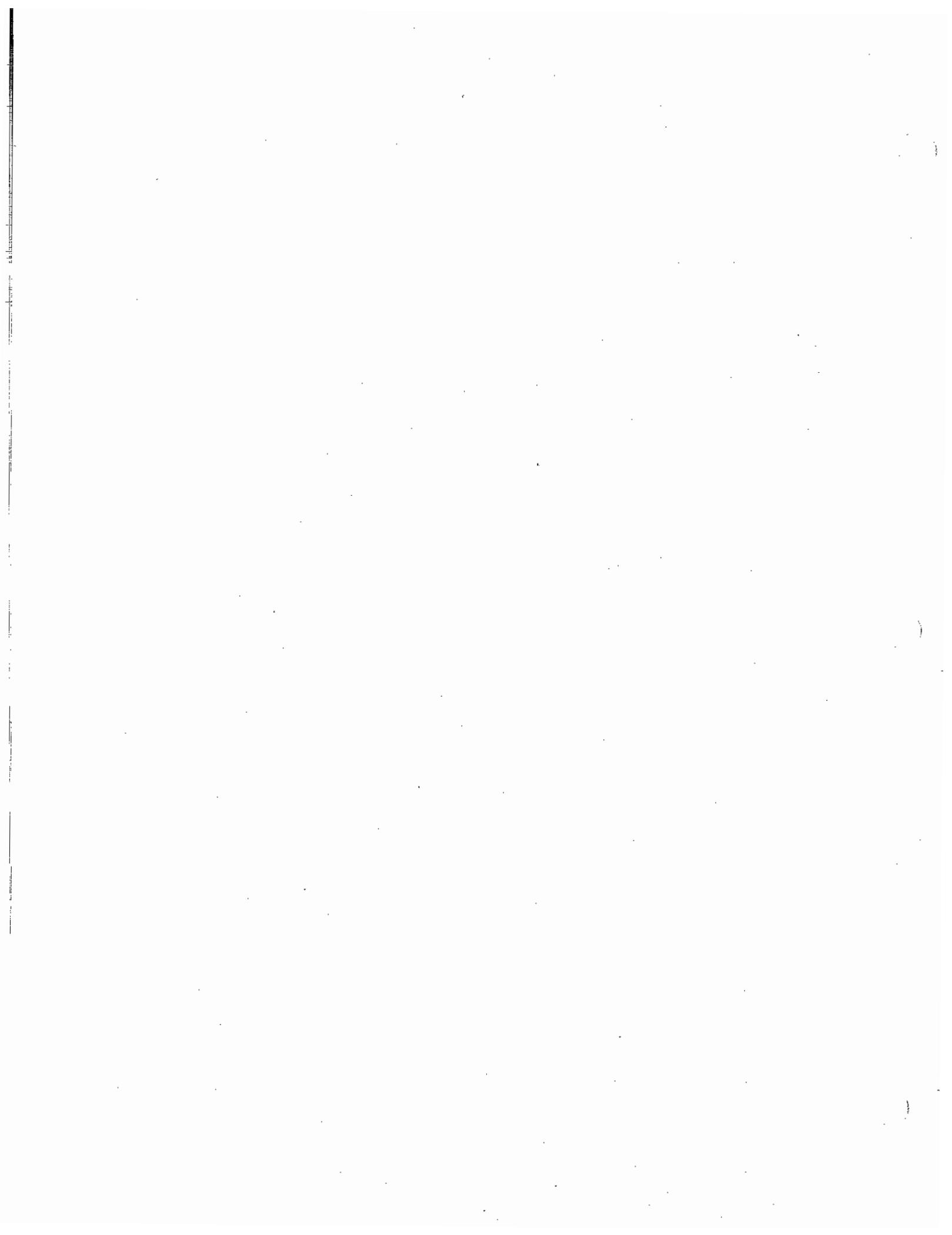
## Preliminary Implementation Plan

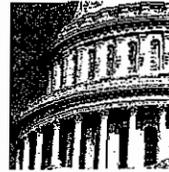


KONICA MINOLTA



EnvisionIT  
GOVERNMENT





## Preliminary Implementation Plan

Upon receiving an affirmative decision from you, our implementation team will be prepared to meet with you at your convenience, in order to develop a delivery, installation and training schedule that will meet your specific requirements. Konica Minolta strives to make the transition and implementation of our program as seamless as possible to minimize disruption to your daily workflow. We pride ourselves on understanding our customers and their specific needs, and customize our implementation plan around those needs.

Once a contract is finalized, the Konica Minolta Account Management Team will assist in evaluating your fleet and equipment needs and recommend a right-sized solution. Upon selection of optimized equipment, Konica Minolta will assist in the preparation of orders and lease documents and initiate the shipment and delivery of equipment to your locations. The Major Account Management Team will then coordinate the installations between Konica Minolta and Cook County to ensure minimal downtime is experienced during the transition. Immediately upon installation, Konica Minolta will provide in depth key operator training to familiarize your staff with the functions of the new Konica Minolta equipment. This training will also be repeated, as necessary, throughout the term of our contract at no additional charge to Cook County. Training will be performed by trained and certified Konica Minolta representatives and may also include supplemental materials, such as presentations and training exercises, upon request to further support our training.

While each implementation is customized to our clients' needs, a general program implementation includes the following phases:

### PHASE ONE – Preparatory, introductions and Digital Analysis

#### Identification of Key Contacts

- Identify Cook County Supply Key Personnel
- Identify Cook County Logistics Personnel
- Identify/Verify Key Contacts by Cook County Site
- Cook County Site Analysis Verification
- Identify/Verify Cook County Sites

#### Communication with Konica Minolta Branch, Region & Cook County Team

- Coordinate Distribution for Communications to Cook County Understanding the Methodology of the Award
- Presentation of Agreement - Documents and Terms and Conditions
- Present Objectives (Konica Minolta & Cook County)
- Present Target Dates of installation, prioritizing departmental needs (Dates to be determined based on the needs of Cook County)
- Present Program Measurement criteria (Set Review Schedules)
- Additional Equipment Presentations (If necessary)

#### Surveys Review/ Digital Needs Analysis

- Conduct End User Site Surveys- Digital Needs Analysis- Either supplied by <<customer short name>> or Konica Minolta
- Review Survey Responses
- Communicate Survey Information
- Custom Reporting/Billing Development/ Activation of MyKMBS.com
- Conversion of Project Plan and Dispatch Database
- Implement Monthly Service Reporting



- Implement Volume Reporting
- Implement Billing structure

## **PHASE TWO – Engagement of Delivery and Installation**

### **Implement Install/Removal Schedule**

- Install New Equipment per Site Including Revised Priorities Established
- Final IT preparations with Application Specialist and Cook County IT Dept.
- Install drivers on network and PCs, if applicable
- Testing of equipment
- Identify training schedule and attendees by department
- Train identified Key operators on all aspects of Copying/Printing/Scanning
- Perform Operator/End User Training per Site
- Perform Training per department

## **PHASE THREE – Program & Process Management**

### **Custom Reporting/Billing**

- Conversion of Project Plan and Dispatch Database
- Implement Monthly Service Reporting
- Implement Volume Reporting
- Implement Billing

## **PHASE FOUR – Continuous Care (On-Going through Contract End Date)**

### **Branch Management Visitation Program**

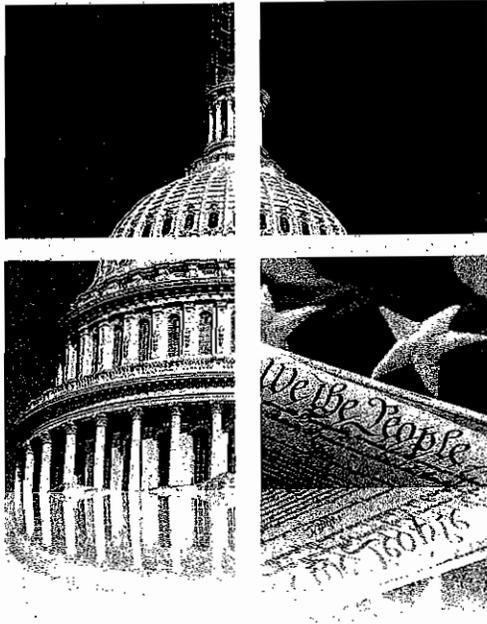
- Implement Local Branch Management / Cook County Visitation Program
- Analyze Branch Management Field Trip Report
- Develop Action Plan Tailored to Cook County Needs
- Implement Action Plan in Concert with Local Branch Management
- Refine Action Plan as Necessary

### **Formal Review Meetings**

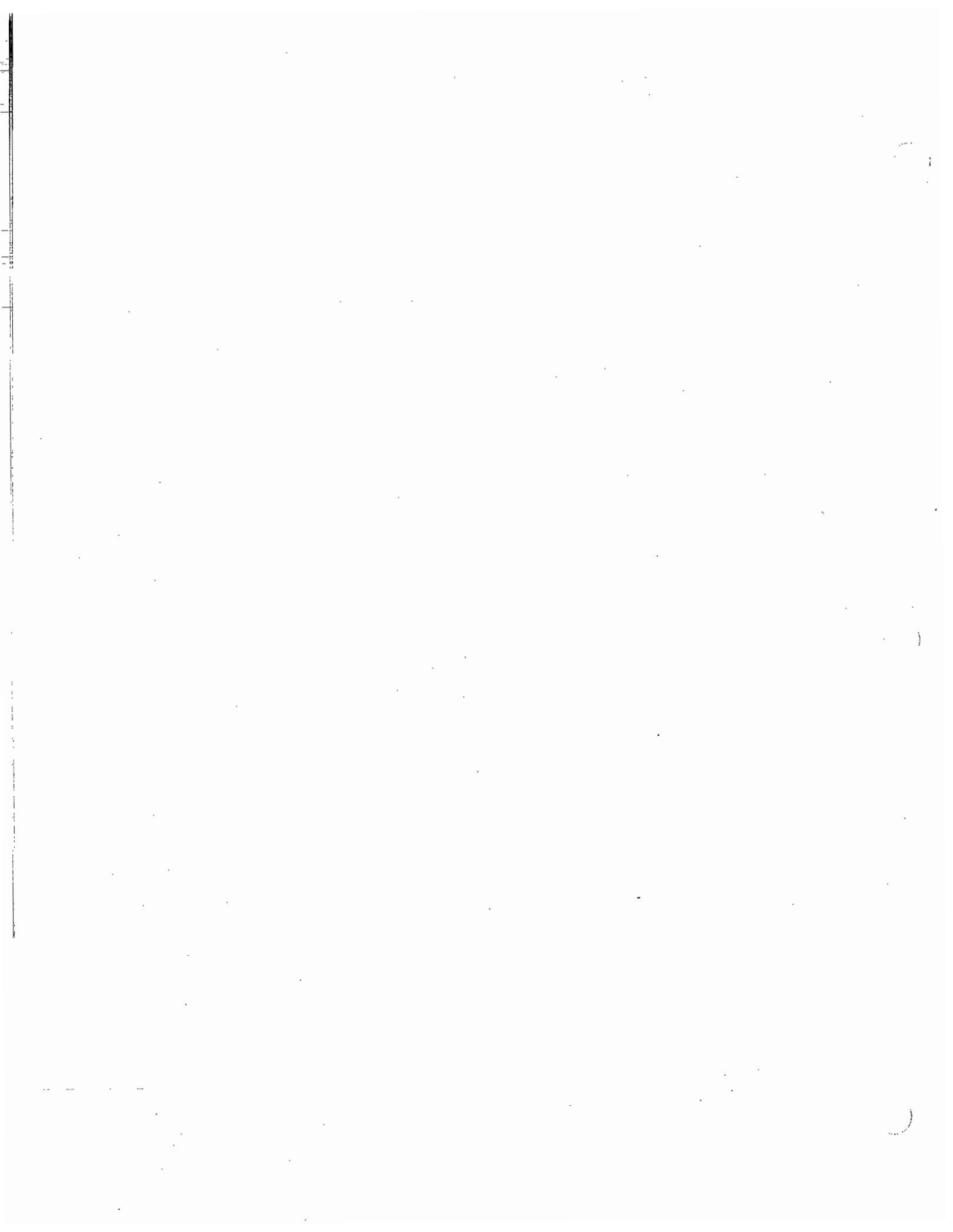
- Schedule Review Meetings
- Prepare Meeting Information
- Conduct Review Meetings
- Present Results Variance vs. Objectives
- Present Actions if required to correct Negative Variance
- Implement Corrective Actions
- Follow-up on Corrective Actions

### **Follow-up Trainings with new Cook County personnel**

- Schedule Review Meetings
- Update personnel records and training logs



## Sample Service Metrics Reports

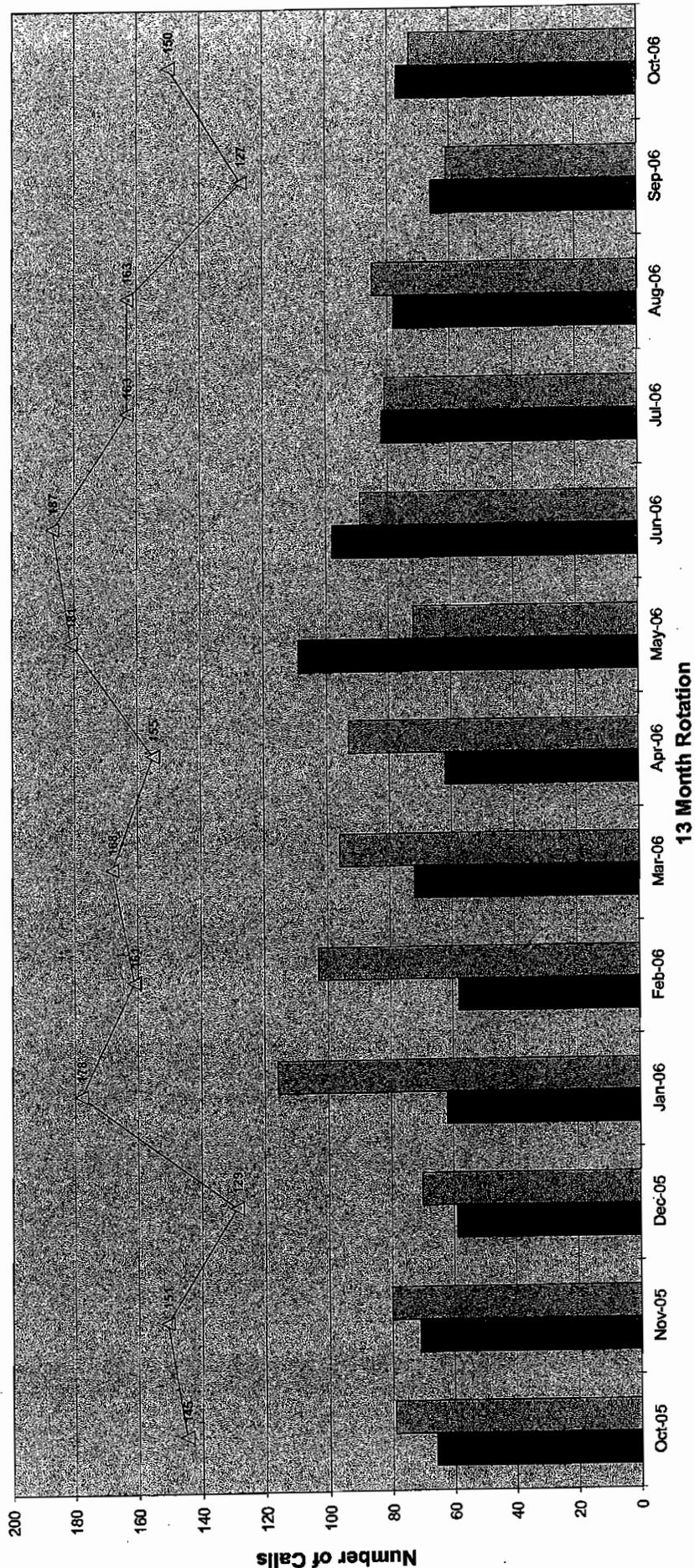


# KONICA MINOLTA METRICS

Remedy - Trouble Tickets	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Apr-06	May-06	Jun-06	Jul-06	Aug-06	Sep-06	Oct-06	YTD
Closed Tickets - Tier 2	68	71	59	62	58	72	62	109	98	82	78	66	77	764
Closed Tickets - Tier 3	79	80	70	116	103	96	93	72	89	81	85	61	73	869
Total Trouble Tickets submitted by Customers	145	151	129	178	161	168	155	181	187	163	163	127	150	1,633

## Remedy - Trouble Tickets

Closed Tickets - Tier 2  
 Closed Tickets - Tier 3  
 Total Trouble Tickets submitted by Customers

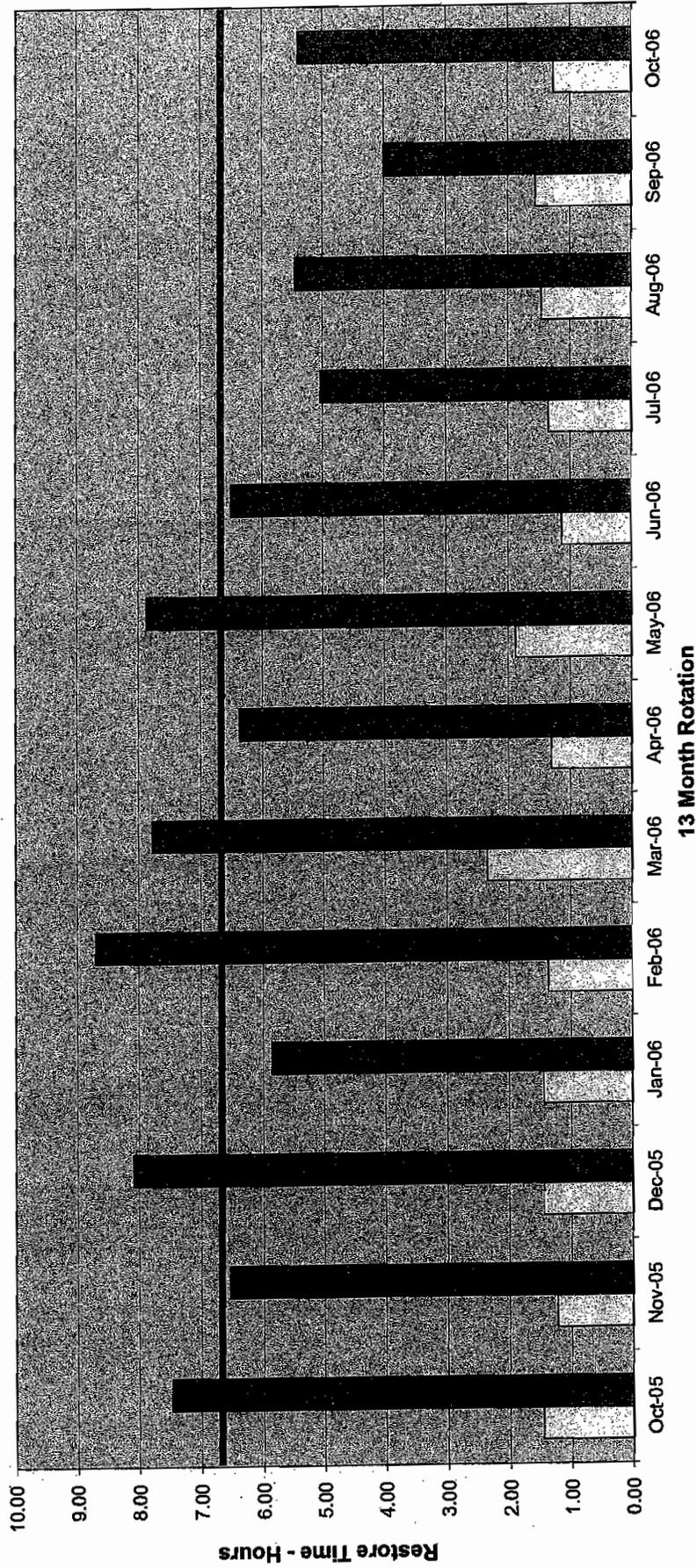


# KONICA MINOLTA METRICS

	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Apr-06	May-06	Jun-06	Jul-06	Aug-06	Sep-06	Oct-06
Mean Hours to Restore	1.46	1.23	1.44	1.44	1.37	2.35	1.31	1.88	1.13	1.35	1.46	1.56	1.26
Tier 2 Hours to Restore	7.47	6.54	8.09	5.86	8.70	7.78	6.37	7.87	6.50	5.03	5.45	4.00	5.40

**Mean Hours to Restore**

Tier 2 Hours to Restore
  Tier 3 Hours to Restore



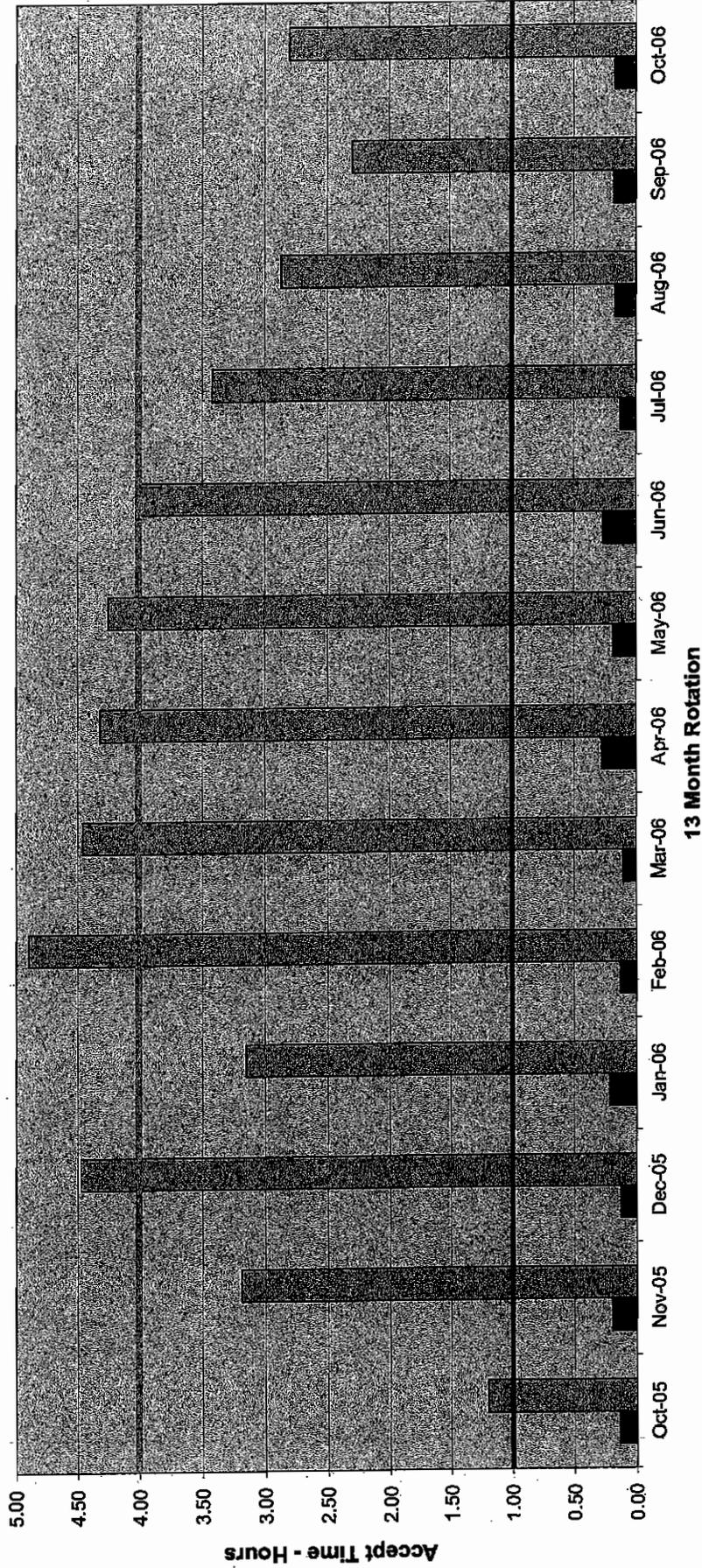
Tier 3 average resolution time: 8.0 hours (approved per Mark Miller)

# KONICA MINOLTA METRICS

Mean Hours to Accept	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Apr-06	May-06	Jun-06	Jul-06	Aug-06	Sep-06	Oct-06
Tier 2 Mean Hours to Accept	0.14	0.20	0.13	0.22	0.13	0.11	0.28	0.19	0.27	0.13	0.17	0.18	0.17
Tier 3 Mean Hours to Accept	1.20	3.19	4.48	3.15	4.90	4.46	4.32	4.25	4.00	3.42	2.87	2.30	2.80

**Mean Hours to Accept**

Tier 2 Mean Hours to Accept
  Tier 3 Mean Hours to Accept

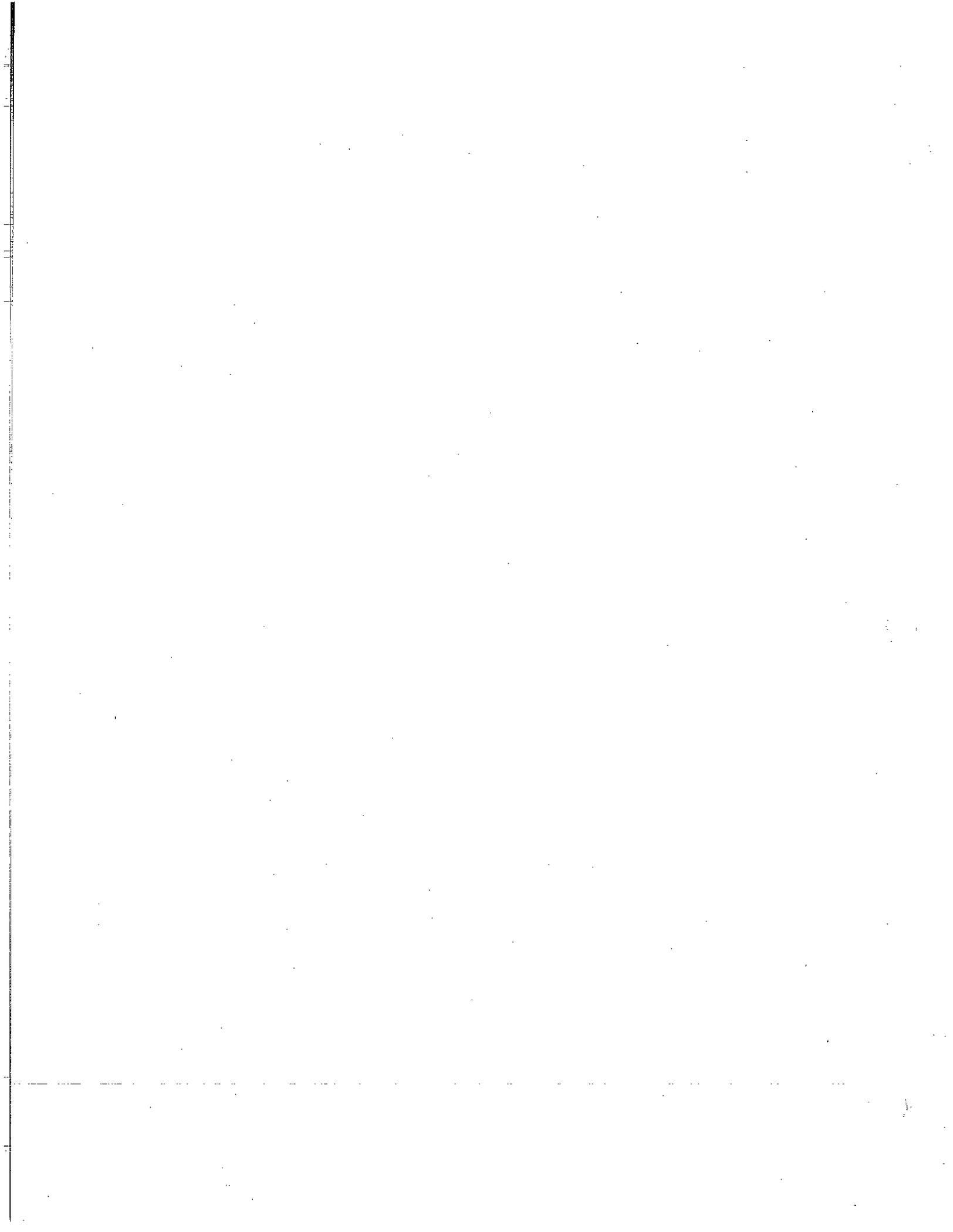


\*Tier II Accept Time Goal: 1.00 hour

Accept Time

7/31/2013

Page 2

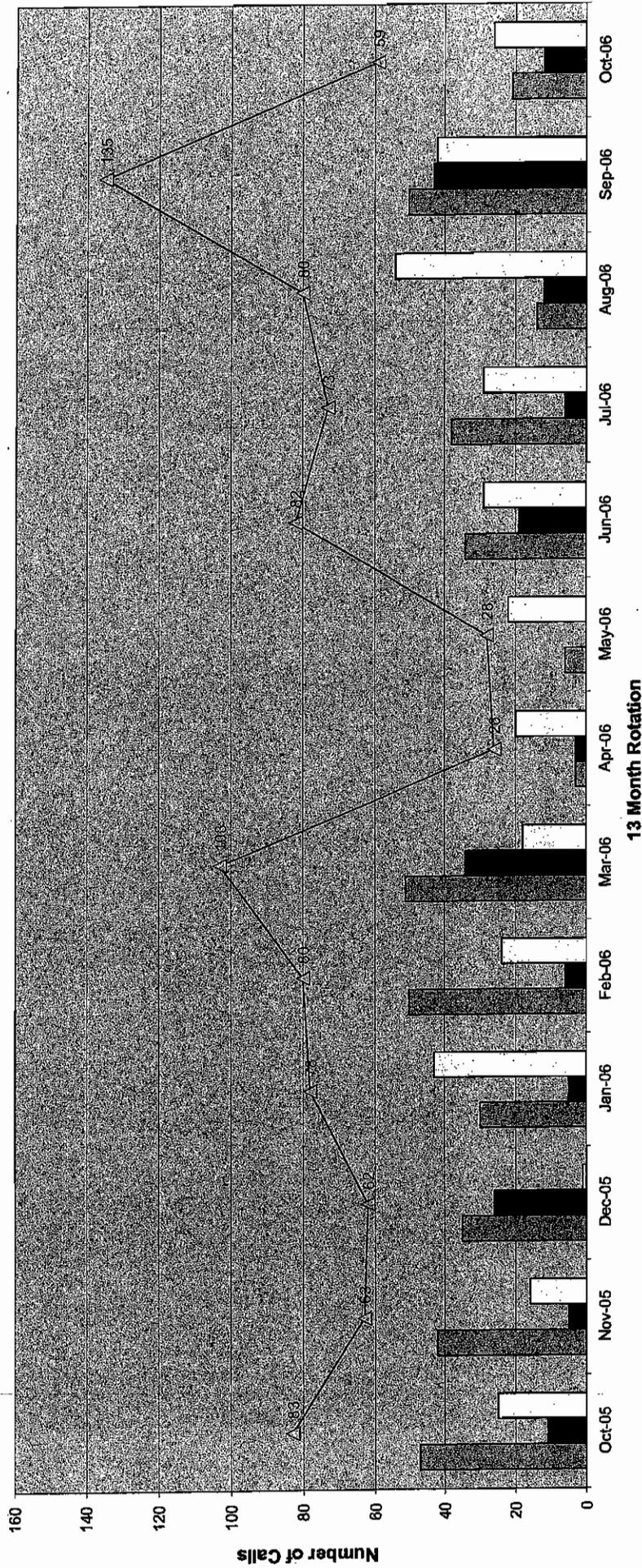


# KONICA MINOLTA METRICS

Customer Care - Tier 2 Initiated	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Apr-06	May-06	Jun-06	Jul-06	Aug-06	Sep-06	Oct-06	YTD
Customer Care Visits - No Serv. Req.	47	42	35	30	50	51	3	6	34	38	14	50	21	297
Customer Care Visits - Service Required	11	5	26	5	6	34	3	0	19	6	12	43	12	140
Training Sessions	25	16	1	43	24	18	20	22	29	29	54	42	26	307
Total Customer Care Opportunities	83	63	62	78	80	103	26	28	82	73	80	135	59	744

## Customer Care Visits

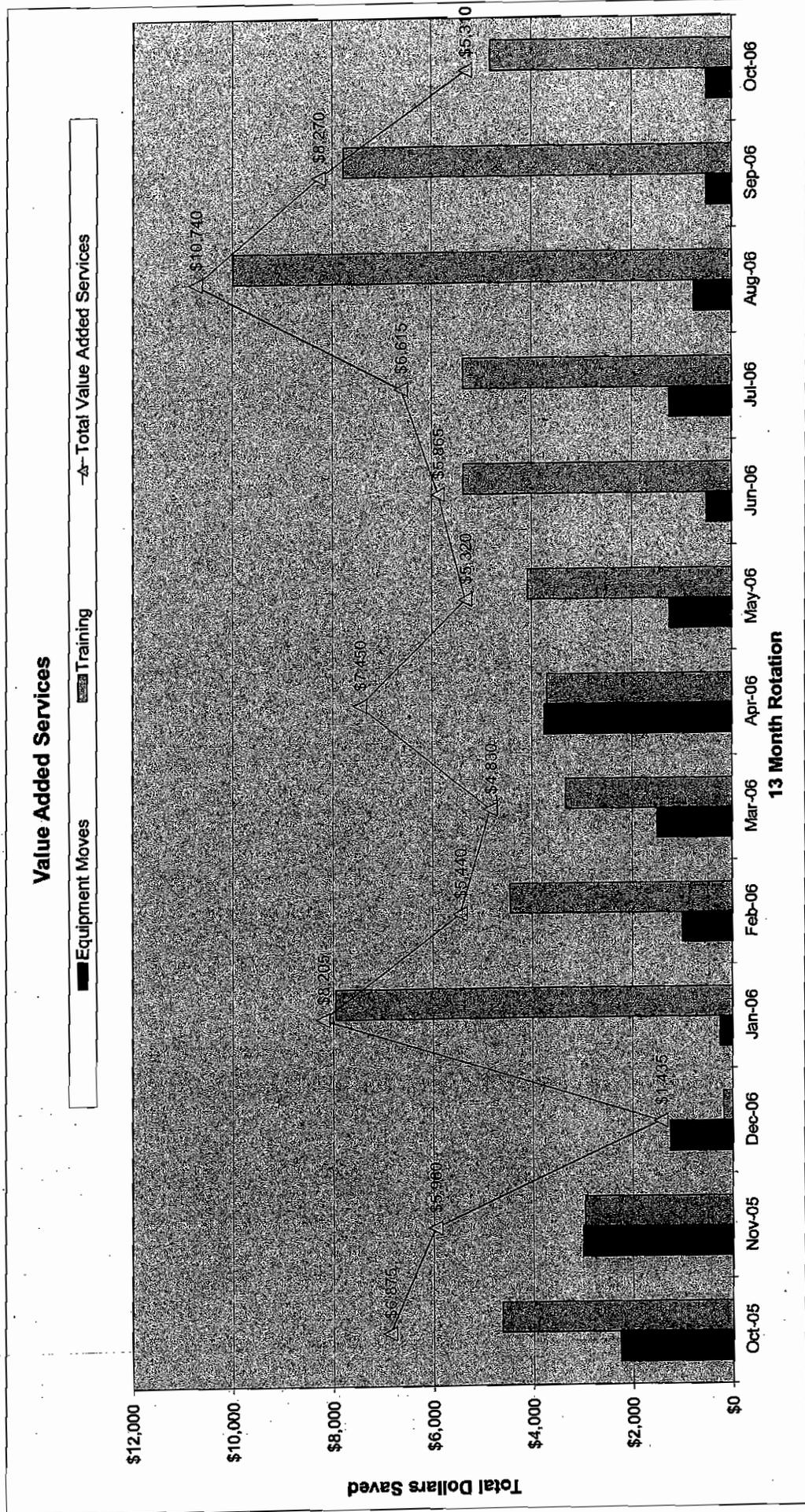
Customer Care Visits - No Serv. Req.    
  Customer Care Visits - Service Required    
  Training Sessions    
  Total Customer Care Opportunities



Note - Trainings: 11 new key op trainings. 43 scan trainings.

# KONICA MINOLTA METRICS

Value Added Services	Oct-05	Nov-05	Dec-06	Jan-06	Feb-06	Mar-06	Apr-06	May-06	Jun-06	Jul-06	Aug-06	Sep-06	Oct-06	YTD
Equipment Moves	\$2,250	\$3,000	\$1,250	\$250	\$1,000	\$1,500	\$3,750	\$1,250	\$500	\$1,250	\$750	\$500	\$500	\$11,250
Training	\$4,625	\$2,960	\$185	\$7,955	\$4,440	\$3,330	\$3,700	\$4,070	\$5,365	\$5,365	\$9,990	\$7,770	\$4,810	\$56,795
<b>Total Value Added Services</b>	<b>\$6,875</b>	<b>\$5,960</b>	<b>\$1,435</b>	<b>\$8,205</b>	<b>\$5,440</b>	<b>\$4,830</b>	<b>\$7,450</b>	<b>\$5,320</b>	<b>\$5,865</b>	<b>\$6,615</b>	<b>\$10,740</b>	<b>\$8,270</b>	<b>\$5,310</b>	<b>\$68,045</b>

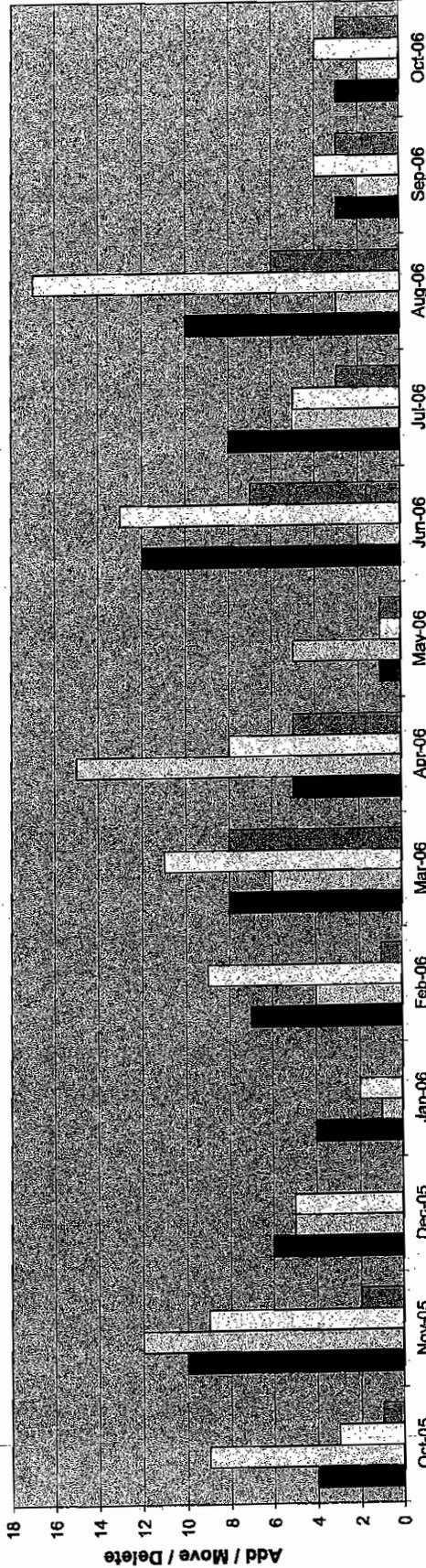


# KONICA MINOLTA METRICS

Add/Move/Delete	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Apr-06	May-06	Jun-06	Jul-06	Aug-06	Sep-06	Oct-06	YTD
Number of Requests received from LDS														
Number of Installs (physically installed during month)	4	10	6	4	7	8	5	1	12	8	10	5	3	26
Number of Moves	9	12	5	1	4	6	15	5	2	5	3	2	2	61
Number of Removals	3	9	5	2	9	11	8	1	13	5	17	4	4	45
Number of Installs Meeting SLA (2 weeks)	1	2	0	0	1	8	5	1	7	3	6	3	3	74
Percentage of Installs Meeting SLA	25.00%	20.00%	0.00%	0.00%	14.29%	100.00%	100.00%	100.00%	100.00%	100.00%	75.00%	60.00%	100.00%	73.66%

## Order Fulfillment

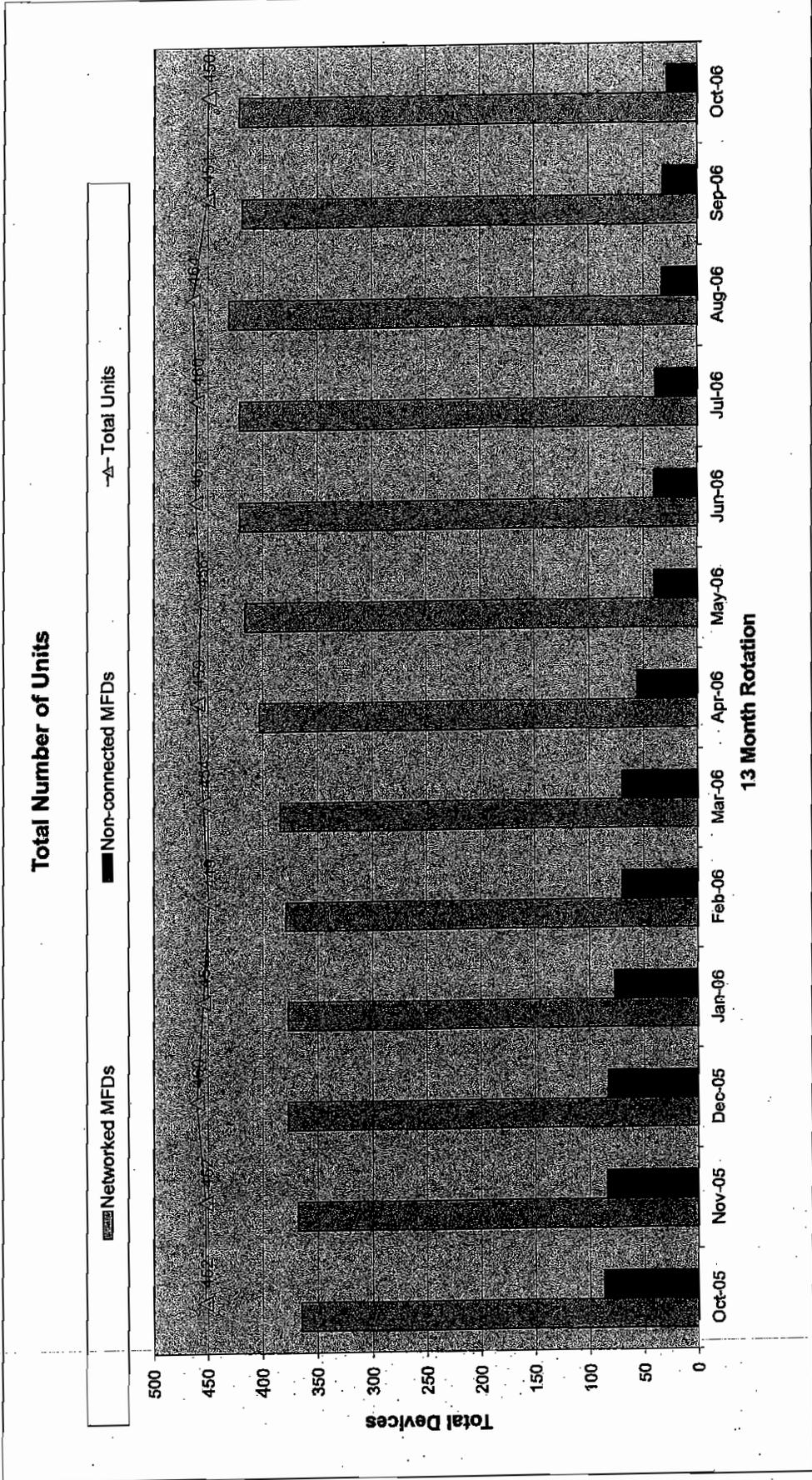
Number of Installs (physically installed during month)
  Number of Moves
  Number of Removals
  Number of Installs Meeting SLA (2 weeks)



13 Month Rotation

# KONICA MINOLTA METRICS

Fleet Population	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Apr-06	May-06	Jun-06	Jul-06	Aug-06	Sep-06	Oct-06
Networked MFDs	365	368	377	377	379	384	403	416	421	421	431	419	422
Non-connected MFDs	87	84	83	77	70	70	56	40	40	39	33	32	28
Total Units	452	452	460	454	449	454	459	456	461	460	464	451	450

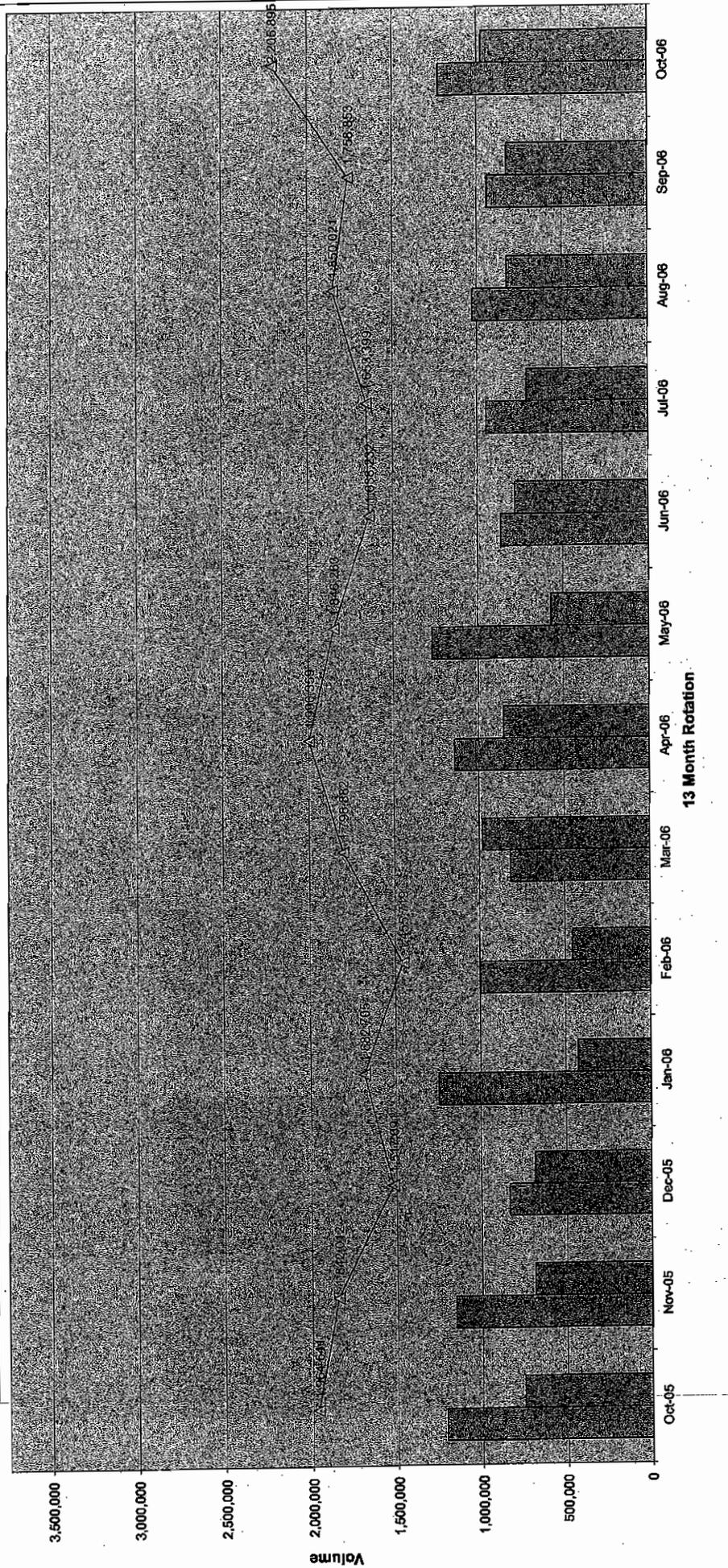


# KONICA MINOLTA METRICS

	Oct-05	Nov-05	Dec-05	Jan-06	Feb-06	Mar-06	Apr-06	May-06	Jun-06	Jul-06	Aug-06	Sep-06	Oct-06	YTD Avg
Fleet Copy / Print Production														
Copy Volume	1,218,139	1,156,340	833,784	1,254,370	999,463	815,416	1,144,804	1,277,145	861,641	943,066	1,027,438	935,589	1,232,833	1,049,177
Print Volume	746,502	685,672	683,907	428,335	456,256	981,466	851,555	569,118	776,591	710,333	822,583	823,264	973,062	739,256
Total Impressions	1,964,641	1,842,012	1,517,691	1,682,705	1,455,719	1,796,882	1,996,359	1,846,263	1,638,232	1,653,399	1,850,021	1,758,853	2,205,895	1,788,433

## Fleet Production

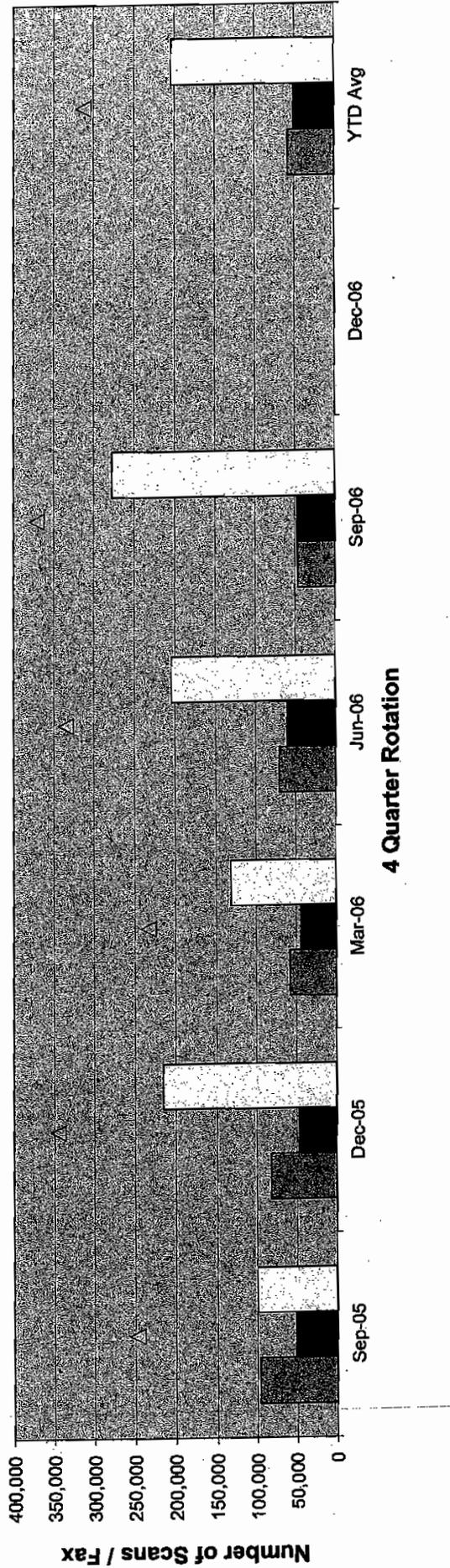
Copy Volume  
 Total Impressions



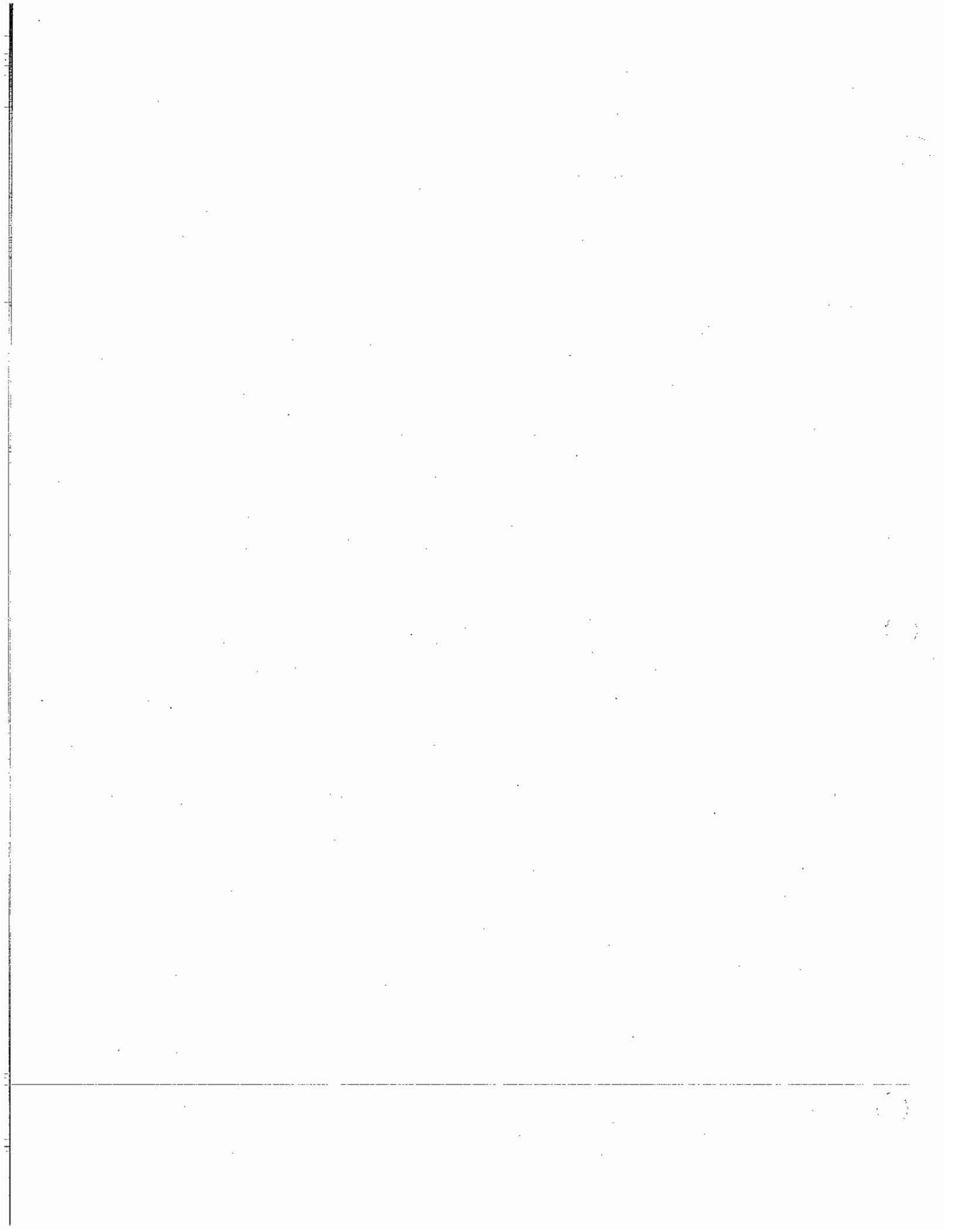
# KONICA MINOLTA METRICS

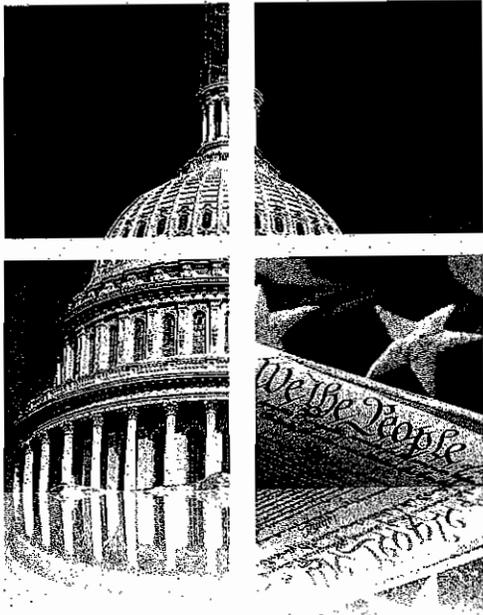
Fleet Fax / Scan Production	Sep-05	Dec-05	Mar-06	Jun-06	Sep-06	Dec-06	YTD Avg
Fax Sent Volume	96,535	82,077	57,596	70,093	46,400		58,030
Fax Received Volume	51,155	47,157	44,031	60,059	47,280		50,457
Scan Volume	99,428	215,415	130,909	204,398	277,065		204,124
Total Scans / Faxes	247,118	344,649	232,536	334,550	370,745		312,610

## Fax / Scan Production

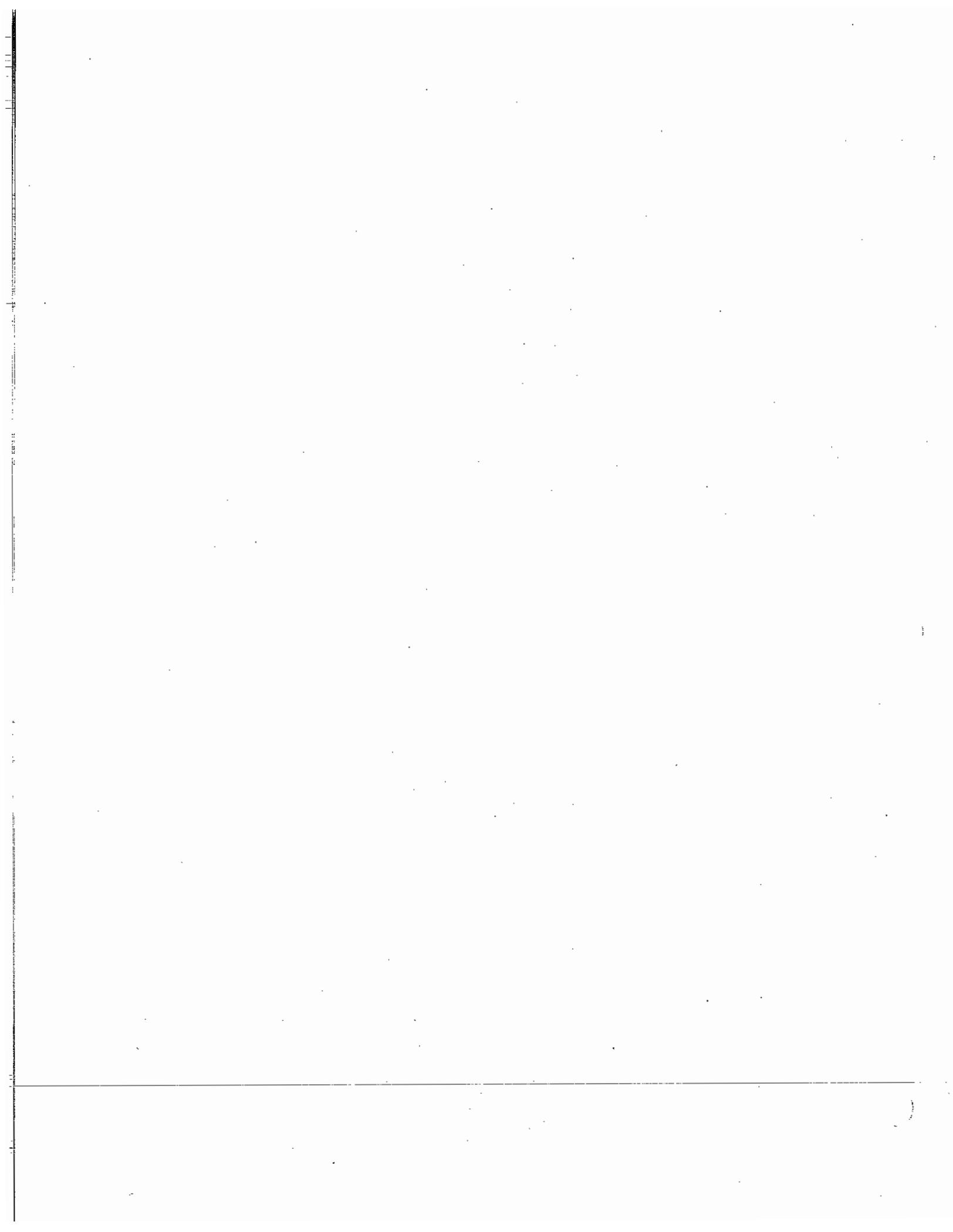








Sample Invoice





VOUCHER FORM  
**COOK COUNTY GOVERNMENT**

(FORM 29A)

**KMBS**  
**21719 Network Place**  
**Chicago, IL 60673-6217**

**Robt-24107-60113**  
 Seller's Invoice Number

Seller's Name & Address

**Cook County Various**  
 Delivered to

**131921099**

Date **7-1-13**

Req. No. \_\_\_\_\_

Purchase Order No. **181679**

**FOR COUNTY USE ONLY**  
 DEPARTMENT

**490618**  
 ACCOUNT

**550020**  
 COST CENTER

**F.E.I.N./S.S. # MUST BE PROVIDED IN THE SPACE ABOVE OR VOUCHER WILL BE RETURNED**

QUANTITY	DESCRIPTION	UNIT PRICE	AMOUNT
	<b>2013 Konica Minolta Copiers Vendor # 810343</b>		<b>16,492.12</b>

DEPARTMENT APPROVAL \_\_\_\_\_ TOTAL **16492.12**

WE HEREBY CERTIFY THAT THIS INVOICE IS RENDERED IN FULL CONFORMITY WITH THE PURCHASE ORDER OR CONTRACT AND MEETS THE SPECIFICATIONS CONTAINED THEREIN. FEDERAL REGULATIONS ARE ALSO COMPLIED WITH.

I HEREBY CERTIFY THAT I HAVE EXAMINED THE RECEIVING REPORT FROM THE USING DEPARTMENT AND IT AGREES WITH THIS INVOICE AND THAT SATISFACTORY EVIDENCE IS ATTACHED HERewith OF RECEIPT OF GOODS AND OR SERVICES.

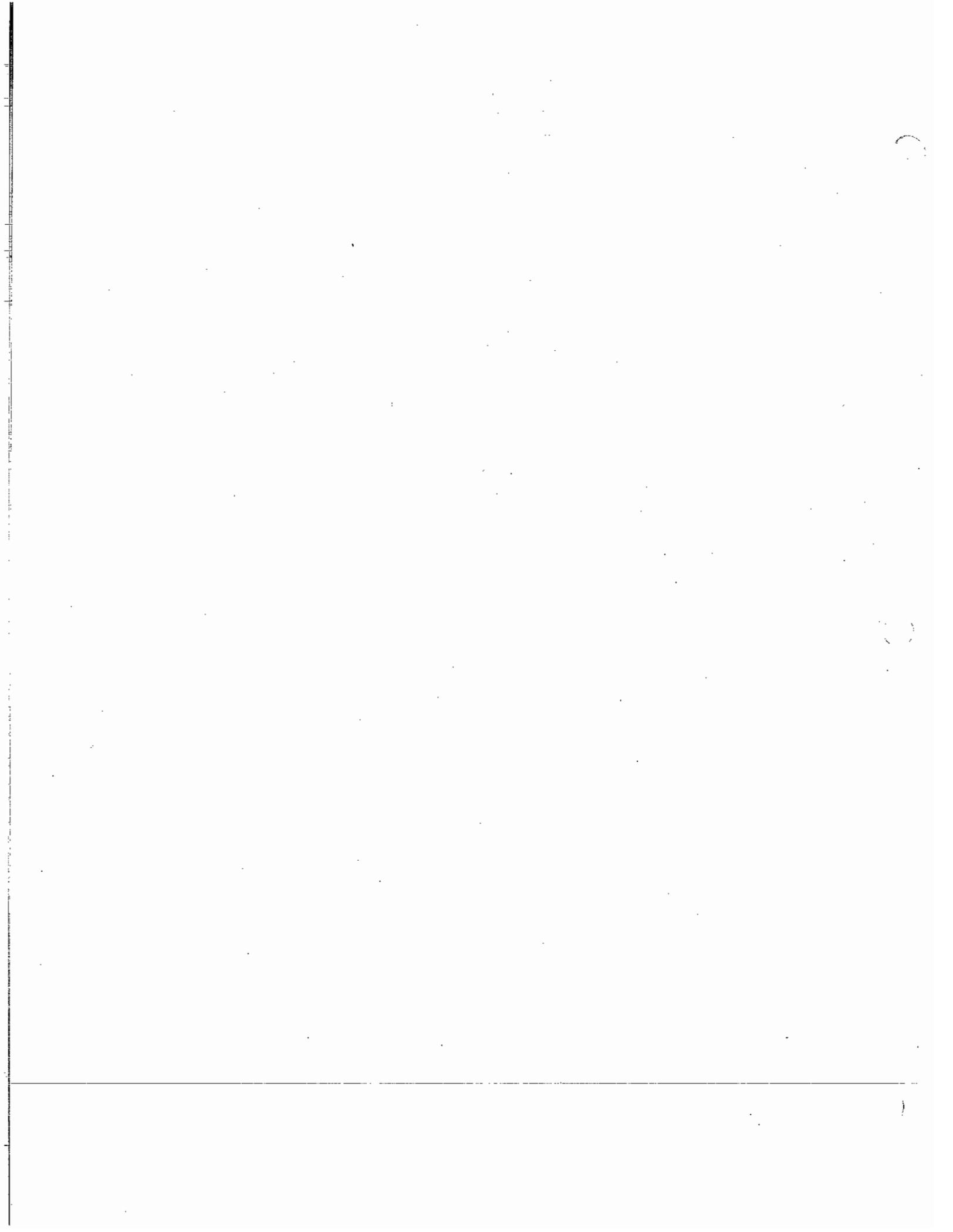
**EXAMINED AND APPROVED**

AUDITOR

COMPTROLLER

VENDOR'S SIGNATURE

PURCHASING AGENT



**KONICA MINOLTA BUSINESS SOLUTIONS USA, INC.**  
 21719 NETWORK PLACE  
 CHICAGO, IL 60673-1217

PAGE: 1

ACCOUNT #: 061-00024107-000  
 INVOICE #: R061-24107-060113A  
 PO#181679  
 DATE: 07/01/13

DESCRIPTION	PAYMENT	TAX	TOTAL
Copy Charge	0.0186	0.0054 B&W-353	0
Minimum Payment Due	7/30/2013		
Minimum Monthly Payment Due	\$16,492.12		\$16,492.12
Excess Copies Only B&W			\$0.00
<b>Total Due</b>			<b>\$16,492.12</b>

KONICA MINOLTA COPIERS - SEE ATTACHED BREAKDOWN  
 COOK, COUNTY OF  
 CHICAGO, IL 60602

**TOTAL DUE** \$16,492.12

FOR SERVICE/USE OF ASSETS 06/01/13 - 06/30/2013

\* Please do not include payment of any other invoice with this remittance \*

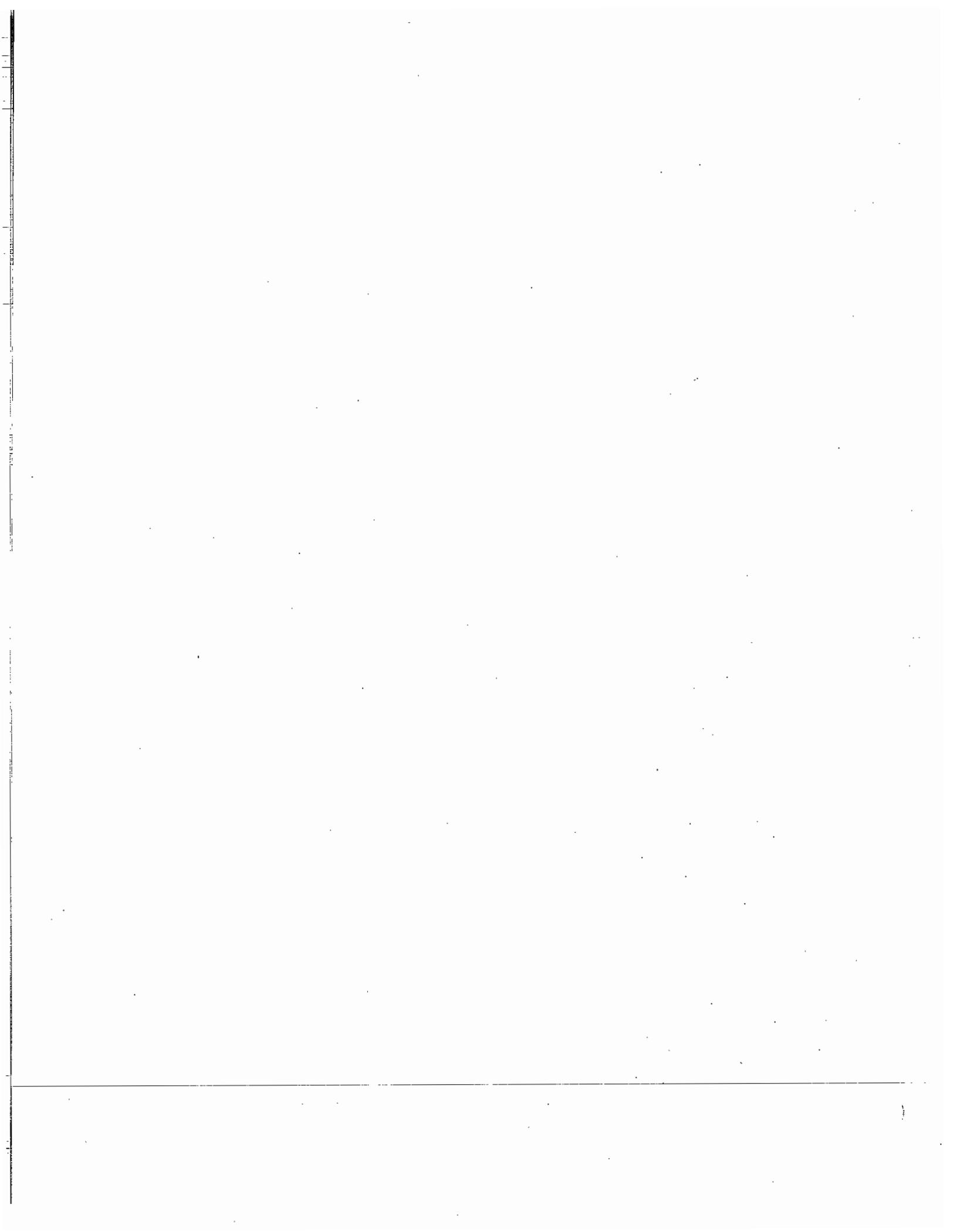
07/01/13 Inv#R061-24107-060113A 07/01/13 \$16,492.12

Please do not staple or paper clip your remittance to this stub.

\$16,492.12

KONICA MINOLTA BUSINESS SOLUTIONS USA, INC  
 21719 NETWORK PLACE  
 CHICAGO, IL 60673-1217

ATTN: Department of Purchasing  
 Cook, County of  
 118 N. Clark St., Room 806  
 Chicago, IL 60602  
 07/01/13 R061-24107-060113A



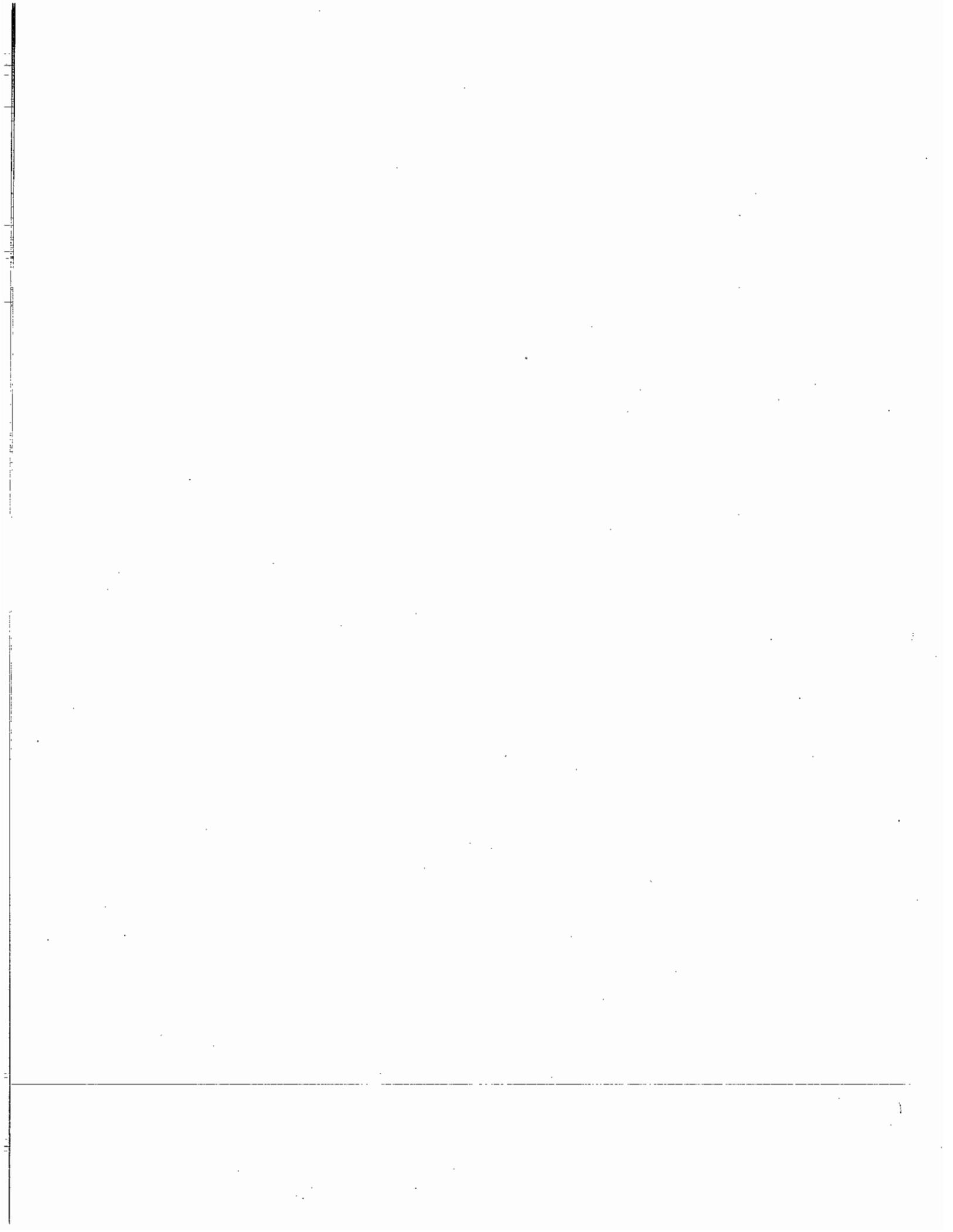
Cook County Equipment Summary

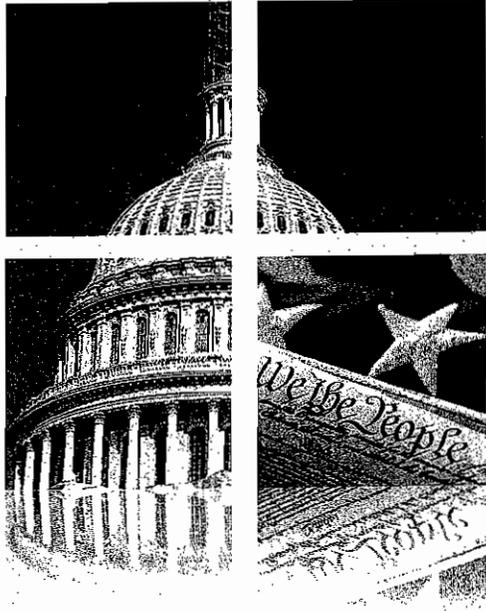
June Due July 2013

Model	Number of machines	Usage	Minimum Monthly Volume	Rate	Minimum Monthly Payment	Minimum Monthly Total
BizHub 161F	9	29250	3,250	0.0186	60.45	544.05
BizHub 200	184	644000	3,500	0.0186	65.10	11,978.40
BizHub 222	13	45500	3,500	0.0186	65.10	848.90
BizHub 223	5	17500	3,500	0.0186	65.10	325.50
BizHub 350	199	995000	5,000	0.0186	93.00	18,507.00
BizHub 362	15	75000	5,000	0.0186	93.00	1,395.00
BizHub 363	4	20000	5,000	0.0186	93.00	372.00
BizHub 421	116	870000	7,500	0.0186	139.50	16,182.00
BizHub 501	63	598500	9,500	0.0186	176.70	11,132.10
BizHub 600	32	528000	16,500	0.0186	306.90	9,820.80
BizHub 601	3	49500	16,500	0.0186	306.90	920.70
<b>SUB Total For 0.0186 Rates Only</b>	<b>643</b>	<b>3872250</b>	<b>78,750</b>	<b>.0186</b>	<b>1,464.75</b>	<b>72,023.85</b>
BizHub C353 Color	1	7500	7,500	0.0910	682.50	682.50
<b>Sub Total for Color C353</b>	<b>1</b>	<b>7500</b>	<b>7,500</b>	<b>0.0910</b>	<b>682.50</b>	<b>682.50</b>
Biz Hub C353 Black & White	0	7500	7,500	.0054	40.50	40.50
<b>Sub Total For Black &amp; White 353</b>	<b>0</b>	<b>7500</b>	<b>7,500</b>	<b>0.0054</b>	<b>40.50</b>	<b>40.50</b>
<b>Sub Total For 0.0186 Rates Only</b>	<b>643</b>	<b>3872250</b>	<b>78750</b>	<b>.0186</b>	<b>1,464.75</b>	<b>72,023.85</b>
<b>Sub Total For C353 Color only</b>	<b>1</b>	<b>7500</b>	<b>7,500</b>	<b>0.0910</b>	<b>682.50</b>	<b>682.50</b>
<b>Sub Total For C353 Black &amp; White only</b>	<b>0</b>	<b>7500</b>	<b>7500</b>	<b>0.0054</b>	<b>40.50</b>	<b>40.50</b>

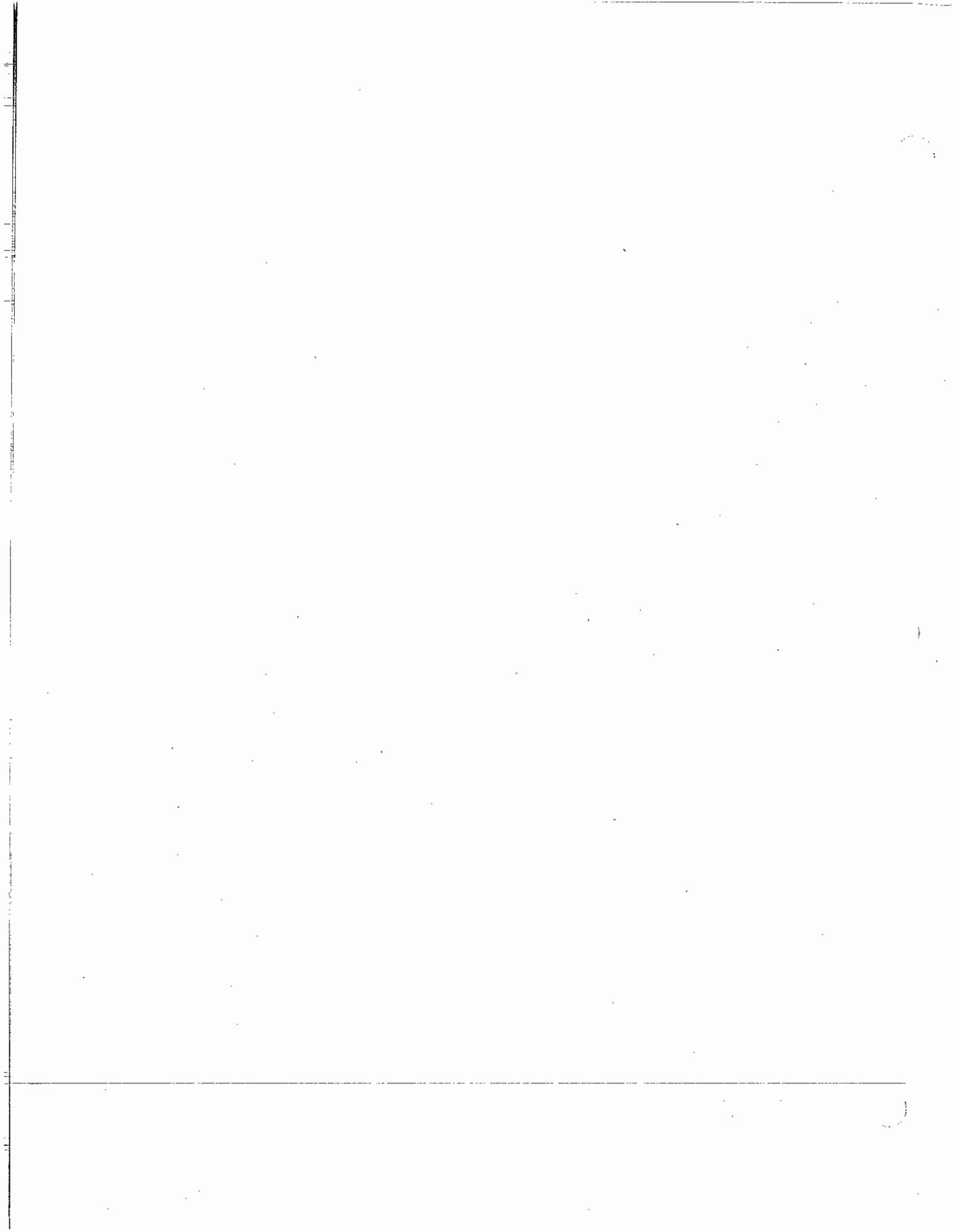
Number of machine count for C353 B&W is included in the Color Copier )

**GRAND TOTAL** 644 53772.5 93750 2,187.75 72,746.85





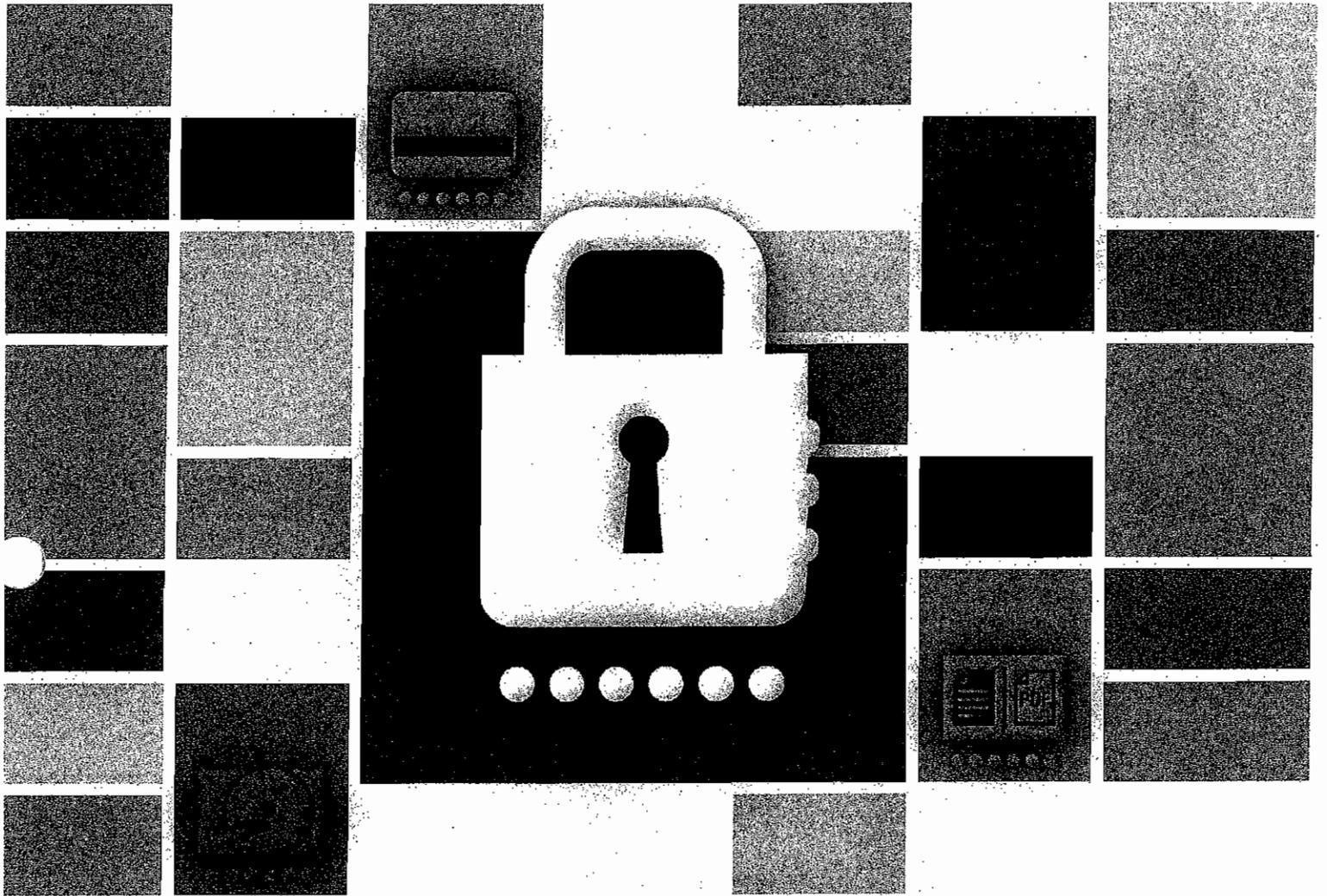
## Fundamental of Security





KONICA MINOLTA

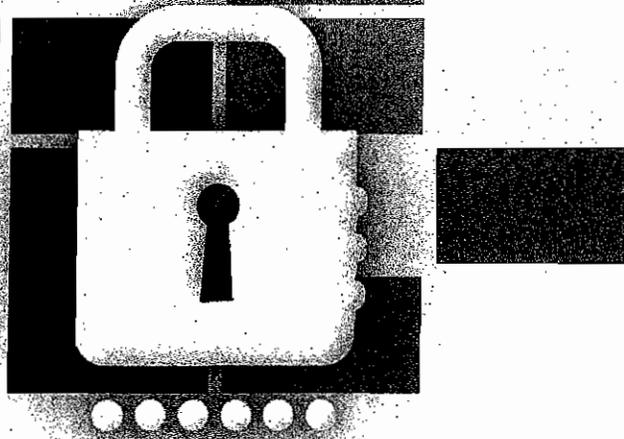
The essentials of imaging



# Fundamentals of security

# Fundamentals of security

This fundamentals of security guide is a "living" document – this means it is continually updated. This guide is intended solely for the use and information of Konica Minolta Business Solutions USA, Konica Minolta subsidiaries and distributors, and their employees. The information herein was obtained from various sources that are deemed reliable by all industry standards. To the best of our knowledge, this information is accurate in all respects. However, neither Konica Minolta nor any of its agents or employees shall be responsible for any inaccuracies contained herein.



©2008 KONICA MINOLTA BUSINESS SOLUTIONS EUROPE, GmbH. All rights reserved. No part of this book may be reproduced or transmitted in any form or by any means, electronically or mechanically, including photocopying, recording or any information storage and retrieval system, without permission in writing from the publisher.

Some functions may require options, which may or may not be available at the time of launch.

 Contents

- Introduction . . . . . 4
  - Security without sacrifice . . . . . 4
- What is ISO 15408 or Common Criteria? . . . . . 5
  - Common Criteria background . . . . . 5
- General system security . . . . . 7
  - System security . . . . . 7
  - Security of fax line . . . . . 7
  - Security of remote diagnostic services . . . . . 7
  - Security of RAM . . . . . 8
  - Password handling . . . . . 8
- Access control . . . . . 9
  - Copy/print accounting . . . . . 9
  - User authentication (ID and password) . . . . . 10
  - Finger vein scanner . . . . . 11
  - IC card reader . . . . . 11
  - Auto logoff . . . . . 12
  - Function restrictions . . . . . 13
  - Secure print (lock job) . . . . . 14
  - Touch & print / ID & print . . . . . 14
  - User box password protection . . . . . 15
  - Event/Audit log . . . . . 16
  - Driver user data encryption . . . . . 16
  - Password for non-business hours . . . . . 16
- Data security . . . . . 17
  - Hard disk password protection . . . . . 17
  - Data encryption (hard disk) . . . . . 17
  - Hard disk data overwrite . . . . . 17
  - Temporary data deletion . . . . . 19
  - Data auto deletion . . . . . 20
- Network security . . . . . 21
  - IP filtering . . . . . 21
  - Port and protocol access control . . . . . 22
  - SSL/TLS encryption (https) . . . . . 23
  - IPsec support . . . . . 24
- Scanning security . . . . . 25
  - POP before SMTP . . . . . 25
  - SMTP authentication (SASL) . . . . . 25
  - S/MIME . . . . . 25
  - Encrypted PDF . . . . . 26
  - PDF encryption via digital ID . . . . . 27
  - PDF digital signature . . . . . 27
  - Manual destination blocking . . . . . 28
  - Address book access control . . . . . 28
- Additional security functions . . . . . 29
  - Service mode/admin mode protection . . . . . 29
  - Unauthorized access lock . . . . . 30
  - Distribution number printing . . . . . 30
  - Watermark/overlay . . . . . 30
  - Copy protection via watermark . . . . . 31
  - Fax rerouting . . . . . 31

**Note:** Some of the security features and options described in this guide may only apply to specific Konica Minolta bizhub models. It is best to refer to the documentation that is provided with every Konica Minolta bizhub MFP to verify exactly which security features are included with a specific product. It is also important to note that a specific machine may require an upgrade to achieve and/or enable some of the features discussed in this document. Please refer to your service representative for further information.

# Introduction

## ➔ Security without sacrifice: Konica Minolta security standards

Konica Minolta realized early on the importance of security issues in the digital age, where the risk of seriously damaging security breaches rises dramatically alongside rapidly growing worldwide communication possibilities.

In response to these threats, Konica Minolta has taken a leading role in developing and implementing security-based information technology in our multifunctional products. Ever since the introduction of the first Konica Minolta MFP, Konica Minolta has strived to develop and implement technology that safeguards the confidentiality of electronic documents.

The most important IT based security standard in the world is ISO 15408, also known as Common Criteria certification. Konica Minolta has newly introduced multifunctional bizhub products validated to Common Criteria EAL3 security standards. Common Criteria (CC) is the only internationally recognized standard for IT security testing. Printers, copiers and software with the ISO 15408 certification are security evaluated, and guarantee the security levels that companies look for today. With the CC certification users can rest assured that on Konica Minolta's multifunctional devices their confidential data remain confidential.

The Konica Minolta security standards provide protection in more than one respect, securing the network and network access, ensuring secure, authorized access to individual output devices, restricting functionalities where required, and protecting all personal user data and information content processed on the bizhub output systems.

Konica Minolta takes the security concerns of its customers seriously. This is why almost all of Konica Minolta's comprehensive security functionality is standard on the new-generation bizhub systems. After all, users should not have to pay for capabilities that are an essential requirement for protecting customers' sensitive corporate information in the digital age!

This document discusses various generally important security requirements, and explains how Konica Minolta MFPs comply with the rules and regulations set forth in the ISO 15408 (Common Criteria).

# What is ISO 15408 or Common Criteria?

To date, the only official security-based certification standard for digital office products is the international standard generally known as Common Criteria. The official international designation for this security standard is ISO 15408.

Please refer to the security specification table (back cover) for all Konica Minolta bizhub models that have achieved the ISO 15408 EAL 3 certification, or are currently being evaluated.



## Common Criteria background

The International Common Criteria for Information Technology Security Evaluation is a relatively new program, which seeks to establish an internationally agreed-upon language for specifying security functionality, as well as an evaluation methodology to assess the strength of security implementations embedded in various types of technologies located on the network.

In June 1993, the sponsoring organizations of the existing US, Canadian and European criteria started the CC project to align their separate regulations into a single set of IT security criteria. Version 1.0 of the CC was completed in January 1996. Based on a number of trial evaluations and an extensive public review, version 1.0 was extensively revised and version 2.0 was produced in April 1998. This became the ISO International Standard 15408 in 1999. The CC project subsequently incorporated the minor changes that had resulted in the ISO process, producing version 2.1 in August 1999. Today, the international community has embraced CC through the Common Criteria Recognition Arrangement (CCRA) whereby the signers have agreed to accept the results of CC evaluations performed by other CCRA members.

There are seven levels of EAL (Evaluation Assurance Level) certification. Standard off-the-shelf products can only achieve up to EAL 4 certification. Most IT related products are certified at EAL 3.

A certification lab in Japan (JISEC/IPA) tests Konica Minolta products. Konica Minolta certifications and related documentation can be found at the following website:

[http://www.ipa.go.jp/security/jisec/jisec\\_e/certified\\_products/certy\\_list.html](http://www.ipa.go.jp/security/jisec/jisec_e/certified_products/certy_list.html)

## Security, General Common Criteria

As for the product which is certified in ISO15408 It is permitted that the CCRA certification mark is used for every version of the product. The CCRA certification mark shows the fact that appraisal of the certification product is executed and the fact that the appraisal result for the certification product is verified on the basis of "IT security appraisal and certification system", but it does not guarantee that there is no vulnerability in the certified product or necessary security function is equipped with particular operational environment.



Common Criteria Validated



# General system security

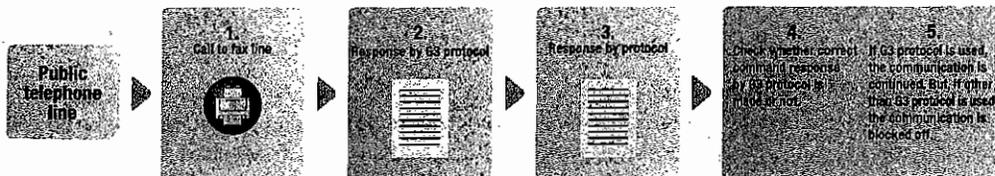
## ➔ System security

Unlike conventional PCs, Konica Minolta products use an operating system called VxWorks. It is, therefore, considered extremely unlikely that bizhub MFPs might be affected by a virus via the LAN.

## ➔ Security of fax line

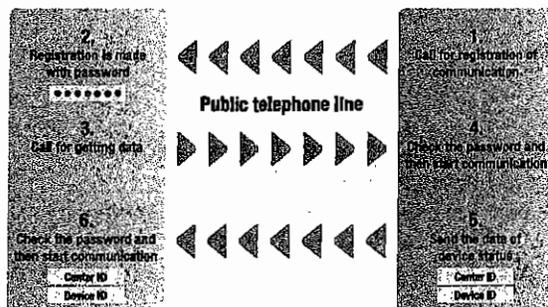
Any communication via fax line uses only fax protocol and does not support any other communication protocol.

If someone from outside attempts to intrude with a different protocol via a public line, or tries to send data that cannot be decompressed as fax data, Konica Minolta products handle that kind of event as an error and block such communication.



## ➔ Security of remote diagnostic services (vCare)

The remote diagnostic system uses a public telephone line for communication between the Konica Minolta system and the service center. With this system, Konica Minolta devices send main-body data to the service center; and the service center can transmit data to change the main-body settings remotely. An ID preset on every main body and service center ensures that communication is only enabled if the IDs match.



## ➔ Security of RAM

There are three types of RAM currently used in bizhub products:

**Volatile RAM – typically volatile RAM would be:**

- file memory – electronic sorting
- work memory – storing program parameters, temporary data and image conversion of controller
- fax memory – working RAM for fax

Data written to volatile RAM is held while the power is on. The data held in this type of RAM is overwritten by the next page or job being printed. Once the job is printed the data is deleted from RAM. Also, as soon as the power is turned off the data in volatile RAM is deleted. Volatile RAM is secure: if RAM is removed after an engine is powered off, all the data on that RAM chip will have already been deleted. It is impossible to remove the RAM while the engine power is on. The only other way to possibly extract data would be an indirect route or a security hole. These access points are evaluated and tested by third-party security consultants before the Konica Minolta products are submitted for ISO 15408 certification. There are no indirect routes or security holes present in bizhub MFPs.

**Non volatile RAM (NV-RAM) – typically non-volatile RAM would be:**

- counter data
- job settings
- utility settings

The data written to non-volatile RAM is not image or document data, meaning the data is not confidential or private. Unlike volatile RAM this data is not cleared when the power is turned off. It is important to note that when the HDD is formatted, the user/account data in NV-RAM will be deleted and set back to factory default.

**Flash memory – typically flash memory is utilized with:**

- machine firmware
- control panel data
- printer-resident fonts
- copy-protect watermarks

Flash memory is embedded on an MFP circuit board and cannot be erased. The data stored in flash memory is not critical, confidential or private.

## ➔ Password handling

In general, all passwords are handled securely by the MFP following several security rules:

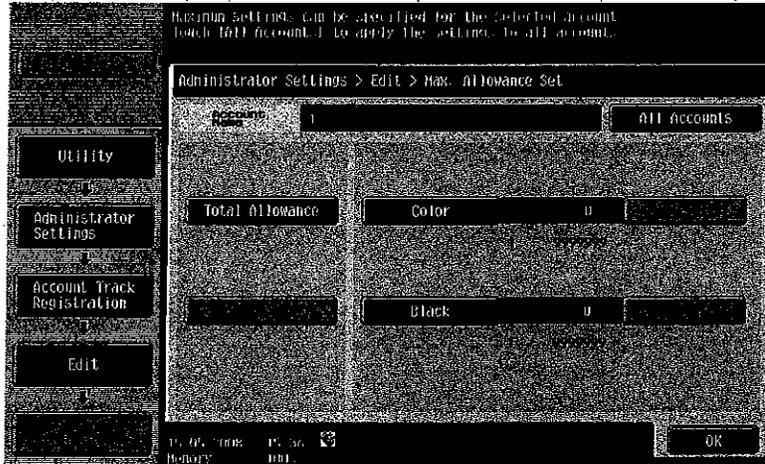
1. Independent of the functionality the setting of a password always has to be verified once.
2. All passwords entered via MFP panel, Web interface or application are written with "xxx" to prevent illegal copying.
3. All passwords are encrypted for storage.
4. All passwords contain at least 8 to 64 alphanumeric digits. Depending on the MFP functionality, passwords can be even longer.
5. Passwords transferred via network can always be transmitted encrypted.
6. Passwords for user authentication and user boxes can only be reset by the administrator.

# Access control

## ➔ Copy/print accounting

Konica Minolta bizhub MFPs come standard with the ability to enable account tracking. When this function is activated, a user is required to enter a 4–8 digit personal identification number (PIN) to gain access to make a copy, send a print, or perform other functions at the MFP. If a user does not submit or enter an authorized PIN (from the print driver), the print job submitted will not be printed. If a user does not enter an authorized PIN at the copier control panel, he will be denied access to the system. When logged in, the user's activities are electronically recorded onto a log file inside the system. An administrator or key operator can access this file. This is a very popular feature for many customers, who use this to invoice departments and audit employees' copier activities.

This is an example of the accounting screen from the Konica Minolta bizhub C550 control panel:



## ➔ User authentication (ID and password)

User authentication is a function that will prevent unauthorized users from accessing the network or machine. This feature requires a user ID and a password, and can be configured to authenticate to the network or locally at the machine.

### Network

- Supported external servers like Active Directory, Novell NDS, NTLM v.1, NTLMv.2 and LDAP; a maximum of 64 characters can be utilized. Active Directory can support up to 20 domains. In addition, the authentication can be centrally managed via PageScope Enterprise Suite Authentication Manager.

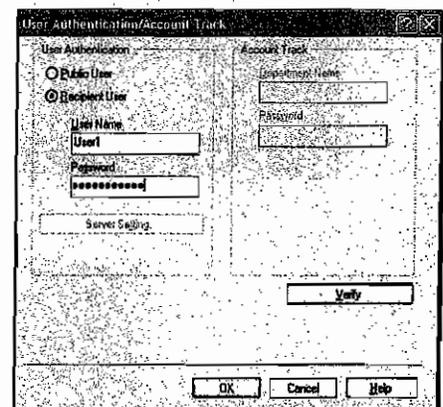
### Machine

- Internal authentication at the machine can support up to 1,000 user accounts. Passwords can have up to eight alphanumeric characters.

### Password protection

- Passwords can be created for administrators and users, and can be alphanumeric with up to eight characters. An administrator can maintain passwords. Passwords are protected by the Kerberos system or SSL.

This is an example of the authentication screen from the Konica Minolta bizhub C550 control panel and printer driver:



## ➔ Finger vein scanner

Besides the authentication via user ID and password, the user can authenticate via a biometric or IC-card-based device (see below for IC card). The data for the biometric authentication device, AU-101, is handled securely and cannot be used illegally.

■ **The vein on the finger as biometric data:**

The vein is located in the body and, unlike fingerprints it can not be scanned/read without the person noticing. This makes it virtually impossible to forge.

■ **The process implemented in this system:**

This system implements the security guideline based on U.S. Government Biometric Verification Mode Protection Profile for Medium Robustness Environments (BVMPP-MR) version 1.0\*; some of the important security/privacy specifications supported by this system are as follows:

■ **Reconstruction of the biometric data:**

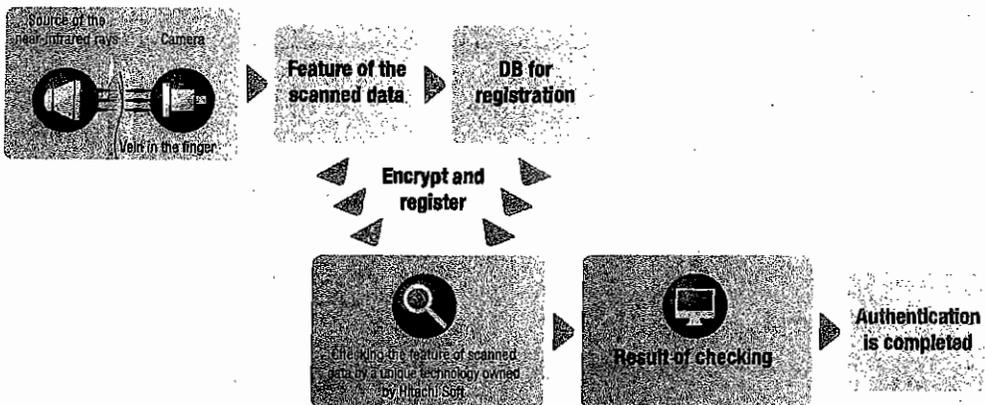
The only data registered on the HDD are random numbers calculated based on the feature of the scanned data, and it is theoretically impossible to reconstruct the original vein data from the data in the HDD.

■ **Structure of the data on the HDD:**

The structure of the data on the HDD is not made public. This makes it impossible to forge.

■ **Erasing of data in the authentication device:**

The data left in the device is encrypted when temporarily stored in the RAM, and is erased after transferring to the MFP.



## ➔ HID card reader

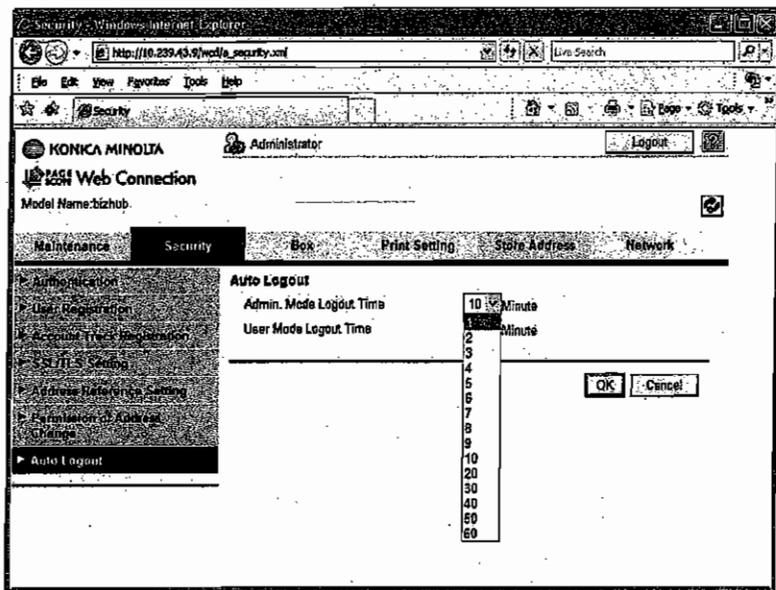
As a third authentication solution, Konica Minolta MFPs can be equipped with an optional HID card reader. The non-contact IC card, or so-called prox card, contains a unique code which is linked in the MFP authentication database to a user ID and password. As for the biometric data, the IC card code and user information are stored encrypted on the MFP hard disk, and are therefore protected.

As an alternative to storing authentication data on the MFP hard disk, authentication data can be centrally provided via the PageScope Enterprise Suite Authentication Manager.

## ➔ Auto log off

Konica Minolta MFPs can be programmed to automatically reset to a state that requires password input after a predetermined time of inactivity. This ensures that the MFP will reset to a secure state if a user or administrator forgets to log off from an MFP when finished. Note that the reset timer can be set from 1 to 60 minutes. Some Konica Minolta MFPs can be programmed to reset in as little as 30 seconds. If the machine has the account tracking function enabled the machine will enter a state (after a preprogrammed period of inactivity) that requires a user to enter a unique PIN or password. This function should satisfy most concerns about users forgetting to log off after they have finished scanning or copying documents at the MFP.

**This screen illustrates the administrator and user auto log-off timer setting that is accessible via the MFP's remote Web browser-based interface (PageScope Web Connection).**



## ➔ Function restrictions

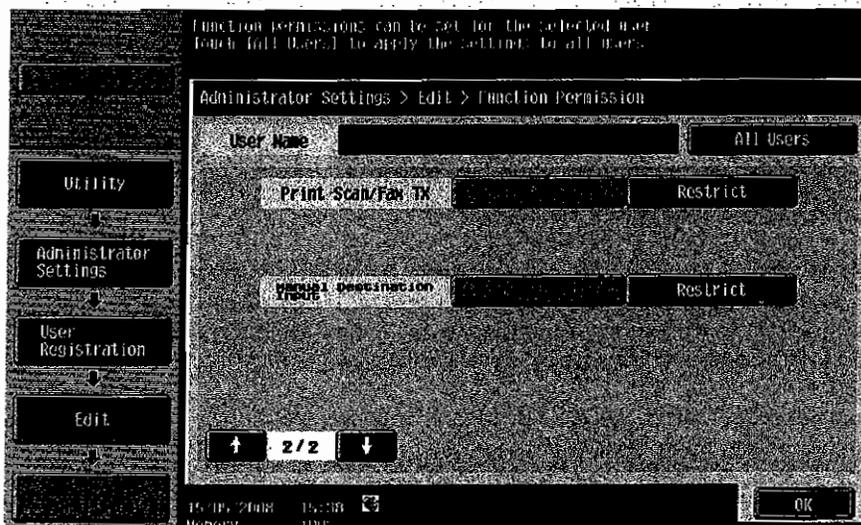
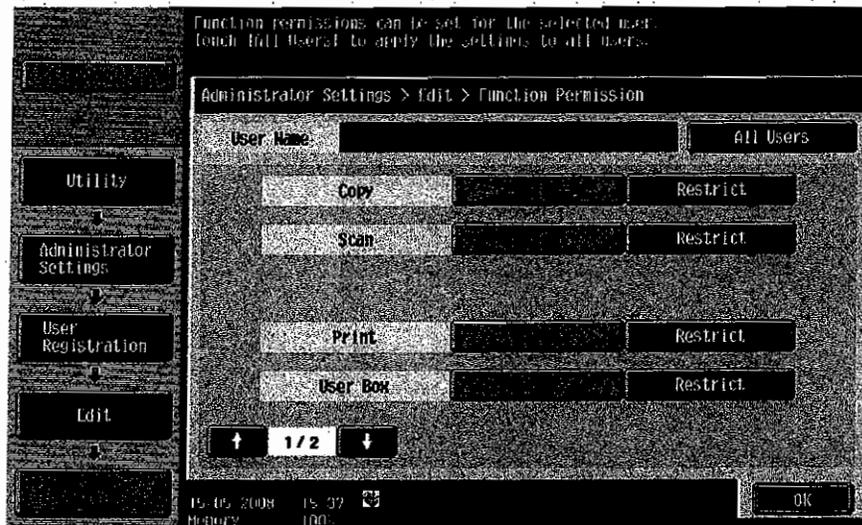
An advanced level of user security allows or prohibits the use and availability of specific machine features. A user and/or administrator can control these features as needed throughout an organization of any size.

### The specific features are:

- scanning from the bizhub as a walk-up function or a remote function
- user box from the bizhub as a walk-up function or a remote function
- copying from the bizhub as a walk-up function, including the restrictions of only b/w copying or only color copying or neither b/w nor colour copying
- faxing from the bizhub as a walk-up function or a remote function
- printing as a remote function via the printer driver, including the restrictions of only b/w printing or only color printing or neither b/w nor colour printing

Function restrictions can be set in general as walk-up functionality or per user, depending on the user authentication.

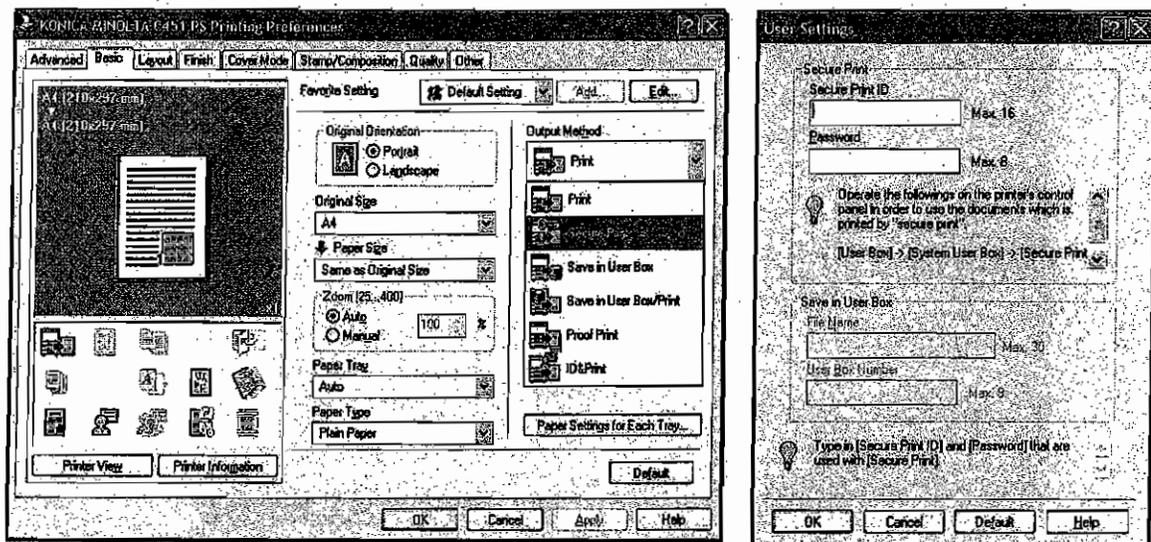
This is an example of the function permission screen from the Konica Minolta bizhub C550 control panel:



## ➔ Secure print (lock job)

Konica Minolta MFPs offer a standard feature called secure printing. This feature provides a user sending a print job with the ability to hold the job in the memory of the system until the authorized user walks up to the machine and releases the job by entering a unique secure PIN/password at the control panel of the MFP. This code is first specified by the user when he submits his print job from the PC workstation, ensuring that only the sender of the job can access an electronic document that contains sensitive electronic information. In addition, those MFPs equipped with a hard drive have the ability to store digital data inside the system. When these documents are stored - either by sending them from a PC or by scanning them in at the copier - users cannot retrieve the document unless a secure PIN/password is entered on the copier's control panel.

This is an example of the secure print screen from the Konica Minolta bizhub C451 printer driver:

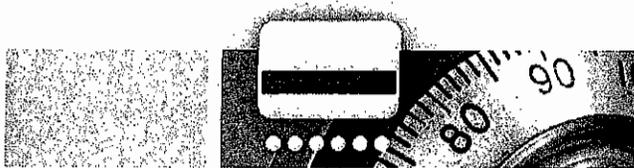


## ➔ Touch & print / ID & print

In case the machine is set up with user authentication, server or MFP-based, secure printing can be used via the touch & print or ID & print feature.

Instead of an additional secure print ID and password, the user authentication data will be used to identify a stored secure print job, and will release the job after authentication at the device. This will avoid print jobs being released before the user can remove them from the output bin, which will prevent confidential data being viewed by other persons. This method provides an efficient way to release confidential documents.

Touch & print is based on an authentication via finger vein scanner or IC card reader.  
ID & print is based on the user authentication via ID and password.

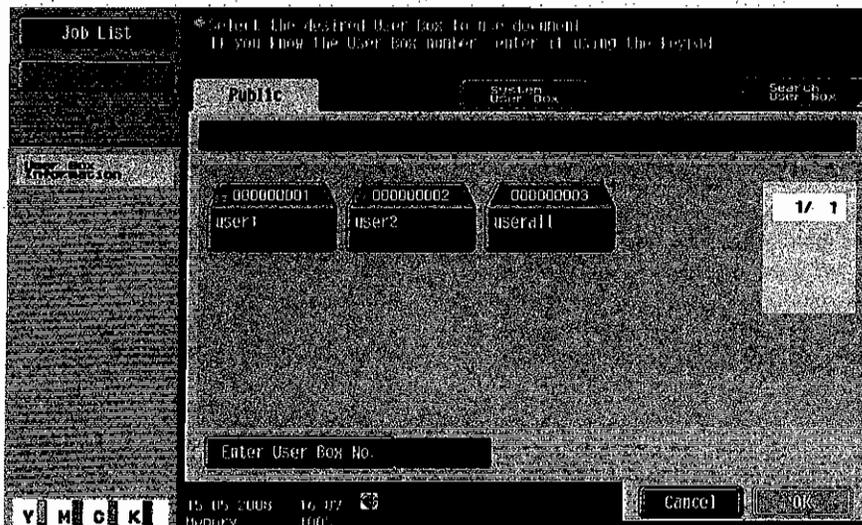
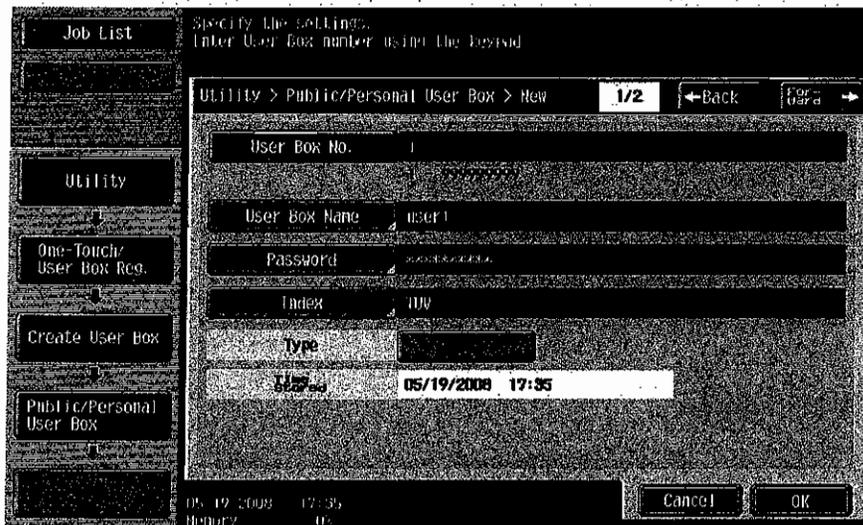


## ➔ User box password protection

The user box offers the functionality to store commonly used copy, print, scan or fax documents on the hard disk of the MFP. Besides the general security features given to the hard disk, these user boxes can be set with different access levels. On a walk-up MFP the user boxes can be protected by an eight-digit alphanumeric password.

In case the MFP is set up with authentication, the user boxes can be set as personal box (only visible for the linked authenticated user), group box (only visible for users who are set up to view the box) or public boxes. The access to the user box is automatically given via the authentication. But the additional security keeps all users from seeing the box; therefore they have no chance to hack into it by trying out passwords.

**This is an example of set user box registration and user box view on the C550 panel. For this example, the machine is not set up with authentication but as a walk-up MFP:**



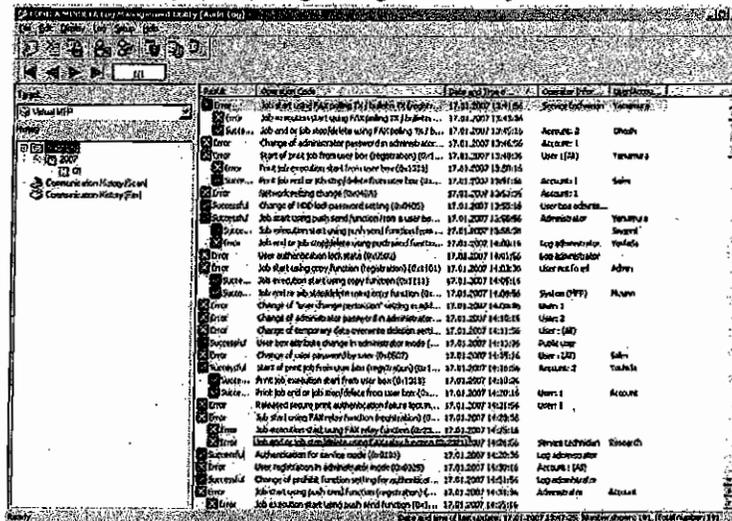
## ➔ Event/Audit log

All Konica Minolta MFPs offer the possibility to record all actions that have happened on the MFP, e.g. a print job including sender name, document name and password. These event logs or histories can be downloaded and viewed by the administrator.

To automate the process of event-log downloading, the PageScope Log Management utility is available to register and view any actions happening on the MFPs in the network.

The Audit log can also be downloaded through PageScope Web Connection.

This is an example of the Log Management Utility view:



## ➔ Driver user data encryption

For secure printing, print authentication and print accounting it is necessary for the user to input certain information, e.g. user ID and password, in the driver window for transmission to the MFP. To avoid network information from being sniffed, such user data can be encrypted by the printer driver and decrypted on the MFP.

The encryption key can be set individually by the machine administrator with a length of up to 20 digits.

## ➔ Password for non-business hours

In case an MFP is not set up with user authentication but used as walk up device, basically everybody has the ability to access the machine and print/send data. To prevent this happening, the administrator can program a so-called business time frame, during which the machine can be used as walk up device, while outside this period a password is necessary to access the machine.



This is an example of MFP password entry during non-business hours.

# Data security

## ➔ Hard disk password protection

The built-in hard disk of the MFP is automatically protected by a password. This password is stored in the hard disk BIOS and prevents access to the hard disk data, as long as the correct password has not been entered. Therefore, even the removal of the hard disk and installation into a PC, laptop or other MFP would not give access to the hard disk. The password is allocated automatically but can be changed by the machine administrator. The password is 20 characters.

This is an example of MFP password entry in the administration mode for hard-disk protection:



## ➔ Data encryption (hard disk)

Konica Minolta offers an optional hard drive encryption kit. If desired, electronic documents can be stored in a password-protected box on the hard drive. If an organization is concerned about the security of such data, this can be protected by encrypting it with the HD encryption kit available. The stored data are encrypted using the advanced encryption standard (AES) supporting 128-bit key size. Once a HDD is encrypted its data cannot be read, even if the HDD is removed from the MFP.

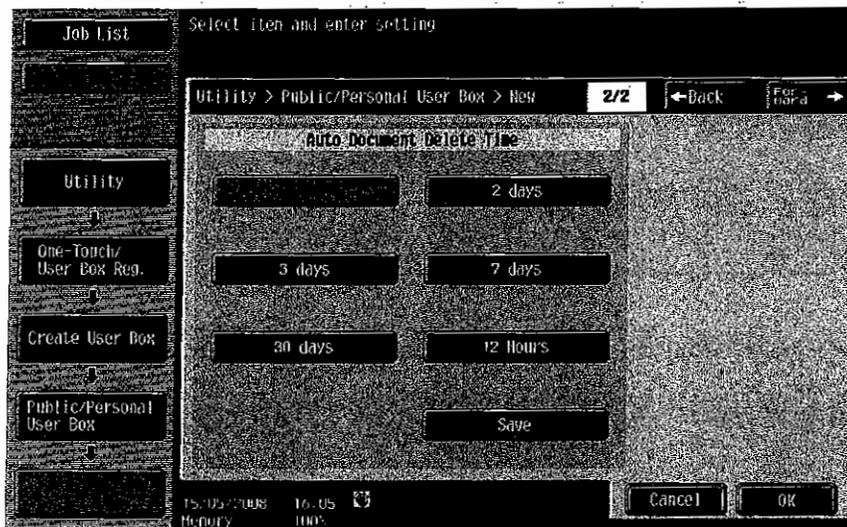
## ➔ Hard disk data overwrite

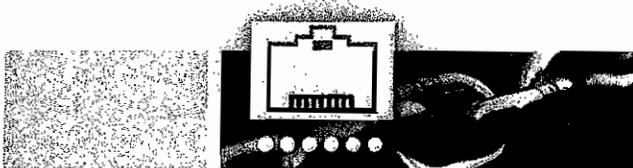
When equipped with a hard disk drive (HDD), Konica Minolta MFPs can store sensitive electronic information. The data can be deleted by those users who own the documents that reside inside the MFP's HDD in password-protected boxes. For added safety, a key operator, administrator or technician can physically format (erase) the HDD if the MFP needs to be relocated. The hard drives can be overwritten (sanitized) using a number of different methods conforming to various (e.g. military) specifications, as listed in the table below.

## ➔ Data auto deletion

The administrator can set an auto deletion timer for data stored in the personal or public user boxes, as well as system boxes (e.g. secure print box or encrypted PDF print box). The auto deletion setting will erase the copy, print, scan or fax jobs stored in boxes, depending on the storage period and the time frame selected for deletion.

This is an example of the MFP setting for user box document auto deletion:



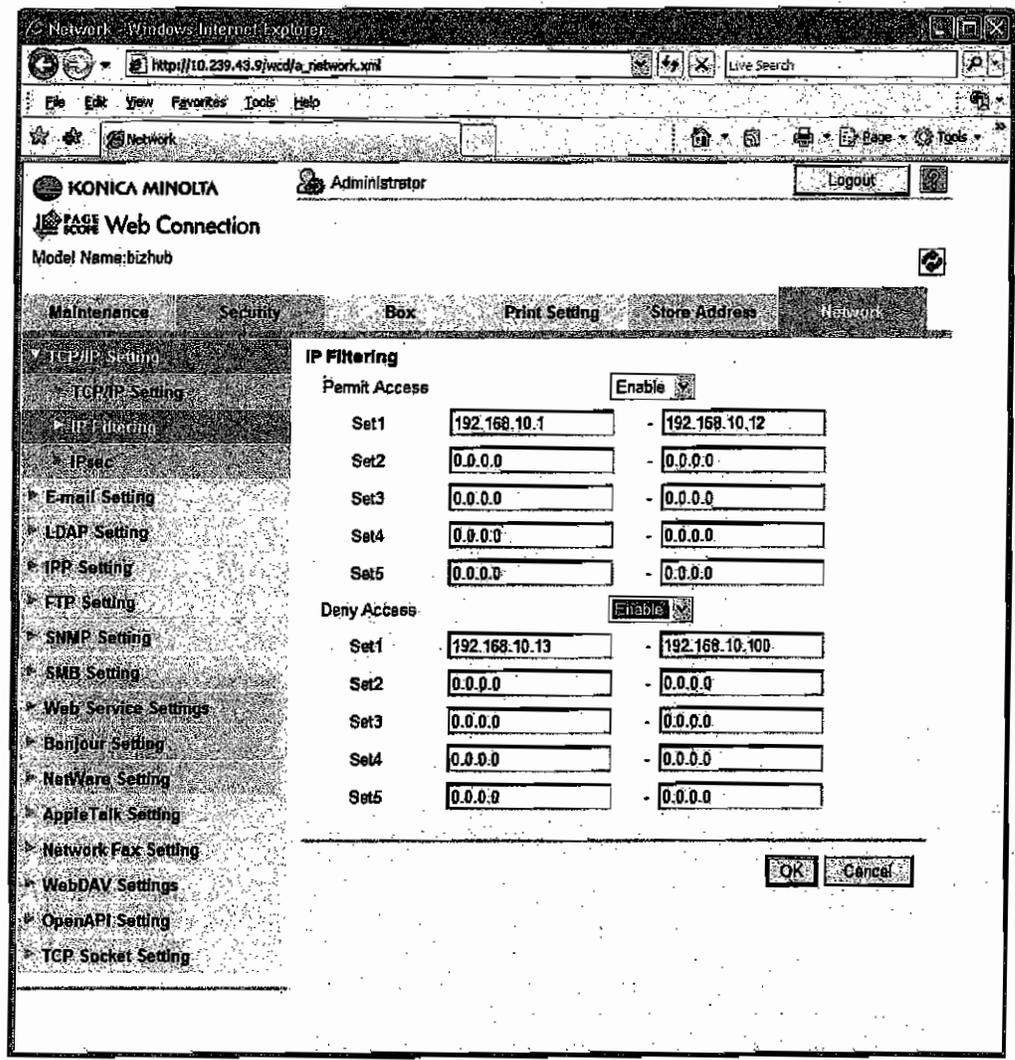


# Network security

## ➔ IP filtering

IP address filtering can be set at the machine where the network interface card of the MFP can be programmed to permit or prohibit access to the device for specific IP address ranges of client PCs.

The screenshot illustrates the PageScope Web Connection administrator access into a bizhub C451. Here an administrator can set access permission or refusal to a specific range of IP addresses:





## Port and protocol access control

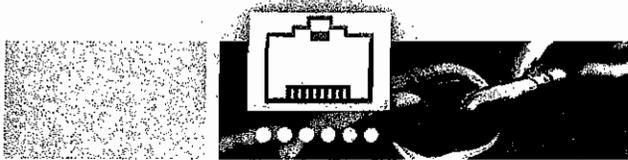
To prevent unnecessary open communication lines on the MFP, open ports and protocols can be opened, closed or enabled and disabled through the administration mode at the machine or remotely via PageScope Web Connection or PageScope Net Care.

**The following ports can be opened or closed:**

- Port 20 – FTP
- Port 21 – FTP
- Port 25 – SMTP
- Port 80 – HTTP
- Port 123 – NTP
- Port 161 – SNMP
- Port 389 – LDAP
- Port 631 – IPP
- Port 110 – POP3
- Port 636 – LDAP for TLS/SSL
- Port 9100 – PDL

**The following protocols can be enabled or disabled:**

- SNMP, SMB, POP, FTP, SMTP, IPP, Telnet, LDAP, HTTP



## ⇒ SSL/TLS encryption (https)

The data communication via network to specific databases or applications can be encrypted by SSL (Secure Sockets Layer) or TLS (Transport Layer Security). Supported versions of encryption are SSL 2.0, SSL 3.0 and TLS 1.0.

The encryption of network communication is essential with regard to the transmission of, for example, authentication data or administrator passwords.

### Communication can be encrypted for:

- LDAP protocol
- SMTP protocol
- POP protocol
- IPP (IPPS) protocol
- Windows Active Directory
- PageScope Enterprise Server
- PageScope Data Administrator
- PageScope Addressbook Utility
- PageScope WebConnection (https)

The MFP allows programming an SSL certificate via the administrator mode of PageScope WebConnection

The screenshot illustrates the PageScope Web Connection administrator access to the security settings for SSL certificates.

The screenshot shows the 'Security' tab in the PageScope Web Connection administrator interface. The 'SSL/TLS Setting' section is expanded, showing the 'Create a self-signed Certificate' configuration page. The form includes the following fields:

Common Name	10.239.43.9
Organization	Konica Minolta
Organizational Unit	Support
Locality	bizhub
State/Province	Europe
Country	EU
Admin. E-mail Address	support@konicaminolta.eu
Validity Start Date	15/05/2008 17:00:15
Validity Period	365 (1-3650)
Encryption Strength	DES, RC4-40, RC4-128, 3DES-168, AES-256
Mode using SSL/TLS	Admin. Mode and User Mode

At the bottom of the form are 'OK' and 'Cancel' buttons.

## ➔ IPsec support

To complete the encryption of any network data transmitted to or from the MFP, the bizhub devices also support IPsec (IP security protocol). This protocol encrypts the whole network communication between the local intranet (server, client PC) and the device itself. The IPsec protocol can be programmed via the IKE settings. Up to four groups of IPsec / IKE settings can be stored.

This is an example of MFP IPsec / IKE settings via the MFP panel:





# Scanning security

## ➔ POP before SMTP

To secure the access of the MFP with the intranet email server, it is possible to authenticate with an email account (POP3 – Post Office Protocol) before an email is sent via the email server. This avoids the possibility of unauthorized email traffic with the intranet email server, and with the domain/email suffix respectively.

In addition to the above email sending security, APOP (Authentication for Post Office Protocol) can be set. APOP is an authentication method with encrypted passwords which ensures increased safety in comparison to the usual unencrypted password exchange used by POP for the retrieval of email messages.

## ➔ SMTP authentication (SASL)

SMTP (Simple Mail Transfer Protocol) authentication can be activated on bizhub MFPs. This authorizes a device to send emails. For those customers who do not host their email services, the use of an ISP mail server is possible and supported by the machine. SMTP authentication is required by, for example, AOL and for the prevention of SPAM.

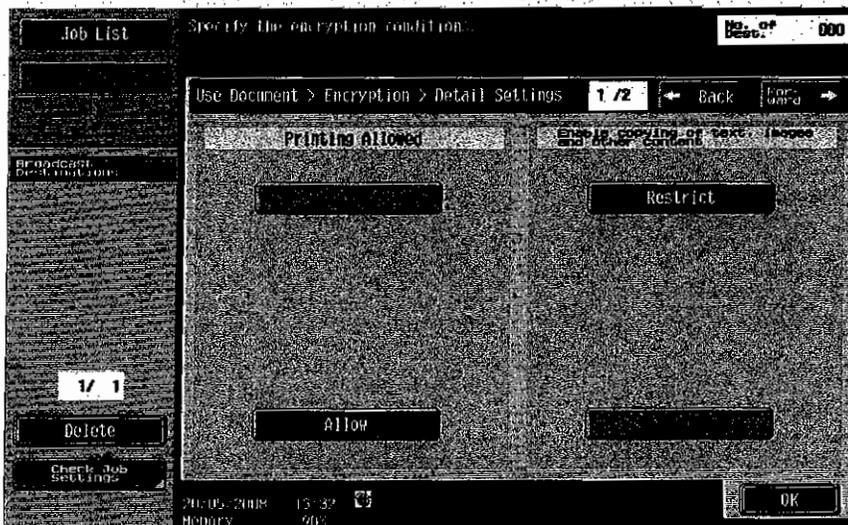
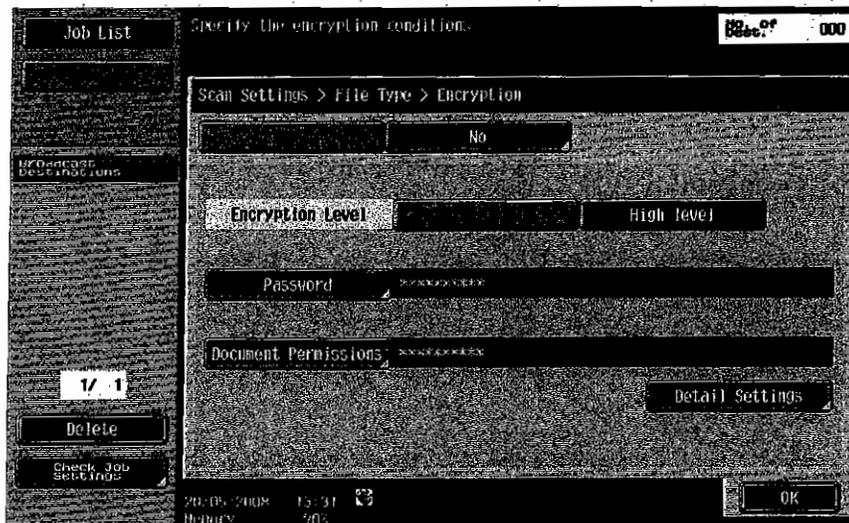
## ➔ S/MIME

For email transmission, the MFPs support S/MIME (Secure/Multipurpose Internet Mail Extensions) encryption. S/MIME encryption is based on email certificates that can be registered on the MFP for all stored email addresses. The encryption of the email information by the “public key” (given via the certificate) prevents the sniffing and unauthorized decryption of email information on a high security level. For example, if an email is sent accidentally to a wrong destination, the email information can still only be opened by the intended recipient, who is the only one in possession of the “private key” necessary for decryption.

## ➔ Encrypted PDF

bizhub OP-based products can encrypt scanned files in PDF format before sending them to a destination across the network. The user has the ability to encrypt a scanned file by selecting the encryption key on the bizhub's control panel. The encryption option supports the PDF file type, and will require from the recipient of the scan the decryption code to open the file. This feature is very similar to the Adobe Acrobat encryption process where a password is utilized for encryption and opening a file, as well as to access the permissions area of the encryption process.

This is an example of the MFP scan settings for PDF encryption:

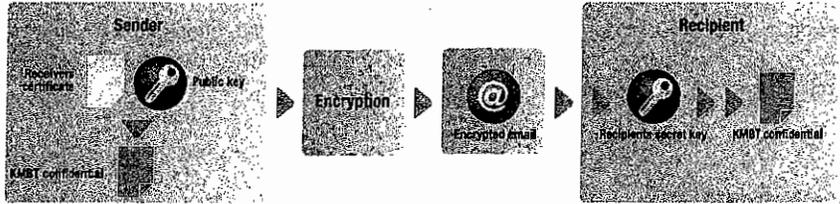




## ➔ PDF encryption via digital ID

PDF data that is attached to an email or sent to an FTP or SMB folder, can be encrypted by a digital ID. Digital ID encryption is based on the S/MIME encryption using a public key for encryption and private key for decryption. Compared to S/MIME, the digital ID will only secure the attachment, which allows using this encryption process also for other transmission types than email. In addition to digital ID stored on the MFP, certificates and/or public keys stored on the LDAP server can be used.

This illustration shows the encryption process via digital ID:



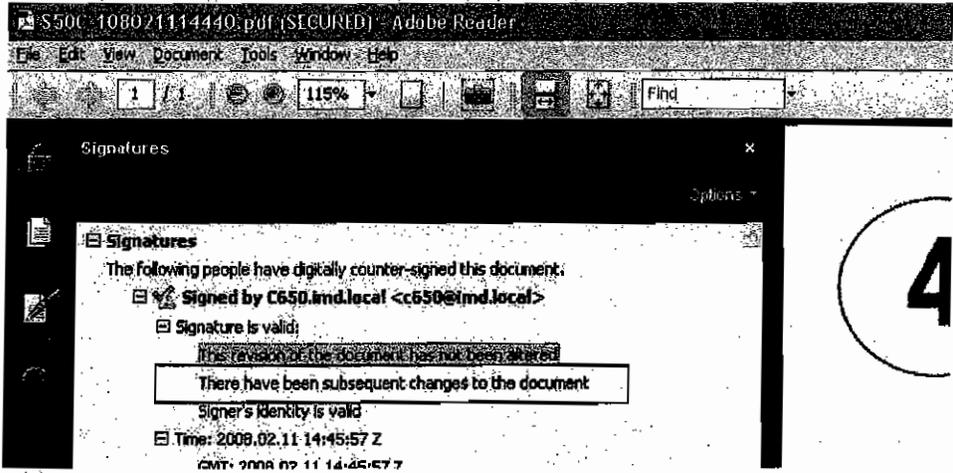
## ➔ PDF digital signature

To prevent tampering with MFP-created PDF documents, it is possible to add a digital signature. The digital signature is based on the SSL certificate installed on, or used by, the MFP.

The certificate information will be added to the PDF file without encrypting it. However, changes to the PDF after creation (e.g. changing text, adding or deleting items) will be recorded in the PDF security information which is available in the PDF reading applications.

In addition to preventing documents from being tampered with, the PDF signature gives information about the source of the document helping to recognise invalid document sources.

This screenshot is an example of a PDF document that has been signed with a digital ID. The signature information shows that this document has been altered since its creation and is no longer valid/trustworthy.



### ➔ Manual destination blocking

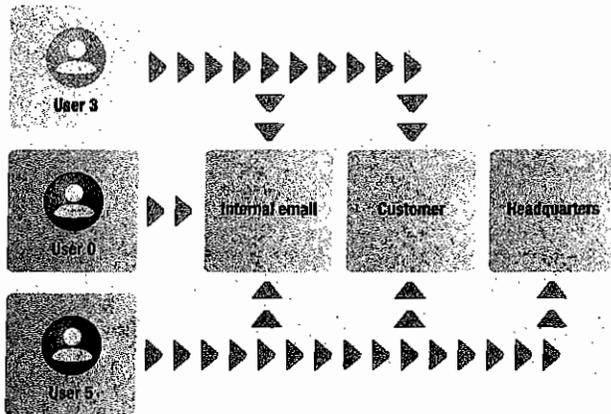
The selection of manual destination blocking will prevent the direct input of, for example, email addresses for transmission of scan files from the MFP. If it is set on, the user has only the possibility to use destinations stored on the MFP, on the PageScope Enterprise Server or a local email database available via LDAP search.

In addition to the prevention of direct input of destinations, the user can be blocked to change the FROM address for an email transmission. In case the machine is set to authentication, the user's email address stored in the authentication data or Active Directory will automatically be used.

### ➔ Address book access control

The destinations (e.g. email, SMB, FTP) stored in the MFP or PageScope Enterprise Suite address book can be set with an access level. These levels control the access/visibility of destinations for the user, depending on their security level given in the authentication data. Possible levels are 0-5.

This illustration shows the access levels of different users:



# Additional security functions

## ➔ Service mode/admin mode protection

The service mode and the admin mode are protected by passwords, respectively by codes. The service mode is only accessible via a special code that is only known to Konica Minolta certified engineers.

The administrator mode is protected by an eight-digit alphanumeric password. This password can only be changed by the service engineer or in the administration mode itself. This avoids any changes to passwords, destinations or other security-related functions being made by unauthorized users.

This image shows the administrator login screen on the MFP panel:



## ➔ Unauthorized access lock

Like a cash terminal, the MFP can be set to reject a user after attempting to authenticate with a wrong password. The MFP administrator has the choice of two modes to lock the machine down:

**Mode 1: the machine lock-out will be released after a certain time (1-60 minutes)**

**Mode 2: in addition to mode 1, the number of wrong attempts can be specified (1-5).**

The unauthorized access lock can be extended to the system user box for confidential documents (secure print box). The same modes will be applied in case of unauthorized access to this document storage location.

## ➔ Distribution number printing

To index a certain number of printouts, it is possible to print a distribution number on every handout (first page or all pages). This allows easy identification of illegal copies made of this limited issue of documents.

## ➔ Watermark/overlay

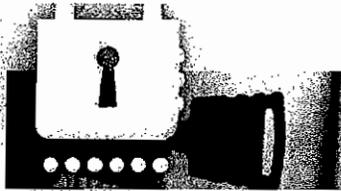
All copies, prints and scans created on the MFP can be marked with a watermark or overlay image. This enables easy and highly visible classification of the document security level. The stamping of the different document types can be set as default by the administrator or individually as required by the user.

## ➔ Fax rerouting

Usually, incoming fax documents are immediately printed by a fax or MFP device. This enables anyone to view the fax document in the output tray.

To prevent all unauthorized access to arriving fax documents, it is possible to reroute incoming faxes to a secure location. This could be any destination stored in the MFP address book (email, SMB, FTP or user box). The user box is particularly suited as a destination for confidential fax receipt, and can digitally receive incoming faxes with F-Code. Besides the fact that digital fax receipt can speed up the fax reception process in general, it completely prevents unauthorized access to fax information, confidential or not.



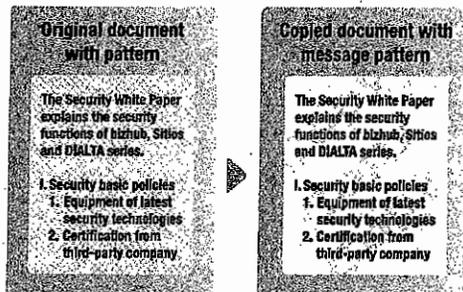


➔ **Copy protection via watermark**

This function adds an invisible pattern to the original printed document. When the original document is copied, the message pattern (e.g. "Copy") comes up, and clearly distinguishes the copied document from the original one.

In addition to the message, the MFP serial number, as well as the date and time the copy was made, can be set for the pattern. The combination of the information in the pattern and the audit log helps to trace the person who made the illegal copy.

This illustration shows the copy protection functionality



➔ **Konica Minolta ISO 15408 EAL Level 3 Certified Models (as of October 29, 2010):**

Please refer to the IPA homepage in regard to the security function of the respective product and the version which is certified.

**Color Multi-Functional Products**

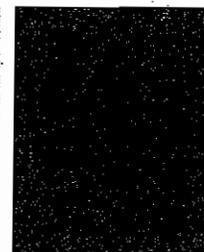
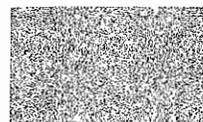
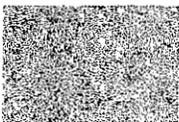
- bizhub C35
- bizhub C452/C452DS
- bizhub C550
- bizhub C203
- bizhub C350
- bizhub C360
- bizhub C552/C552DS
- bizhub C451
- bizhub C450/C450P
- bizhub C300
- bizhub C280
- bizhub C652/C652DS
- bizhub C353/C353P
- bizhub C352/C352P
- bizhub C252/C252P
- bizhub C220
- bizhub C650
- bizhub C253
- bizhub C351
- bizhub C250/C250P

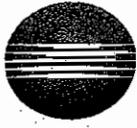
**Black and White Multi-Functional Products**

- bizhub 423
- bizhub 361/421/501
- Di3010/f/2010/f
- bizhub 363
- bizhub 600/750
- Di3510/f/2510/f
- bizhub 283/223
- bizhub 360/420/500
- 7145
- bizhub 601/751
- bizhub 200/250/350
- 7222/7228/7235

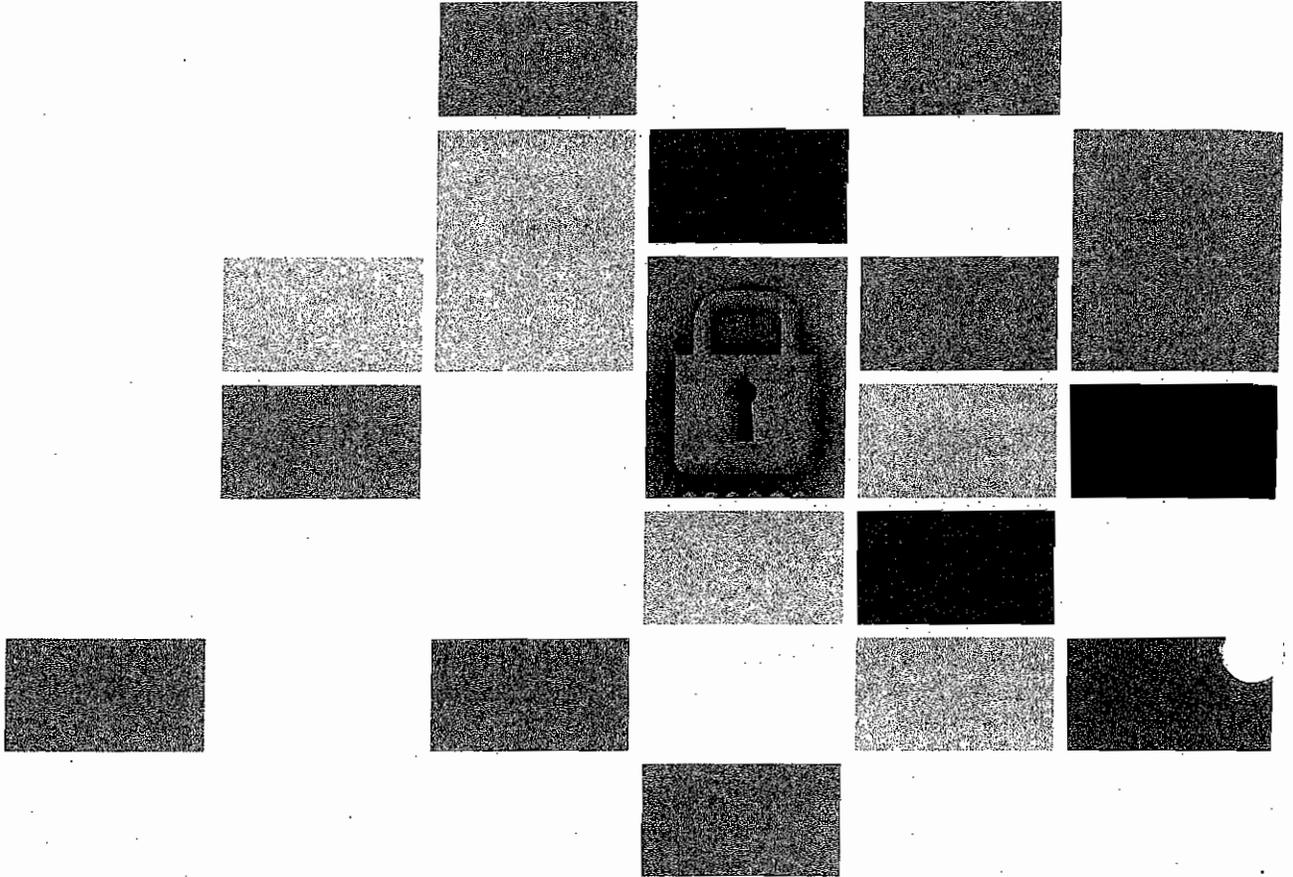
**Production Print Products**

- bizhub PRO 1200
- bizhub PRO 1050P
- bizhub PRO C65hc
- bizhub PRO 1200P
- bizhub PRO 1050
- bizhub PRO C5500/C5501
- bizhub PRO 1051
- bizhub PRO 950
- bizhub PRO C6500/C6501
- bizhub PRO 1050e
- bizhub PRO 920

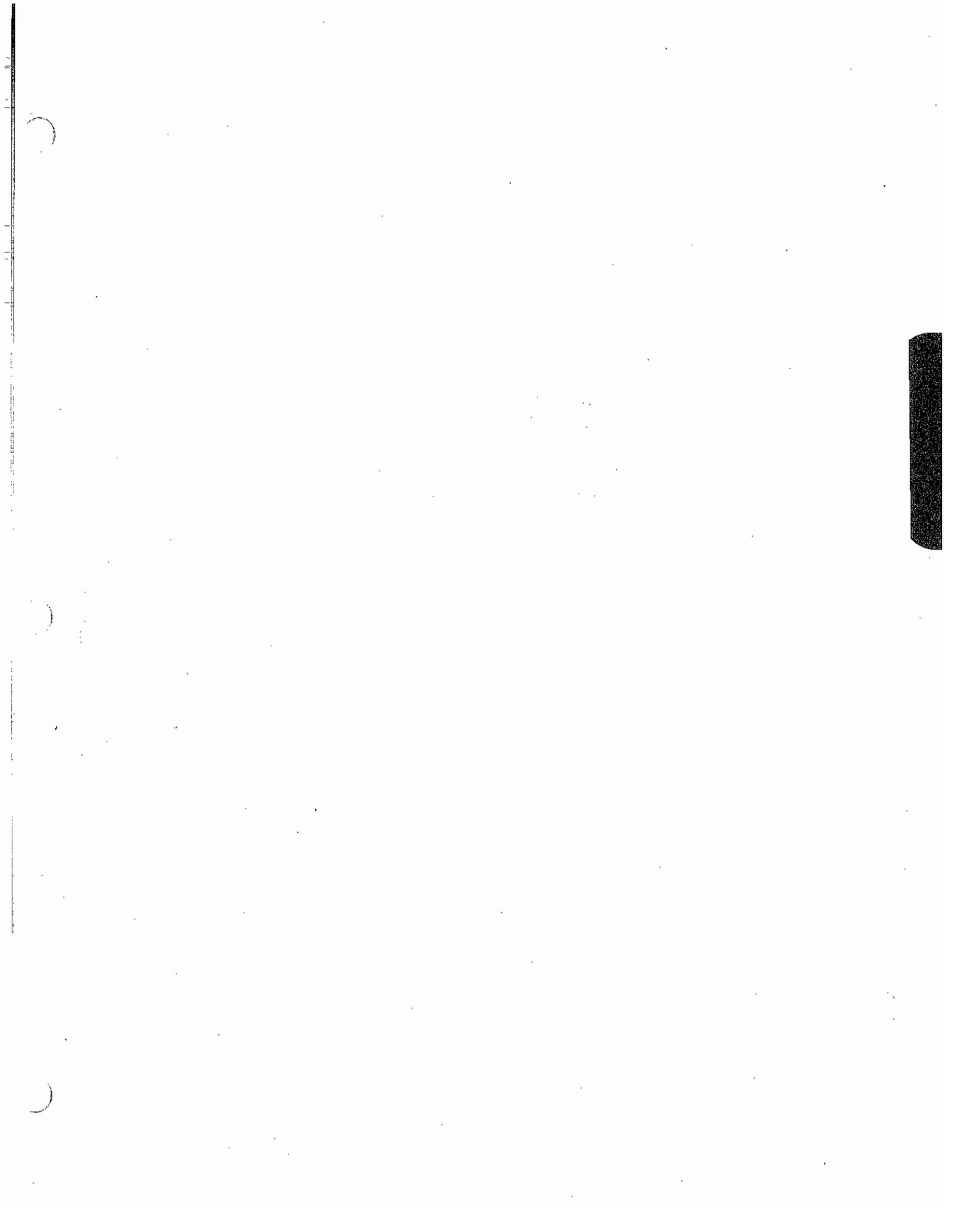




KONICA MINOLTA



**Konica Minolta**  
**Business Solutions U.S.A., INC.**  
100 Williams Drive  
Ramsey, NJ 07446  
[www.kmbs.konicaminolta.us](http://www.kmbs.konicaminolta.us)  
[www.kmbs.konicaminolta.us/solutions](http://www.kmbs.konicaminolta.us/solutions)





\_\_\_\_\_

**PROPOSAL**

BIDDER: Konica Minolta

The undersigned declares that they have carefully examined the Proposal Form, General and Special Conditions and Specifications identified as Contract Number-1384-12815 for LEASING OF MULTI-FUNCTIONAL DIGITAL (MFD) PHOTOCOPIERS for the COOK COUNTY VARIOUS DEPARTMENTS, as prepared by Cook County, and that they have familiarized themselves with all of the conditions under which it must be carried out and understand that in making this Proposal they waive all right to plead any misunderstanding regarding the same

**GROUP A: Black and White MFD photocopiers**

Based upon estimated monthly usage of 1,910,000 total copies, complete the following worksheet for the five year (60) month total contract amount.

Monthly Billing, Determination of base, and Addition/Deletion of Equipment:

Base monthly usage will be determined by multiplying the number of base copies per item by the number of installed machines. The County reserves the right to increase or decrease installed machines as necessary. The monthly charge will be determined by multiplying the grand total number of base copies times the base cost per copy rate. Meter readings will be taken on a monthly basis to determine actual usage. If the total actual monthly usage for all machines is higher than the monthly base, the County will be billed for those copies at the overage rate.

Equipment added to the contract shall be done so by adding corresponding monthly base volume to the monthly grand total. Equipment deleted and removed from the contract shall be done so by subtracting the corresponding monthly base volume from the monthly grand total.

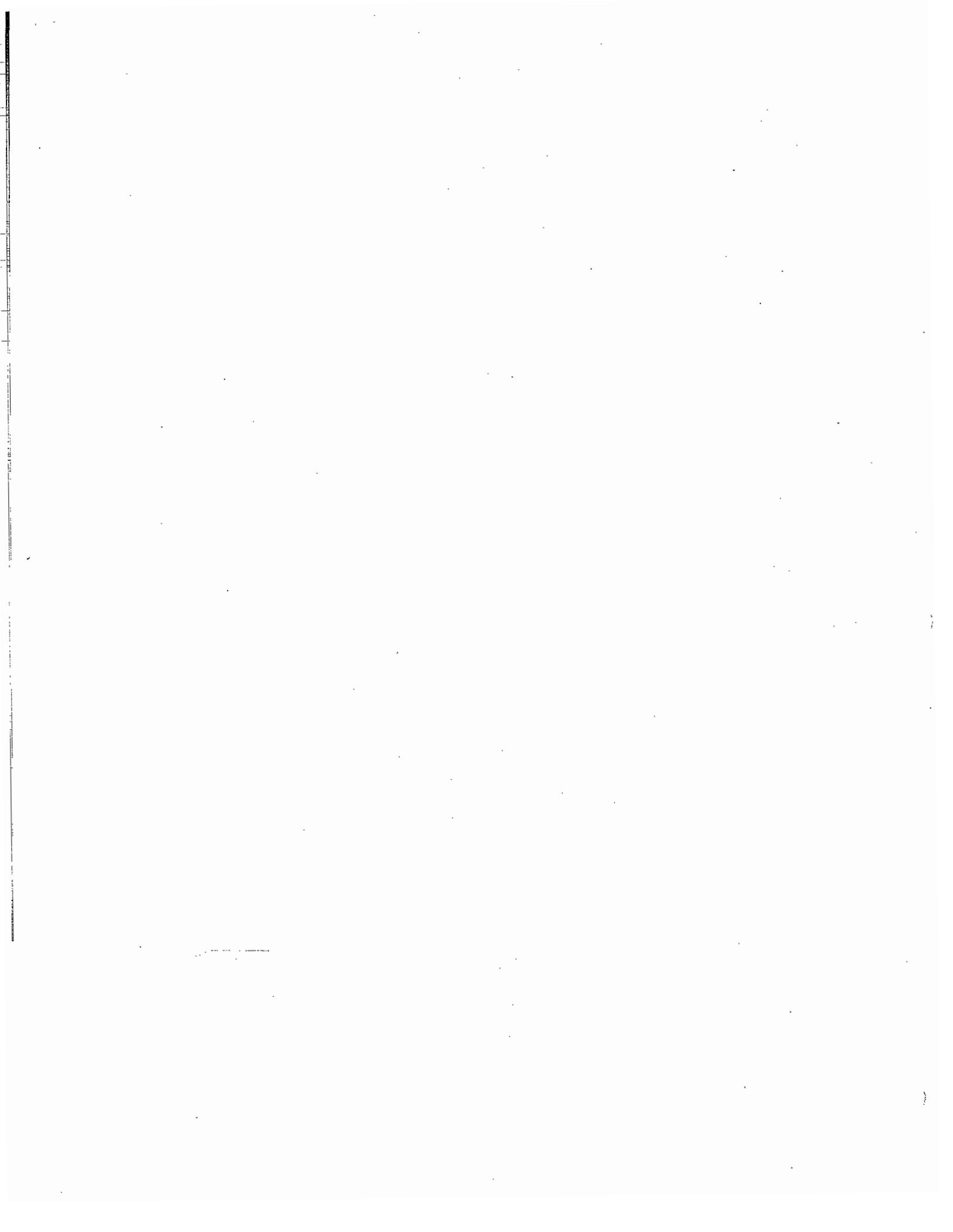
**GROUP A: BLACK AND WHITE MFD PHOTOCOPIERS**

Complete the following table identifying the Make and Model proposed for each of the six categories. Enter the required monthly base number of copies for each item and multiply it by the number of proposed machines. Add all item base copy totals to determine the grand total monthly base not to exceed 1,910,000 copies.

Item No. and Description	Number Of Base Copies Per Month	X	# Of Machines	=	Total Base Copies Per Month	Make	Model
1.) 20 cpm-Up to 30,000 pages	3,000	X	77	=	231,000	Konica Minolta	bizhub 363
2.) 30 cpm-Up to 70,000 pages	5,000	X	137	=	685,000	Konica Minolta	bizhub 363
3.) 40 cpm-Up to 100,000 pages	7,500	X	58	=	435,000	Konica Minolta	bizhub 423
4.) 50 cpm-Up to 150,000 pages	10,000	X	26	=	260,000	Konica Minolta	bizhub 552
5.) 65 cpm-Up to 250,000 pages	25,000	X	3	=	75,000	Konica Minolta	bizhub 654
6.) 75 cpm-Up to 350,000 pages	56,000	X	4	=	224,000	Konica Minolta	bizhub 754
			325	=	1,910,000		

\*Not to exceed 1,910,000 copies per month per base number of copies that are billable for each type of copier installed.

Addendum No. 2



**PROPOSAL**  
**GROUP A: BLACK AND WHITE MFD PHOTOCOPIERS**

**TABLE A**

1A. Monthly Total Base Copy Rate	\$ 0.01664
2A. Number of Total Base Monthly Copies (From Table Located on Page P-1)	\$ 1,910,000
3A. Total Cost for Base Copies for (1) Month (Multiply Line 1 x Line 2)  Enter Total Here for (1) Month Cost	\$ 31,782.40
4A. Number of Months in the Contract	60
5A. Total Number of Copies for 60 Months (Multiply Line 3A x Line 4A)	\$ 1,906,944

**TABLE B**

1B. Overages/Copy Rate per Copy (Subtract 1,910,000 - Line 2A)	\$ 0.0045
2B. Number of Base Monthly Overages	0
3B. Total Monthly Overages Copy Rate (Multiply Line 1B x Line 2B)	\$ 0.00
4B. Number of Months in the Contract	60
5B. Total Overage Rate for 60 Months (Multiply Line 3B x Line 4B)	\$ 0.00

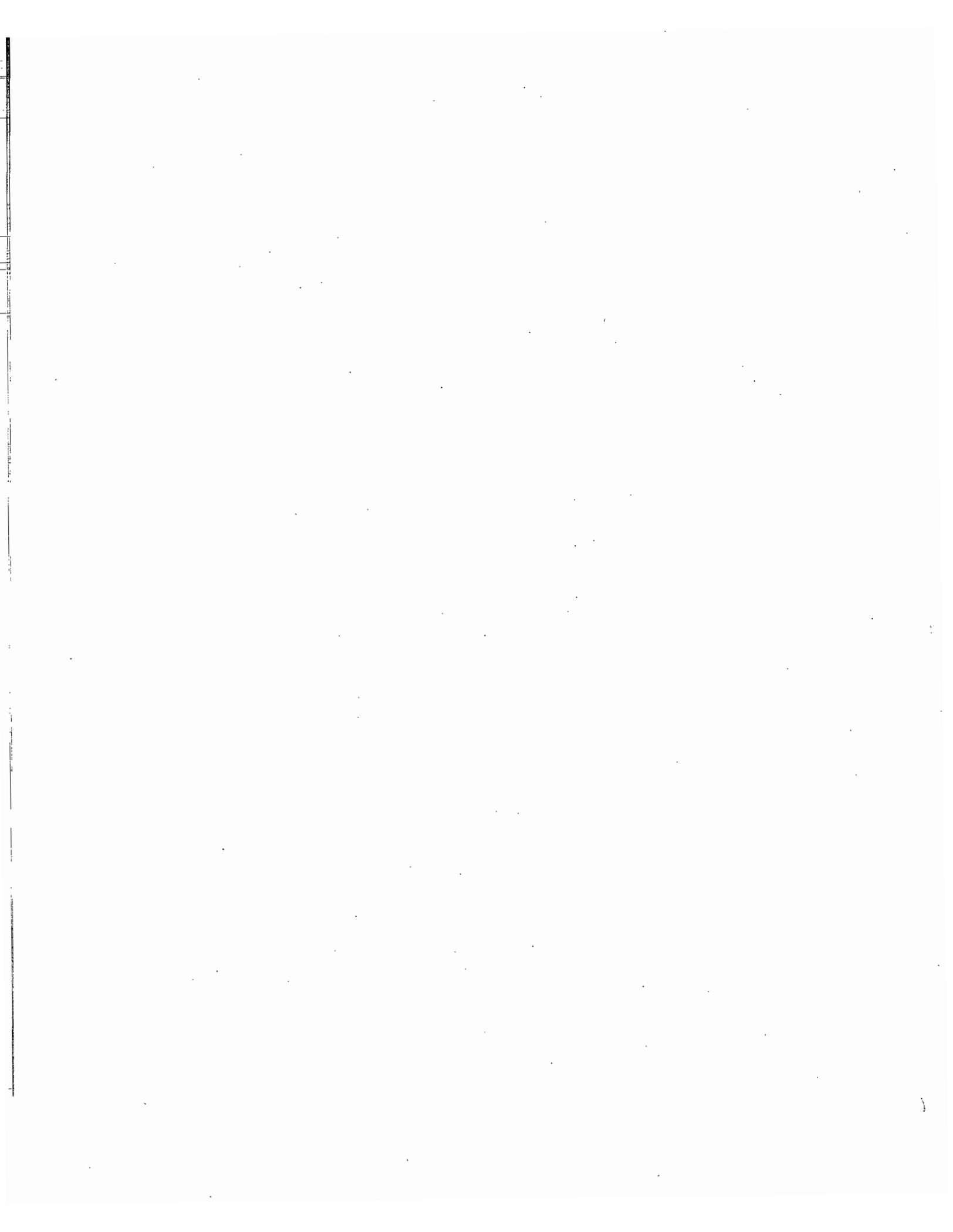
**TABLE C**

1C. Price to Relocate MFD Copier for in Excess of One Hundred (100) Moves	\$ 100.00
2C. Number of Moves in Excess of One Hundred (100)	10
3C. Total Cost for Relocating Copiers (Multiply Line 1A x Line 2B)	\$ 1,000.00

**TABLE D**

1D. Anticipated Spend for Black and White Copier Accessories	\$ 10,000
2D. % Markup/Discount (Circle One):	0 %
3D. Total Cost (\$10,000 +/- Line 2D)	\$ 10,000.00

GROUP A: TOTAL CONTRACT AMOUNT: \$ 1,917,944.00  
(Add 5A + 5B + 3C + 3D)



**PROPOSAL**  
**GROUP B: COLOR MFD PHOTOCOPIERS**

Provide the proposed associated cost per copy for all standard/base model color photocopier products offered by your company between 20-50 copies per minute. The standard/base model would include a feeder and basic finisher. Information related to the equipment should include the typical number of monthly and annual copies that should be produced on the equipment as well as a description of all standard features.

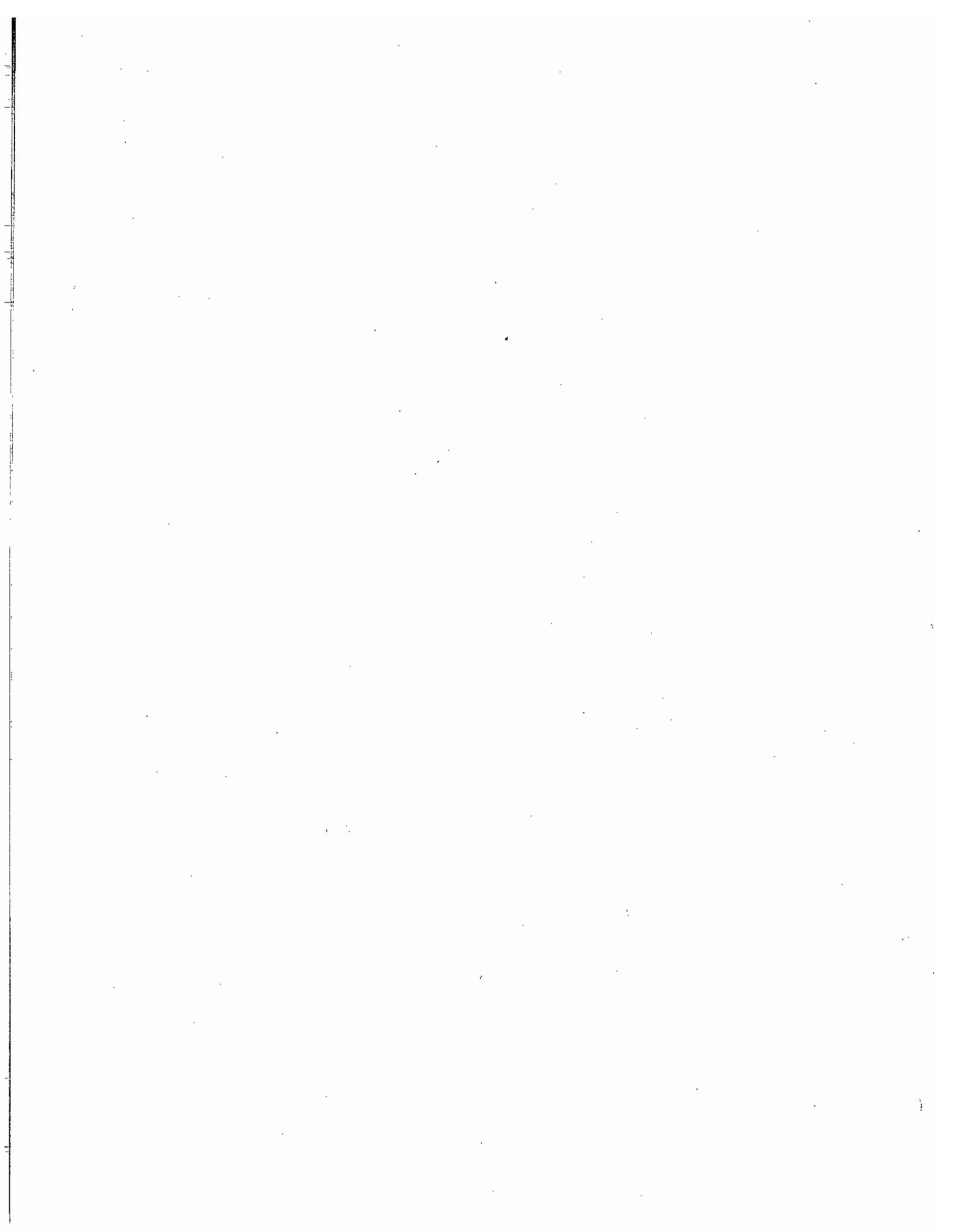
Complete the following table identifying the Make and Model proposed for each of the two categories. Enter the required monthly base number of copies for each item and multiply it by the number of proposed machines. Add all item base copy totals to determine the grand total monthly base not to exceed 80,000 copies.

Item No. and Description	Number Of Base Copies Per Month	X	# Of Machines	=	Total Base Copies Per Month	Make	Model
1.) 30 cpm-Up to 70,000 pages	3,000	X	10	=	30,000	Konica Minolta	bizhub C364e
2.) 40 cpm-Up to 100,000 pages	5,000	X	10	=	50,000	Konica Minolta	bizhub C454e
			20	=	80,000		

\*Not to exceed 80,000 copies per month per base number of copies that are billable for each type of copier installed.

**TABLE A**

<b>1A. Monthly Total Base Copy Rate</b>	\$ 0.0321
<b>2A. Number of Total Base Monthly Copies (From Table Above)</b>	80,000
<b>3A. Total Cost for Base Copies for (1) Month (Multiply Line 1 x Line 2)</b>	\$ 2,568
<b>Enter Total Here for (1) Month Cost</b>	
<b>4A. Number of Months in the Contract</b>	60
<b>5A. Total Number of Copies for 60 Months (Multiply Line 3A x Line 4A)</b>	\$ 154,080.00



PROPOSAL

**TABLE B**

1B. Overages/Copy Rate per Copy (Subtract 80,000 – Line 2A)	\$ 0.0045
2B. Number of Overages Monthly	0
3B.Total Monthly Overages Copy Rate (Multiply Line 1B x Line 2B)	\$ 0.00
4B. Number of Months in the Contract	60
5B. Total Overages Rate for 60 Months (Multiply Line 3B x Line 4B)	\$ 0.00

**TABLE C**

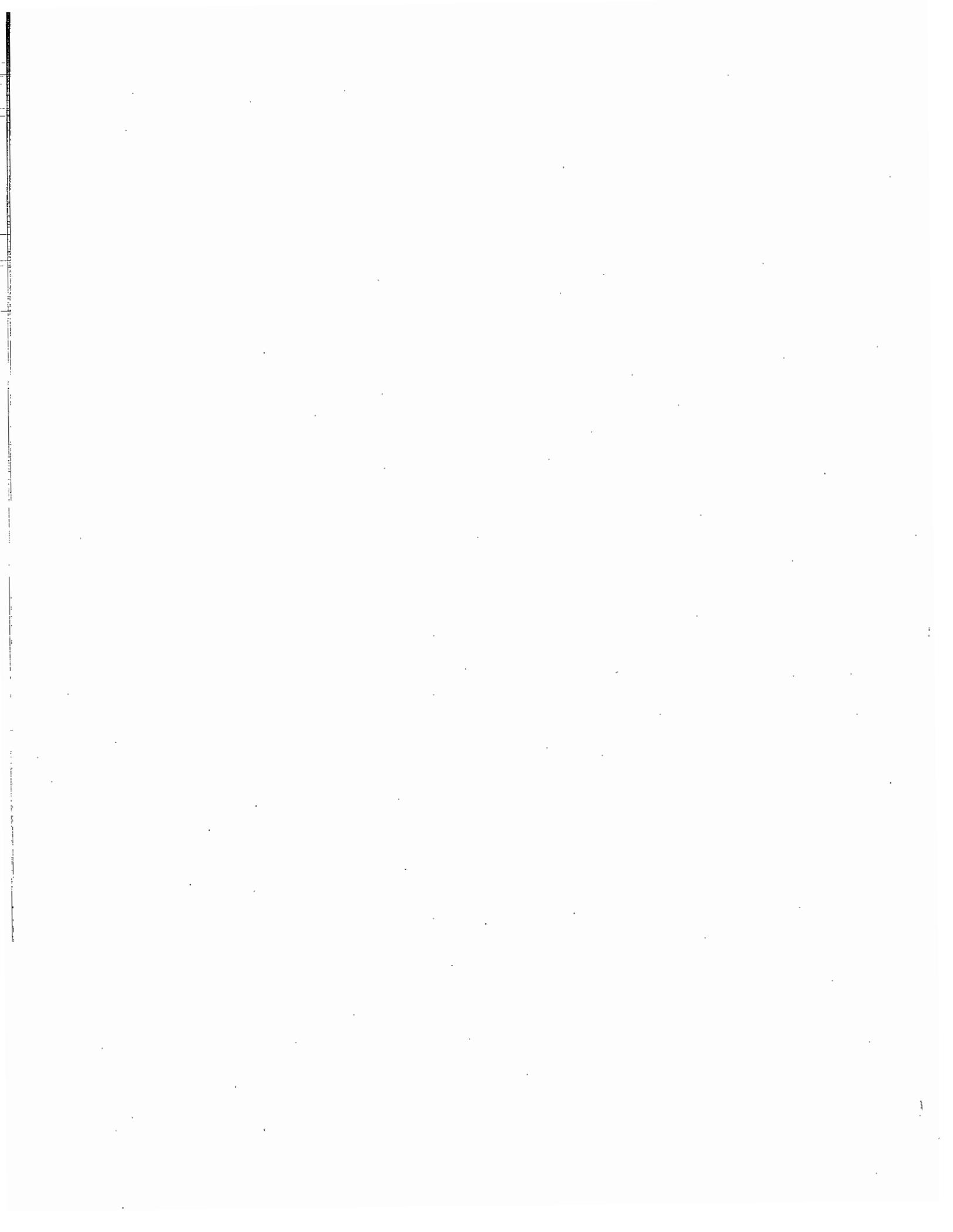
1C. Price to Relocate Color MFD Copier for in Excess of One Hundred (100) Moves	\$ 100.00
2C. Number of Moves in Excess of One Hundred (100)	10
3C.Total Cost for Relocating Copiers (Multiply Line 1A x Line 2B)	\$ 1,000.00

**TABLE D**

1D. Anticipated Spend for Color Copier Accessories	\$ 10,000
2D. % Markup/Discount (Circle One):	0 %
3D.Total Cost (\$10,000 +/- Line 2D)	\$ 10,000

GROUP B: TOTAL CONTRACT AMOUNT: \$ 165,080.00  
(Add 5A + 5B + 3C + 3D)

GRAND TOTAL CONTRACT AMOUNT (GROUP A AND GROUP B): \$ <u>2,083,024</u>
--



PROPOSAL

SERVICE START  
DATE:

TBD

(NUMBER OF CALENDAR DAYS AFTER AWARD OF CONTRACT)

THE RECEIPT OF THE FOLLOWING ADDENDA TO THE SPECIFICATIONS IS  
ACKNOWLEDGED:

ADDENDUM NO. 1

DATE: 7/30/13

ADDENDUM NO. 2

DATE: 8/6/13

ADDENDUM NO. \_\_\_\_\_

DATE: \_\_\_\_\_

ADDENDUM NO. \_\_\_\_\_

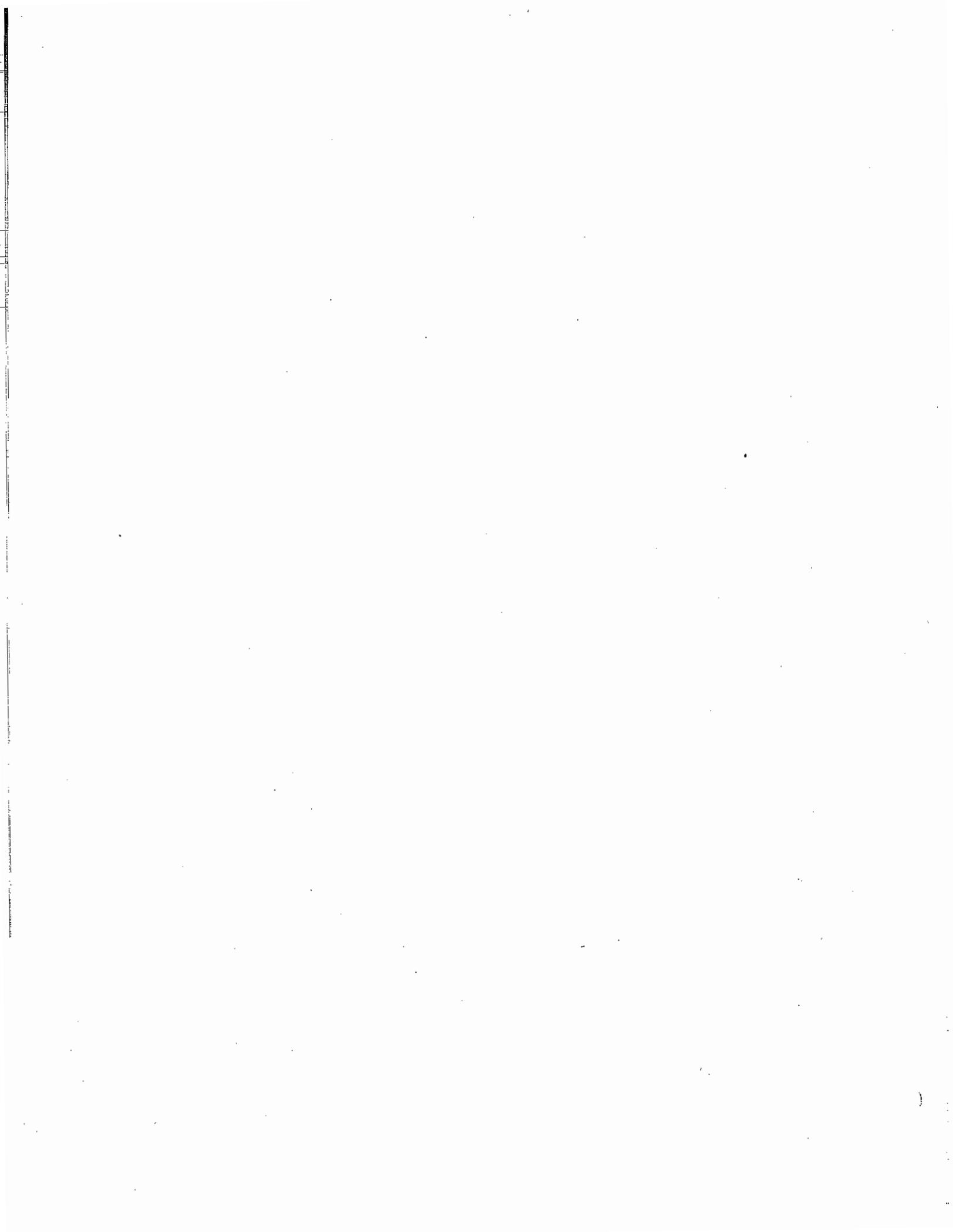
DATE: \_\_\_\_\_

QUICK PAYMENT DISCOUNTS

Cook County is working hard to reduce budgets, engage in strategic sourcing, and streamline internal processes. Consequently, Cook County has initiated a Quick Payment program. The Quick Payment program serves the purpose of both benefiting Cook County and the Contractor community. The County will be able to purchase goods and services in a timelier manner while improving Contractor relations. Contractors will benefit from reduced collection periods and improved capital charges. This will allow the Contractor community to also reduce opportunity costs and improve strategic planning capabilities. In the chart below please provide what quick payment discounts your company is willing to offer. This will be used for informational purposes.

Quick Payment Discounts

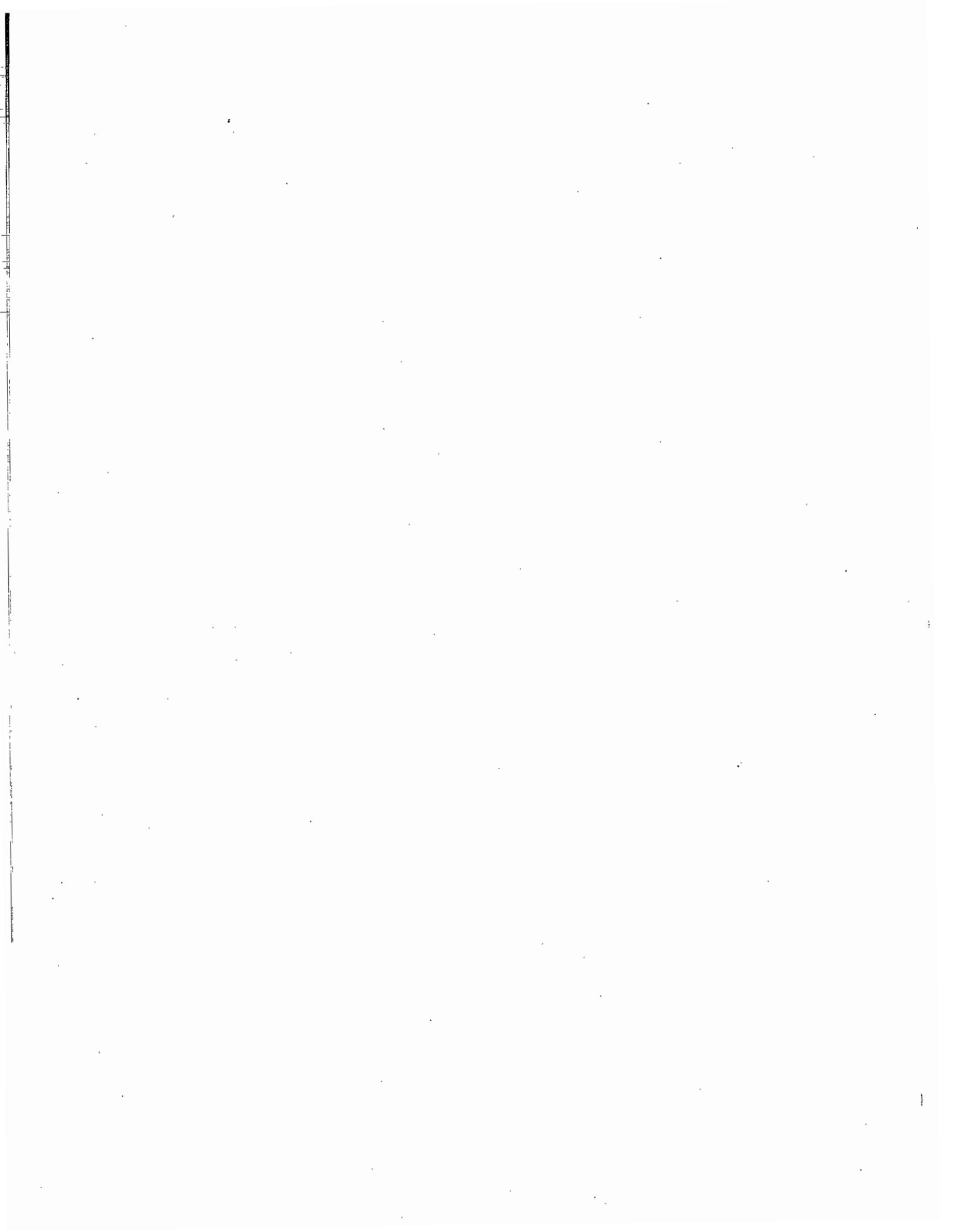
1	What payment terms would your company propose for this program?	<i>Net 30 days from date of invoice</i>	
2	Is there a quick payment discount that your company would be willing to offer? If so, please provide details	EARLY PAYMENT	% DISCOUNT
		NET 30	N/A
		NET 20	N/A
		OTHER	N/A



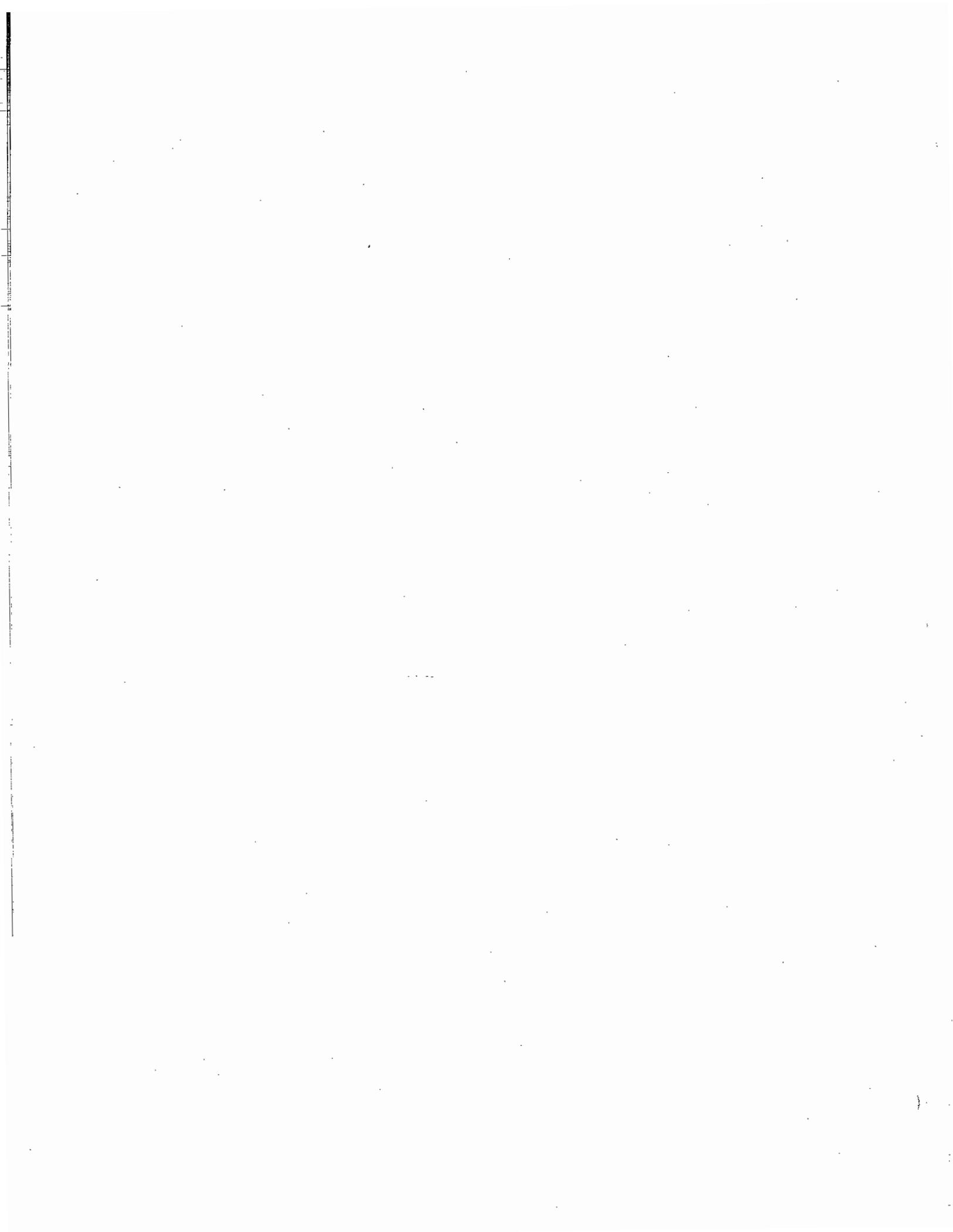


# KONICA MINOLTA

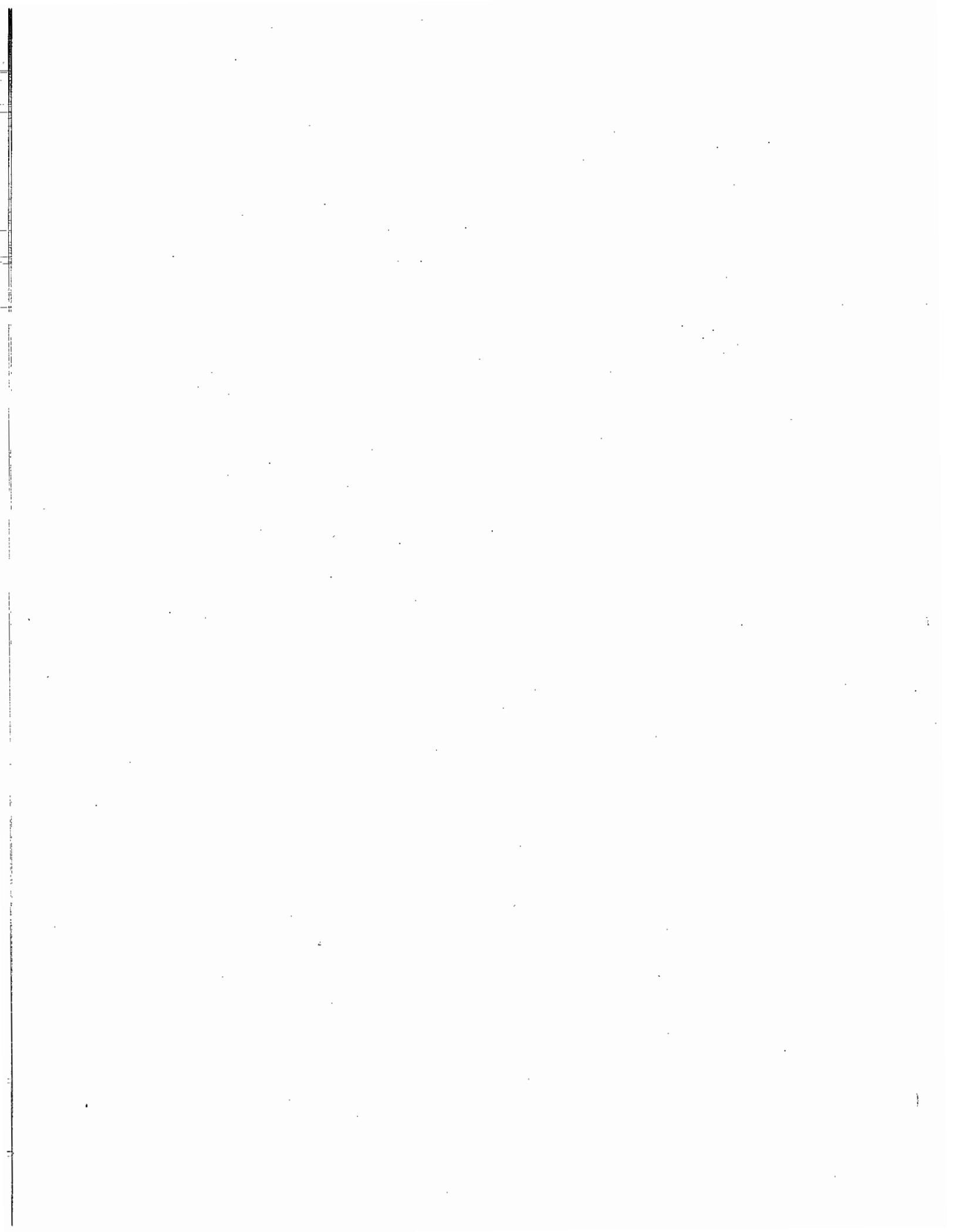
Item Number	Item Description	Customer Purchase Price
<b>A1UE011</b>	<b>bizhub 363</b>	<b>\$1,964.80</b>
7670525506	Delivery Charge - Level 1	\$125.00
7640018093	Basic Network Service - BNS03	\$100.00
A1V4WY2	PC-208 Paper Feeder Cabinet (2 x 500)	\$336.00
A0U7WY2	FS-529 Inner Finisher	\$329.60
A22M011	FK-508 Fax Board	\$324.00
A2A0WY0	MK-726 Fax Mount Kit for FK-508	\$33.60
7640015657	bizhub SECURE	\$225.00
<b>PAPER SUPPLY OPTIONS: Select one</b>		
A1V4W13	PC-409 Large Capacity Cabinet (1 x 2,500)	\$625.00
A1V4WY1	PC-109 Paper Feeder Cabinet (1 x 500)	\$407.00
7640015432	DK-508KE Copy Desk	\$166.00
<b>OUTPUT OPTIONS:</b>		
A083WY2	JS-505 Job Separator Tray	\$210.00
A0HRWY2	FS-527 Floor Finisher	\$525.60
A10DWY1	SD-509 Saddle Stitcher Kit for FS-527	\$642.00
A10EW11	PK-517 Punch Kit for FS-527	\$281.00
A10FWY1	JS-603 Job Separator Tray (3rd Output Tray) for FS-527	\$118.00
<b>FAX OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00
<b>I-OPTION ACCESSORIES:</b>		
7640014357	UK-203 Memory Upgrade Kit (for i-Option and My Panel)	\$64.00
A0PD01A	LK-101 v2 i-Option License Kit (Web Browser/Image Panel/Scan-to-SharePoint)	\$28.00
A0PD012	LK-102 i-Option License Kit (PDF Encryption)	\$415.00
A0PD015	LK-105 (Searchable PDF)	\$321.00
<b>MISC. OPTIONS:</b>		
7640006869	External Keyboard	\$102.00
A165WY1	KH-101 Keyboard Holder (for External Keyboard)	\$58.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
A0W4WY2	WT-506 Working Table	\$45.00
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
A0Y9WY1	SC-507 Copy Guard Kit	\$528.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
7640008394	AU-202H iClass Card Reader	\$212.00
4623472	Key Counter Mount Kit for Hecon Conventional Key Counter	\$51.00
7640014723	Innovolt Power Manager 15Amp	\$179.00
7640013463	CS-1 Convenience Stapler	\$169.00



7640015657	bizhub SECURE	\$225.00
<b>A1UD011</b>	<b>bizhub 423</b>	<b>\$2,441.60</b>
7670525506	Delivery Charge - Level 1	\$125.00
7640018094	Basic Network Service - BNS04	\$100.00
A1V4WY2	PC-208 Paper Feeder Cabinet (2 x 500)	\$336.00
A0U7WY2	FS-529 Inner Finisher	\$329.60
A22M011	FK-508 Fax Board	\$324.00
A2A0WY0	MK-726 Fax Mount Kit for FK-508	\$33.60
7640015657	bizhub SECURE	\$225.00
<b>PAPER SUPPLY OPTIONS: Select one</b>		
A1V4W13	PC-409 Large Capacity Cabinet (1 x 2,500)	\$625.00
A1V4WY1	PC-109 Paper Feeder Cabinet (1 x 500)	\$407.00
7640015432	DK-508KE Copy Desk	\$166.00
<b>OUTPUT OPTIONS:</b>		
A083WY2	JS-505 Job Separator Tray	\$210.00
A0HRWY2	FS-527 Floor Finisher	\$525.60
A10DWY1	SD-509 Saddle Stitcher Kit for FS-527	\$642.00
A10EW11	PK-517 Punch Kit for FS-527	\$281.00
A10FWY1	JS-603 Job Separator Tray (3rd Output Tray) for FS-527	\$118.00
<b>FAX OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00
<b>I-OPTION ACCESSORIES:</b>		
7640014357	UK-203 Memory Upgrade Kit (for I-Option and My Panel)	\$64.00
A0PD01A	LK-101 v2 I-Option License Kit (Web Browser/Image Panel/Scan-to-SharePoint)	\$28.00
A0PD012	LK-102 I-Option License Kit (PDF Encryption)	\$415.00
A0PD015	LK-105 (Searchable PDF)	\$321.00
<b>MISC. OPTIONS:</b>		
7640006869	External Keyboard	\$102.00
A165WY1	KH-101 Keyboard Holder (for External Keyboard)	\$58.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
A0W4WY2	WT-506 Working Table	\$45.00
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
A0Y9WY1	SC-507 Copy Guard Kit	\$528.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
7640008394	AU-202H iClass Card Reader	\$212.00
4623472	Key Counter Mount Kit for Hecon Conventional Key Counter	\$51.00
7640014723	Innovolt Power Manager 15Amp	\$179.00
7640013463	CS-1 Convenience Stapler	\$169.00
7640015657	bizhub SECURE	\$225.00



<b>A2WV011</b>	<b>bizhub 552</b>	<b>\$3,759.20</b>
7670525508	Delivery Charge - Level 3	\$125.00
7640018094	Basic Network Service - BNS04	\$100.00
A0HRWY2	FS-527 Floor Finisher	\$525.60
15LB	FK-502 Fax Board	\$324.00
A0YAWY1	MK-720 Mount Kit	\$33.60
7640015657	bizhub SECURE	\$225.00
<b>PAPER SUPPLY OPTIONS:</b>		
A0TJWY2	LU-204 Large Capacity Unit (2,500 sheets/Letter, Legal, Ledger and 12"x18")	\$1,396.00
A03NWX2	LU-301 Large Capacity Unit	\$762.00
<b>OUTPUT OPTIONS: Select one</b>		
A092WW0	OT-503 Output Tray Unit (Exit Tray)	\$50.00
A11PWY1	FS-526 Finisher (100 sheet)	\$950.40
<b>ADDITIONAL OUTPUT OPTIONS:</b>		
A10DWY1	SD-509 Saddle Stitcher Kit for FS-527	\$642.00
A10EW11	PK-517 Punch Kit for FS-527	\$281.00
A10FWY1	JS-603 Job Separator Tray (3rd Output Tray) for FS-527	\$118.00
A11TW11	PK-516 Punch Kit (2/3 Holes) for FS-526	\$361.00
A11RWY1	SD-508 Saddle Kit for FS-526	\$550.40
A109W11	ZU-606 Z-Folding Unit for FS-526	\$2,850.00
A10AWY1	PI-505 Post Inserter for FS-526	\$483.00
A10CWY1	JS-602 Job Separator Tray (3rd Output Tray)	\$210.00
<b>FAX / SCAN OPTIONS:</b>		
A1MUWY1	SA-502 Scan Accelerator Kit	\$214.00
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00
<b>I-OPTION ACCESSORIES:</b>		
A0PD012	LK-102 i-Option License Kit (PDF Encryption)	\$415.00
A0PD01A	LK-101 v2 i-Option License Kit (Web Browser/Image Panel/Scan-to-SharePoint)	\$28.00
A0PD015	LK-105 (Searchable PDF)	\$321.00
7640014357	UK-203 Memory Upgrade Kit (for I-Option and My Panel)	\$64.00
A0PD160200	Stylus Pen	\$17.00
A0PD160100	Stylus Pen Holder	\$17.00
<b>MISC. OPTIONS:</b>		
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640008394	AU-202H iClass Card Reader	\$212.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
7640014560	Indala Card Reader	\$102.00
7640014558	MiFre Card Reader	\$102.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
7640006869	External Keyboard	\$102.00
A165WY1	KH-101 Keyboard Holder (for External Keyboard)	\$58.00



4623472	Key Counter Mount Kit for Hecon Conventional Key Counter	\$51.00
A0W4WY2	WT-506 Working Table	\$45.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
A0Y9WY1	SC-507 Copy Guard Kit	\$528.00
7640014724	Innovolt Power Manager 20Amp	\$199.00
7640013463	CS-1 Convenience Stapler	\$169.00
7640015657	bizhub SECURE	\$225.00

<b>A5YN011</b>	<b>bizhub 654</b>	<b>\$4,346.24</b>
7670525508	Delivery Charge - Level 3	\$125.00
7640018095	Basic Network Service - BNS05	\$100.00
A3EPWY1	FS-534 50-Sheet Stapling Finisher	\$525.60
A4MF011	FK-511 Fax Kit	\$357.60
7640015657	bizhub SECURE	\$225.00

**PAPER SUPPLY OPTIONS:**

A0TJWY4	LU-204 Large Capacity Unit	\$1,396.00
A03NWWY2	LU-301 Large Capacity Unit	\$762.00

**OUTPUT OPTIONS: Select one**

A2Y1WY1	FS-535 100-Sheet Stapling Finisher	\$1,376.00
A2Y2WY1	SD-512 Saddle Stitcher (FS-535)	\$550.40
A2YRW11	PK-521 2/3 Hole Punch Unit (FS-535)	\$361.00
A092WW1	OT-503 Output Tray	\$50.00
A10CWY1	JS-602 Job Separator Tray (3rd Output Tray)	\$210.00
A109W12	ZU-606 Z-Folding Unit (FS-535)	\$2,850.00
A10AWY1	PI-505 Post Inserter for FS-526	\$483.00
A3EPWYA	FS-534 + SD-511 Kit	\$1,473.00
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	\$281.00

**FAX / SCAN OPTIONS:**

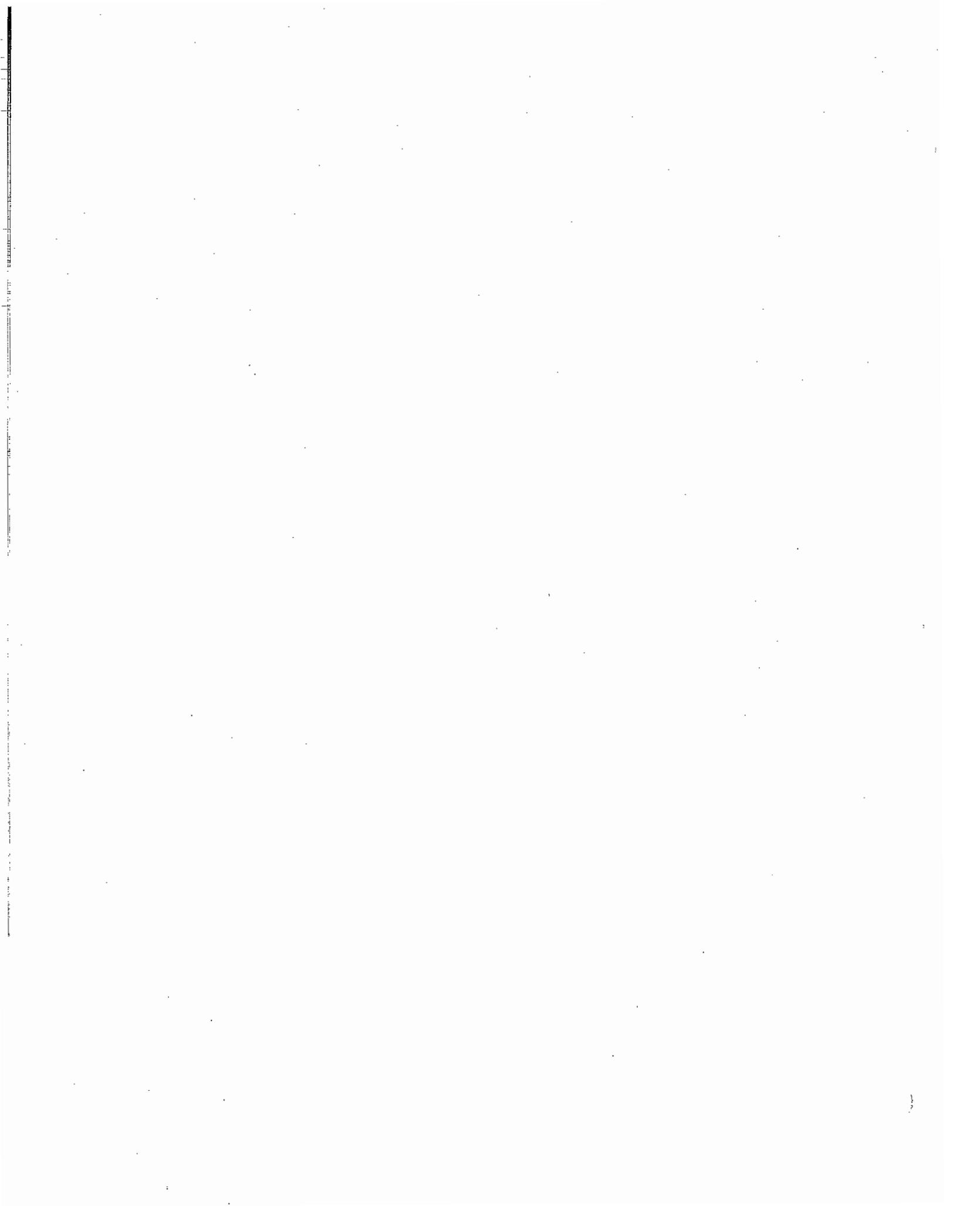
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00

**i-OPTION ACCESSORIES:**

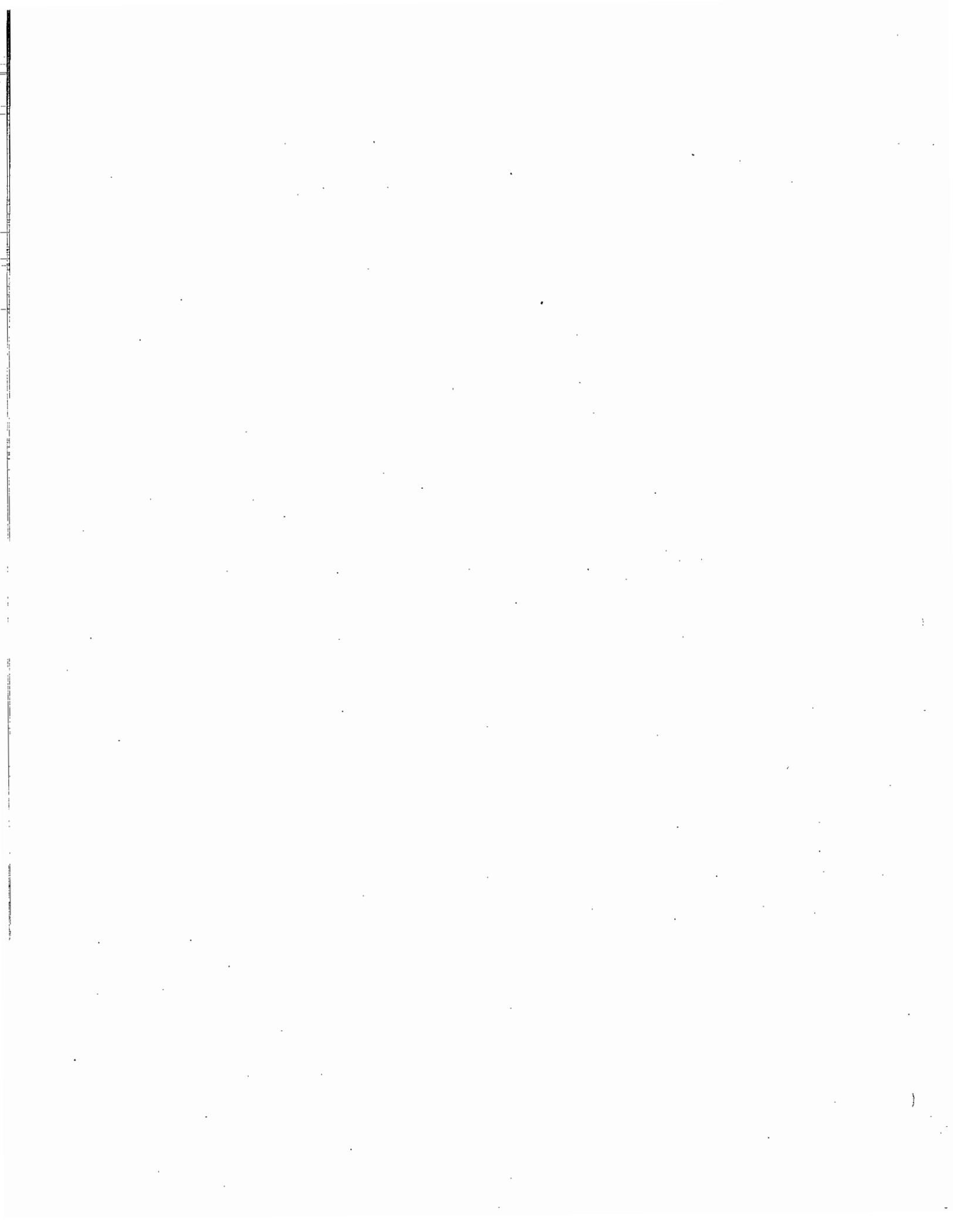
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	\$440.00
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	\$28.00
A0PD017	LK-104 v3 i-Option License Kit (Voice Guidance)	\$368.00
A0PD018	LK-105 v3 (Searchable PDF)	\$321.00
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	\$398.00
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	\$332.00
A0PD01G	LK-108 i-Option License Kit (OCR Font)	\$92.00
A4MHWY1	UK-204 i-Option Memory Upgrade Kit	\$120.00

**MISC. OPTIONS:**

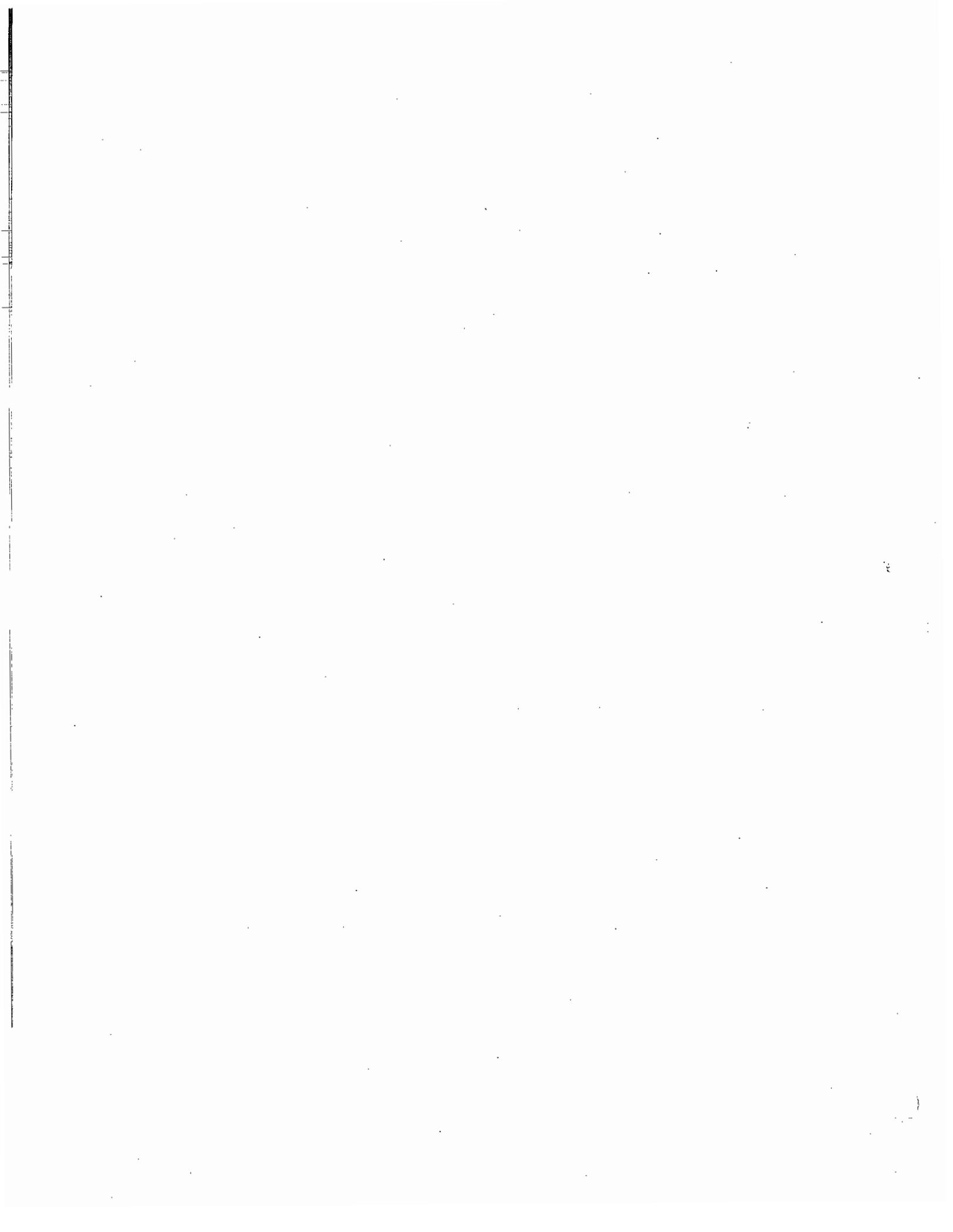
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640008394	AU-202H iClass Card Reader	\$212.00
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	\$16.80
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00



7640006869	External Keyboard	\$102.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
A4NRWY1	KH-102 Keyboard Holder	\$58.00
A64TWY1	KP-101 10-Key Pad	\$58.00
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	\$48.00
A0W4WY2	WT-506 Working Table	\$45.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	\$528.00
7640014724	Innovolt Power Manager 20Amp	\$199.00
7640013463	CS-1 Convenience Stapler	\$169.00
A161192000	Stylus Pen for INFO-Palette Series	\$20.00
7640015657	bizhub SECURE	\$225.00
<b>A55V011</b>	<b>bizhub 754</b>	<b>\$4,704.00</b>
7670525508	Delivery Charge - Level 3	\$125.00
7640018095	Basic Network Service - BNS05	\$100.00
A3EPWY1	FS-534 50-Sheet Stapling Finisher	\$525.60
A4MF011	FK-511 Fax Kit	\$357.60
7640015657	bizhub SECURE	\$225.00
<b>PAPER SUPPLY OPTIONS:</b>		
A0TJWY4	LU-204 Large Capacity Unit	\$1,396.00
A03NWX2	LU-301 Large Capacity Unit	\$762.00
<b>OUTPUT OPTIONS: Select one</b>		
A2Y1WY1	FS-535 100-Sheet Stapling Finisher	\$1,376.00
A2Y2WY1	SD-512 Saddle Stitcher (FS-535)	\$550.40
A2YRW11	PK-521 2/3 Hole Punch Unit (FS-535)	\$361.00
A092WW1	OT-503 Output Tray	\$50.00
A10CWY1	JS-602 Job Separator Tray (3rd Output Tray)	\$210.00
A109W12	ZU-606 Z-Folding Unit (FS-535)	\$2,850.00
A10AWY1	PI-505 Post Inserter for FS-526	\$483.00
A3EPWYA	FS-534 + SD-511 Kit	\$1,473.00
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	\$281.00
<b>FAX / SCAN OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00
<b>I-OPTION ACCESSORIES:</b>		
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	\$440.00
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	\$28.00
A0PD017	LK-104 v3 i-Option License Kit (Voice Guidance)	\$368.00
A0PD018	LK-105 v3 (Searchable PDF)	\$321.00
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	\$398.00
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	\$332.00
A0PD01G	LK-108 i-Option License Kit (OCR Font)	\$92.00
A4MHWY1	UK-204 i-Option Memory Upgrade Kit	\$120.00
<b>MISC. OPTIONS:</b>		
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00



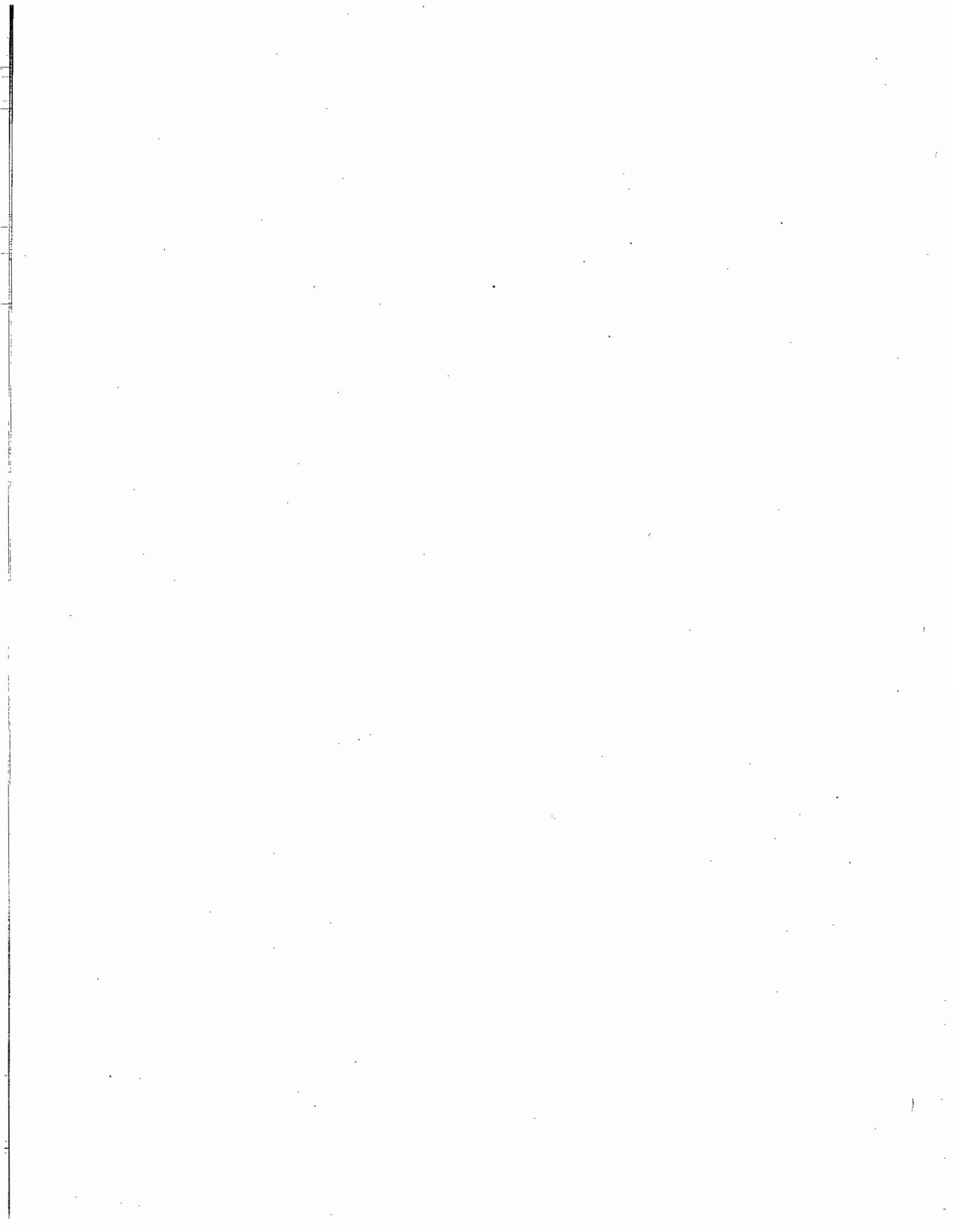
7640008394	AU-202H iClass Card Reader	\$212.00
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	\$16.80
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00
7640006869	External Keyboard	\$102.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
A4NRWY1	KH-102 Keyboard Holder	\$58.00
A64TWY1	KP-101 10-Key Pad	\$58.00
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	\$48.00
A0W4WY2	WT-506 Working Table	\$45.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	\$528.00
7640014724	Innovolt Power Manager 20Amp	\$199.00
7640013463	CS-1 Convenience Stapler	\$169.00
A161192000	Stylus Pen for INFO-Palette Series	\$20.00
7640015657	bizhub SECURE	\$225.00



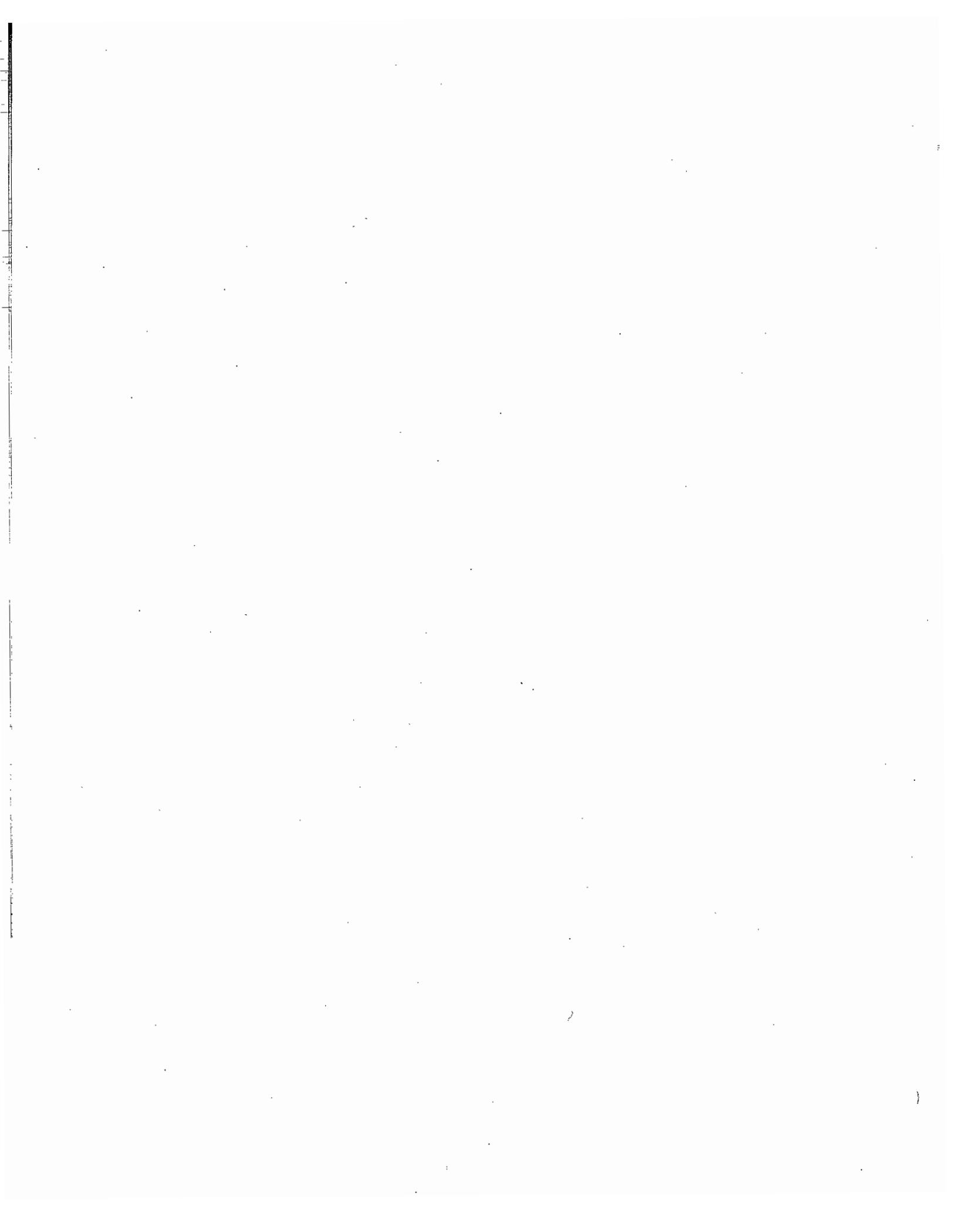


# KONICA MINOLTA

Item Number	Item Description	Customer Purchase Price
<b>A1UE011</b>	<b>bizhub 363</b>	<b>\$1,964.80</b>
7670525506	Delivery Charge - Level 1	\$125.00
7640018093	Basic Network Service - BNS03	\$100.00
A1V4WY2	PC-208 Paper Feeder Cabinet (2 x 500)	\$336.00
A0U7WY2	FS-529 Inner Finisher	\$329.60
A22M011	FK-508 Fax Board	\$324.00
A2A0WY0	MK-726 Fax Mount Kit for FK-508	\$33.60
7640015657	bizhub SECURE	\$225.00
<b>PAPER SUPPLY OPTIONS: Select one</b>		
A1V4W13	PC-409 Large Capacity Cabinet (1 x 2,500)	\$625.00
A1V4WY1	PC-109 Paper Feeder Cabinet (1 x 500)	\$407.00
7640015432	DK-508KE Copy Desk	\$166.00
<b>OUTPUT OPTIONS:</b>		
A083WY2	JS-505 Job Separator Tray	\$210.00
A0HRWY2	FS-527 Floor Finisher	\$525.60
A10DWY1	SD-509 Saddle Stitcher Kit for FS-527	\$642.00
A10EW11	PK-517 Punch Kit for FS-527	\$281.00
A10FWY1	JS-603 Job Separator Tray (3rd Output Tray) for FS-527	\$118.00
<b>FAX OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00
<b>I-OPTION ACCESSORIES:</b>		
7640014357	UK-203 Memory Upgrade Kit (for i-Option and My Panel)	\$64.00
A0PD01A	LK-101 v2 i-Option License Kit (Web Browser/Image Panel/Scan-to-SharePoint)	\$28.00
A0PD012	LK-102 i-Option License Kit (PDF Encryption)	\$415.00
A0PD015	LK-105 (Searchable PDF)	\$321.00
<b>MISC. OPTIONS:</b>		
7640006869	External Keyboard	\$102.00
A165WY1	KH-101 Keyboard Holder (for External Keyboard)	\$58.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
A0W4WY2	WT-506 Working Table	\$45.00
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
A0Y9WY1	SC-507 Copy Guard Kit	\$528.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
7640008394	AU-202H iClass Card Reader	\$212.00
4623472	Key Counter Mount Kit for Hecon Conventional Key Counter	\$51.00
7640014723	Innovolt Power Manager 15Amp	\$179.00
7640013463	CS-1 Convenience Stapler	\$169.00



7640015657	bizhub SECURE	\$225.00
<b>A1UD011</b>	<b>bizhub 423</b>	<b>\$2,441.60</b>
7670525506	Delivery Charge - Level 1	\$125.00
7640018094	Basic Network Service - BNS04	\$100.00
A1V4WY2	PC-208 Paper Feeder Cabinet (2 x 500)	\$336.00
A0U7WY2	FS-529 Inner Finisher	\$329.60
A22M011	FK-508 Fax Board	\$324.00
A2A0WY0	MK-726 Fax Mount Kit for FK-508	\$33.60
7640015657	bizhub SECURE	\$225.00
<b>PAPER SUPPLY OPTIONS: Select one</b>		
A1V4W13	PC-409 Large Capacity Cabinet (1 x 2,500)	\$625.00
A1V4WY1	PC-109 Paper Feeder Cabinet (1 x 500)	\$407.00
7640015432	DK-508KE Copy Desk	\$166.00
<b>OUTPUT OPTIONS:</b>		
A083WY2	JS-505 Job Separator Tray	\$210.00
A0HRWY2	FS-527 Floor Finisher	\$525.60
A10DWY1	SD-509 Saddle Stitcher Kit for FS-527	\$642.00
A10EW11	PK-517 Punch Kit for FS-527	\$281.00
A10FWY1	JS-603 Job Separator Tray (3rd Output Tray) for FS-527	\$118.00
<b>FAX OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00
<b>I-OPTION ACCESSORIES:</b>		
7640014357	UK-203 Memory Upgrade Kit (for I-Option and My Panel)	\$64.00
A0PD01A	LK-101 v2 I-Option License Kit (Web Browser/Image Panel/Scan-to-SharePoint)	\$28.00
A0PD012	LK-102 I-Option License Kit (PDF Encryption)	\$415.00
A0PD015	LK-105 (Searchable PDF)	\$321.00
<b>MISC. OPTIONS:</b>		
7640006869	External Keyboard	\$102.00
A165WY1	KH-101 Keyboard Holder (for External Keyboard)	\$58.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
A0W4WY2	WT-506 Working Table	\$45.00
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
A0Y9WY1	SC-507 Copy Guard Kit	\$528.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
7640008394	AU-202H iClass Card Reader	\$212.00
4623472	Key Counter Mount Kit for Hecon Conventional Key Counter	\$51.00
7640014723	Innovoit Power Manager 15Amp	\$179.00
7640013463	CS-1 Convenience Stapler	\$169.00
7640015657	bizhub SECURE	\$225.00



<b>A2WV011</b>	<b>bizhub 552</b>	<b>\$3,759.20</b>
7670525508	Delivery Charge - Level 3	\$125.00
7640018094	Basic Network Service - BNS04	\$100.00
A0HRWY2	FS-527 Floor Finisher	\$525.60
15LB	FK-502 Fax Board	\$324.00
A0YAWY1	MK-720 Mount Kit	\$33.60
7640015657	bizhub SECURE	\$225.00

**PAPER SUPPLY OPTIONS:**

A0TJWY2	LU-204 Large Capacity Unit (2,500 sheets/Letter, Legal, Ledger and 12"x18")	\$1,396.00
A03NWX2	LU-301 Large Capacity Unit	\$762.00

**OUTPUT OPTIONS: Select one**

A092WW0	OT-503 Output Tray Unit (Exit Tray)	\$50.00
A11PWY1	FS-526 Finisher (100 sheet)	\$950.40

**ADDITIONAL OUTPUT OPTIONS:**

A10DWY1	SD-509 Saddle Stitcher Kit for FS-527	\$642.00
A10EW11	PK-517 Punch Kit for FS-527	\$281.00
A10FWY1	JS-603 Job Separator Tray (3rd Output Tray) for FS-527	\$118.00
A11TW11	PK-516 Punch Kit (2/3 Holes) for FS-526	\$361.00
A11RWY1	SD-508 Saddle Kit for FS-526	\$550.40
A109W11	ZU-606 Z-Folding Unit for FS-526	\$2,850.00
A10AWY1	PI-505 Post Inserter for FS-526	\$483.00
A10CWY1	JS-602 Job Separator Tray (3rd Output Tray)	\$210.00

**FAX / SCAN OPTIONS:**

A1MUWY1	SA-502 Scan Accelerator Kit	\$214.00
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00

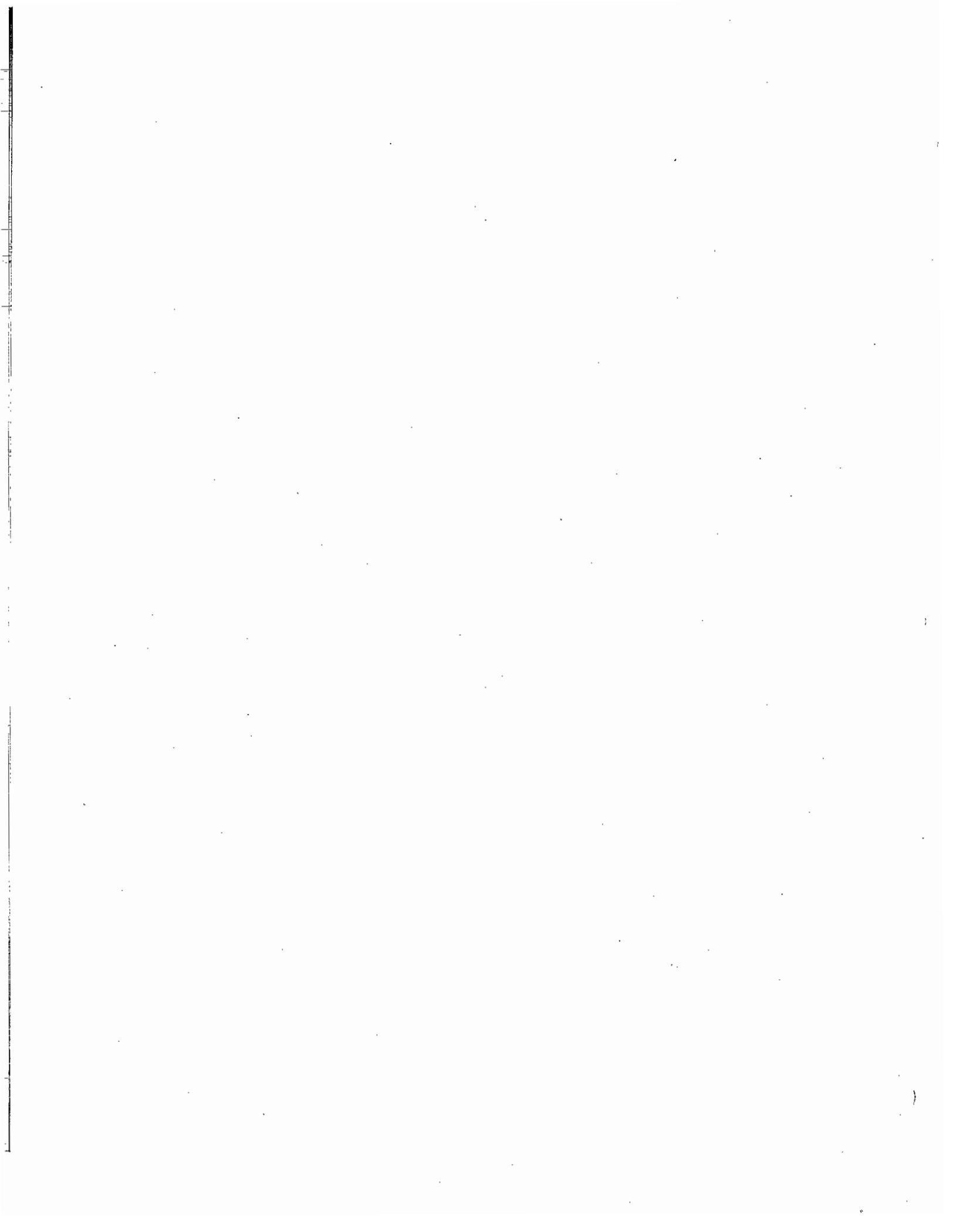
**i-OPTION ACCESSORIES:**

A0PD012	LK-102 i-Option License Kit (PDF Encryption)	\$415.00
A0PD01A	LK-101 v2 i-Option License Kit (Web Browser/Image Panel/Scan-to-SharePoint)	\$28.00
A0PD015	LK-105 (Searchable PDF)	\$321.00

7640014357	UK-203 Memory Upgrade Kit (for i-Option and My Panel)	\$64.00
A0PD160200	Stylus Pen	\$17.00
A0PD160100	Stylus Pen Holder	\$17.00

**MISC. OPTIONS:**

A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640008394	AU-202H iClass Card Reader	\$212.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
7640014560	Indala Card Reader	\$102.00
7640014558	MIFre Card Reader	\$102.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
7640006869	External Keyboard	\$102.00
A165WY1	KH-101 Keyboard Holder (for External Keyboard)	\$58.00



4623472	Key Counter Mount Kit for Hecon Conventional Key Counter	\$51.00
A0W4WY2	WT-508 Working Table	\$45.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
A0Y9WY1	SC-507 Copy Guard Kit	\$528.00
7640014724	Innovolt Power Manager 20Amp	\$199.00
7640013463	CS-1 Convenience Stapler	\$169.00
7640015657	bizhub SECURE	\$225.00

<b>A5YN011</b>	<b>bizhub 654</b>	<b>\$4,346.24</b>
7670525508	Delivery Charge - Level 3	\$125.00
7640018095	Basic Network Service - BNS05	\$100.00
A3EPWY1	FS-534 50-Sheet Stapling Finisher	\$525.60
A4MF011	FK-511 Fax Kit	\$357.60
7640015657	bizhub SECURE	\$225.00

**PAPER SUPPLY OPTIONS:**

A0TJWY4	LU-204 Large Capacity Unit	\$1,396.00
A03NWX2	LU-301 Large Capacity Unit	\$762.00

**OUTPUT OPTIONS: Select one**

A2Y1WY1	FS-535 100-Sheet Stapling Finisher	\$1,376.00
A2Y2WY1	SD-512 Saddle Stitcher (FS-535)	\$550.40
A2YRW11	PK-521 2/3 Hole Punch Unit (FS-535)	\$361.00
A092WW1	OT-503 Output Tray	\$50.00
A10CWY1	JS-602 Job Separator Tray (3rd Output Tray)	\$210.00
A109W12	ZU-606 Z-Folding Unit (FS-535)	\$2,850.00
A10AWY1	PI-505 Post Inserter for FS-526	\$483.00
A3EPWYA	FS-534 + SD-511 Kit	\$1,473.00
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	\$281.00

**FAX / SCAN OPTIONS:**

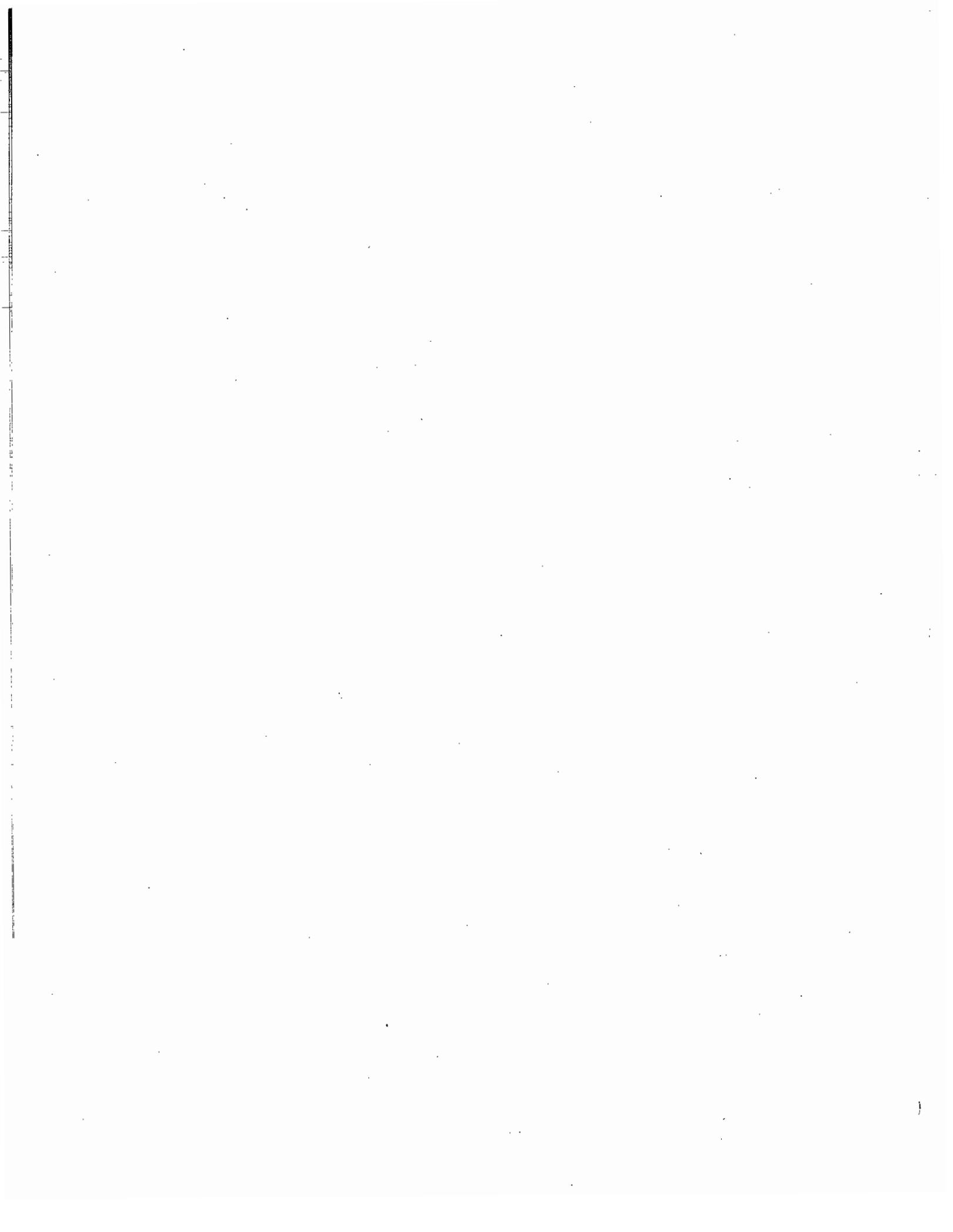
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00

**I-OPTION ACCESSORIES:**

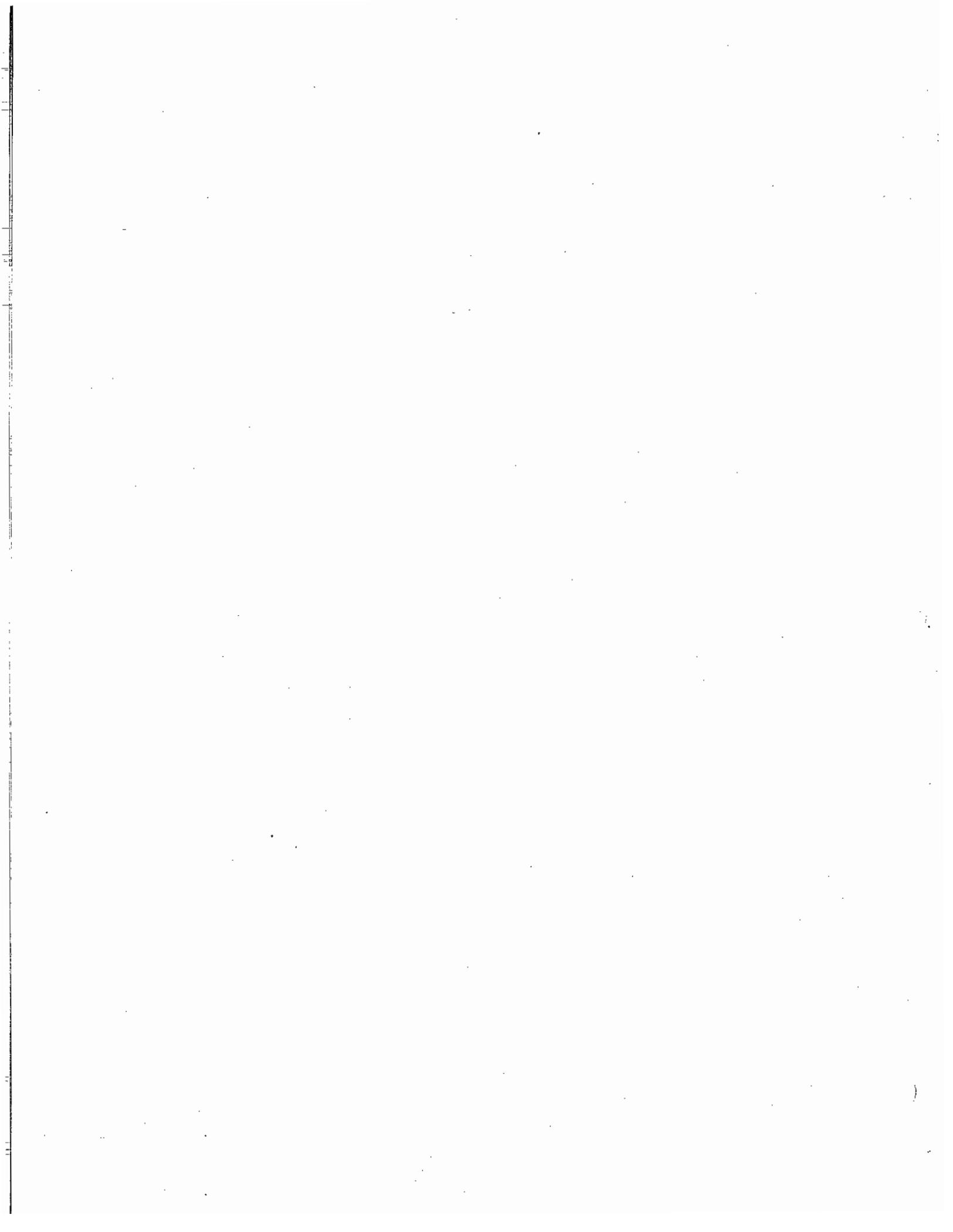
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	\$440.00
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	\$28.00
A0PD017	LK-104 v3 i-Option License Kit (Voice Guidance)	\$368.00
A0PD018	LK-105 v3 (Searchable PDF)	\$321.00
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	\$398.00
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	\$332.00
A0PD01G	LK-108 i-Option License Kit (OCR Font)	\$92.00
A4MHWY1	UK-204 i-Option Memory Upgrade Kit	\$120.00

**MISC. OPTIONS:**

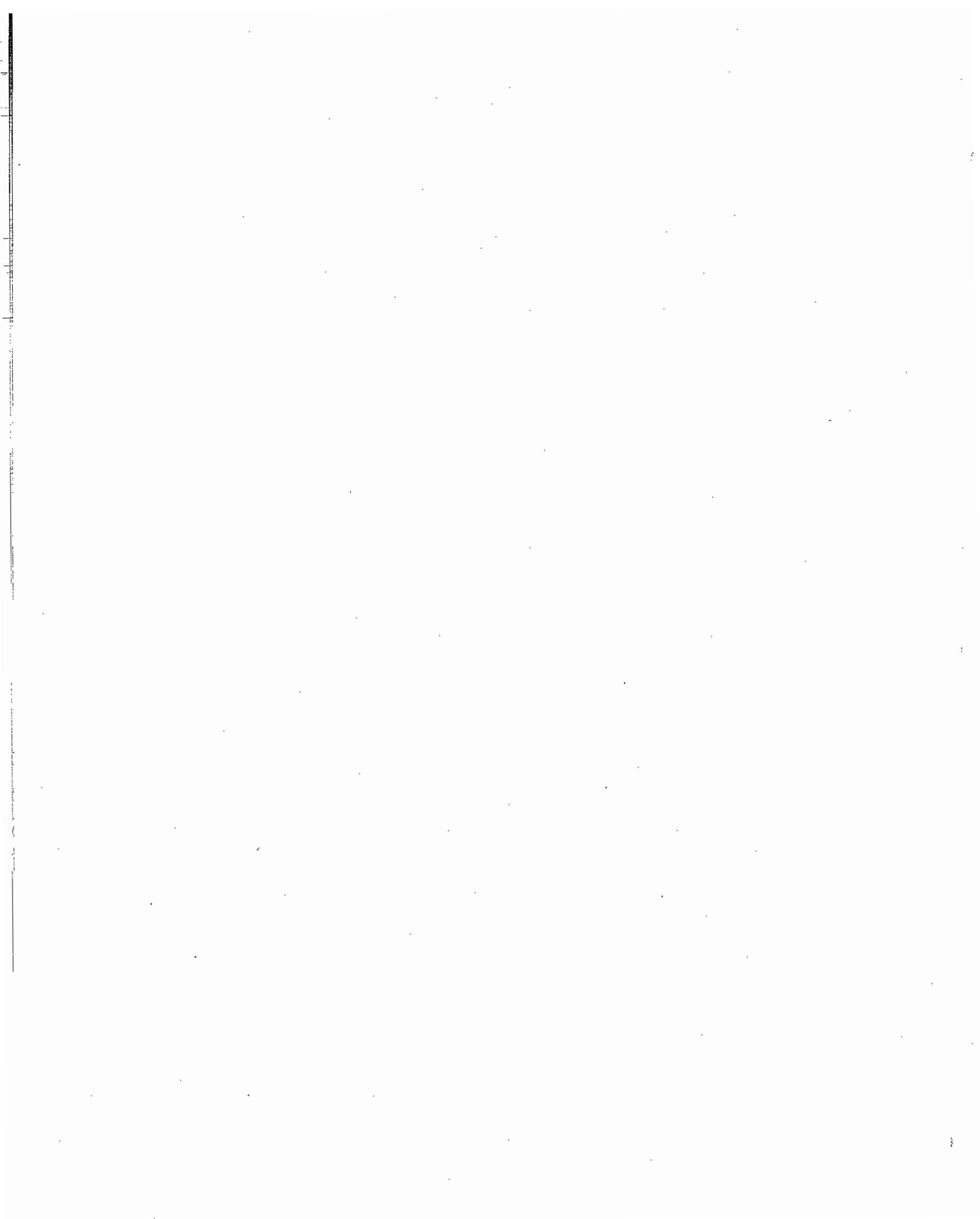
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640008394	AU-202H iClass Card Reader	\$212.00
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	\$16.80
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00



7640006869	External Keyboard	\$102.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
A4NRWY1	KH-102 Keyboard Holder	\$58.00
A64TWY1	KP-101 10-Key Pad	\$58.00
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	\$48.00
A0W4WY2	WT-506 Working Table	\$45.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	\$528.00
7640014724	Innovolt Power Manager 20Amp	\$199.00
7640013463	CS-1 Convenience Stapler	\$169.00
A161192000	Stylus Pen for INFO-Palette Series	\$20.00
7640015657	bizhub SECURE	\$225.00
<b>A55V011</b>	<b>bizhub 754</b>	<b>\$4,704.00</b>
7670525508	Delivery Charge - Level 3	\$125.00
7640018095	Basic Network Service - BNS05	\$100.00
A3EPWY1	FS-534 50-Sheet Stapling Finisher	\$525.60
A4MF011	FK-511 Fax Kit	\$357.60
7640015657	bizhub SECURE	\$225.00
<b>PAPER SUPPLY OPTIONS:</b>		
A0TJWY4	LU-204 Large Capacity Unit	\$1,396.00
A03NWX2	LU-301 Large Capacity Unit	\$762.00
<b>OUTPUT OPTIONS: Select one</b>		
A2Y1WY1	FS-535 100-Sheet Stapling Finisher	\$1,376.00
A2Y2WY1	SD-512 Saddle Stitcher (FS-535)	\$550.40
A2YRW11	PK-521 2/3 Hole Punch Unit (FS-535)	\$361.00
A092WW1	OT-503 Output Tray	\$50.00
A10CWY1	JS-802 Job Separator Tray (3rd Output Tray)	\$210.00
A109W12	ZU-606 Z-Folding Unit (FS-535)	\$2,850.00
A10AWY1	PI-505 Post Inserter for FS-526	\$483.00
A3EPWYA	FS-534 + SD-511 Kit	\$1,473.00
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	\$281.00
<b>FAX / SCAN OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00
<b>i-OPTION ACCESSORIES:</b>		
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	\$440.00
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	\$28.00
A0PD017	LK-104 v3 i-Option License Kit (Voice Guidance)	\$368.00
A0PD018	LK-105 v3 (Searchable PDF)	\$321.00
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	\$398.00
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	\$332.00
A0PD01G	LK-108 i-Option License Kit (OCR Font)	\$92.00
A4MHWY1	UK-204 i-Option Memory Upgrade Kit	\$120.00
<b>MISC. OPTIONS:</b>		
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00



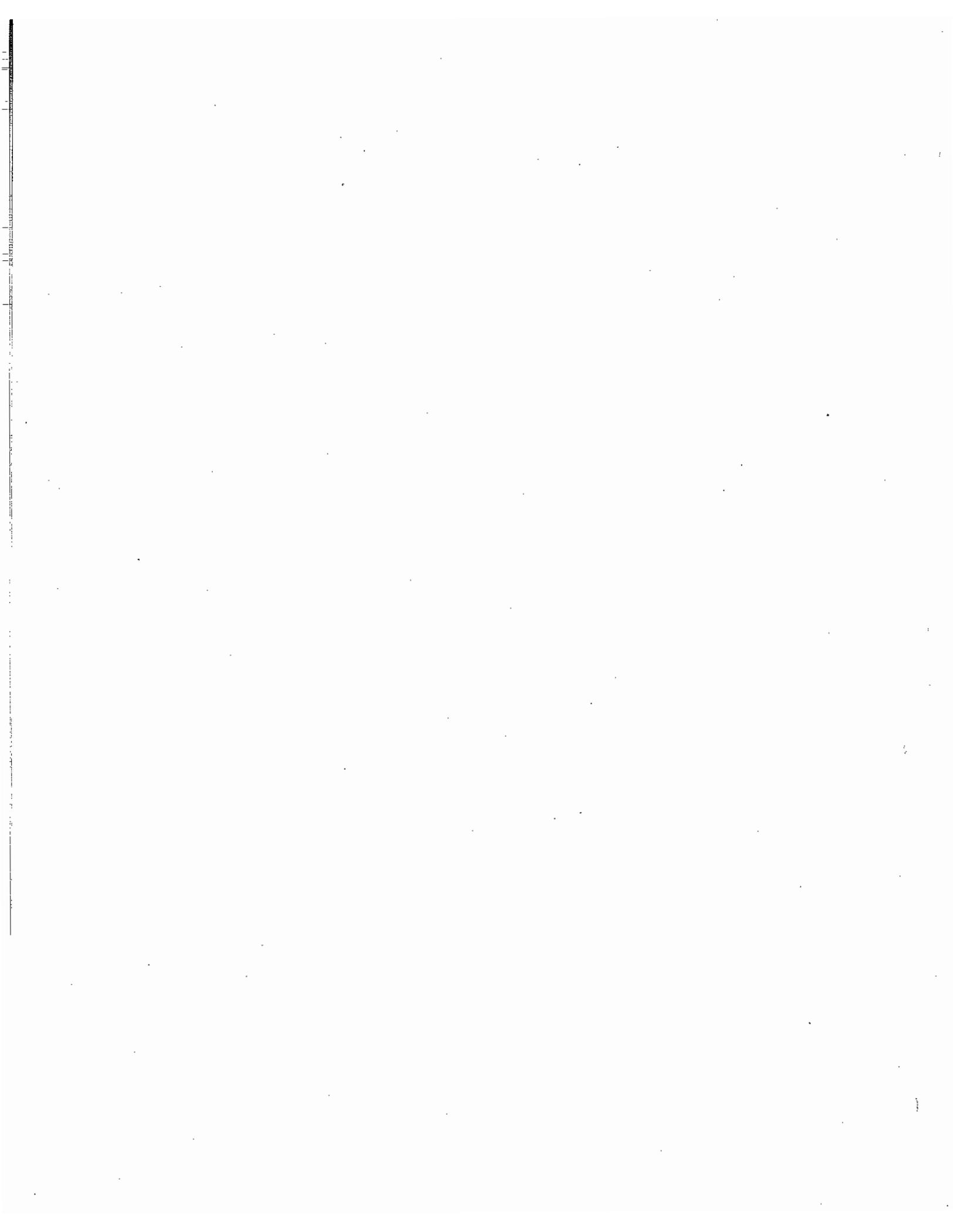
7640008394	AU-202H iClass Card Reader	\$212.00
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	\$16.80
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00
7640006869	External Keyboard	\$102.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
A4NRWY1	KH-102 Keyboard Holder	\$58.00
A64TWY1	KP-101 10-Key Pad	\$58.00
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	\$48.00
A0W4WY2	WT-506 Working Table	\$45.00
7640005281	HID Proximity Cards - 10 pack	\$33.00
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	\$528.00
7640014724	Innovolt Power Manager 20Amp	\$199.00
7640013463	CS-1 Convenience Stapler	\$169.00
A161192000	Stylus Pen for INFO-Palette Series	\$20.00
7640015657	bizhub SECURE	\$225.00



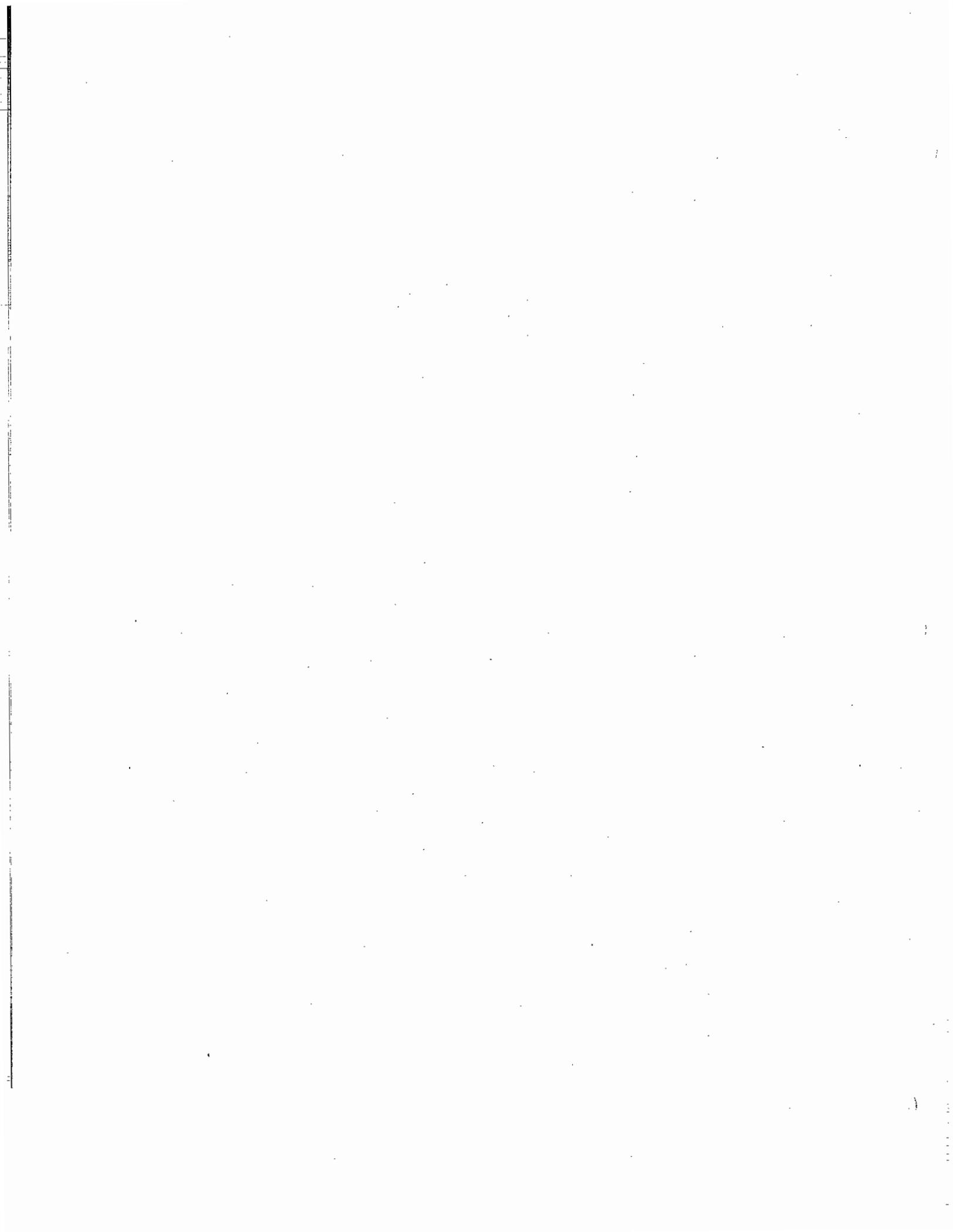


# KONICA MINOLTA

Item Number	Item Description	Customer Purchase Price
<b>A1UE011</b>	<b>bizhub 363</b>	<b>\$1,964.80</b>
7670525506	Delivery Charge - Level 1	\$125.00
7640018093	Basic Network Service - BNS03	\$100.00
A1V4WY2	PC-208 Paper Feeder Cabinet (2 x 500)	\$336.00
A0U7WY2	FS-529 Inner Finisher	\$329.60
A22M011	FK-508 Fax Board	\$324.00
A2A0WY0	MK-726 Fax Mount Kit for FK-508	\$33.60
7640015657	bizhub SECURE	\$225.00
<b>PAPER SUPPLY OPTIONS: Select one</b>		
A1V4W13	PC-409 Large Capacity Cabinet (1 x 2,500)	\$625.00
A1V4WY1	PC-109 Paper Feeder Cabinet (1 x 500)	\$407.00
7640015432	DK-508KE Copy Desk	\$166.00
<b>OUTPUT OPTIONS:</b>		
A083WY2	JS-505 Job Separator Tray	\$210.00
A0HRWY2	FS-527 Floor Finisher	\$525.60
A10DWY1	SD-509 Saddle Stitcher Kit for FS-527	\$642.00
A10EW11	PK-517 Punch Kit for FS-527	\$281.00
A10FWY1	JS-603 Job Separator Tray (3rd Output Tray) for FS-527	\$118.00
<b>FAX OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00
<b>I-OPTION ACCESSORIES:</b>		
7640014357	UK-203 Memory Upgrade Kit (for i-Option and My Panel)	\$64.00
A0PD01A	LK-101 v2 i-Option License Kit (Web Browser/Image Panel/Scan-to-SharePoint)	\$28.00
A0PD012	LK-102 i-Option License Kit (PDF Encryption)	\$415.00
A0PD015	LK-105 (Searchable PDF)	\$321.00
<b>MISC. OPTIONS:</b>		
7640006869	External Keyboard	\$102.00
A165WY1	KH-101 Keyboard Holder (for External Keyboard)	\$58.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
A0W4WY2	WT-506 Working Table	\$45.00
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
A0Y9WY1	SC-507 Copy Guard Kit	\$528.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
7640008394	AU-202H iClass Card Reader	\$212.00
4623472	Key Counter Mount Kit for Hecon Conventional Key Counter	\$51.00
7640014723	Innovolt Power Manager 15Amp	\$179.00
7640013463	CS-1 Convenience Stapler	\$169.00



7640015657	bizhub SECURE	\$225.00
<b>A1UD011</b>		
	<b>bizhub 423</b>	<b>\$2,441.60</b>
7670525506	Delivery Charge - Level 1	\$125.00
7640018094	Basic Network Service - BNS04	\$100.00
A1V4WY2	PC-208 Paper Feeder Cabinet (2 x 500)	\$336.00
A0U7WY2	FS-529 Inner Finisher	\$329.60
A22M011	FK-508 Fax Board	\$324.00
A2A0WY0	MK-726 Fax Mount Kit for FK-508	\$33.60
7640015657	bizhub SECURE	\$225.00
<b>PAPER SUPPLY OPTIONS: Select one</b>		
A1V4W13	PC-409 Large Capacity Cabinet (1 x 2,500)	\$625.00
A1V4WY1	PC-109 Paper Feeder Cabinet (1 x 500)	\$407.00
7640015432	DK-508KE Copy Desk	\$166.00
<b>OUTPUT OPTIONS:</b>		
A083WY2	JS-505 Job Separator Tray	\$210.00
A0HRWY2	FS-527 Floor Finisher	\$525.60
A10DWY1	SD-509 Saddle Stitcher Kit for FS-527	\$642.00
A10EW11	PK-517 Punch Kit for FS-527	\$281.00
A10FWY1	JS-603 Job Separator Tray (3rd Output Tray) for FS-527	\$118.00
<b>FAX OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00
<b>I-OPTION ACCESSORIES:</b>		
7640014357	UK-203 Memory Upgrade Kit (for i-Option and My Panel)	\$64.00
A0PD01A	LK-101 v2 i-Option License Kit (Web Browser/Image Panel/Scan-to-SharePoint)	\$28.00
A0PD012	LK-102 i-Option License Kit (PDF Encryption)	\$415.00
A0PD015	LK-105 (Searchable PDF)	\$321.00
<b>MISC. OPTIONS:</b>		
7640006869	External Keyboard	\$102.00
A165WY1	KH-101 Keyboard Holder (for External Keyboard)	\$58.00
A0YCWY4	EK-804 USB Host Board (Local Interface Kit)	\$90.00
A0YCWY3	EK-805 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
A0W4WY2	WT-506 Working Table	\$45.00
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
A0Y9WY1	SC-507 Copy Guard Kit	\$528.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
7640008394	AU-202H iClass Card Reader	\$212.00
4623472	Key Counter Mount Kit for Hecon Conventional Key Counter	\$51.00
7640014723	Innovolt Power Manager 15Amp	\$179.00
7640013463	CS-1 Convenience Stapler	\$169.00
7640015657	bizhub SECURE	\$225.00



<b>A2WV011</b>	<b>bizhub 552</b>	<b>\$3,759.20</b>
7670525508	Delivery Charge - Level 3	\$125.00
7640018094	Basic Network Service - BNS04	\$100.00
A0HRWY2	FS-527 Floor Finisher	\$525.60
15LB	FK-502 Fax Board	\$324.00
A0YAWY1	MK-720 Mount Kit	\$33.60
7640015657	bizhub SECURE	\$225.00

**PAPER SUPPLY OPTIONS:**

A0TJWY2	LU-204 Large Capacity Unit (2,500 sheets/Letter, Legal, Ledger and 12"x18")	\$1,396.00
A03NWX2	LU-301 Large Capacity Unit	\$762.00

**OUTPUT OPTIONS: Select one**

A092WW0	OT-503 Output Tray Unit (Exit Tray)	\$50.00
A11PWY1	FS-526 Finisher (100 sheet)	\$950.40

**ADDITIONAL OUTPUT OPTIONS:**

A10DWY1	SD-509 Saddle Stitcher Kit for FS-527	\$642.00
A10EW11	PK-517 Punch Kit for FS-527	\$281.00
A10FWY1	JS-603 Job Separator Tray (3rd Output Tray) for FS-527	\$118.00
A11TW11	PK-516 Punch Kit (2/3 Holes) for FS-526	\$381.00
A11RWY1	SD-508 Saddle Kit for FS-526	\$550.40
A109W11	ZU-606 Z-Folding Unit for FS-526	\$2,850.00
A10AWY1	PI-505 Post Inserter for FS-526	\$483.00
A10CWY1	JS-602 Job Separator Tray (3rd Output Tray)	\$210.00

**FAX / SCAN OPTIONS:**

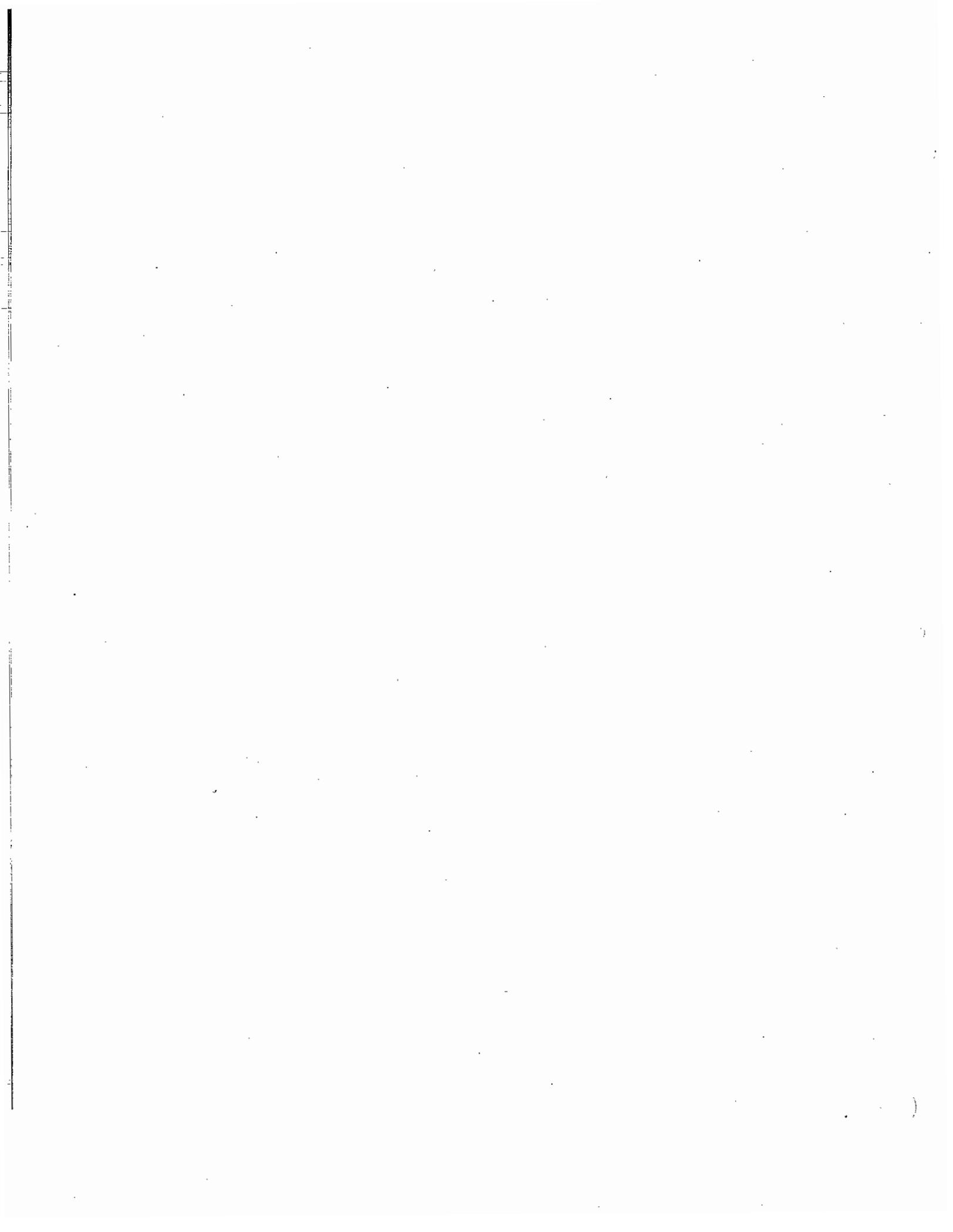
A1MUWY1	SA-502 Scan Accelerator Kit	\$214.00
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00

**I-OPTION ACCESSORIES:**

A0PD012	LK-102 i-Option License Kit (PDF Encryption)	\$415.00
A0PD01A	LK-101 v2 i-Option License Kit (Web Browser/Image Panel/Scan-to-SharePoint)	\$28.00
A0PD015	LK-105 (Searchable PDF)	\$321.00
7640014357	UK-203 Memory Upgrade Kit (for i-Option and My Panel)	\$64.00
A0PD160200	Stylus Pen	\$17.00
A0PD160100	Stylus Pen Holder	\$17.00

**MISC. OPTIONS:**

A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640008394	AU-202H iClass Card Reader	\$212.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
7640014560	Indala Card Reader	\$102.00
7640014558	MIFre Card Reader	\$102.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
7640006869	External Keyboard	\$102.00
A165WY1	KH-101 Keyboard Holder (for External Keyboard)	\$58.00



4623472	Key Counter Mount Kit for Hecon Conventional Key Counter	\$51.00
A0W4WY2	WT-506 Working Table	\$45.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
A0Y9WY1	SC-507 Copy Guard Kit	\$528.00
7640014724	Innovolt Power Manager 20Amp	\$199.00
7640013463	CS-1 Convenience Stapler	\$169.00
7640015657	bizhub SECURE	\$225.00

<b>A5YN011</b>	<b>bizhub 654</b>	<b>\$4,346.24</b>
7670525508	Delivery Charge - Level 3	\$125.00
7640018095	Basic Network Service - BNS05	\$100.00
A3EPWY1	FS-534 50-Sheet Stapling Finisher	\$525.60
A4MF011	FK-511 Fax Kit	\$357.60
7640015657	bizhub SECURE	\$225.00

**PAPER SUPPLY OPTIONS:**

A0TJWY4	LU-204 Large Capacity Unit	\$1,396.00
A03NWX2	LU-301 Large Capacity Unit	\$762.00

**OUTPUT OPTIONS: Select one**

A2Y1WY1	FS-535 100-Sheet Stapling Finisher	\$1,376.00
A2Y2WY1	SD-512 Saddle Stitcher (FS-535)	\$550.40
A2YRW11	PK-521 2/3 Hole Punch Unit (FS-535)	\$361.00
A092WW1	OT-503 Output Tray	\$50.00
A10CWY1	JS-602 Job Separator Tray (3rd Output Tray)	\$210.00
A109W12	ZU-606 Z-Folding Unit (FS-535)	\$2,850.00
A10AWY1	PI-505 Post Inserter for FS-526	\$483.00
A3EPWYA	FS-534 + SD-511 Kit	\$1,473.00
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	\$281.00

**FAX / SCAN OPTIONS:**

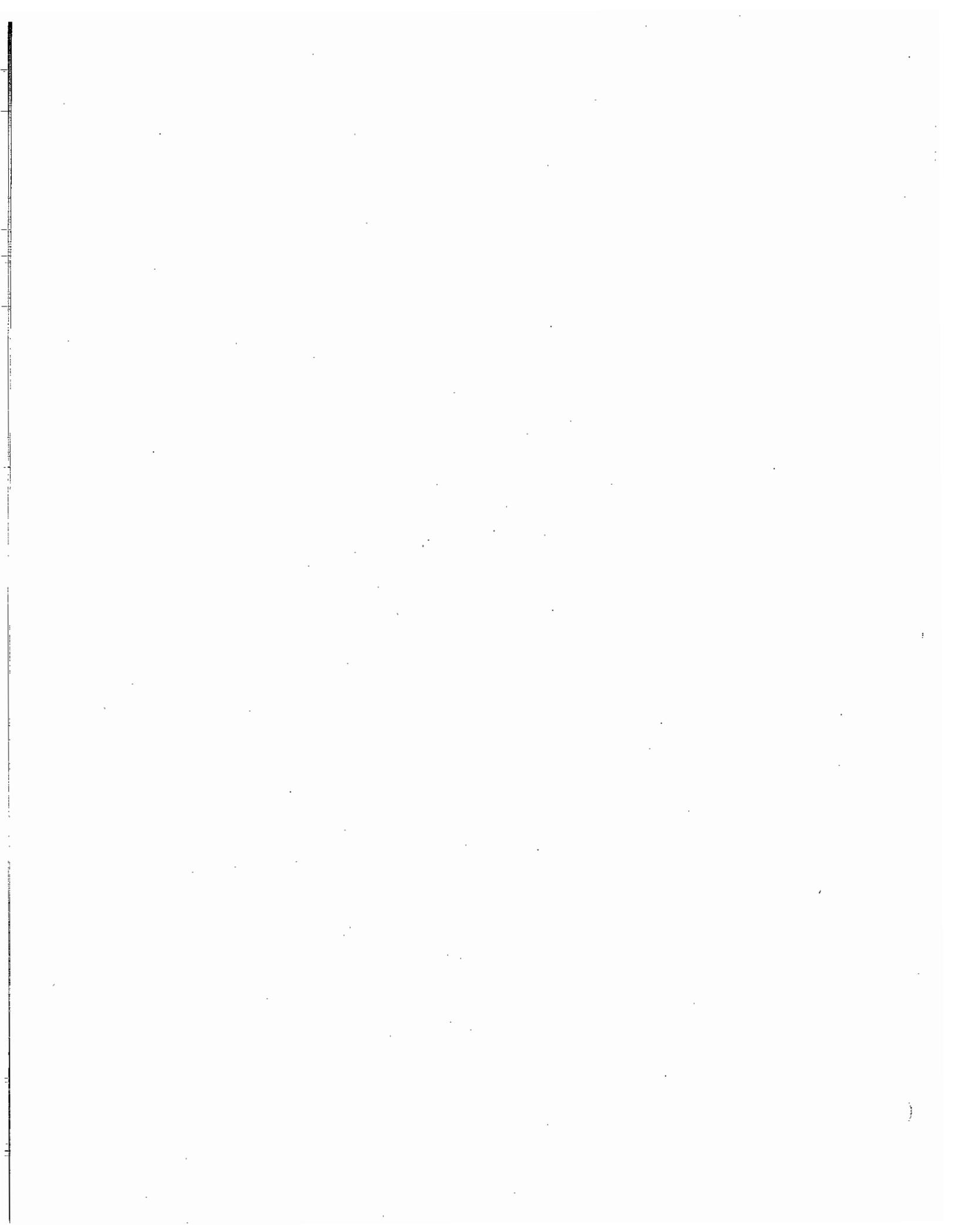
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00

**i-OPTION ACCESSORIES:**

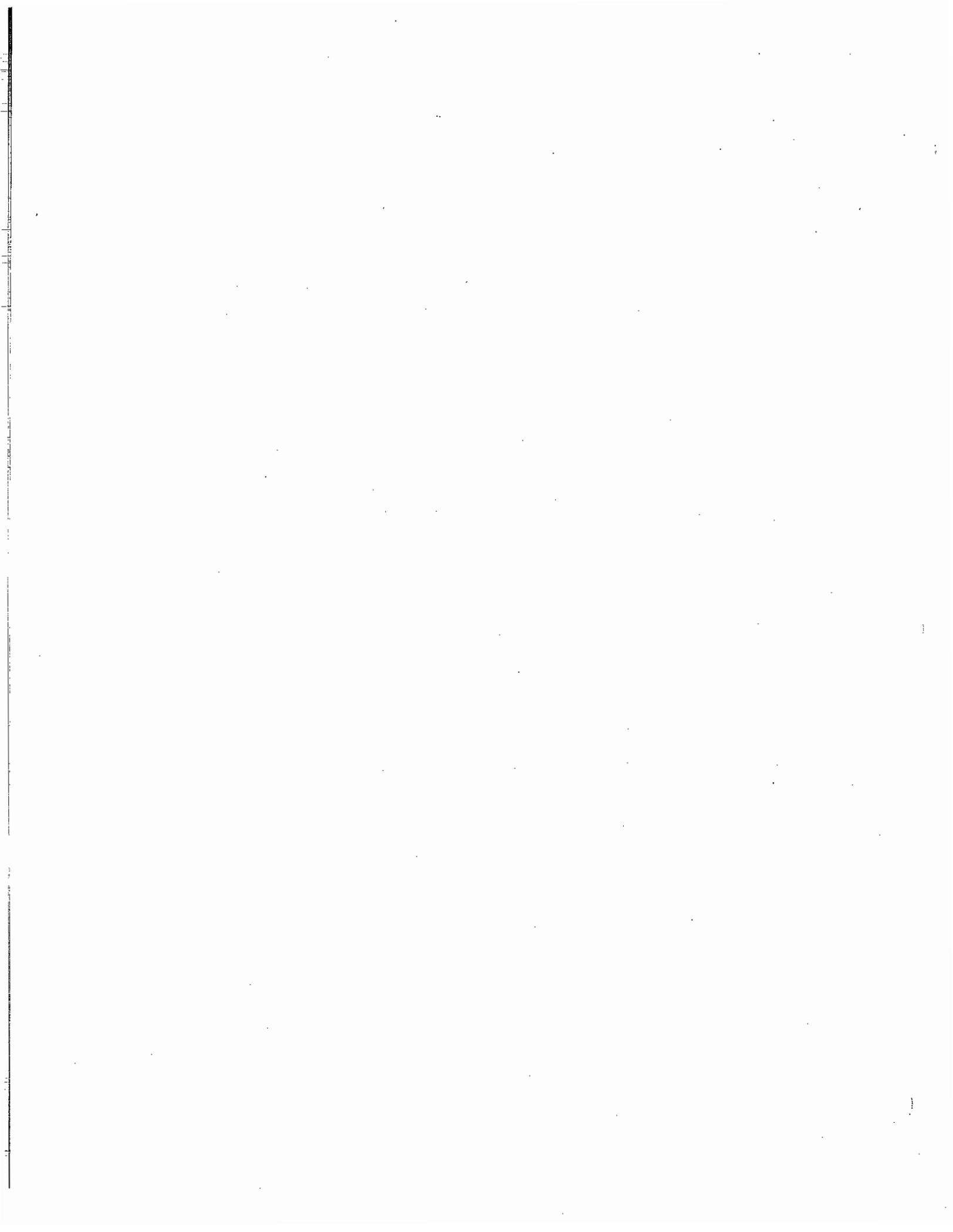
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	\$440.00
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	\$28.00
A0PD017	LK-104 v3 i-Option License Kit (Voice Guidance)	\$368.00
A0PD018	LK-105 v3 (Searchable PDF)	\$321.00
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	\$398.00
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	\$332.00
A0PD01G	LK-108 i-Option License Kit (OCR Font)	\$92.00
A4MHWY1	UK-204 i-Option Memory Upgrade Kit	\$120.00

**MISC. OPTIONS:**

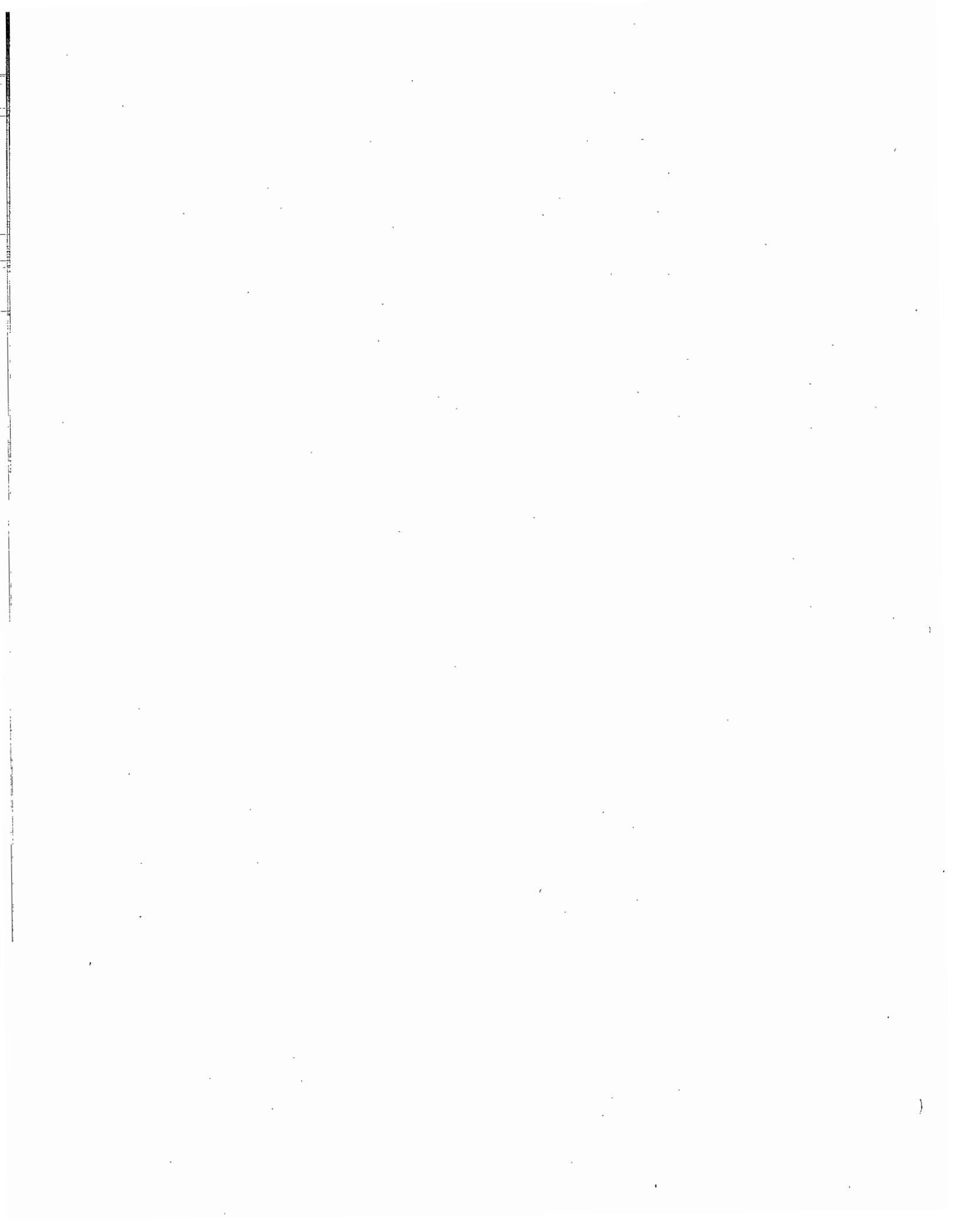
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640008394	AU-202H iClass Card Reader	\$212.00
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	\$16.80
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00



7640006869	External Keyboard	\$102.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
A4NRWY1	KH-102 Keyboard Holder	\$58.00
A64TWY1	KP-101 10-Key Pad	\$58.00
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	\$48.00
A0W4WY2	WT-506 Working Table	\$45.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	\$528.00
7640014724	Innovolt Power Manager 20Amp	\$199.00
7640013463	CS-1 Convenience Stapler	\$169.00
A161192000	Stylus Pen for INFO-Palette Series	\$20.00
7640015657	bizhub SECURE	\$225.00
<b>A55V011</b>	<b>bizhub 754</b>	<b>\$4,704.00</b>
7670525508	Delivery Charge - Level 3	\$125.00
7640018095	Basic Network Service - BNS05	\$100.00
A3EPWY1	FS-534 50-Sheet Stapling Finisher	\$525.60
A4MF011	FK-511 Fax Kit	\$357.60
7640015657	bizhub SECURE	\$225.00
<b>PAPER SUPPLY OPTIONS:</b>		
A0TJWY4	LU-204 Large Capacity Unit	\$1,396.00
A03NWY2	LU-301 Large Capacity Unit	\$762.00
<b>OUTPUT OPTIONS: Select one</b>		
A2Y1WY1	FS-535 100-Sheet Stapling Finisher	\$1,376.00
A2Y2WY1	SD-512 Saddle Stitcher (FS-535)	\$550.40
A2YRW11	PK-521 2/3 Hole Punch Unit (FS-535)	\$361.00
A092WW1	OT-503 Output Tray	\$50.00
A10CWY1	JS-602 Job Separator Tray (3rd Output Tray)	\$210.00
A109W12	ZU-606 Z-Folding Unit (FS-535)	\$2,850.00
A10AWY1	PI-505 Post Inserter for FS-526	\$483.00
A3EPWYA	FS-534 + SD-511 Kit	\$1,473.00
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	\$281.00
<b>FAX / SCAN OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00
<b>i-OPTION ACCESSORIES:</b>		
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	\$440.00
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	\$28.00
A0PD017	LK-104 v3 i-Option License Kit (Voice Guidance)	\$368.00
A0PD018	LK-105 v3 (Searchable PDF)	\$321.00
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	\$398.00
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	\$332.00
A0PD01G	LK-108 i-Option License Kit (OCR Font)	\$92.00
A4MHWY1	UK-204 i-Option Memory Upgrade Kit	\$120.00
<b>MISC. OPTIONS:</b>		
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00

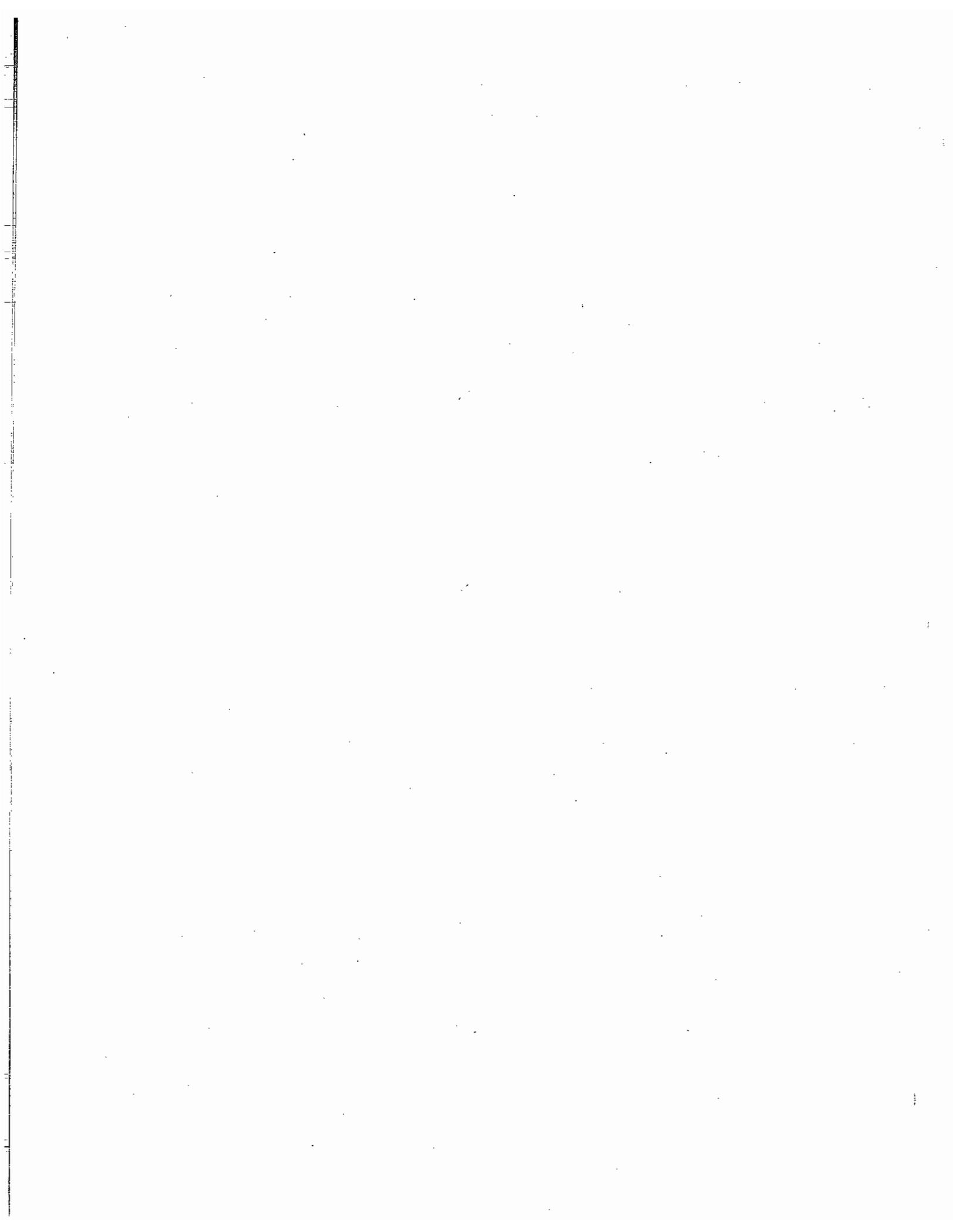


7640008394	AU-202H iClass Card Reader	\$212.00
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	\$16.80
A0YCWY3	EK-605 USB Host Board (Local Interface Kit) with Bluetooth Printing Support	\$129.00
A0YCWY4	EK-604 USB Host Board (Local Interface Kit)	\$90.00
7640006869	External Keyboard	\$102.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
A4NRWY1	KH-102 Keyboard Holder	\$58.00
A64TWY1	KP-101 10-Key Pad	\$58.00
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	\$48.00
A0W4WY2	WT-506 Working Table	\$45.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	\$528.00
7640014724	Innovolt Power Manager 20Amp	\$199.00
7640013463	CS-1 Convenience Stapler	\$169.00
A161192000	Stylus Pen for INFO-Palette Series	\$20.00
7640015657	bizhub SECURE	\$225.00

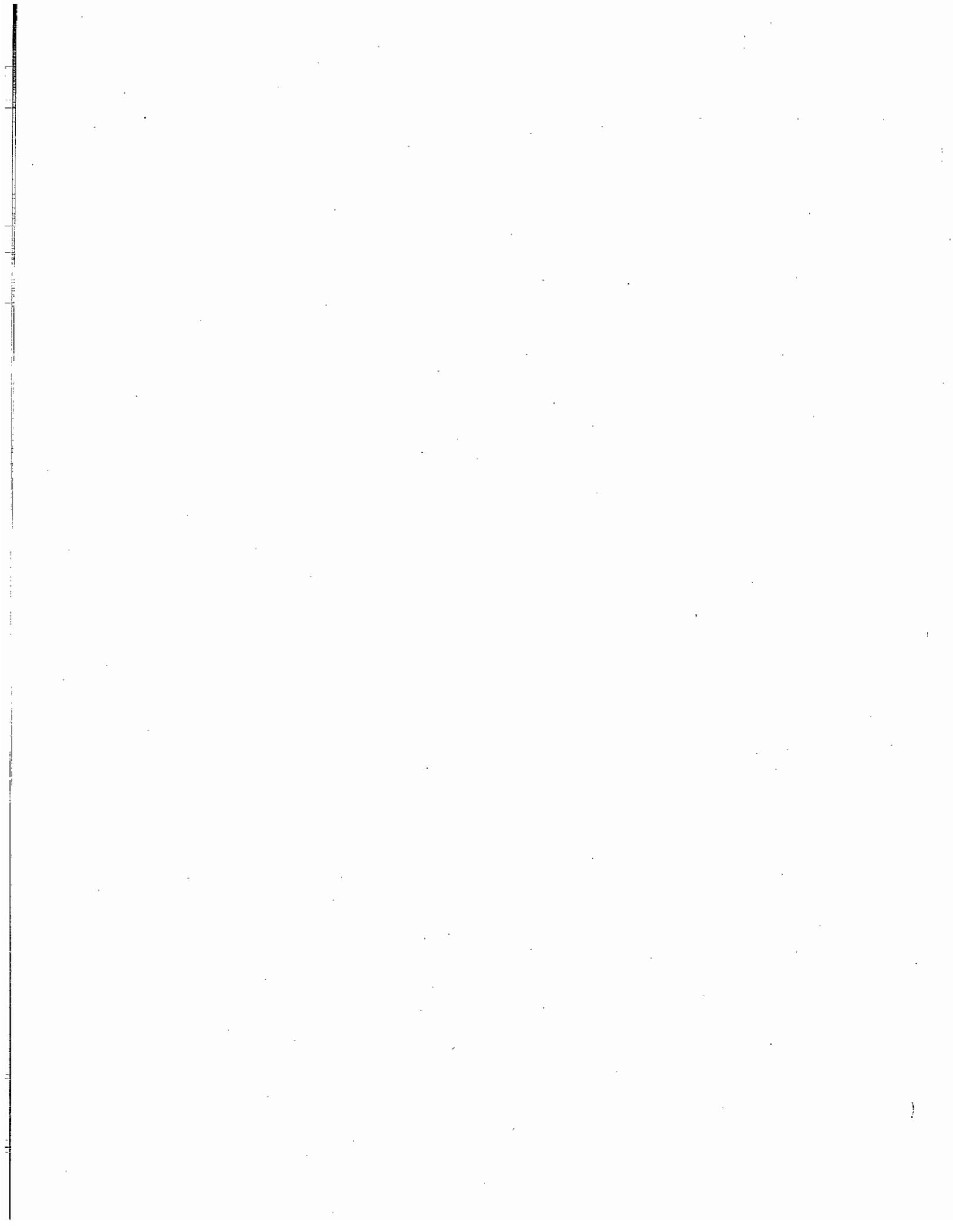


**KONICA MINOLTA**

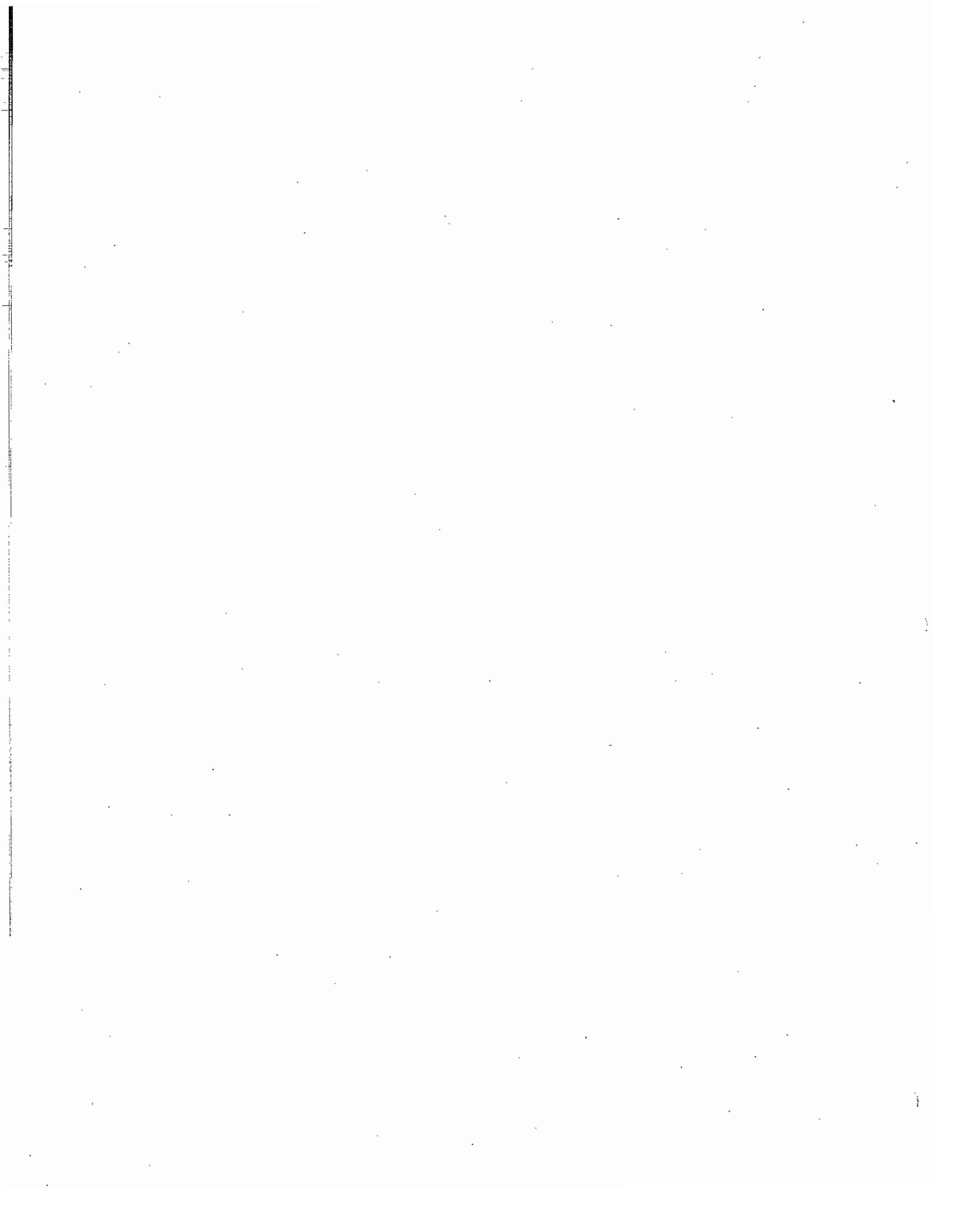
		Cook County Purchase Price
Item Number	Item Description	
<b>A5C1011</b>	<b>bizhub C364e</b>	<b>\$2,316.00</b>
7670525506	Delivery Charge - Level 1	\$125.00
7640018094	Basic Network Service - BNS04	\$100.00
A3CFWY1	DF-624 Reverse Automatic Document Feeder	\$484.00
A2XMWY2	PC-210 2-way Paper Feed Cabinet	\$336.00
A2YUWY1	FS-533 Inner Finisher	\$437.60
A4MF012	FK-511 Fax Kit	\$357.60
7640015657	bizhub SECURE	\$225.00
<b>DOCUMENT HANDLING OPTIONS: Select one</b>		
A3PMWY1	OC- 511 Original Cover	\$40.00
A3CEWY1	DF-701 Single Pass Dual Scan Document Feeder	\$848.00
<b>PAPER SUPPLY OPTIONS: Select one</b>		
A2XM013	PC-410 Large Capacity Cassette	\$336.00
A2XMWY1	PC-110 Paper Feed Cabinet	\$436.00
7640017610	DK-510 Copy Desk	\$80.00
<b>OUTPUT OPTIONS:</b>		
A2YVWY1	JS-506 Job Separator Tray	\$209.00
A3EPWY1	FS-534 50-Sheet Stapling Finisher	\$525.60
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	\$281.00
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	\$281.00
A3EPWYA	FS-534 + SD-511 Kit	\$1,473.00
<b>FAX OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00
A4NPWY1	MK-728 Mount Kit (3rd&4th Fax Line Mount Kit)	\$56.00
A22M011	FK-508 Fax Board	\$513.00
<b>PRINT CONTROLLER OPTIONS:</b>		
A4FRWY2	IC-414 Fiery Image Controller	\$1,804.80
A4MGWY1	VI-506 Video Interface Card	\$106.40
7640004312	EFI Hot Folders	\$454.00
7640004313	EFI AutoTrap	\$454.00
45109642	ES-2000 Spectrophotometer	\$553.82
7640009476	EFI Fiery SeeSequence Impose	\$1,532.00
7640009477	EFI Fiery SeeSequence Compose	\$707.00
7640009478	EFI Fiery SeeSequence Impose+Compose Suite	\$1,885.00
3000005452	Fiery Color Profiler Suite V 4.0 with ES-2000 Spectrophotometer	\$1,394.46
7640017030	EFI IC-414 Productivity Package	\$2,792.00
<b>I-OPTION ACCESSORIES:</b>		
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	\$28.00
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	\$440.00
A0PD017	LK-104 v3 i-Option License Kit (Voice Guidance)	\$368.00
A0PD018	LK-105 v3 (Searchable PDF)	\$321.00
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	\$398.00
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	\$332.00
A0PD01G	LK-108 i-Option License Kit (OCR Font)	\$92.00
A0PD01J	LK-110 i-Option License kit (OOXML File Conversion, Enhanced Image Data)	\$560.00



A0PD01K	LK-111 i-Option License Kit (ThinPrint Client Support)	\$120.00
7640017928	UK-204 i-Option Memory Upgrade Kit	\$120.00
<b>MISC. OPTIONS:</b>		
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640008394	AU-202H iClass Card Reader	\$212.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
A4MEWY1	MK-730 Banner paper Guide	\$322.00
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	\$16.80
A4MJWY2	EK-606 Local USB Interface Kit	\$89.00
A4MKWY2	EK-607 Local USB Interface Kit	\$128.00
7640006869	External Keyboard	\$102.00
A64TWY1	KP-101 10-Key Pad	\$58.00
A4NRWY1	KH-102 Keyboard Holder	\$58.00
A0W4WY2	WT-506 Working Table	\$45.00
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	\$48.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	\$528.00
7640014723	Innovolt Power Manager 15Amp	\$179.00
7640013463	CS-1 Convenience Stapler	\$169.00
A161192000	Stylus Pen for INFO-Palette Series	\$20.00
7640015657	bizhub SECURE	\$225.00
<b>A5AY011</b>	<b>bizhub C554e</b>	<b>\$4,489.50</b>
7670525507	Delivery Charge - Level 2	\$125.00
7640018095	Basic Network Service - BNS05	\$100.00
A2XM013	PC-410 Large Capacity Cassette	\$336.00
A2YUWY1	FS-533 Inner Finisher	\$437.60
A4MF012	FK-511 Fax Kit	\$357.60
7640015657	bizhub SECURE	\$225.00
<b>PAPER SUPPLY OPTIONS: Select one</b>		
A2XMWY2	PC-210 2-way Paper Feed Cabinet	\$336.00
A2XMWY1	PC-110 Paper Feed Cabinet	\$436.00
7640017610	DK-510 Copy Desk	\$80.00
A0TJWY4	LU-204 Large Capacity Unit	\$1,396.00
A03NWX2	LU-301 Large Capacity Unit	\$762.00
<b>OUTPUT OPTIONS:</b>		
A2YVWY1	JS-506 Job Separator Tray	\$209.00
A10CWY1	JS-602 Job Separator Tray (3rd Output Tray)	\$210.00
A10AWY1	PI-505 Post Inserter for FS-526	\$483.00
A3EPWY1	FS-534 50-Sheet Stapling Finisher	\$525.60
A2Y1WY1	FS-535 100-Sheet Stapling Finisher	\$1,376.00
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	\$281.00
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	\$281.00
A2YRW11	PK-521 2/3 Hole Punch Unit (FS-535)	\$361.00
A3EPWYA	FS-534 + SD-511 Kit	\$1,473.00
A2Y2WY1	SD-512 Saddle Stitcher (FS-535)	\$550.40
A109W12	ZU-606 Z-Folding Unit (FS-535)	\$2,850.00
A4MDWY1	OT-506 Output Tray	\$49.00
<b>FAX OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00

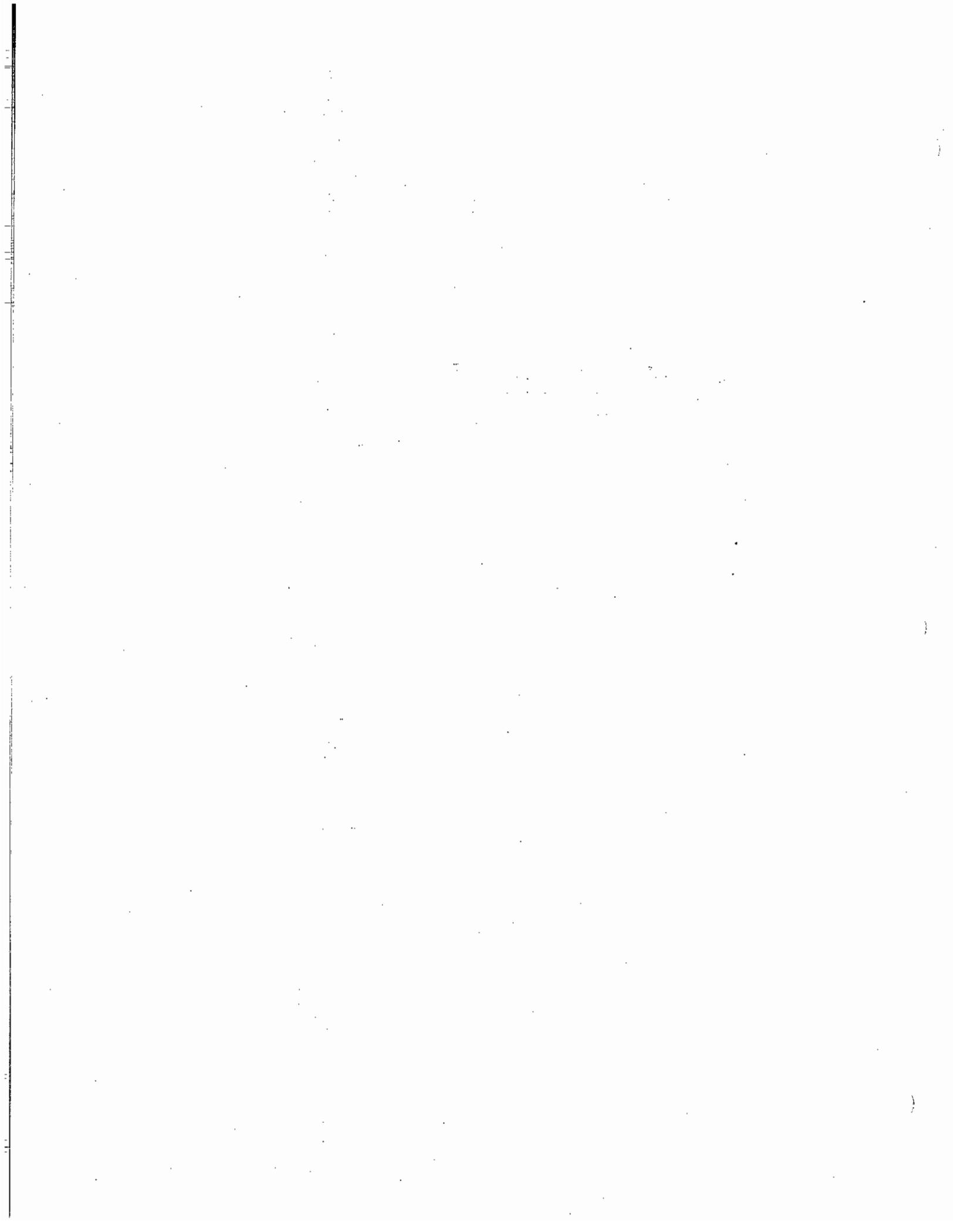


4614511	Spare TX Marker Stamp 2	\$12.00
A4NPWY1	MK-728 Mount Kit (3rd&4th Fax Line Mount Kit)	\$56.00
A22M011	FK-508 Fax Board	\$513.00
<b>PRINT CONTROLLER OPTIONS:</b>		
A4FRWY2	IC-414 Fiery Image Controller	\$1,804.80
A4MGWY1	VI-506 Video Interface Card	\$106.40
7640004312	EFI Hot Folders	\$454.00
7640004313	EFI AutoTrap	\$454.00
45109642	ES-2000 Spectrophotometer	\$553.82
7640009476	EFI Fiery SeeSequence Impose	\$1,532.00
7640009477	EFI Fiery SeeSequence Compose	\$707.00
7640009478	EFI Fiery SeeSequence Impose+Compose Suite	\$1,885.00
3000005452	Fiery Color Profiler Suite V 4.0 with ES-2000 Spectrophotometer	\$1,394.46
7640017030	EFI IC-414 Productivity Package	\$2,792.00
<b>i-OPTION ACCESSORIES:</b>		
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	\$28.00
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	\$440.00
A0PD017	LK-104 v3 i-Option License Kit (Voice Guidance)	\$368.00
A0PD018	LK-105 v3 (Searchable PDF)	\$321.00
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	\$398.00
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	\$332.00
A0PD01G	LK-108 i-Option License Kit (OCR Font)	\$92.00
A0PD01J	LK-110 i-Option License kit (OOXML File Conversion, Enhanced Image Data)	\$560.00
A0PD01K	LK-111 i-Option License Kit (ThinPrint Client Support)	\$120.00
7640017928	UK-204 i-Option Memory Upgrade Kit	\$120.00
<b>MISC. OPTIONS:</b>		
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640008394	AU-202H iClass Card Reader	\$212.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
A4MEWY1	MK-730 Banner paper Guide	\$322.00
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	\$16.80
A4MJWY2	EK-606 Local USB Interface Kit	\$89.00
A4MKWY2	EK-607 Local USB Interface Kit	\$128.00
7640006869	External Keyboard	\$102.00
A64TWY1	KP-101 10-Key Pad	\$58.00
A4NRWY1	KH-102 Keyboard Holder	\$58.00
A0W4WY2	WT-506 Working Table	\$45.00
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	\$48.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	\$528.00
7640014724	Innovolt Power Manager 20Amp	\$199.00
7640013463	CS-1 Convenience Stapler	\$169.00
A161192000	Stylus Pen for INFO-Palette Series	\$20.00
7640015657	bizhub SECURE	\$225.00

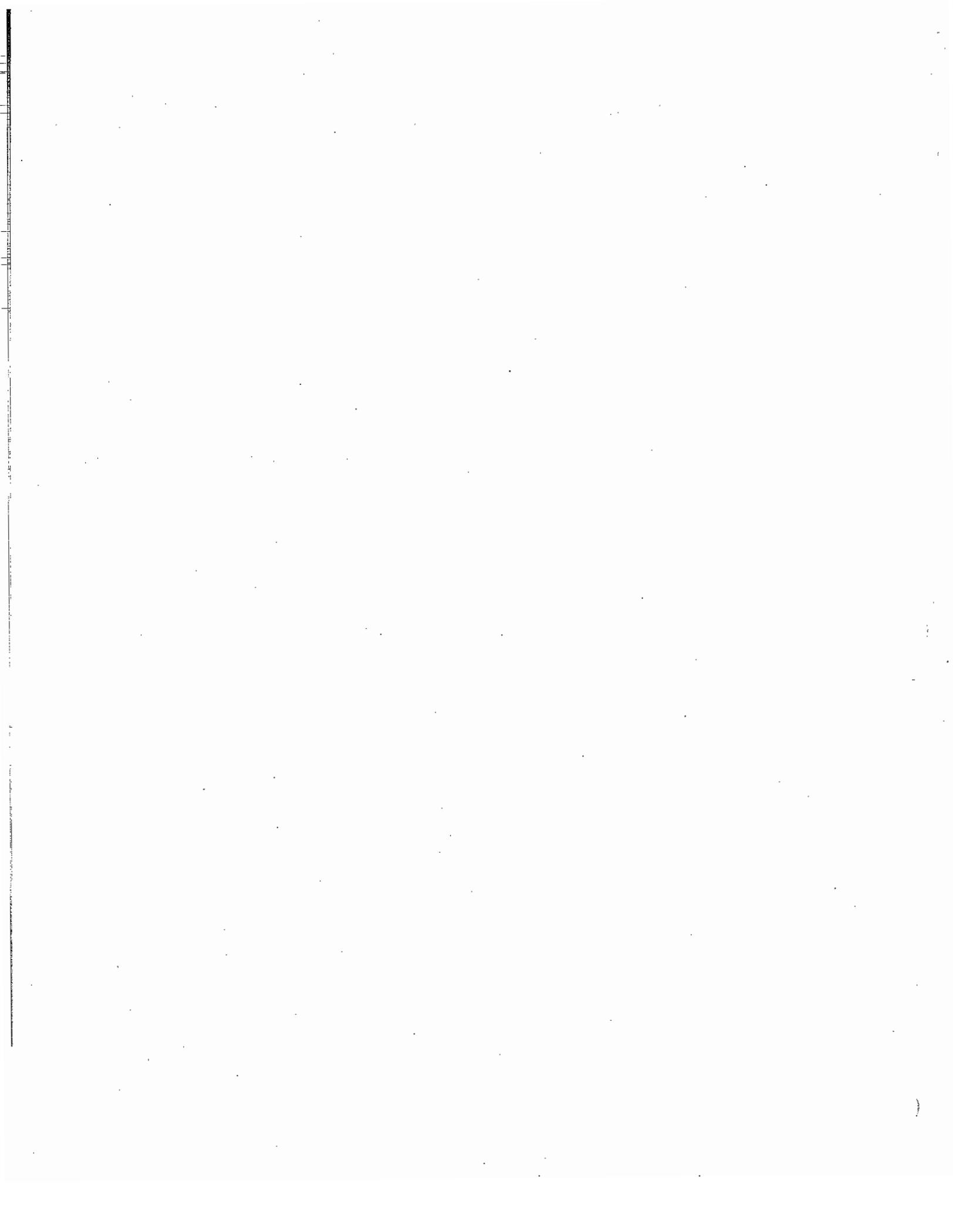


**KONICA MINOLTA**

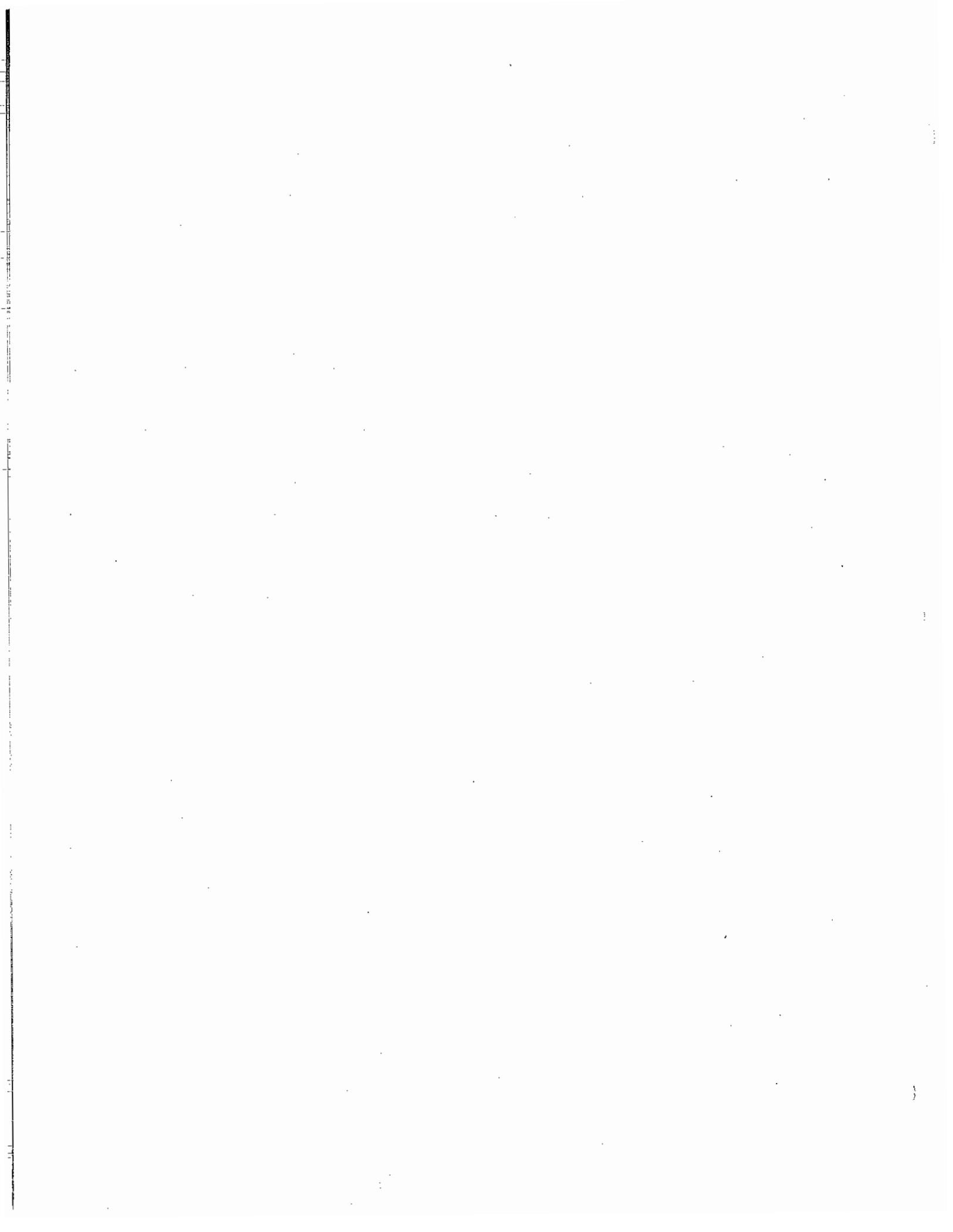
Item Number	Item Description	Cook County Purchase Price
<b>A5C1011</b>	<b>bizhub C364e</b>	<b>\$2,316.00</b>
7670525506	Delivery Charge - Level 1	\$125.00
7640018094	Basic Network Service - BNS04	\$100.00
A3CFWY1	DF-624 Reverse Automatic Document Feeder	\$484.00
A2XMWY2	PC-210 2-way Paper Feed Cabinet	\$336.00
A2YUWY1	FS-533 Inner Finisher	\$437.60
A4MF012	FK-511 Fax Kit	\$357.60
7640015657	bizhub SECURE	\$225.00
<b>DOCUMENT HANDLING OPTIONS: Select one</b>		
A3PMWY1	OC- 511 Original Cover	\$40.00
A3CEWY1	DF-701 Single Pass Dual Scan Document Feeder	\$848.00
<b>PAPER SUPPLY OPTIONS: Select one</b>		
A2XM013	PC-410 Large Capacity Cassette	\$336.00
A2XMWY1	PC-110 Paper Feed Cabinet	\$436.00
7640017610	DK-510 Copy Desk	\$80.00
<b>OUTPUT OPTIONS:</b>		
A2YVWY1	JS-506 Job Separator Tray	\$209.00
A3EPWY1	FS-534 50-Sheet Stapling Finisher	\$525.60
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	\$281.00
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	\$281.00
A3EPWYA	FS-534 + SD-511 Kit	\$1,473.00
<b>FAX OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00
A4NPWY1	MK-728 Mount Kit (3rd&4th Fax Line Mount Kit)	\$56.00
A22M011	FK-508 Fax Board	\$513.00
<b>PRINT CONTROLLER OPTIONS:</b>		
A4FRWY2	IC-414 Fiery Image Controller	\$1,804.80
A4MGWY1	VI-506 Video Interface Card	\$106.40
7640004312	EFI Hot Folders	\$454.00
7640004313	EFI AutoTrap	\$454.00
45109642	ES-2000 Spectrophotometer	\$553.82
7640009476	EFI Fiery SeeQuence Impose	\$1,532.00
7640009477	EFI Fiery SeeQuence Compose	\$707.00
7640009478	EFI Fiery SeeQuence Impose+Compose Suite	\$1,885.00
3000005452	Fiery Color Profiler Suite V 4.0 with ES-2000 Spectrophotometer	\$1,394.46
7640017030	EFI IC-414 Productivity Package	\$2,792.00
<b>I-OPTION ACCESSORIES:</b>		
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	\$28.00
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	\$440.00
A0PD017	LK-104 v3 i-Option License Kit (Voice Guidance)	\$368.00
A0PD018	LK-105 v3 (Searchable PDF)	\$321.00
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	\$398.00
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	\$332.00
A0PD01G	LK-108 i-Option License Kit (OCR Font)	\$92.00
A0PD01J	LK-110 i-Option License kit (OOXML File Conversion, Enhanced Image Data)	\$560.00



A0PD01K	LK-111 i-Option License Kit (ThinPrint Client Support)	\$120.00
7640017928	UK-204 i-Option Memory Upgrade Kit	\$120.00
<b>MISC. OPTIONS:</b>		
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640008394	AU-202H iClass Card Reader	\$212.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
A4MEWY1	MK-730 Banner paper Guide	\$322.00
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	\$16.80
A4MJWY2	EK-606 Local USB Interface Kit	\$89.00
A4MKWY2	EK-607 Local USB Interface Kit	\$128.00
7640006869	External Keyboard	\$102.00
A64TWY1	KP-101 10-Key Pad	\$58.00
A4NRWY1	KH-102 Keyboard Holder	\$58.00
A0W4WY2	WT-506 Working Table	\$45.00
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	\$48.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	\$528.00
7640014723	Innovolt Power Manager 15Amp	\$179.00
7640013463	CS-1 Convenience Stapler	\$169.00
A161192000	Stylus Pen for INFO-Palette Series	\$20.00
7640015657	bizhub SECURE	\$225.00
<b>A5AY011 bizhub C554e \$4,489.50</b>		
7670525507	Delivery Charge - Level 2	\$125.00
7640018095	Basic Network Service - BNS05	\$100.00
A2XM013	PC-410 Large Capacity Cassette	\$336.00
A2YUWY1	FS-533 Inner Finisher	\$437.60
A4MF012	FK-511 Fax Kit	\$357.60
7640015657	bizhub SECURE	\$225.00
<b>PAPER SUPPLY OPTIONS: Select one</b>		
A2XMWY2	PC-210 2-way Paper Feed Cabinet	\$336.00
A2XMWY1	PC-110 Paper Feed Cabinet	\$436.00
7640017610	DK-510 Copy Desk	\$80.00
A0TJWY4	LU-204 Large Capacity Unit	\$1,396.00
A03NWX2	LU-301 Large Capacity Unit	\$762.00
<b>OUTPUT OPTIONS:</b>		
A2YVWY1	JS-506 Job Separator Tray	\$209.00
A10CWY1	JS-602 Job Separator Tray (3rd Output Tray)	\$210.00
A10AWY1	PI-505 Post Inserter for FS-526	\$483.00
A3EPWY1	FS-534 50-Sheet Stapling Finisher	\$525.60
A2Y1WY1	FS-535 100-Sheet Stapling Finisher	\$1,376.00
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	\$281.00
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	\$281.00
A2YRW11	PK-521 2/3 Hole Punch Unit (FS-535)	\$361.00
A3EPWYA	FS-534 + SD-511 Kit	\$1,473.00
A2Y2WY1	SD-512 Saddle Stitcher (FS-535)	\$550.40
A109W12	ZU-806 Z-Folding Unit (FS-535)	\$2,850.00
A4MDWY1	OT-506 Output Tray	\$49.00
<b>FAX OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00

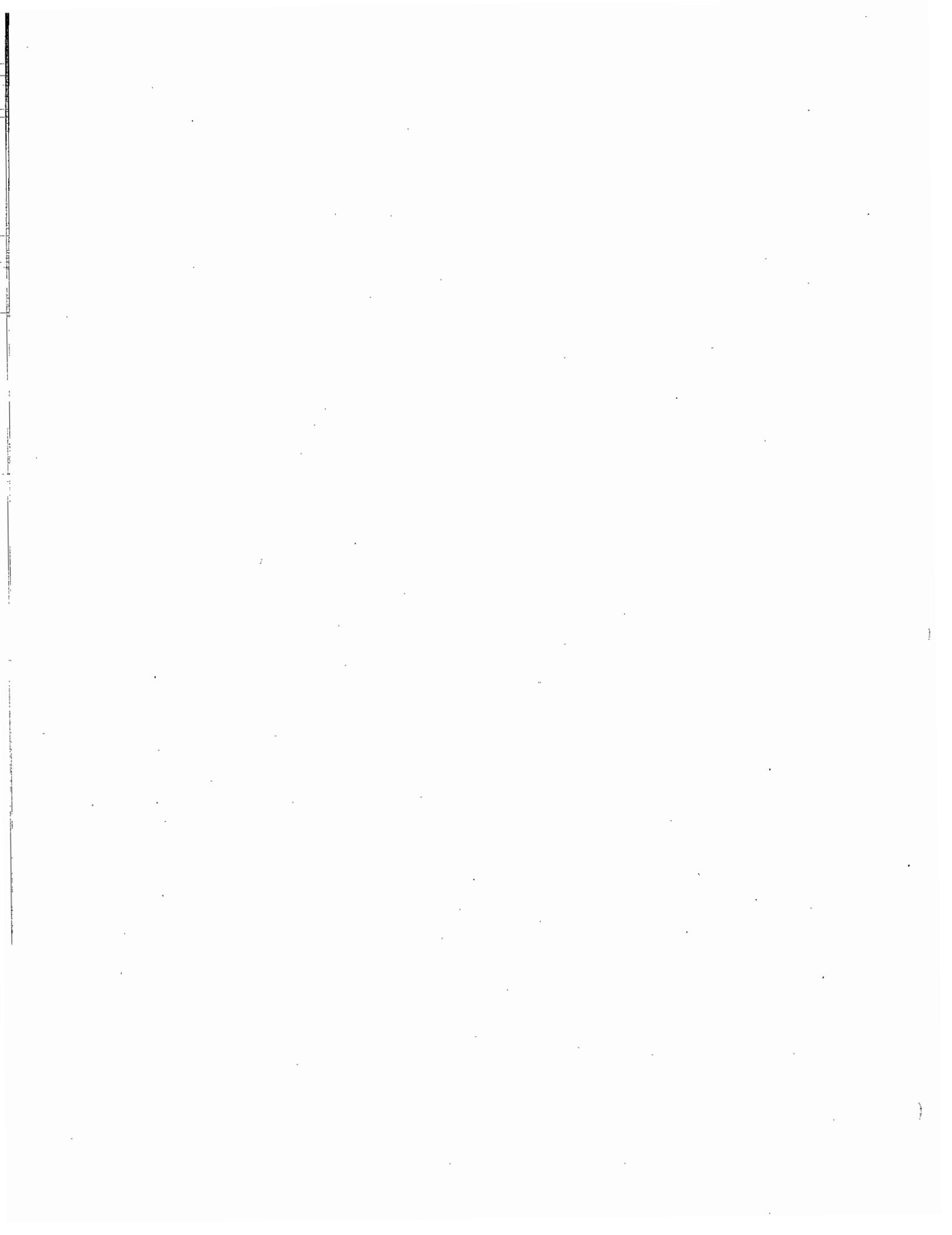


4614511	Spare TX Marker Stamp 2	\$12.00
A4NPWY1	MK-728 Mount Kit (3rd&4th Fax Line Mount Kit)	\$56.00
A22M011	FK-508 Fax Board	\$513.00
<b>PRINT CONTROLLER OPTIONS:</b>		
A4FRWY2	IC-414 Fiery Image Controller	\$1,804.80
A4MGWY1	VI-506 Video Interface Card	\$106.40
7640004312	EFI Hot Folders	\$454.00
7640004313	EFI AutoTrap	\$454.00
45109642	ES-2000 Spectrophotometer	\$553.82
7640009476	EFI Fiery SeeSequence Impose	\$1,532.00
7640009477	EFI Fiery SeeSequence Compose	\$707.00
7640009478	EFI Fiery SeeSequence Impose+Compose Suite	\$1,885.00
3000005452	Fiery Color Profiler Suite V 4.0 with ES-2000 Spectrophotometer	\$1,394.46
7640017030	EFI IC-414 Productivity Package	\$2,792.00
<b>I-OPTION ACCESSORIES:</b>		
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	\$28.00
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	\$440.00
A0PD017	LK-104 v3 i-Option License Kit (Voice Guidance)	\$368.00
A0PD018	LK-105 v3 (Searchable PDF)	\$321.00
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	\$398.00
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	\$332.00
A0PD01G	LK-108 i-Option License Kit (OCR Font)	\$92.00
A0PD01J	LK-110 i-Option License kit (OOXML File Conversion, Enhanced Image Data)	\$560.00
A0PD01K	LK-111 i-Option License Kit (ThinPrint Client Support)	\$120.00
7640017928	UK-204 i-Option Memory Upgrade Kit	\$120.00
<b>MISC. OPTIONS:</b>		
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640008394	AU-202H iClass Card Reader	\$212.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
A4MEWY1	MK-730 Banner paper Guide	\$322.00
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	\$16.80
A4MJWY2	EK-606 Local USB Interface Kit	\$89.00
A4MKWY2	EK-607 Local USB Interface Kit	\$128.00
7640006869	External Keyboard	\$102.00
A64TWY1	KP-101 10-Key Pad	\$58.00
A4NRWY1	KH-102 Keyboard Holder	\$58.00
A0W4WY2	WT-506 Working Table	\$45.00
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	\$48.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	\$528.00
7640014724	Innovolt Power Manager 20Amp	\$199.00
7640013463	CS-1 Convenience Stapler	\$169.00
A161192000	Stylus Pen for INFO-Palette Series	\$20.00
7640015657	bizhub SECURE	\$225.00

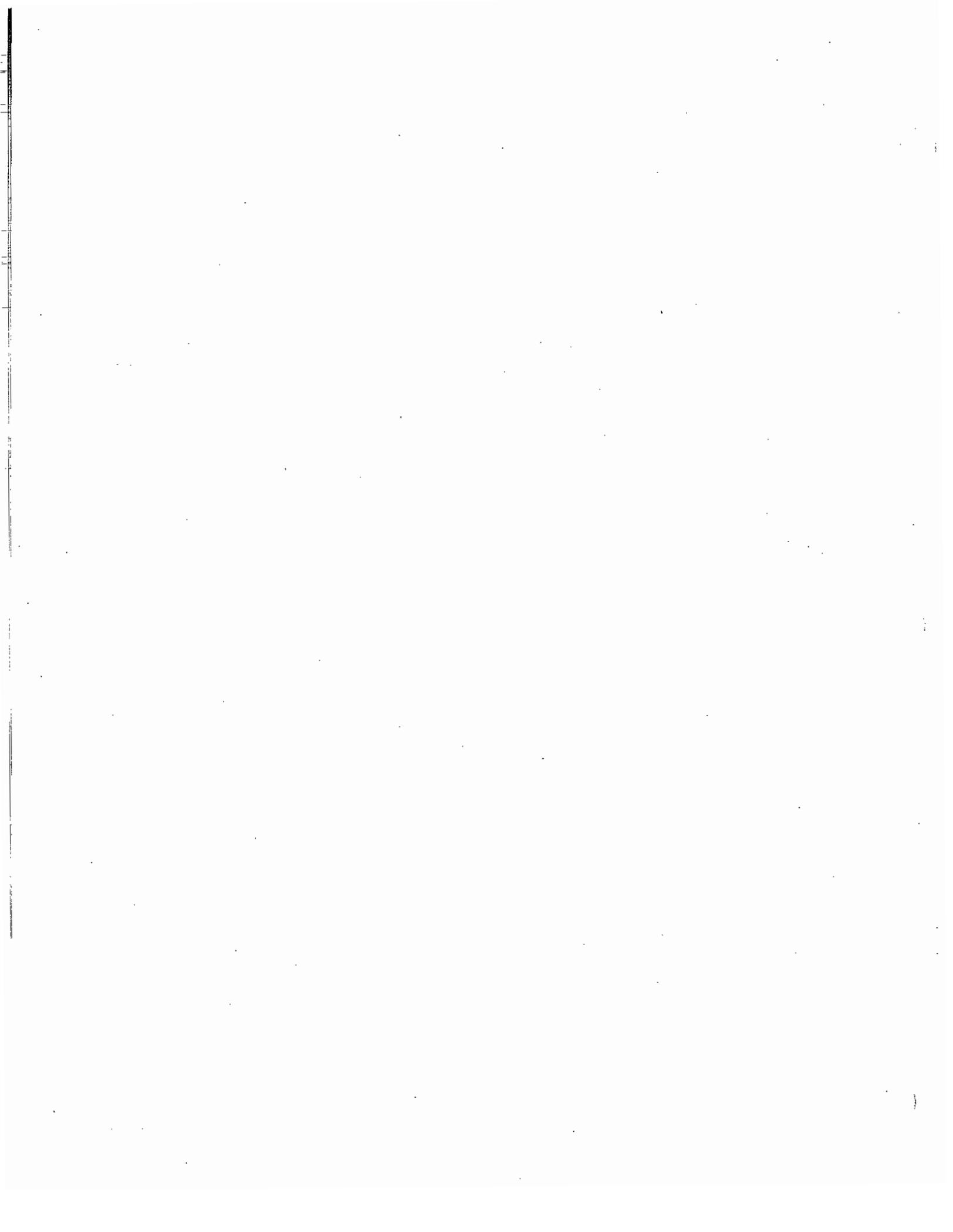


**KONICA MINOLTA**

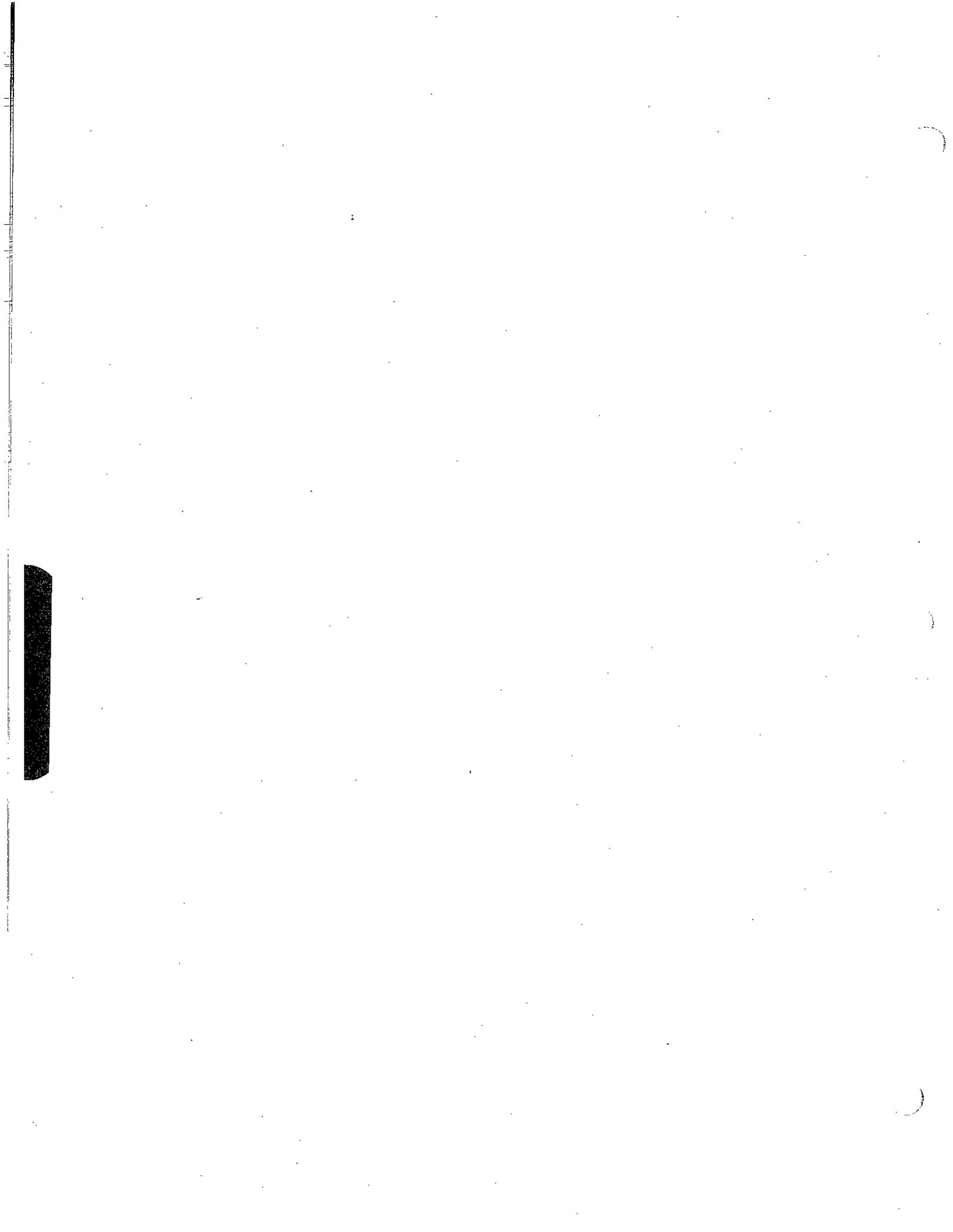
Item Number	Item Description	Cook County Purchase Price
<b>A5C1011</b>	<b>bizhub C364e</b>	<b>\$2,316.00</b>
7670525506	Delivery Charge - Level 1	\$125.00
7640018094	Basic Network Service - BNS04	\$100.00
A3CFWY1	DF-624 Reverse Automatic Document Feeder	\$484.00
A2XMWY2	PC-210 2-way Paper Feed Cabinet	\$336.00
A2YUWY1	FS-533 Inner Finisher	\$437.60
A4MF012	FK-511 Fax Kit	\$357.60
7640015657	bizhub SECURE	\$225.00
<b>DOCUMENT HANDLING OPTIONS: Select one</b>		
A3PMWY1	OC- 511 Original Cover	\$40.00
A3CEWY1	DF-701 Single Pass Dual Scan Document Feeder	\$848.00
<b>PAPER SUPPLY OPTIONS: Select one</b>		
A2XM013	PC-410 Large Capacity Cassette	\$336.00
A2XMWY1	PC-110 Paper Feed Cabinet	\$436.00
7640017610	DK-510 Copy Desk	\$80.00
<b>OUTPUT OPTIONS:</b>		
A2YVWY1	JS-506 Job Separator Tray	\$209.00
A3EPWY1	FS-534 50-Sheet Stapling Finisher	\$525.60
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	\$281.00
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	\$281.00
A3EPWYA	FS-534 + SD-511 Kit	\$1,473.00
<b>FAX OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00
4614511	Spare TX Marker Stamp 2	\$12.00
A4NPWY1	MK-728 Mount Kit (3rd&4th Fax Line Mount Kit)	\$56.00
A22M011	FK-508 Fax Board	\$513.00
<b>PRINT CONTROLLER OPTIONS:</b>		
A4FRWY2	IC-414 Fiery Image Controller	\$1,804.80
A4MGWY1	VI-506 Video Interface Card	\$106.40
7640004312	EFI Hot Folders	\$454.00
7640004313	EFI AutoTrap	\$454.00
45109642	ES-2000 Spectrophotometer	\$553.82
7640009476	EFI Fiery SeeSequence Impose	\$1,532.00
7640009477	EFI Fiery SeeSequence Compose	\$707.00
7640009478	EFI Fiery SeeSequence Impose+Compose Suite	\$1,885.00
3000005452	Fiery Color Profiler Suite V 4.0 with ES-2000 Spectrophotometer	\$1,394.46
7640017030	EFI IC-414 Productivity Package	\$2,792.00
<b>I-OPTION ACCESSORIES:</b>		
A0PD01H	LK-101 v3 i-Option License Kit (Web Browser)	\$28.00
A0PD016	LK-102 v3 i-Option License Kit (Encrypted PDF, PDF/A, Linearized PDF)	\$440.00
A0PD017	LK-104 v3 i-Option License Kit (Voice Guidance)	\$368.00
A0PD018	LK-105 v3 (Searchable PDF)	\$321.00
A0PD019	LK-106 i-Option License Kit (Bar Code Font)	\$398.00
A0PD01F	LK-107 i-Option License Kit (Unicode Font)	\$332.00
A0PD01G	LK-108 i-Option License Kit (OCR Font)	\$92.00
A0PD01J	LK-110 i-Option License kit (OOXML File Conversion, Enhanced Image Data)	\$560.00



A0PD01K	LK-111 i-Option License Kit (ThinPrint Client Support)	\$120.00
7640017928	UK-204 i-Option Memory Upgrade Kit	\$120.00
<b>MISC. OPTIONS:</b>		
A0X9WY1	AU-102 Biometric Authentication Unit	\$428.00
7640005064	AU-201H HID Proximity Card Authentication Unit	\$179.00
7640008394	AU-202H iClass Card Reader	\$212.00
7640013468	AU-204H Mag Stripe Card Reader	\$179.00
A4MEWY1	MK-730 Banner paper Guide	\$322.00
A4NMWY1	MK-735 Mount Kit (IC Card Internal Mount Kit)	\$16.80
A4MJWY2	EK-606 Local USB Interface Kit	\$89.00
A4MKWY2	EK-607 Local USB Interface Kit	\$128.00
7640006869	External Keyboard	\$102.00
A64TWY1	KP-101 10-Key Pad	\$58.00
A4NRWY1	KH-102 Keyboard Holder	\$58.00
A0W4WY2	WT-506 Working Table	\$45.00
4623474	Key Counter Mount Kit 1 for Hecon Conventional Counter	\$48.00
7640005261	HID Proximity Cards - 10 pack	\$33.00
A4MMWY1	SC-508 Security Kit (Copy Guard/Password Protect)	\$528.00
7640014723	Innovolt Power Manager 15Amp	\$179.00
7640013463	CS-1 Convenience Stapler	\$169.00
A161192000	Stylus Pen for INFO-Palette Series	\$20.00
7640015657	bizhub SECURE	\$225.00
<b>A5AY011</b>	<b>bizhub C554e</b>	<b>\$4,489.50</b>
7670525507	Delivery Charge - Level 2	\$125.00
7640018095	Basic Network Service - BNS05	\$100.00
A2XM013	PC-410 Large Capacity Cassette	\$336.00
A2YUWY1	FS-533 Inner Finisher	\$437.60
A4MF012	FK-511 Fax Kit	\$357.60
7640015657	bizhub SECURE	\$225.00
<b>PAPER SUPPLY OPTIONS: Select one</b>		
A2XMWY2	PC-210 2-way Paper Feed Cabinet	\$336.00
A2XMWY1	PC-110 Paper Feed Cabinet	\$436.00
7640017610	DK-510 Copy Desk	\$80.00
A0TJWY4	LU-204 Large Capacity Unit	\$1,396.00
A03NWY2	LU-301 Large Capacity Unit	\$762.00
<b>OUTPUT OPTIONS:</b>		
A2YVWY1	JS-506 Job Separator Tray	\$209.00
A10CWY1	JS-602 Job Separator Tray (3rd Output Tray)	\$210.00
A10AWY1	PI-505 Post Inserter for FS-526	\$483.00
A3EPWY1	FS-534 50-Sheet Stapling Finisher	\$525.60
A2Y1WY1	FS-535 100-Sheet Stapling Finisher	\$1,376.00
A3EUW11	PK-519 2/3 Hole Punch Unit (FS-533)	\$281.00
A3ETW11	PK-520 2/3 Hole Punch Unit (FS-534)	\$281.00
A2YRW11	PK-521 2/3 Hole Punch Unit (FS-535)	\$361.00
A3EPWYA	FS-534 + SD-511 Kit	\$1,473.00
A2Y2WY1	SD-512 Saddle Stitcher (FS-535)	\$550.40
A109W12	ZU-806 Z-Folding Unit (FS-535)	\$2,850.00
A4MDWY1	OT-506 Output Tray	\$49.00
<b>FAX OPTIONS:</b>		
4614506	SP-501 Fax Stamp Unit	\$20.00









## We create solutions that transform the workplace.

Konica Minolta Business Solutions U.S.A. Inc. (Konica Minolta) is a modern business solutions powerhouse. We hold a leading position in the United States office MFP (multifunction peripheral) market, which is shifting from monochrome to color, by concentrating on medium- to high-speed color machines that feature high image quality and advanced network compatibility. In the field of production printing, demand is continually expanding for print systems that can meet the need for highly varied, small-lot print runs. We meet this demand as well, with an extensive lineup of highly durable machines equipped with enhanced binding features.

Operating as a Complete Solution Provider, we hold and manage numerous contracts with top rated FORTUNE© 1000 Companies, as well as smaller and mid-sized corporations and businesses around the country. Konica Minolta is also a successful contractor to many federal, state and local government agencies. We are continually recognized as an innovator in the Imaging Technology field, and an industry benchmark in customer support.

Our products and services are offered nationally by more than 120 branch offices; and by approximately 365 Authorized Dealers. We maintain 12 national distribution centers, including a major distribution warehouse complex in Brooks, Kentucky, just minutes from a central UPS shipping hub, conveniently allowing us to serve the document production and management needs of client companies throughout North America in a minimum amount of time.



### Our Corporate Message

In these times of rapid changes and rising diversity on our planet, our job at Konica Minolta involves knowing what people are thinking, seeing business needs from the customer's point of view, and bringing amazing new possibilities to life. We integrate ideas, solving the challenges you face with our unique way of thinking. We are confident that no matter how difficult the problem, our commitment to pursuing ideas and the strengths of our core technologies will lead us to the right solution. Through innovation, we inspire the imagination and give new direction to businesses and life.

Shining light on aspects of life that were once invisible

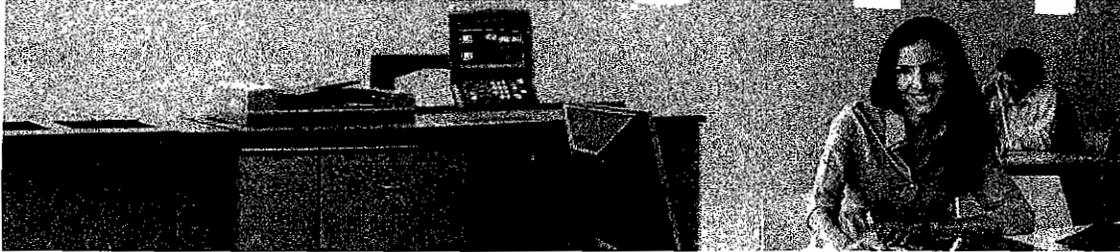
Allowing something that has never been touched to be felt,

Making the impossible possible.

With ideas and the power to give them life we contribute to a brighter future.



## From Desk Top to Print Shop



With our technologically advanced line of digital multifunction devices, printers, solutions and services, Konica Minolta offers our customers complete solutions for document creation, production, and management, ranging from small office/home office needs, to workgroups and enterprises, all the way up to large production operations. We mobilize all resources to take advantage of the business opportunity before us, while offering one point of contact to our customers. The continued success that Konica Minolta has seen in the MFP marketplace is extended to our full line of printer products.

We have aligned our organization to achieve key initiatives in delivering ultimate customer satisfaction:

- **A unified component approach-** designed to create consistency and efficiency across product lines encompassing everything from Konica Minolta's proprietary Emperon print technology, to function-rich, yet easy-to-use, state-of-the-art print drivers with common user interface, and our own Simitri™ Polymerized Toner.
- **An IT-ready product set-** to deliver the most popular line of products with digital connectivity tailored to specific industries that address optimized workflow, network management, security and verification.
- **Total solutions services-** to our customers; for the design, implementation and maintenance of complete solutions for document creation, production and management.
- **A holistic market approach-** offers a combination of products, services and partners to address the entire marketplace from home office, small-to-midsize business, and enterprise needs, taking advantage of the continuing shift to color documents.

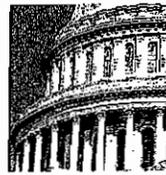
Konica Minolta sells and services the equipment we manufacture, ensuring we have the resources to properly support our customers in both the products we sell and the services we provide. By capitalizing on the financial strength of our \$9 billion organization, Konica Minolta possesses every capability necessary to become an effective and efficient business partner. We cultivate and maintain effective strategic partnerships with numerous solutions manufacturers, allowing us to present innovative and comprehensive programs that meet and, more often, exceed the expectations of client workgroup administrators.

We know that every business handles information differently, and that no two projects require the same workflow. Whatever your job requires-- that's what Konica Minolta can provide.

### Advanced bizhub Technology

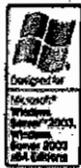
Konica Minolta manufactures and markets our innovative line of bizhub Digital Multifunction Devices, PagePro and Magicolor Printers to meet the document imaging needs of today's fast paced business environments. The bizhub product line is widely recognized by industry experts as the most advanced and comprehensive equipment line in the industry, resulting in numerous awards for Konica Minolta products. Our clients realize tangible and

**bizhub**



substantial cost savings, in addition to increased efficiency, through the utilization of Konica Minolta bizhub equipment.

We continue to increase Research and Development processes to enhance our product line, including features designed to optimize reliability and quality of output. Our core products are developed to seamlessly integrate into any environment. Konica Minolta supports these devices through simple device management software tools, allowing administrators to quickly configure and manage network-connected peripherals. We differ from our competitors by simplifying these otherwise complex processes, allowing users of all capabilities to easily navigate the digital document processes. We all work in an environment where "print and distribute" is quickly changing to "distribute and print", and Konica Minolta has taken a lead role in ensuring the most advanced technology available to support this process. By partnering with Konica Minolta, our customers are assured that the solutions are there to support their changing needs.



Konica Minolta has teamed with Microsoft to certify Imaging systems for customers who have standardized on the Microsoft Windows operating system. Multifunctional devices, copiers and printers, including the full bizhub line of products, and its print drivers have achieved Microsoft Certification under the "Designed for Windows" program. Print drivers for Konica Minolta products earning the "Designed for Windows" logo certification have been tested by Microsoft to ensure that they meet Microsoft standards for compatibility with the Windows operating systems designated on the logo, and that all components install and uninstall properly and do not interfere with other system components.

### Customized Document Workflow Solutions

Konica Minolta supports our advanced Multifunction Devices through a variety of additional software platforms designed to integrate within our MFP environment to provide unmatched abilities for our customers to create, print, store, share and manage information, in a simple and concise manner. As these platforms are available through a variety of licensing options, Konica Minolta assists in reviewing document processes and workflows; then tailors a scalable solution that will best fit an environment.

### Managed IT Services



All Covered, a division of Konica Minolta, is one of the nation's leading IT services providers. Through offices in 25 cities, we provide local and remote support for your IT infrastructure. We can help you with specific IT projects or we can be your entire IT department. We can tailor an IT support solution that is right for your company.

### Optimized Print Services



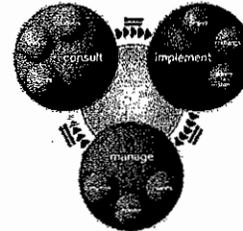
Optimized Print Services...  
Enhance workflow while optimizing cost.



Konica Minolta's Optimized Print Services (OPS) program allows our clients to optimize business processes and revolutionize the way they manage fleets of printers and MFPs. It is a fully customized solution that can assess a document and print environment, optimize that document workflow, and reduce maintenance costs to improve document output. Consisting of a suite of components to meet all needs, Konica Minolta's exclusive opt-WORKFLOW components assure:

#### **Supplies when you need them –**

We deliver all of your consumable needs. There's no need to order supplies or store additional inventory. Optimized Print Services provides you with automated supplies replenishment on designated alerts. Your supplies will be delivered directly to your location.



#### **Timely proactive maintenance –**

Konica Minolta's team of manufacturer trained technicians will assume responsibility for ongoing support for your printing environment. Proactive maintenance allows you to earn a greater return on your printer investment by avoiding higher cost per call service, improving productivity, and reducing IT help desk calls. You can choose from genuine OEM or OPS supplies to ensure your equipment delivers optimum print quality and total dependability. As a result, you'll achieve the full value of your printing environment.

#### **Enhanced worker mobility –**

To improve the productivity of your entire workforce, opt-VISUALIZE can provide a comprehensive floor plan creating the most effective use of new and existing equipment. Employees gain seamless access to net-worked printers and MFP's, allowing them to work more efficiently.

#### **Recycling Program –**

Konica Minolta is committed to protecting the environment, and dedicated to recycling collected cartridges, with no cartridge materials entering landfills. Our Optimized Print Services Program makes cartridge return easy by providing a central collection center for laser cartridges, and utilizes the most advanced recycling methods.

#### **Management of your Printing Environment –**

Konica Minolta's Optimized Print Services will allow you to manage your total printing environment, including Konica Minolta MFPs, networked and non-networked printers. Your IT staff will have more time to improve network productivity and your help desk will have fewer calls regarding print problems.

#### **Single Source for Accounts Payable –**

Optimized Print Services streamlines your accounts payable process by creating a single source for all your consumables, support, and service. You have one monthly payment for your total printing costs, and can proactively budget for printing expense.

## **Section 508 Accessibility**

Section 508 legislation requires that electronic information technology developed, procured, maintained or used, by the U.S. Federal Government be accessible to individuals with disabilities.

The ideals of Section 508 are designed into all Konica Minolta products, which are compatible with personal assistive technologies and devices commonly used by impaired operators. Our customers benefit from state-of-the-art features that make our products easy to access and operate. These features include front-loading paper trays, adjustable display contrasts, conveniently reached heights, and easily accessible machine interiors for adding toner and replacing imaging cartridges.

We design and manufacture products that enable all people to access and create quality images, making them more productive and efficient in the working world.



KONICA MINOLTA



## Konica Minolta is Security...Assured.

Protecting sensitive electronic information is of greater concern than ever before. With the proliferation of connected multi-functional office products, Konica Minolta realizes that protecting electronic documents processed by bizhub MFPs is an absolute requirement in the 21st century workplace. At Konica Minolta, security is a design focus within our overall R&D effort. Our goal is to make bizhub products the most secure MFPs available on the market today. We engineer every bizhub product as a total system, and provide ISO 15408 EAL 3 security certification for each product as a total system, in contrast to other MFPs in the market which are certified based on a security option or a specific function. Konica Minolta has embedded a hard drive overwrite into all of our firmware, as well as all other security functions eliminating charges for formerly optional security add-ons. Whether a client is concerned about network intrusion, data theft, or compliance, Konica Minolta bizhub technology can offer our customers a sense of security demanded by internal clients or federal legislation.



Common Criteria  
Certified EAL3

## HIPAA Compliance

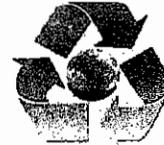


Konica Minolta warrants that copiers at government medical sites will allow those medical activities to be compliant with Health Insurance Portability and Accountability Act (HIPAA). It is important to note that the HIPAA Security Rule sets forth security standards that define administrative, physical and technical safeguards to protect the confidentiality, integrity and availability of electronic Protected Health Information

("PHI").

## Social & Environmental Commitment

The Konica Minolta Group conducts all of its corporate activities in harmony with people and the environment by integrating environmental, economic and social perspectives into our corporate strategy, as the Environmental Policy of the Konica Minolta Group. To this end, the Group has established a group wide ISO 14001-based management system that ensures economically efficient and effective environmental management.



Under this system, all Konica Minolta Group employees are committed to continuous environmental improvement activities, in keeping with the Environmental Policy:

## Our Environmental Policy

- Working toward a sustainable society as a global citizen.

In response to the call for a sustainable society, we will conduct business activities from the perspective of on-going enhancement of performance in environmental preservation, economic growth and social responsibilities (ethics). Every one of us will enhance its knowledge and awareness on the environment, economies and societies on a global scale and act with responsibility in pursuit of a sustainable society.

- Compliance with laws and other requirements.

We will comply with legal requirements in respective countries and regions, as well as our Group standards. In addition, we will respect, in an equitable manner, expectations of our stakeholders and consensus in the international community.

- Consideration for the environment throughout the entire life cycle of products and services.

We are committed to reducing the environmental load in all stages throughout the entire life cycle of products and services, recognizing that responsibility for a product rests with its manufacture.

- Initiatives to counter global warming.



We will continuously reduce greenhouse gas emissions that derive from our business activities from the perspective of the life cycle of our products and services throughout the entire Group, recognizing that global warming is one of the most important world issues.

- **Initiatives toward a recycling-oriented society.**

We are always reviewing what we can do as a corporate citizen in order to create recycling-oriented society while striving for minimizing consumption of natural resources and promoting "Zero Waste Emission" activities. In addition, we will accelerate initiatives for the recovery and recycling of end-of-life products and packaging materials.

- **Prevention of chemical pollution and minimization of potential risks to the environment.**

We will take every countermeasure for preventing chemical pollutions, recognizing that chemical substances can impose significant impact on human health and safety and the environment. At the same time, we will continuously suppress use of chemicals and reduce discharge volume in order to minimize environmental risks.

- **Promotion of information disclosure.**

We will execute accountability to all the stakeholders by actively disclosing environmental information and ensuring risk communication. We will as well make every effort to accomplish our commitment to the societies. Our Environmental Policy is to be disclosed to the public.

- **Establishment of environmental objectives and targets.**

We establish and administer environmental objectives, targets, and management programs to translate this Environmental Policy into reality. We will continuously review such objectives, targets and programs for further improvement of our environmental performance.



As a responsible company, Konica Minolta has adopted government environmental directives involving manufacturing, clean technology, facilities and recycling, and has carried out activities tailored to the circumstances of each market. All of our digital multifunction devices and printers are ENERGY STAR rated and compliant.

## "Go Green" with Konica Minolta

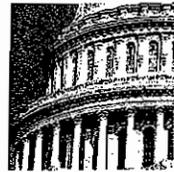
- We assess the environmental impact at each stage in a product's lifecycle, from raw material/part procurement to manufacture, transportation/sale, use, reuse/recycling and disposal.
- We have established assessment criteria that enable us to take appropriate measures from a comprehensive viewpoint.
- We practice resource conservation by minimizing product size and weight and by reducing material thickness.
- To fulfill our zero waste goals, first we try to avoid unnecessary acquisitions, and to fundamentally reduce waste in both resources and costs. Second we use all acquired resources efficiently, minimize waste generation and try to reduce the volume of externally discarded waste by implementing internal recycling. In terms of waste remaining even after such processes, we promote external recycling so as to reduce landfill volume to the minimum possible.
- We have also asked our customers to join us in our quest to reduce waste and environmental impact by creating user friendly recycling programs. We also work with our customers to actively pursue right-sized solutions for their digital imaging needs, which eliminate unnecessary placements, resulting in a more economical use of energy, supplies, and paper.



KONICA MINOLTA

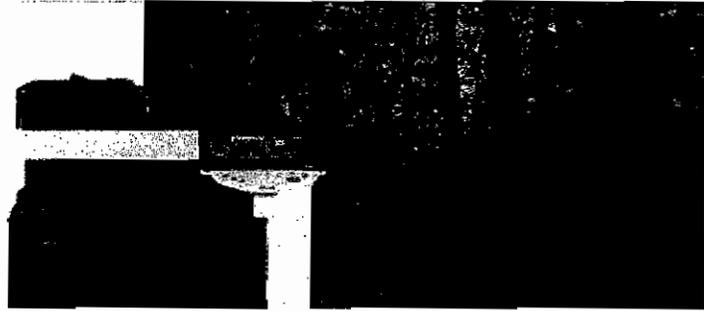


EnvisionIT  
GOVERNMENT



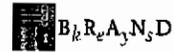
Konica Minolta provides an in-depth outline of our environmental goals, endeavors and accomplishments on our corporate website, and encourages our prospective clients to visit: <http://kmb.konicaminolta.us/content/environment/environment.html>

Black and White  
on the outside.  
Green at heart.



### Key Industry Accolades

Brand Keys-February 2013 Konica Minolta awarded First Place in the 2013 Brand Keys Customer Loyalty Engagement Index for MFP Office Copiers, based upon the company's ability to engage consumers and create loyal customers when measured against the "ideal" office copier. This is our sixth consecutive year at the top.



Buyer's Laboratory-January 2012 Buyers Laboratory awarded Konica Minolta 2012 "A3 MFP Line of the Year" Award & Inaugural "Document Imaging Solutions Line of the Year" based on the cumulative test results of all A3 models tested in BLI's rigorous two-month laboratory evaluation. BLI editors also selected Konica Minolta for the first-ever Solutions Line of the Year award based on Konica Minolta's exceptional solutions portfolio across a broad range of document imaging software categories



Bertl's Best Award-November 2011 BERTL® Inc. has named Konica Minolta "Best Production Line of the Year" for our bizhub PRESS C8000, bizhub PRESS C7000 and bizhub PRO 1200; and "Best Professional MFP Security Service" – bizhub SECURE.

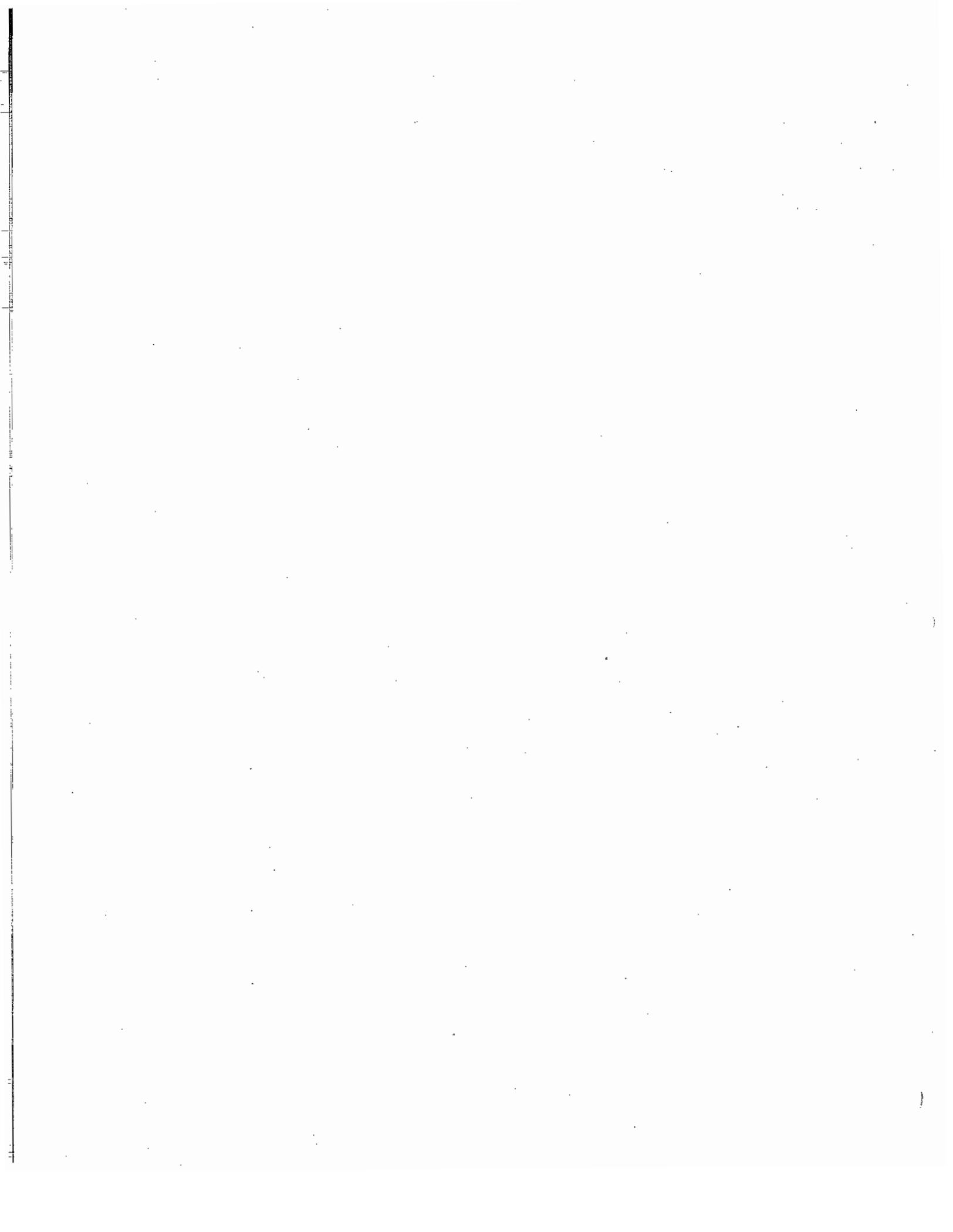


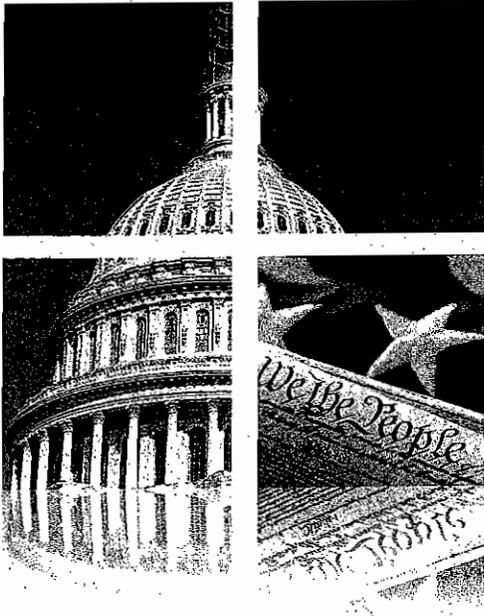
Buyer's Laboratory-January 2011 Konica Minolta Received the 2011 MFP "Line of the Year" award for the A3/Ledger MFP segment of our award-winning line of bizhub Color and Monochrome Multifunctional products. Additionally, we have been recognized with four A3 "Pick" Awards for the bizhub 423, 363, 283 and 223 Monochrome workgroup models.



BERTL's Reader's Choice Award-February 2010 Konica Minolta earned awards in the Segments 1-3, 11-45 pages per minute Division and Production Division, the bizhub®, bizhub PRO®, magicolor® and pagepro® product lines were all recognized as part of the awards. We also received an award for overall excellence with the highest rating in Color Range.

BERTL's Best Awards-July 2009 BERTL® Inc. has named Konica Minolta a 2009 BERTL's Best of the Best Award winner in seven categories. The fact that Konica Minolta's complete product line was honored in several different categories ranging from Color Printer Range to Monochrome Production MFP showcases the true value, breadth and depth of Konica Minolta's award-winning technology.





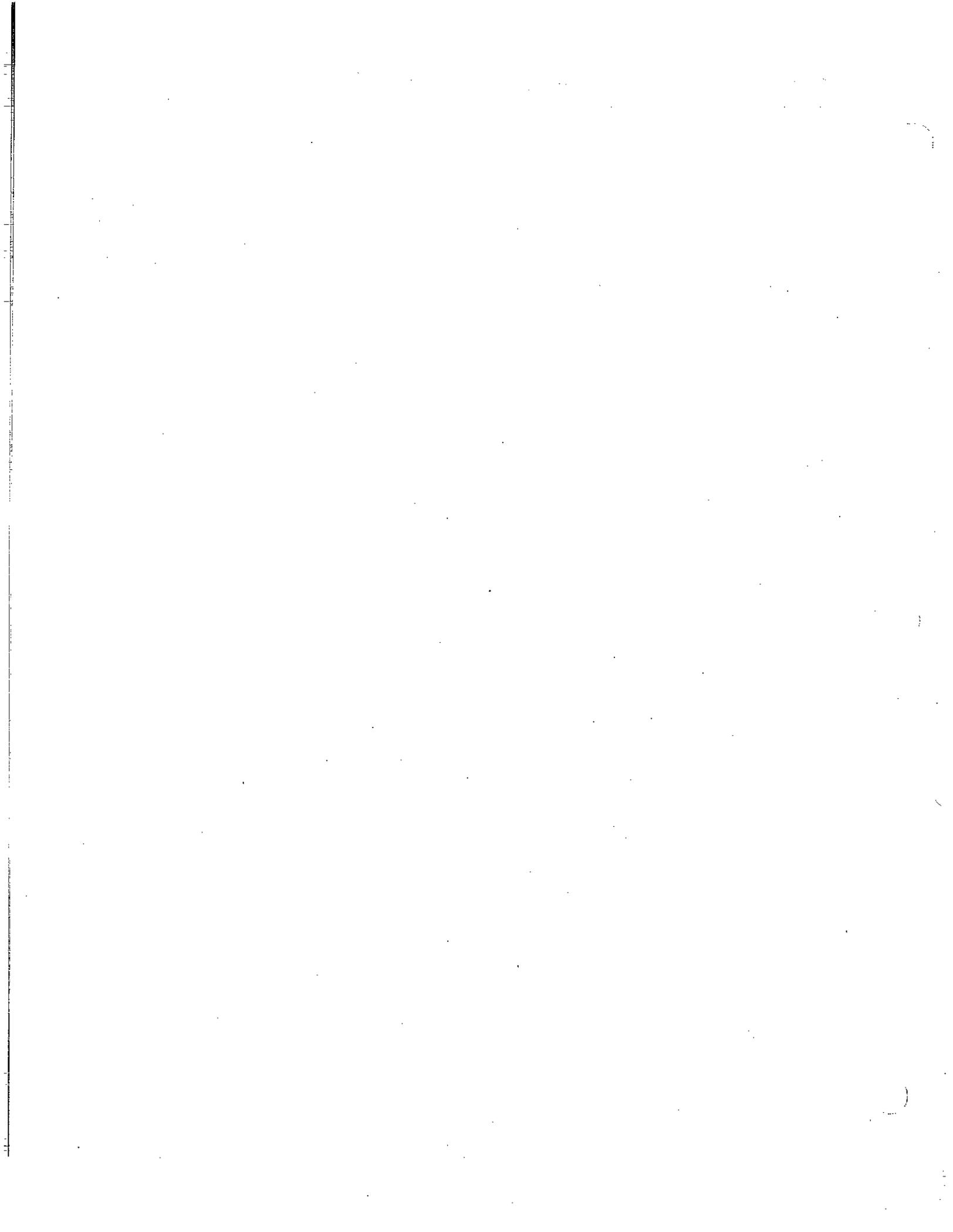
## Secretary's Certificate

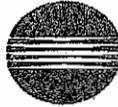


KONICA MINOLTA



EnvisionIT  
GOVERNMENT





KONICA MINOLTA

**SECRETARY'S CERTIFICATE**

I, BRIAN J. CUPKA, Secretary of KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC., a corporation duly organized and existing under the laws of the State of New York (the "Corporation"), do hereby certify that:

(a) the following Resolutions were adopted August 23, 2005 by the unanimous written consent of Board of Directors of the Corporation:

RESOLVED, that the officers of the Corporation (the "Officers") listed on the attached Exhibit A be and each of such Officers hereby are authorized to execute and deliver documents and take such action by and on behalf of the Corporation in connection with the day to day operation of the Corporation as any of them may, in their sole and absolute discretion, deem necessary and appropriate; and it is

FURTHER RESOLVED, that the Officers may delegate their authority to execute and deliver documents and take action by and on behalf of the Corporation to other employees of the Corporation as any of them may, in their sole and absolute discretion, deem necessary and appropriate.; and

(b) except as to the names of Officers listed on the August 23, 2005 Resolution, such Resolutions have not been amended or rescinded and as of the date hereof remain in full force and effect; and

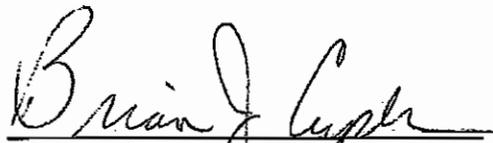
(c) that the persons whose names are set forth below are duly qualified and currently serve as officers of the Corporation in the capacity herein described:

- |                   |   |
|-------------------|---|
| Toshimitsu Taiko  | Chairman & CEO  |
| Richard K. Taylor | President & COO                                       |
| Keiji Okamoto     | Executive Vice President, Business Planning           |
| John Thielke      | Executive Vice President & CFO and Treasurer          |
| Alan Nielsen      | Executive Vice President, Dealer Sales                |
| William Troxil    | President of Direct Division                          |
| Hiroshi Okazaki   | Senior Vice President, Strategy Planning              |
| Salvatore Errigo  | Senior Vice President, Business Intelligence Services |
| Kevin Kern        | Senior Vice President, Marketing                      |
| Brian J. Cupka    | Senior Vice President, General Counsel & Secretary    |
| Nelson Lin        | Vice President - Information Technology               |
| Donald J. Warwick | Vice President, Human Resources                       |
| Myrtha Eugene     | Assistant Secretary                                   |

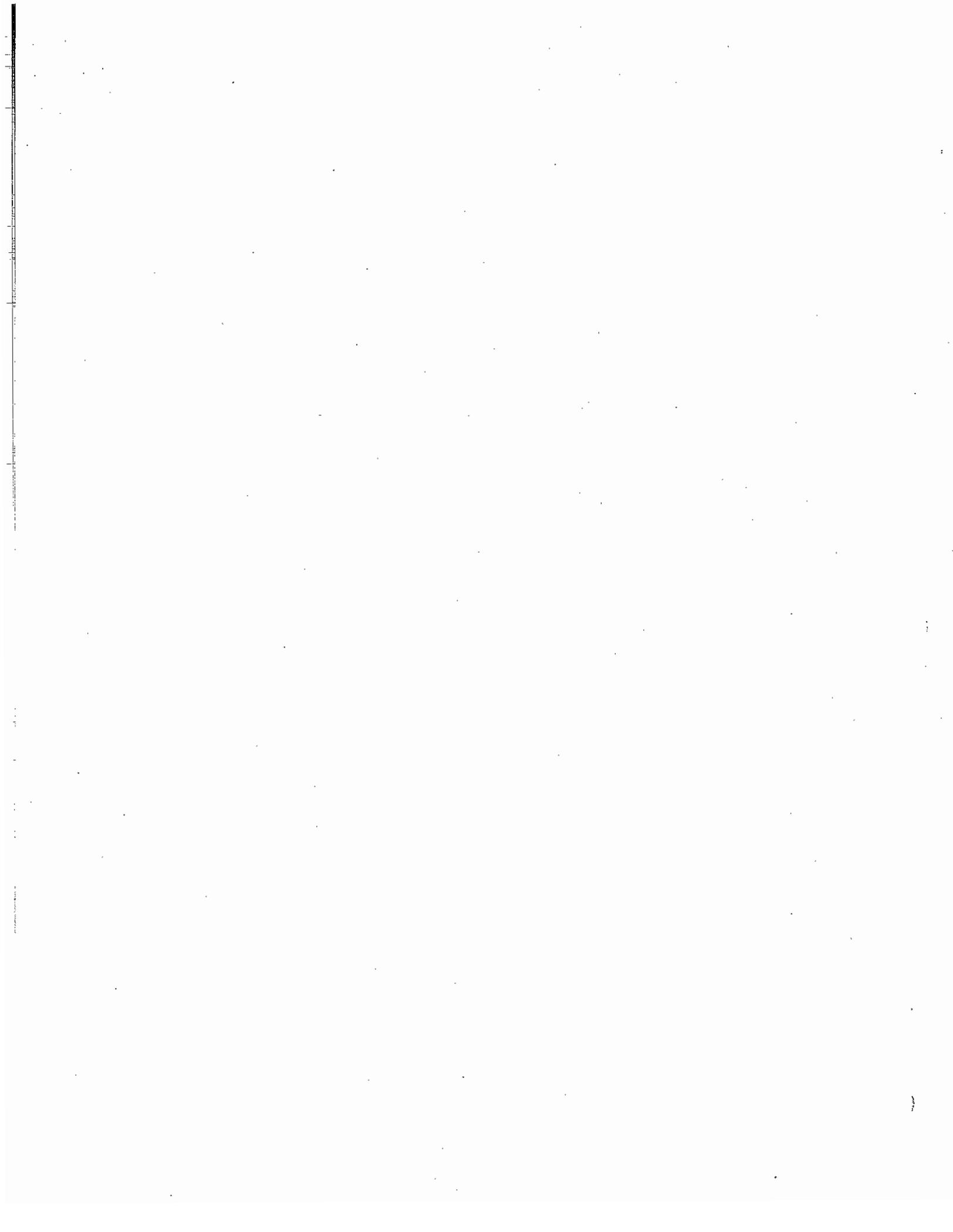
In addition Todd Foote, Vice President, Government Sales & Marketing and Kay Fernandez, Vice President, Strategic Business Development are authorized to sign various documents, including contracts and bid related documents, on behalf of the Company.

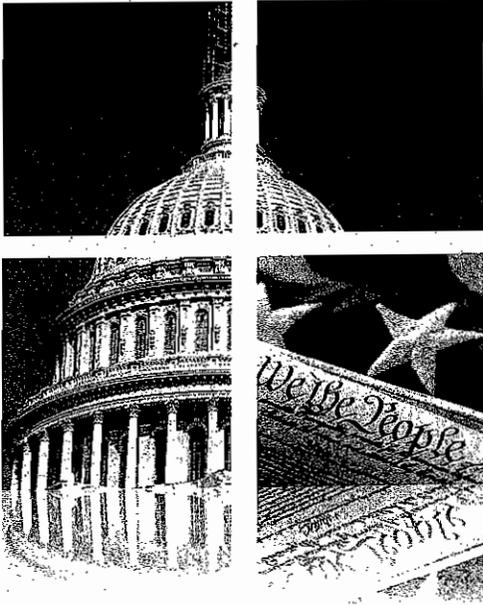
IN WITNESS WHEREOF, I have hereunto set my hand and affixed the seal of the Corporation this 24th day of April, 2013.

(CORPORATE SEAL)

  
 BRIAN J. CUPKA, Secretary  
 KONICA MINOLTA BUSINESS  
 SOLUTIONS U.S.A., INC.

The essentials of imaging





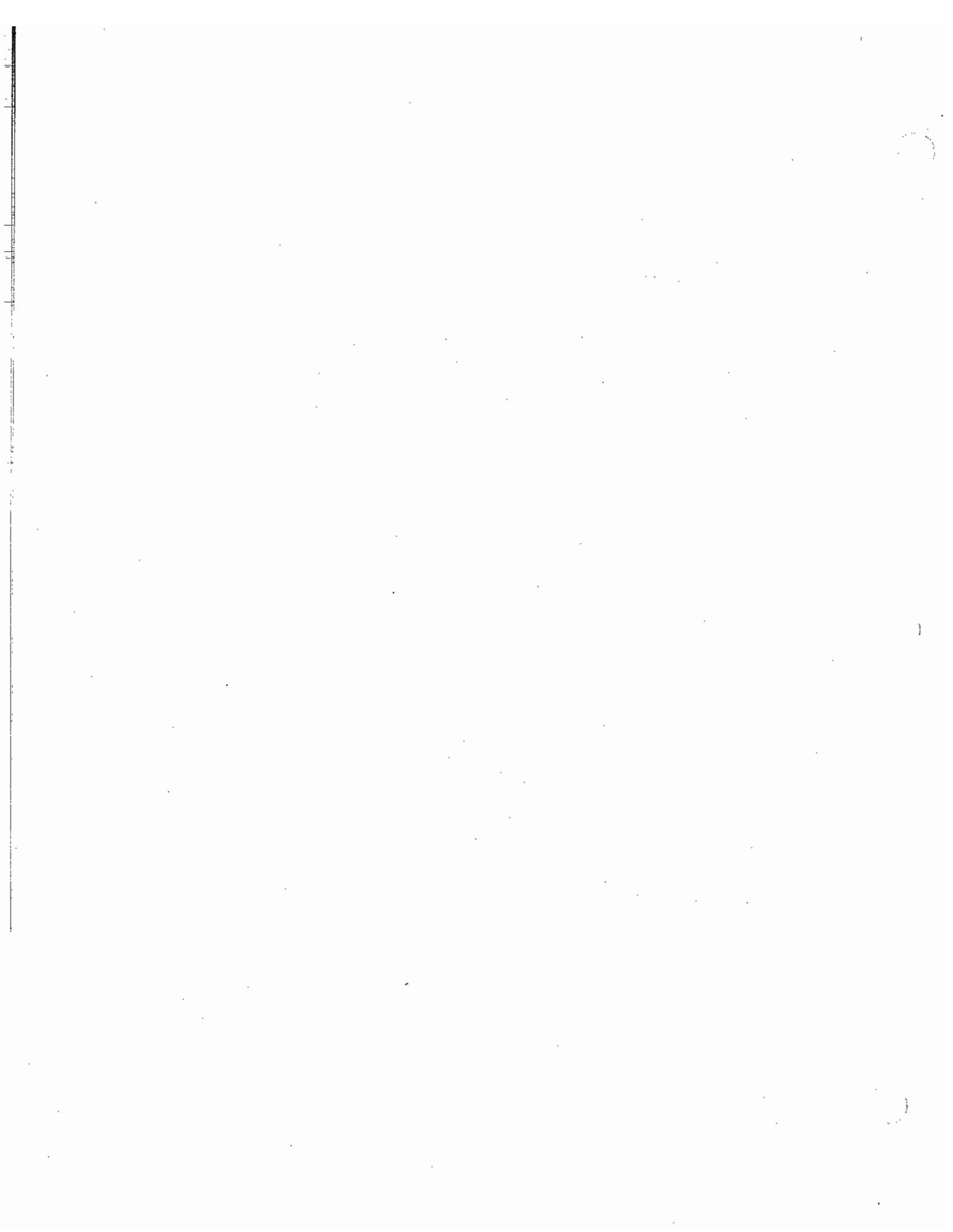
## Manufacturer's Certification



KONICA MINOLTA



EnvisionIT  
GOVERNMENT





KONICA MINOLTA

**KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.**  
**MANUFACTURER CERTIFICATION**

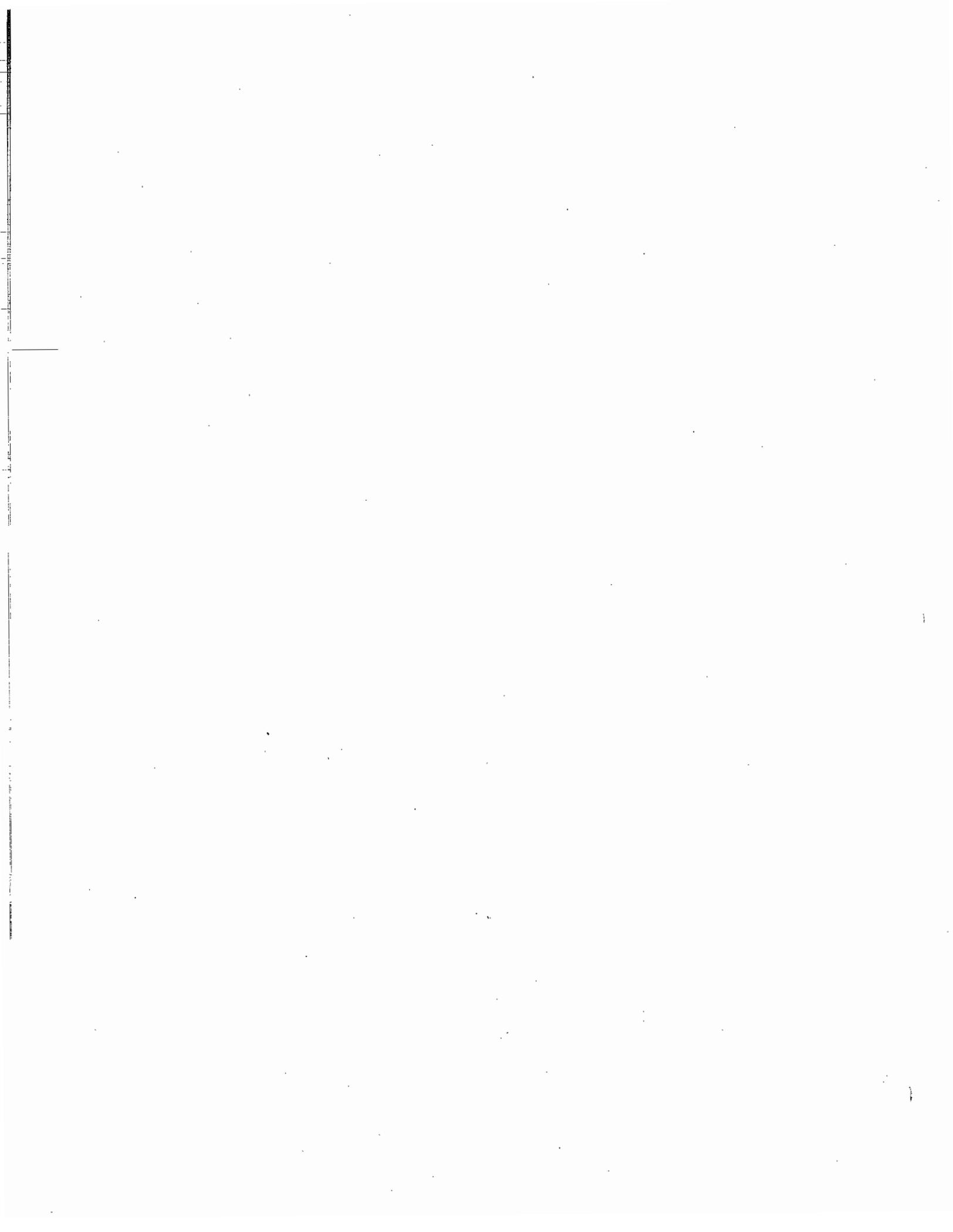
Konica Minolta Business Solutions U.S.A., Inc. (Konica Minolta) is a private corporation wholly owned by Konica Minolta Holdings U.S.A., Inc., a subsidiary of Konica Minolta, Inc., (KMINC) headquartered in Japan. The Original Equipment Manufacturer of Konica Minolta brand product is Konica Minolta, Inc.. As such, Konica Minolta is fully authorized to sell and service Konica Minolta brand equipment throughout North America.

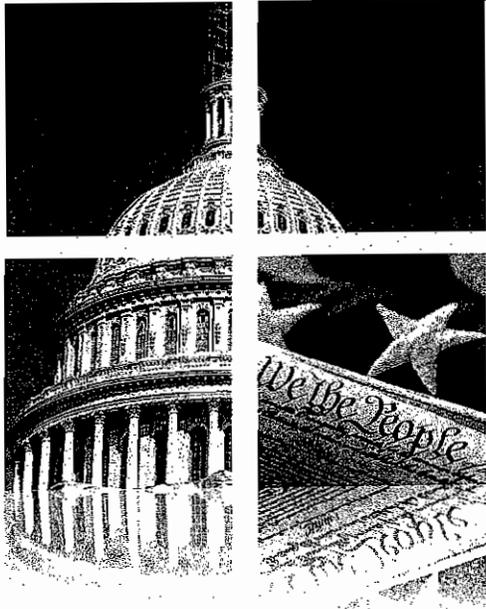
Attested by:

Brian J. Cupka  
Senior Vice President, General Counsel and Secretary  
Konica Minolta Business Solutions U.S.A, Inc.

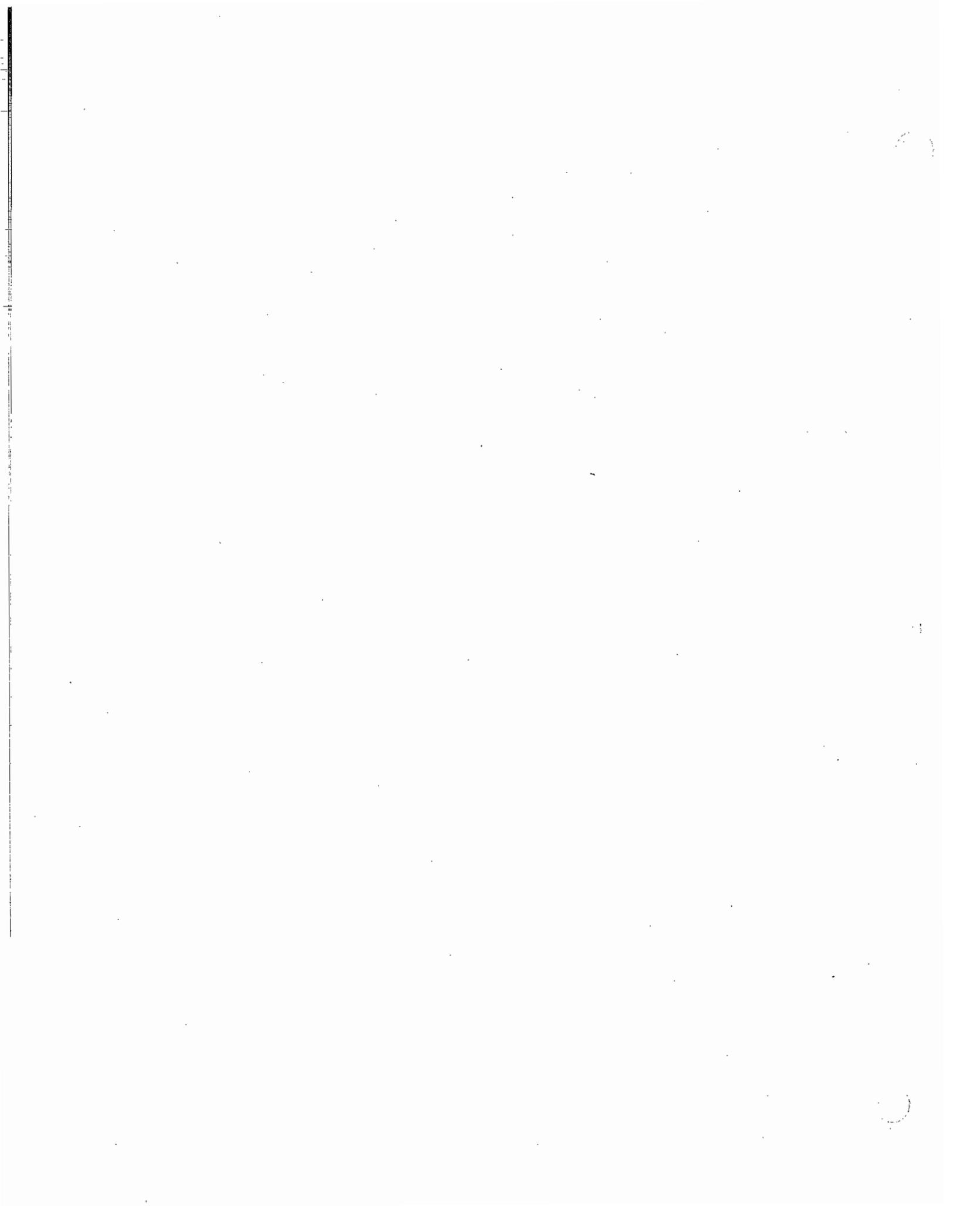
The essentials of imaging

**KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.**  
100 Williams Drive, Ramsey, New Jersey 07446 201-825-4000





Evidence of Insurance





# CERTIFICATE OF LIABILITY INSURANCE

DATE(MM/DD/YYYY)  
10/01/2012

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

**IMPORTANT:** If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

<b>PRODUCER</b> Aon Risk Services Northeast, Inc. New York NY Office 199 Water Street New York NY 10038-3551 USA	<b>CONTACT NAME:</b> <b>PHONE (A/C. No. Ext):</b> (866) 283-7122 <b>FAX (A/C. No.):</b> (847) 953-5390		
	<b>E-MAIL ADDRESS:</b>		
<b>INSURED</b> Konica Minolta Business Solutions U.S.A., Inc. Attn: Lynne Ransom 500 Day Hill Road Windsor CT 06095 USA	<b>INSURER(S) AFFORDING COVERAGE</b>		<b>NAIC #</b>
	<b>INSURER A:</b> Sampo Japan Insurance Company of America		11126
	<b>INSURER B:</b>		
	<b>INSURER C:</b>		
	<b>INSURER D:</b>		
	<b>INSURER E:</b>		

**COVERAGES**      **CERTIFICATE NUMBER:** 570047743571      **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS. Limits shown are as requested

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> CONTRACTUAL LIABILITY  GEN'L AGGREGATE LIMIT APPLIES PER: <input checked="" type="checkbox"/> POLICY <input type="checkbox"/> PROJECT <input type="checkbox"/> LOC			CPL40210K0	10/01/2012	10/01/2013	EACH OCCURRENCE \$1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$100,000 MED EXP (Any one person) \$5,000 PERSONAL & ADV INJURY \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/OP AGG \$2,000,000
A	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> NON-OWNED AUTOS <input checked="" type="checkbox"/> \$1,000 Ded Coll <input checked="" type="checkbox"/> \$500 Ded Comp			ADV40004E0 AOS ADV40003D0 MA	10/01/2012	10/01/2013	COMBINED SINGLE LIMIT (Ea accident) \$1,000,000 BODILY INJURY (Per person) BODILY INJURY (Per accident) PROPERTY DAMAGE (Per accident)
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$10,000			CPU40539N0 SIR applies per policy terms & conditions	10/01/2012	10/01/2013	EACH OCCURRENCE \$10,000,000 AGGREGATE \$10,000,000
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR / PARTNER / EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N	N/A	WCD40000A0 WCN40006G0	10/01/2012	10/01/2013	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE-EA EMPLOYEE \$1,000,000 E.L. DISEASE-POLICY LIMIT \$1,000,000

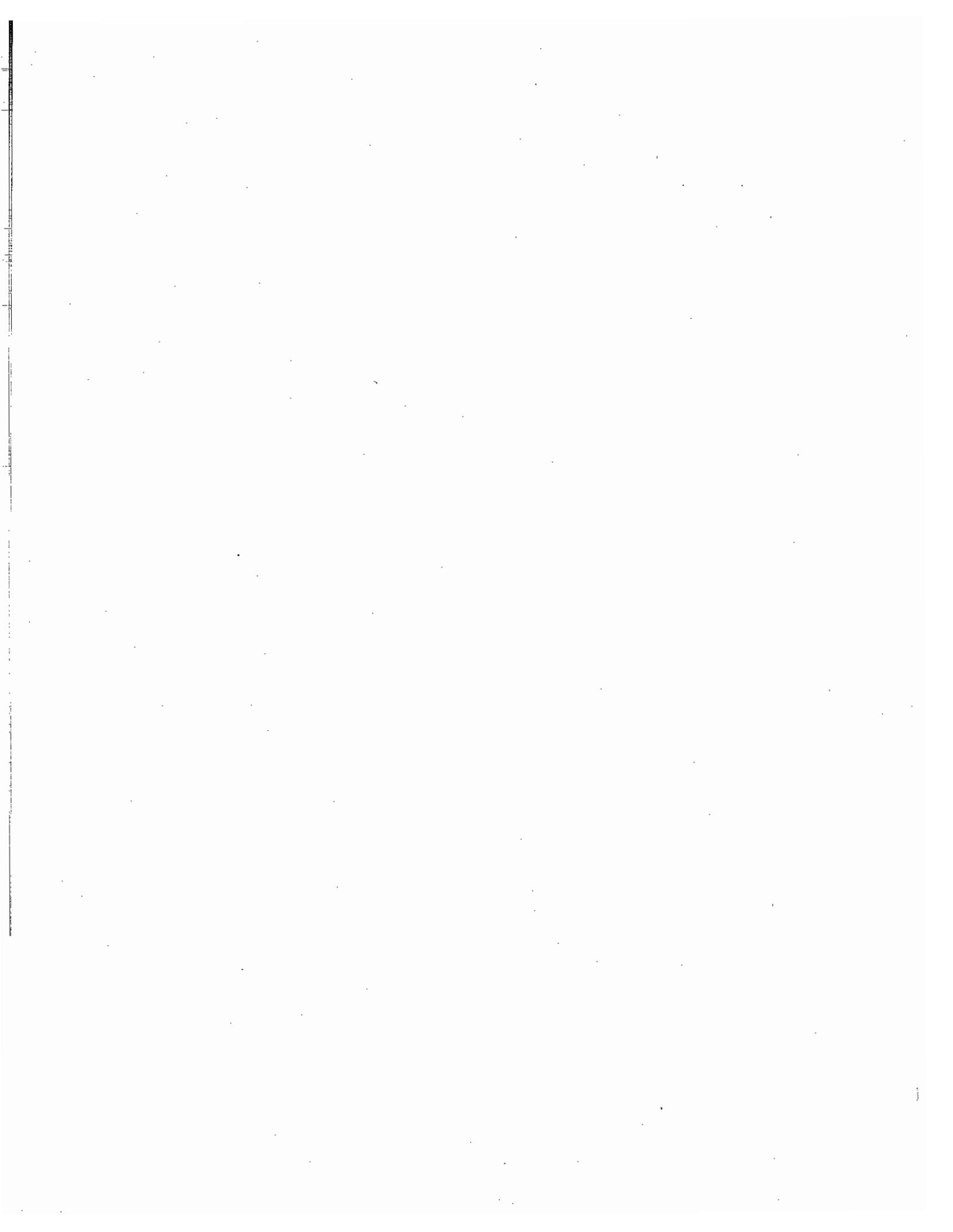
**DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)**  
 RE: Evidence of Insurance.

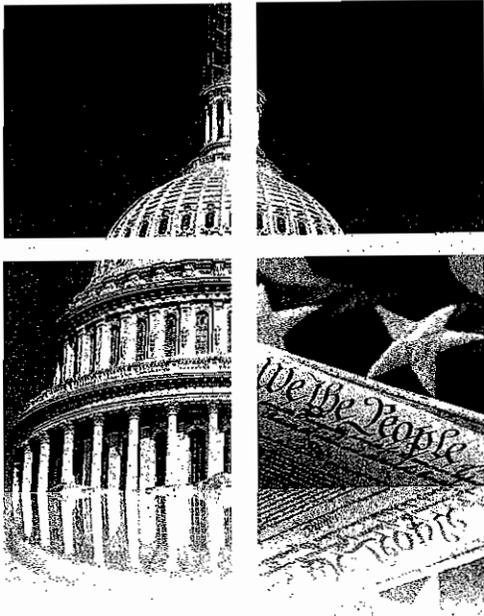
**CERTIFICATE HOLDER****CANCELLATION**

Konica Minolta Business Solutions USA, Inc. 100 Williams Drive Ramsey NJ 07446 USA	SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.
	AUTHORIZED REPRESENTATIVE 

Holder Identifier :

Certificate No : 570047743571





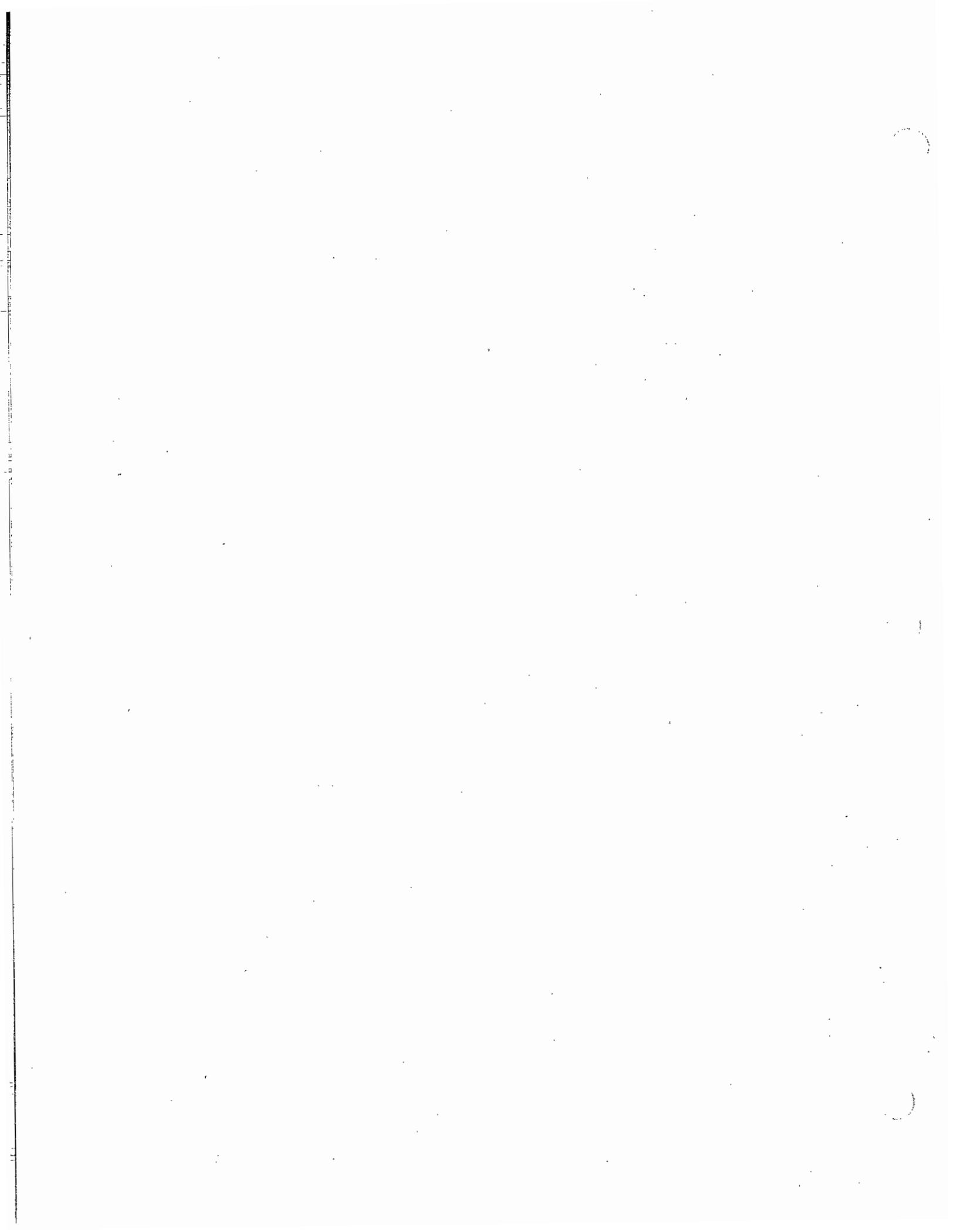
# FY2012 Annual Report



KONICA MINOLTA



EnvisionIT  
GOVERNMENT





# Quality Global Growth

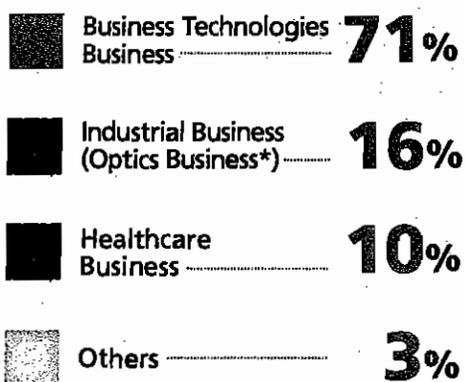
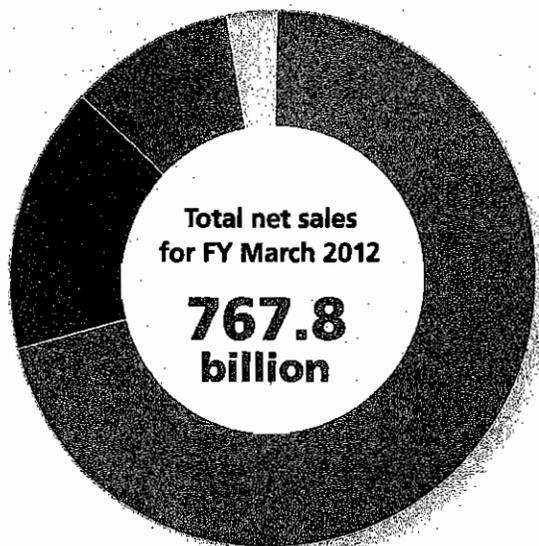


## **Contents**

At a Glance.....	1
Management Message.....	3
Business Technologies Business ..	5
Industrial Business.....	9
Healthcare Business .....	11
Reinforcement of Our Global Management Base ...	13
Financial Review and Data.....	15

# At a Glance

The Konica Minolta Group operates in sectors ranging from business technologies, where our products are typified by MFPs (multi-functional peripherals), and Industrial Business (former Optics Business), where our products include pickup lenses for optical disks, and TAC film, a key material used in LCD panels, to healthcare, where we make digital X-ray diagnostic imaging systems.



\*Note: In the former Optics Business, the Sensing Business merged with the new functional materials-related business, which includes the OLED (organic light emitting diode) lighting business. As of FY March 2013, the segment name has changed from the Optics Business to the Industrial Business.

## Business Technologies Business



## Industrial Business



## Healthcare Business

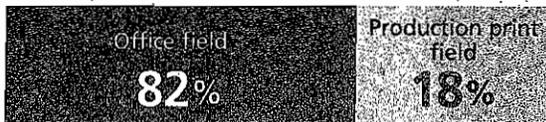


This business company consists of the mainstay office field and the growth field of production print.

■ Office field

Konica Minolta Business Technologies, Inc. is engaged in the worldwide manufacture and sale of office equipment centered on A3 MFPs (multi-functional peripherals) and A4 MFPs based on laser printers, as well as equipment maintenance services and IT solutions.

■ Net sales for FY March 2012

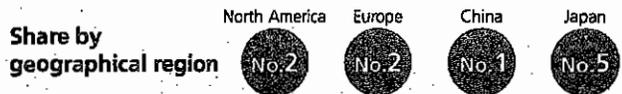


■ Production print field

In addition to the existing "business convenience store" business field, offering services related to intensive in-house printing, copying and data printouts, the Company is involved in manufacture and sales of equipment for production print systems and graphic arts, and solution services in the field of digital commercial printing. Substantial market growth is projected in commercial printing going forward, driven by small lot printing of multiple items.

■ Market position

Office field A3 color MFPs: Top-level share in markets outside Japan



Production print field Global top share

This business company consists of businesses in the fields of display materials, memory devices and image input/output components.

■ Display materials field

Konica Minolta Advanced Layers, Inc. develops TAC film for LCD polarizers and VA-TAC film for increasing viewing angle, both of which are widely used in monitors for televisions, PCs and mobile phones.

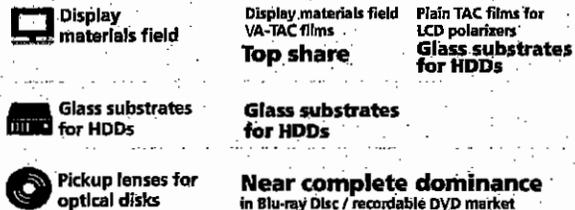
■ Memory devices field

Konica Minolta Optics, Inc. has businesses in pickup lenses for optical disks, particularly objective lenses used in DVD and Blu-ray Disc™ drives for AV equipment and PCs, in addition to glass substrates for HDDs used mainly in 2.5-inch hard disks for notebook PCs.

■ Image input/output components field

Operations involve the development of lens units for digital cameras, digital video cameras, and mobile phones with inbuilt cameras.

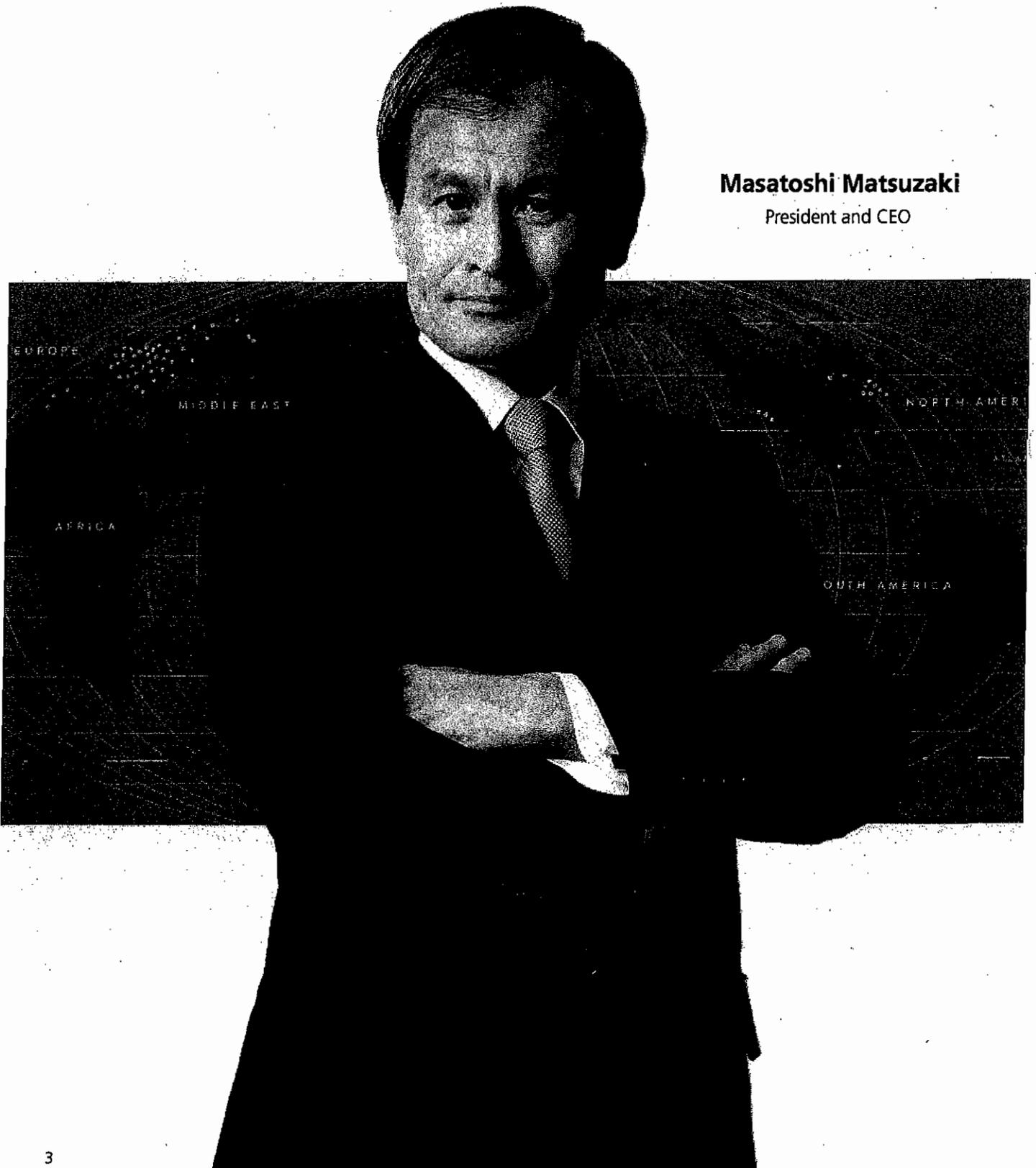
■ Market position (Konica Minolta Estimate)



In the healthcare field, where digitization is gaining momentum, Konica Minolta MEDICAL & GRAPHIC, INC. is promoting manufacture, sales, maintenance and service businesses for diagnostic imaging systems, centered on high-resolution digital X-ray diagnostic image readers that take advantage of cutting-edge image processing technology.

# Management Message

**Masatoshi Matsuzaki**  
President and CEO



## **Our initiatives during the fiscal year showed results, reflected in increased operating income in a challenging business climate.**

**We will continue to achieve strong growth by steadily carrying out our strategies.**

FY March 2012 was the first year of "G PLAN 2013," our medium-term business plan with "growth" as its keyword. During the year, we aimed to improve our business performance by focusing management resources in growth areas.

Our operating environment remained challenging, with marked appreciation of the yen and the European debt crisis in addition to the impact of natural disasters such as the Great East Japan Earthquake and flooding in Thailand. The initiatives we forcefully promoted to achieve the targets of "G PLAN 2013" showed results, reflected in increased operating income despite a decrease in net sales due to the substantial impact of the strong yen.

In the Business Technologies Business, three new color digital printing systems led results in the production print field, which we have positioned as a growth driver, and sales in this field exceeded ¥100 billion as we captured the top share of the global market. In OPS (Optimized Print Services), which we continued to systematically enhance as a growth sector of the office field, we substantially expanded the number of global major accounts, mainly in Europe and the United States, to which we provide office equipment management services, including Bayerische Motoren Werke AG (BMW) and the National Aeronautics and Space Administration (NASA). These results demonstrated the success of our strengthened sales organization, as our sales subsidiaries in Europe and the U.S. achieved record high sales on a local currency basis. Sales also reached record highs in China and other emerging countries, as well as in Japan.

In the Optics Business, both plain TAC films for LCD polarizers and VA-TAC films for increasing viewing angle performed steadily throughout the year as we leveraged the competitive advantage of the thin-film technologies that are one of Konica Minolta's strengths.

As initiatives for future growth, we signed a global partnership agreement with Komori Corporation, a leading manufacturer of sheet-fed offset printers, to further expand our scale in the

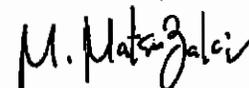
commercial printing area of the production print field. In addition, we acquired FedEx Kinko's Japan Co., Ltd. to strengthen the in-house printing field in Japan. We also acquired ten IT service providers in Europe and the United States as part of our efforts to expand our operations and capabilities in the IT services business.

As these results show, it has been a favorable year, in which we not only achieved organic growth, but also enhanced our foundation for future growth through strategic alliances and M&A. This reaffirms my conviction that the basic policies of our strategy are on the right track.

FY March 2013 is the middle year of "G PLAN 2013." In addition to our ongoing efforts to make further headway in the production print field, which is a growth driver, we will work for further growth by prioritizing business expansion in emerging economies, which remained somewhat of an issue in FY March 2012, and the expansion of our IT service business operations. We have split the Optics Business into TAC film and optical divisions to concentrate our human and technological resources and will work to expand results over the medium-to-long term by accelerating the promotion of new businesses, including incorporating Organic Light Emitting Diodes (OLED) lighting and other new business themes in the TAC film field.

To be a business group that can achieve sustained global growth, the Konica Minolta Group will continue to focus on a basic policy of "Achieving strong growth, expanding business scale," realized by steadily and boldly advancing our initiatives for "Changing into a 'Global Company'" and "Increasing the recognition of the Konica Minolta brand." I would like to request your ongoing support as our shareholders and investors and your expectations of the Konica Minolta Group as we aim for strong growth.

August 2012  
Masatoshi Matsuzaki  
President and CEO



# Business Technologies Business

Office

## Growth Strategy

Advance our genre-top strategy to expand the scale of business in growth fields

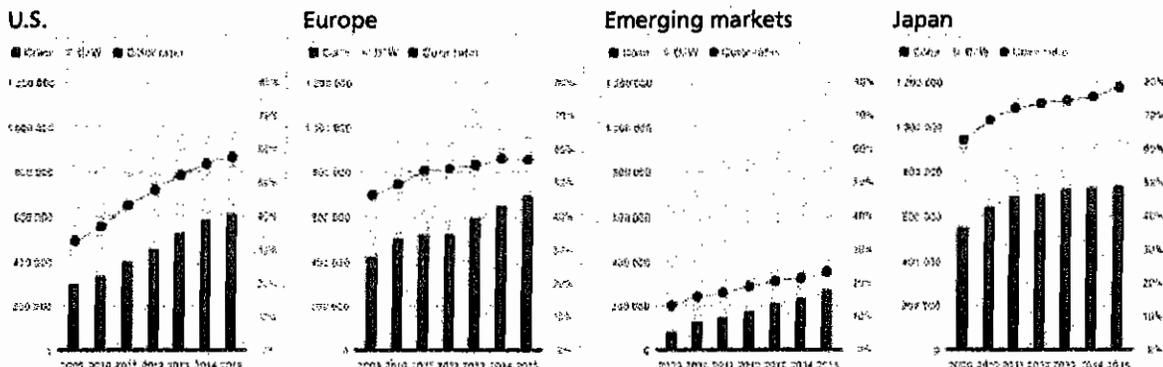
### Priority measures

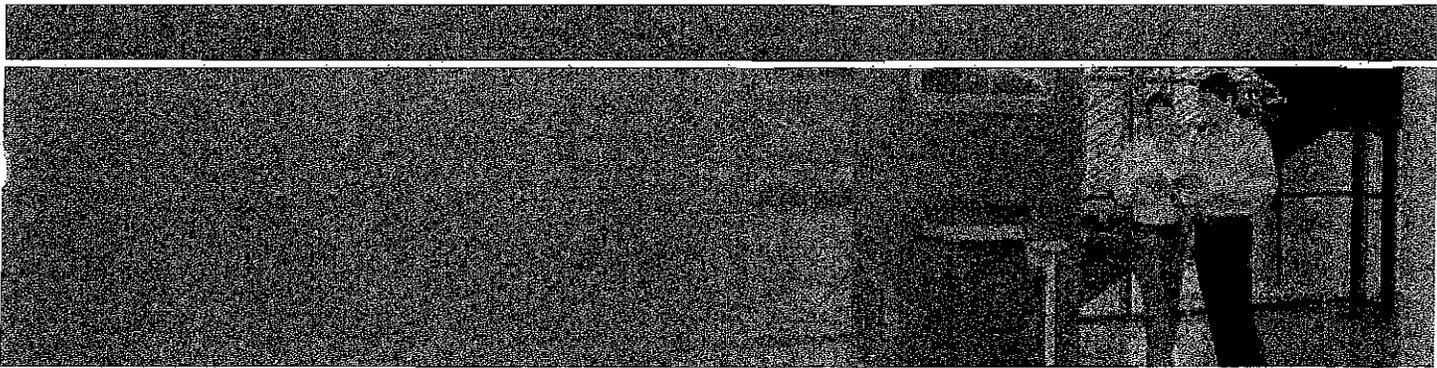
- Maintain the genre-top position by launching a new series of color MFPs
- Further strengthen OPS(Optimize Print Services), increase Global Major Accounts (GMA) sales
- Accelerate business development in emerging markets, especially in China and other Asian markets

Optimized Print Services (OPS): Optimized arrangement of output devices and output management service  
Global Major Accounts (GMA): Business focused on major global enterprises

### Market trends and position

A3 MFP market, where a shift toward color models is forecast in the U.S., Europe and emerging countries

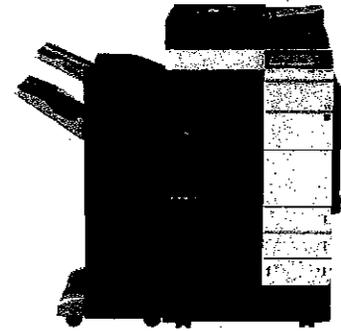
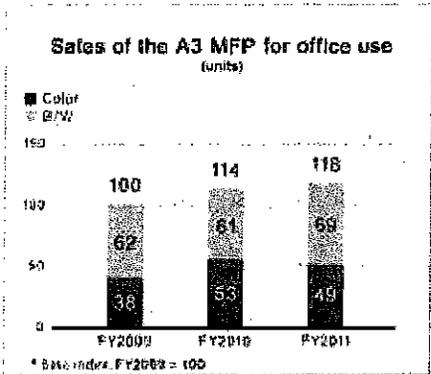




## Review of Operations

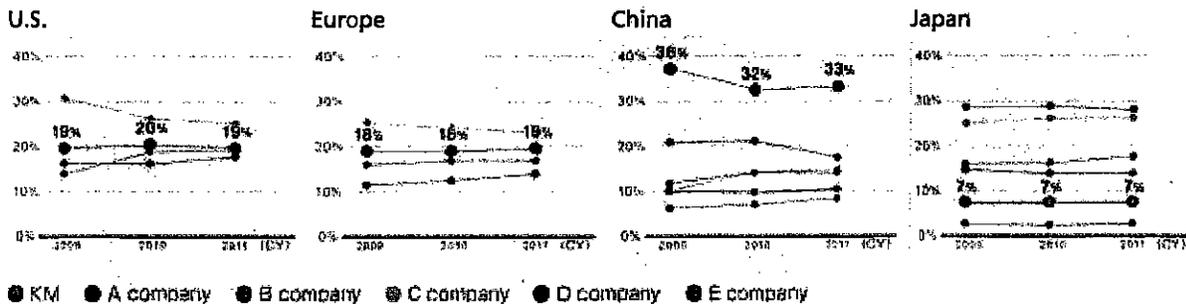
### Development of Global Major Accounts (GMA) in the office field progressing smoothly

Although the sales volume of the bizhub series monochrome A3 MFPs was only on par with the previous fiscal year, sales volumes of the bizhub color MFPs increased in all regions—Japan, the U.S., Europe, and Other regions including Asia—, resulting in increased total sales of A3 MFPs year on year. In OPS (Optimized Print Services), which is a growth area for the field, the strengthening of the global sales structure was a success, and we entered into multi-year contracts for the management of office equipment with 15 companies including the major automobile manufacturer BMW and NASA. In addition, we also promoted the expansion of our IT services network in Europe and the U.S. by purchasing a total of 10 IT service providers in the regions, with the aim of expanding operations to the IT services business in which future growth is anticipated. We also launched the bizhub C754/C654 color models as high-end models of the series in January 2012, further reinforcing product competitiveness in the field.



bizhub C754

### Solid share of the A3 color MFP market in the U.S., Europe and China, where growth is expected



# Business Technologies Business

Production Print

## Growth Strategy

Advance our genre-top strategy to expand the scale of business in growth fields

### Priority measures

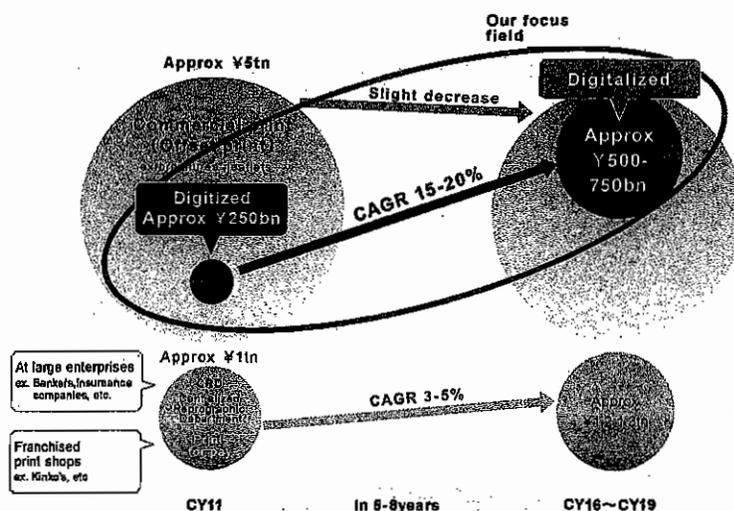
- Expand the product line-up from lightweight to heavy systems
- Strengthen our capabilities to meet customer needs by type of industry
- Achieve the top position in the color PV field

Our competitive advantages

- ▶ World-leading in color production print field
- ▶ Spectacular image quality, high resolution, high stability, high reliability
- ▶ Paper handling that meets professional needs and wide-ranging in-line post processing options

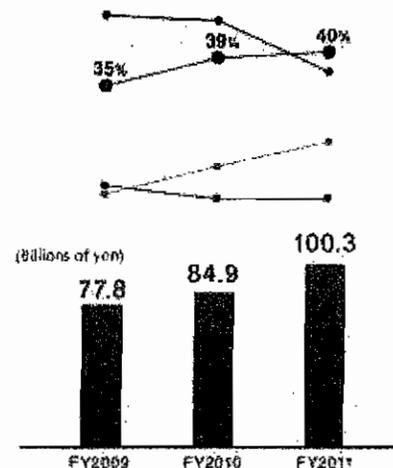
### Market trends and position

High growth potential projected for commercial printing

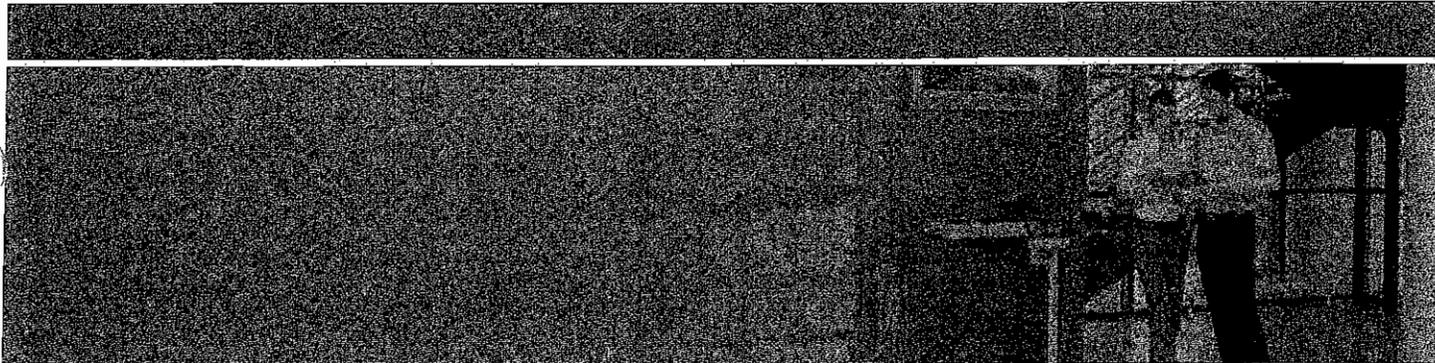


Net sales for Production Print and worldwide share of color equipment units

● K/M ● A company ● B company ● C company



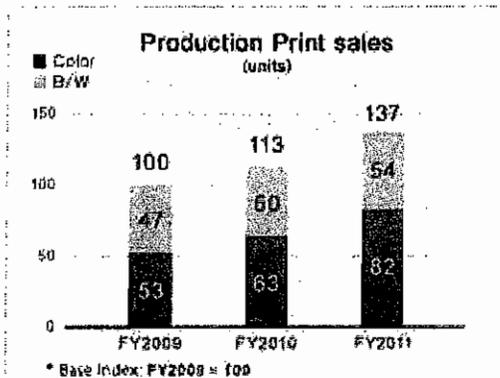
\*Net sales for fiscal years, market share for calendar years



## Review of Operations

### ■ New color equipment drives growth in the Production Print field, sales exceeding ¥100 billion

The three color models of the new bizhub PRESS series, C8000/C7000/C6000, sales of which commenced from the fall of 2010, performed well in the in-house printing and digital commercial printing businesses, and the sales volume of color equipment greatly increased year on year in Japan, the U.S., Europe, and Other regions including Asia. Because monochrome equipment also performed better than the previous fiscal year primarily in overseas markets, sales for the field increased to a scale exceeding ¥100 billion.

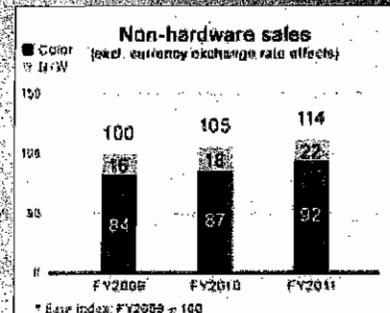
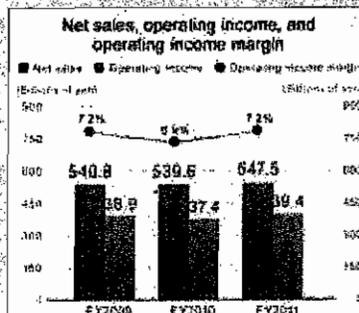


bizhub PRESS C8000

## Summary of Business Technologies Business

### Sales and income increase, absorbing the impact of the strong yen through increased sales in growth fields

Sales for the fiscal year in the Business Technologies Business totaled ¥547.5 billion (YoY +1.5%). Excluding an adverse effect of exchange rates due to the strong yen equivalent to ¥24.4 billion, the increase was approximately 6.0%. Operating income was ¥39.4 billion (YoY +5.4%) and while we experienced problems in procurement of parts due to the impact of large-scale natural disasters such as the Great East Japan Earthquake and flooding in Thailand, we strove to reduce the impact on sales to a minimum and realized an increase of both sales and income despite the strong yen.



# Industrial Business

## Growth Strategy

Supplement the TAC film earnings base by establishing second and third earnings drivers

Functional materials/New business development

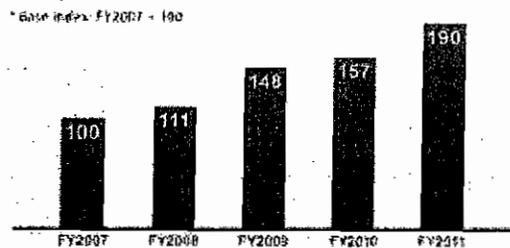
Priority measures

- TAC film: Secure growth using the advantage of thin plain TAC films
- Accelerate commercialization centered on functional materials including OLED-related products, barrier film and functional window film

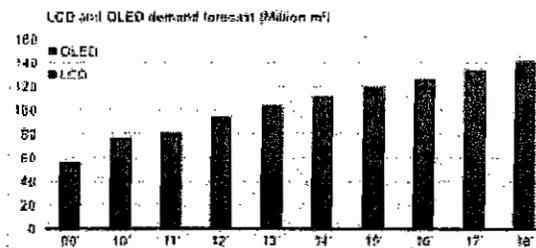
Barrier film: Preserves the quality of mobile devices, solar panels and OLED devices, etc.

Functional window film: High-performance window film with a line-up of four types – heat insulation film, heat insulation + dirt-resistant film, dirt-resistant film and shatter-resistant film

Continued strong growth in the TAC film business



LCD panel demand has continued to grow steadily after the launch of OLED



## Optical products and Sensing

Priority measures

- Expand sales in growth areas such as optical units for interchangeable replacement lenses for digital single-lens reflex cameras and smartphones
- Expand operations for industrial applications in China and emerging economies

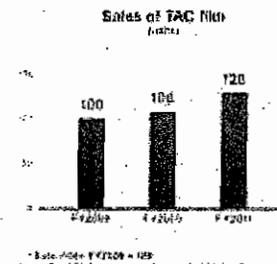
The former Optics Business merged with the Sensing Business and the new functional materials-related business, which includes the Organic Light Emitting Diode (OLED) lighting business. As of FY March 2013, the segment name has changed from the Optics Business to the Industrial Business. This reorganization will combine advantageous technologies and human resources within the Konica Minolta Group to strengthen the competitiveness and profitability of the Optics Business, and accelerate the establishment of new businesses.

## Review of Operations (Former Optics Business)

### Successful TAC films drive revenues

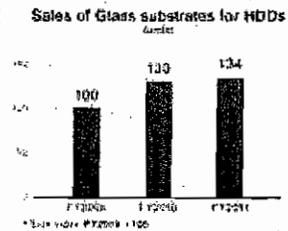
#### ■ Display materials field sees strong sales throughout the fiscal year of thin plain TAC films for LCD polarizers, one of our mainstay products

While signs of adjustment have been strengthening in the liquid crystal display business in general since the summer of 2011, new VA-TAC films for increasing viewing angle were introduced from the start of the year, and sales in Korea and Taiwan performed well. Also, adoption of Konica Minolta's mainstay thin plain TAC films increased, and the sales volume for all TAC films, including the thin plain type, exceeded the previous fiscal year.



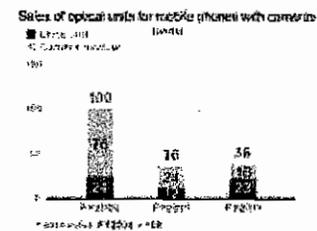
#### ■ Sales decrease in the memory devices field due to poor market conditions and impact of the Thailand floods

The sales volume of glass substrates for HDDs remained on a par with the last fiscal year, having been impacted by production adjustments by PC manufacturers in the first half of the fiscal year and by some HDD assembly manufacturers being damaged in the Thailand floods in the second half. With market conditions not improving for pickup lenses for Blu-ray Discs™ and DVDs, sales volumes of pickup lenses for optical disks were down year on year.



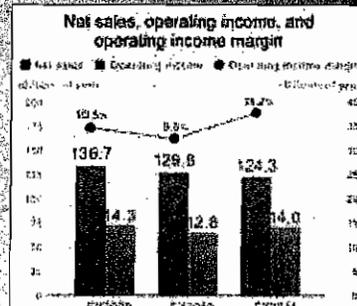
#### ■ Sales rise in the image input/output components field due to recovery in orders from the second half

Orders for lens units for digital cameras and video cameras, which had shown signs of recovery, were suspended by some customers impacted by the Thailand floods, and sales volumes increased only slightly year on year. Meanwhile, despite sluggish performance in the first half, sales volumes of optical units for mobile phones with cameras rose above the previous fiscal year, consequent on an expansion in the models using these products from the second half.



### Summary of Industrial Business (Former Optics Business)

Sales for the fiscal year in the Optics Business totaled ¥124.3 billion (YoY -4.3%). The impact of the decrease in profits due to reduced sales and lower prices for some products was offset by increased sales of core products, cost reductions and expenditure cuts, enabling operating income to increase to ¥14.0 billion (YoY +9.6%) even though net sales decreased.



# Healthcare Business

## Growth Strategy

Change our business structure to achieve revenue sources in digital equipment and IT services

### Digital equipment

---

Priority measures

- **Full-scale commercialization of proprietary Digital Radiography (DR) line-up and expansion of our genre-top position in small Computed Radiography (CR) systems in the clinical market**

DR: X-ray diagnostic imaging systems featuring high sensitivity and high definition  
CR: Widely used X-ray diagnostic imaging systems.

### Asian market

---

Priority measures

- **Expand sales of CR systems in the Asian market, focusing on China and India**

### Services

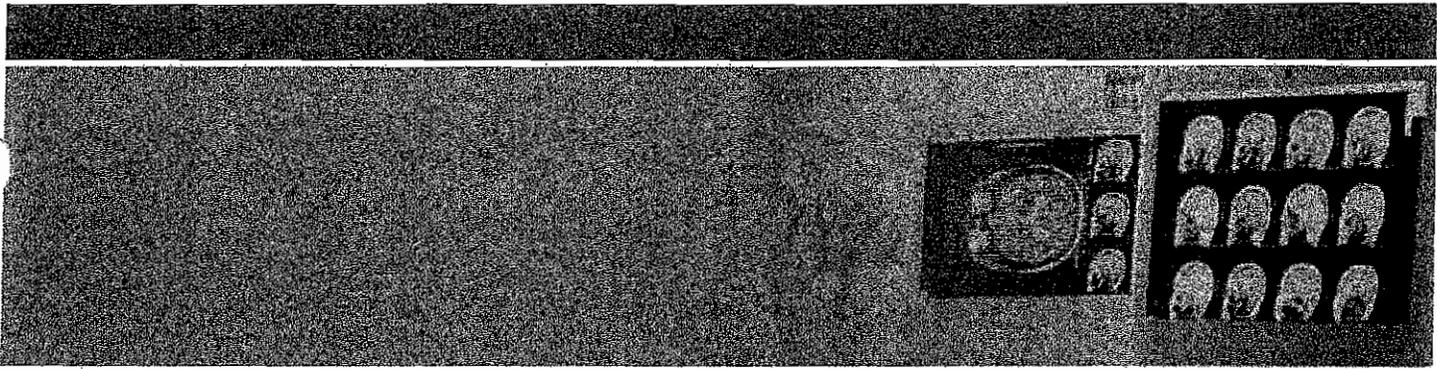
---

Priority measures

- **Expand new value-added services using the Internet in addition to revenues from services, especially maintenance, leveraging the customer base established in the digital equipment field**

Our competitive advantages

▶ The world's lightest weight, superior screen quality, low radiation emissions, high durability

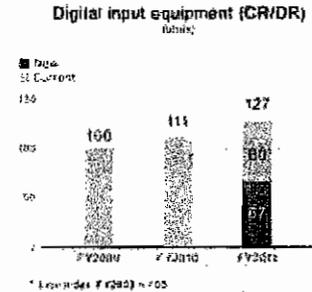


## Review of Operations

### Positive balance maintained by expansion of digital input equipment and service solutions business

#### ■ Increased revenue in digital equipment due to new products and expansion of service solution business

In the first half of the fiscal year, in digital medical input equipment, we launched the cassette-digital X-ray detector "AeroDR" and the desktop Computed Radiography (CR) "REGIUS Σ." In the second half, we expanded the line-up with products such as Digital Radiography (DR) for medical rounds, and sequentially increased the sales area for medical institutions in Japan and overseas. We worked to increase sales, primarily of AeroDR in the hospital market and REGIUS Σ in the clinical market, and realized a year-on-year increase in the sales volume of digital equipment. We also robustly expanded the service solution business including maintenance services.

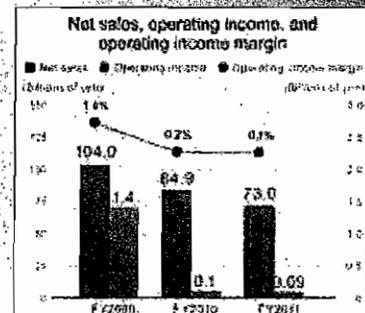


#### ■ Sales of film products decline substantially due to the growing "filmless" trend

We worked to promote sales in China and other emerging markets, but the growing "filmless" trend continued in Japan and developed markets, and the sales volume declined year on year.

## Summary of Healthcare Business

The addition of the impact of the strong yen and decreasing sales prices resulted in sales for the Healthcare Business of ¥73.0 billion (YoY -14.1%). Although there was a decrease in profits due to decreased sales and the continued high price of silver, we implemented cost reductions and expenditure cuts, resulting in operating income of ¥90 million (YoY -46.9%).



# Reinforcement of Our Global Management Base

## Basic policy

**Reinforcing our management base to truly global standards, we aim to increase recognition of the Konica Minolta brand as an innovative corporation in the field of imaging and realize powerful growth.**

---

### ■ Priority measures

## Changing into a “Global Company”

- **Introducing a global human resource system to cultivate and leverage global human resources**

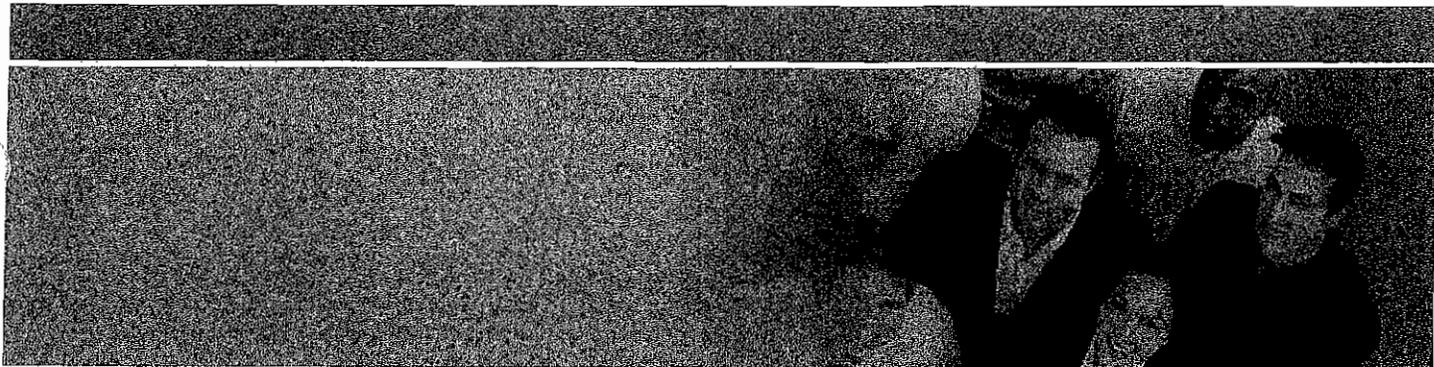
Considering human resource optimization from a worldwide perspective to be indispensable in providing the highest value to customers around the world, we have constructed a global HR database that we are now actively using. We are also developing initiatives to foster future management personnel from a global perspective, such as periodically implementing management training programs across the group for selected personnel. In addition, we will go on to construct and deploy a common structure for HR evaluations to appoint talented people from different organizations and countries.

- **Structural enhancements for global Optimized Print Services (OPS)**

As a new growth area for the office field in the Business Technologies Business, we are strengthening our sales structure on a global scale for the OPS concept, with the aim of providing an optimal print environment to customers. We achieved the acquisition of 2,800 new client companies (aggregate number of clients: 4,000 companies) and sales of ¥20.3 billion (YoY +134%) in FY March 2012.

- **Expansion of Global Major Accounts (GMA) by providing high-quality services worldwide**

As a result of promoting marketing to GMA operating in Europe, the U.S. and the rest of the world through the window of OPS, steady growth was achieved in FY March 2012, having entered into multi-year contracts for the management of office equipment with 15 companies including the major German automobile manufacturer BMW and NASA.



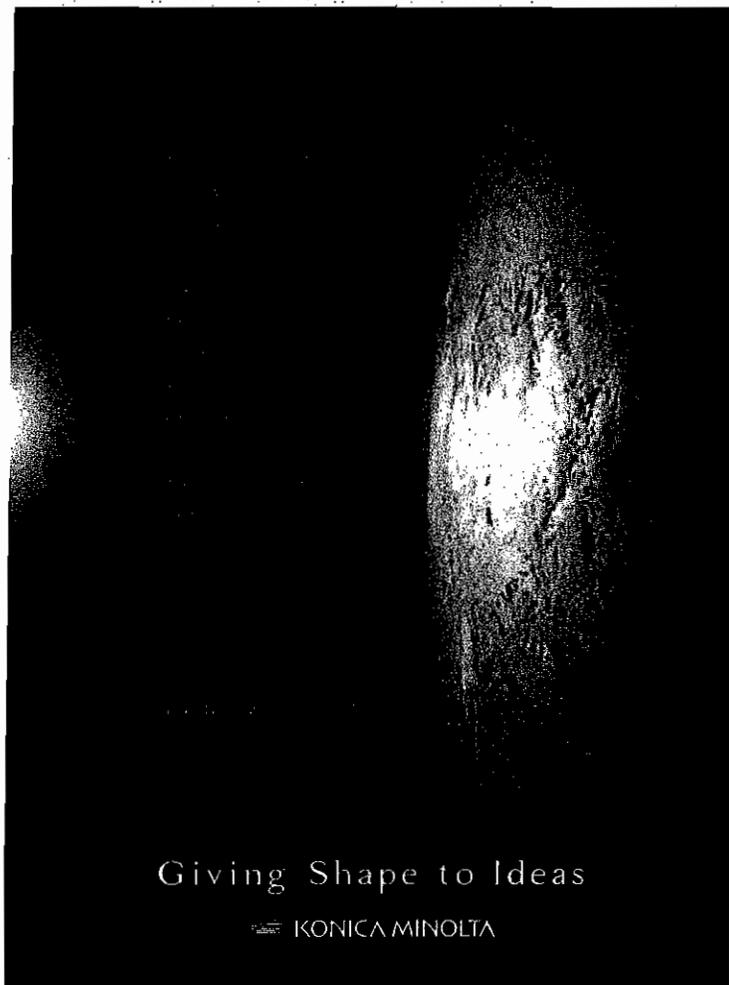
---

■ Priority measures

## Increasing the recognition of the Konica Minolta brand

- **Promoting the communication message “Giving Shape to Ideas”**

This communication message clearly expresses our strong determination to fulfilling our customers' needs through creative technological innovation. Under this message, we will endeavor each day to resolve our customers' problems through the reliable technological strengths and problem-solving abilities we have fostered in all the businesses in which the Group companies engage, and deliver value beyond expectations.



# Management's Discussion and Analysis

## Operating Environment

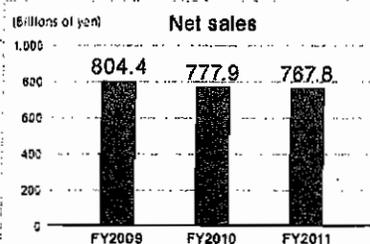
The Great East Japan Earthquake that occurred in March 2011, damaging floods in Thailand from July 2011, and other unprecedented disasters directly and indirectly affected the procurement and production operations of the Konica Minolta Group (the Group) by disrupting supply chains in the related industries.

Regarding macroeconomic circumstances in Japan and overseas, increasing economic uncertainty in Europe as a result of the sovereign debt crisis and its potential impact on the global economy were cause for concern. However, the U.S. economy was relatively solid and the economies of emerging countries including China maintained high growth rates overall. Economic conditions remained challenging in Japan, especially for export-oriented manufacturers, because of the rapid appreciation of the yen, the impact of the earthquake in Japan and the flooding in Thailand.

## Operating Results

### Net Sales

In the fiscal year ended March 31, 2012, net sales decreased ¥10.0 billion, or 1.3%, year on year to ¥767.8 billion. Amid the Great East Japan Earthquake, flooding in Thailand, the recession in Europe and other factors, the Group implemented initiatives such as introducing new products, acquiring large customers, and strengthening sales in emerging countries. However, currency translation reduced net sales by ¥29.7 billion.

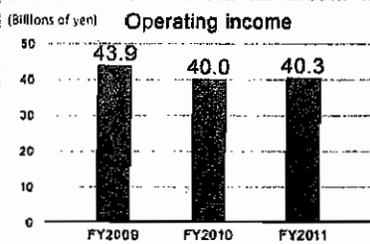


### Operating Income

Gross profit increased ¥0.7 billion, or 0.2%, year on year to ¥355.3 billion. Although net sales decreased and procurement costs rose while orders stagnated as a result of the Great East Japan Earthquake and the flooding in Thailand, sales of main products increased and the entire Group worked to reduce costs and raise productivity. As a result of these and other factors, the gross profit margin improved 0.7 points year on year to 46.3 percent.

Selling, general and administrative (SG&A) expenses increased ¥0.4 billion year on year as assiduous efforts to reduce SG&A expenses offset increased expenses due to aggressive mergers and acquisitions.

As a result of the above, operating income increased ¥0.3 billion, or 0.8%, year on year to ¥40.3 billion. Excluding a decrease of ¥7.4 billion due to currency translation, operating income would have increased 19.3% year on year.

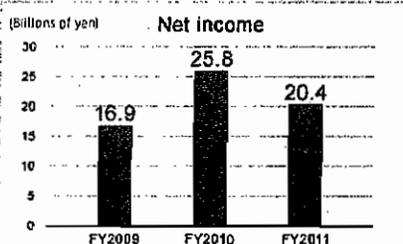


### Income before Income Taxes and Minority Interests

Income before income taxes and minority interests increased ¥4.7 billion, or 16.7%, year on year to ¥32.8 billion. Gain on reversal of foreign currency translation adjustment of ¥3.7 billion partially offset foreign exchange loss, net of ¥2.5 billion, write-down of investment securities of ¥2.7 billion, and business structure improvement expenses of ¥1.1 billion.

### Net Income

Net income decreased ¥5.4 billion, or 21.1%, year on year to ¥20.4 billion. Among other factors, revision of the corporate tax rate in Japan increased income taxes and reduced net income by ¥3.3 billion.



## Operating Results by Segment

### Business Technologies Business

In the office field, overall sales volume of the A3 multi function peripherals (MFPs) of the bizhub series for the fiscal year ended March 31, 2012 increased year on year, reflecting stronger unit sales of color MFPs in all regions – Japan, the United States, Europe, and other regions including Asia – and level sales volume of monochrome MFPs. The Company enhanced its global sales system based on the concept of Optimized Print Services (OPS), a growth strategy that aims at providing optimal printing environments to customers. Sales to major global accounts increased steadily as a result. For example, the Company successfully concluded multi-year global contracts with BMW AG, a major

European automobile manufacturer headquartered in Germany, and the National Aeronautics and Space Administration (NASA) for the management and maintenance of office equipment at their offices. The Company also acquired IT service providers to strengthen its IT service capability, which is key to expanding service businesses in the future and achieving sustainable growth. In Europe, the Company acquired Sweden-based Koneo AB in April 2011. In the United States, California-based subsidiary All Covered Inc., which became a member of the Group in December 2010, acquired nine companies including Illinois-based Techcare LLC. The effective date for the acquisition of two of these companies was April 1, 2012. With these initiatives, the Company expanded its IT service network in North America and European markets. In addition, the Company launched two new color MFPs, bizhub C754 and C854, as the highest-end products in the bizhub series in January 2012 to enhance its product competitiveness in this field.

In the production print field, sales volume of color equipment for production printing systems for the fiscal year ended March 31, 2012 increased significantly year on year in all regions – Japan, the United States, Europe, and other regions including Asia. This performance reflected strong sales of three new color digital printing systems, the bizhub PRESS C8000, C7000 and C8000, which were launched in autumn 2010 and are used in in-house printing and digital commercial printing. Sales of monochrome MFPs also increased year on year, especially in overseas markets. Consequently, overall sales in this field remained robust throughout the fiscal year ended March 31, 2012.

As a result, Business Technologies Business segment sales to outside customers increased 1.5% year on year to ¥547.5 billion. Excluding a decrease of ¥24.4 billion in sales due to the effect of the strong yen on currency translation, segment sales would have increased about 6.0% year on year. Segment profit increased 5.4% year on year to ¥39.4 billion. During the fiscal year ended March 31, 2012, large-scale natural disasters such as the Great East Japan Earthquake and flooding in Thailand caused difficulties in procuring certain materials and components. The Company took steps to minimize the affect on sales by strengthening cooperation among its development, procurement, and production divisions. As a result, both segment sales and segment profit increased year on year despite the strong yen.

#### Optics Business

In the display materials field, the Group introduced new cellulose triacetate films for increasing viewing angle (VA-TAC film) from early 2012. Sales of VA-TAC films remained favorable in Korea and Taiwan during the fiscal year ended March 31, 2012 despite widespread production adjustments in the liquid crystal display (LCD) industry from summer 2011. In addition, adoption of thin plain TAC films, a strong Group product, increased steadily. As a result, overall TAC film sales volume for the fiscal year ended March 31, 2012 increased year on year.

In the memory devices field, sales volume of glass substrates for hard disk drives (HDDs) was level year on year, reflecting production adjustments adopted by personal computer manufacturers in the first half of the fiscal year and the effects of damage certain HDD set manufacturers suffered due to the flooding in Thailand in the second half. Sales volume of pickup lenses for optical disks for the fiscal year ended March 31, 2012 decreased year on year because the markets for both Blu-ray Discs™ and DVDs failed to recover.

In the image input/output components field, sales of lens units for digital and video cameras had been rebounding but stalled because of stagnant orders from certain customers that were affected by the flooding in Thailand. Sales volume only increased slightly year on year as a result. Meanwhile, sales volume of optical units for cell phones with cameras increased year on year, with increased use of Konica Minolta optical units in the second half compensating for a weak first half.

As a result, Optics Business segment sales to outside customers decreased 4.3% year on year to ¥124.3 billion. Segment profit increased 9.6% year on year to ¥14.0 billion because increased sales of main products and initiatives to reduce costs and expenses compensated for the decrease in segment profit from lower sales and prices for certain products.

#### Healthcare Business

In the Healthcare Business, the Company launched two models of digital medical input equipment, the AeroDR cassette digital X-ray detector and the REGIUS Σ desktop

computed radiography (CR) unit, in the first half, and expanded its lineup with a mobile digital radiography (DR) unit for hospital rounds in the second half. The Company also continued to expand the areas in which it sells to medical facilities in Japan and abroad. Digital equipment sales volume increased year on year because the Company concentrated on increasing sales of AeroDR in the hospital market and REGIUS Σ in the clinic market. In film products, the Company concentrated on China to expand sales in emerging economies. However, the use of filmless equipment in Japan and other developed countries increased unabated, causing film product sales volume for the fiscal year ended March 31, 2012 to decrease year on year.

In addition to the above, the impact of the strong yen and lower market prices caused Healthcare Business segment sales to outside customers to decrease 14.1% year on year to ¥73.0 billion. Segment profit decreased 46.9% year on year to ¥90 million, with the impact of lower sales and the surge in the price of silver partly offset by moves to reduce costs and expenses.

### Cash Flows

#### Cash Flows from Operating Activities:

Net cash provided by operating activities was ¥72.3 billion, compared with ¥67.9 billion for the previous fiscal year. Income before income taxes and minority interests provided cash of ¥32.8 billion. Depreciation and amortization totaled ¥49.2 billion, and amortization of goodwill totaled ¥8.8 billion. Uses of cash included an increase in working capital of ¥4.9 billion and income taxes paid of ¥6.1 billion.

#### Cash Flows from Investing Activities:

Net cash used in investing activities was ¥42.7 billion, compared with ¥44.7 billion for the previous fiscal year. Payment for acquisition of property, plant, and equipment used cash of ¥29.1 billion. Principal investments included molds for new products in the Business Technologies Business and capital expenditure in the Optics Business. Other uses of cash included ¥5.5 billion for payment for acquisition of newly consolidated subsidiaries and ¥2.3 billion for payment for transfer of business, both of which were associated with the acquisition of companies in Europe and the United States to strengthen IT services and direct sales in the Business Technologies Business.

As a result, free cash flow, calculated as the sum of cash flows from operating and investing activities, was ¥29.6 billion, compared with free cash flow of ¥23.2 billion for the previous fiscal year.

#### Cash Flows from Financing Activities:

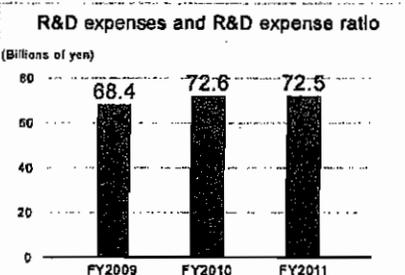
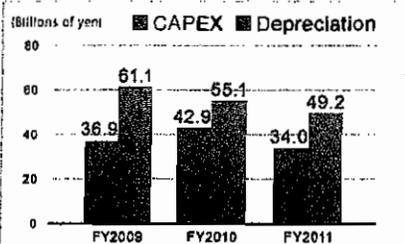
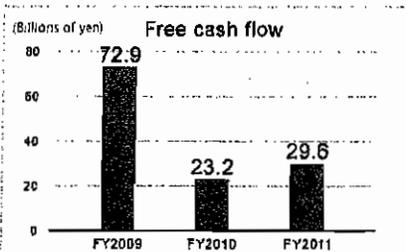
Net cash provided by financing activities was ¥26.3 billion. In the previous fiscal year, financing activities used net cash of ¥12.9 billion. Proceeds from issuance of bonds provided cash of ¥40.0 billion, and net proceeds from long-term loans payable provided cash of ¥12.4 billion. Uses of cash included net decrease in short-term loans payable of ¥16.4 billion and cash dividends paid of ¥7.9 billion.

### Capital Expenditure and Depreciation

Total capital expenditure for the fiscal year ended March 31, 2012, decreased ¥8.9 billion, or 20.8%, year on year to ¥34.0 billion. By business segment, capital expenditure totaled ¥17.7 billion in the Business Technologies Business, ¥6.6 billion in the Optics Business, ¥2.3 billion in the Healthcare Business, and ¥7.2 billion in other businesses. Principal capital expenditure for the fiscal year ended March 31, 2012 included investment in molds for new products in the Business Technologies Business, and investment to increase production capacity in the Optics Business. Depreciation decreased ¥5.8 billion, or 10.7%, year on year to ¥49.2 billion, largely reflecting progress in depreciation of production facilities.

### Research and Development Costs

Research and development (R&D) costs decreased marginally year on year to ¥72.5 billion due to investment in the Business Technologies Business and future growth businesses. By business segment, R&D costs increased 2.4% year on year to ¥44.1



billion in the Business Technologies Business, decreased 1.1% to ¥10.2 billion in the Optics Business, decreased 31.5% to ¥4.9 billion in the Healthcare Business, and increased 10.8% to ¥13.1 billion in other businesses.

**Financial Position and Liquidity**

**Assets**

Current assets at March 31, 2012 increased ¥64.0 billion, or 12.8%, from a year earlier to ¥565.9 billion. Cash on hand and in banks increased ¥2.7 billion, short-term investment securities increased ¥5.4 billion, and notes and accounts receivable-trade increased ¥10.8 billion. Deferred tax assets decreased ¥10.2 billion.

Property, plant and equipment as of March 31, 2012 decreased ¥11.7 billion from a year earlier to ¥178.9 billion due to normal depreciation. Intangible assets decreased ¥1.0 billion from a year earlier to ¥87.3 billion due to amortization despite increased goodwill as a result of business acquisitions in the Business Technologies Business.

Investments and other assets as of March 31, 2012 increased ¥5.2 billion from a year earlier to ¥69.7 billion. Investment securities decreased ¥1.8 billion from a year earlier largely because of reduced book value due to lower stock prices. However, deferred tax assets increased ¥7.8 billion from a year earlier.

As a result of these factors, total assets at March 31, 2012 increased ¥56.5 billion, or 6.7%, from a year earlier to ¥902.0 billion.

**Liabilities**

Current liabilities at March 31, 2012, decreased ¥13.5 billion from a year earlier. Notes and accounts payable-trade increased ¥13.4 billion, while the total of short-term debt and the current portion of long-term debt decreased ¥29.6 billion.

Long-term liabilities at March 31, 2012 increased ¥64.1 billion from a year earlier because bonds payable increased ¥40.0 billion due to the issue of bonds and long-term loans payable increased ¥24.9 billion.

As a result of the above, total liabilities as of March 31, 2012 increased ¥50.5 billion, or 12.1%, from a year earlier to ¥467.0 billion.

Interest-bearing debt as of March 31, 2012 increased ¥35.3 billion from a year earlier to ¥227.9 billion.

**Net Assets**

After net income of ¥20.4 billion and dividend payments of ¥7.9 billion, retained earnings at March 31, 2012 increased ¥11.3 billion from a year earlier to ¥222.8 billion. On the other hand, foreign currency translation adjustments reduced net assets by an additional ¥6.0 billion compared with a year earlier due to the higher yen.

As a result of the above, net assets at March 31, 2012 increased ¥5.9 billion, or 1.4%, from a year earlier to ¥434.9 billion.

At March 31, 2012, the equity ratio decreased 2.5 percentage points from a year earlier to 48.1%.

**Dividend Policy**

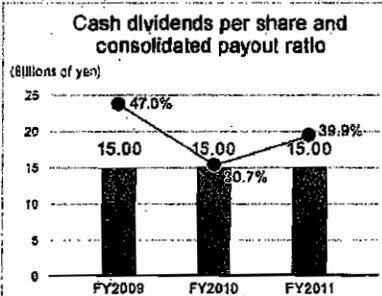
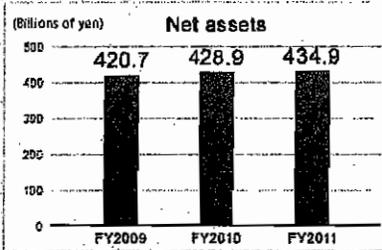
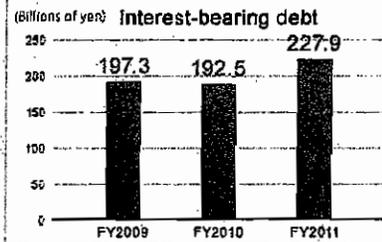
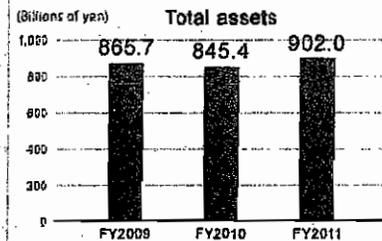
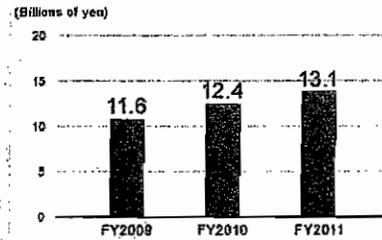
**Basic Dividend Policy**

The Company considers distribution of earnings to shareholders a management priority under a basic policy of sustained distribution of earnings to shareholders after comprehensive consideration of factors including consolidated results and strategic investment in growth areas. The Company's specific medium-to-long-term benchmark for dividends is a consolidated payout ratio of 25% or higher. The Company also considers factors such as financial position and share price in making decisions about share repurchases as another means of distributing earnings to shareholders.

**Dividends for the Fiscal Year Ending March 31, 2012 and Planned Dividends for the Fiscal Year Ending March 31, 2013**

Increasing market competition and the appreciation of the yen during the fiscal year ended March 31, 2012, along with production adjustments among customers and two major natural disasters that impacted supply chains, created continued challenging

**R&D expenses for Common Technology Platforms and Leading-Edge Technologies**



conditions for sales. However, increased sales of profitable core products and thorough cost controls enabled the Group to generally achieve its earnings targets from operating income to net income. Based on these circumstances, the Company declared a year-end cash dividend of ¥7.50 per share. In conjunction with the interim cash dividend, cash dividends per share for the year ended March 31, 2012 totaled ¥15.00.

While the operating environment remains uncertain, for the fiscal year ending March 31, 2013, the Company assumes it will achieve its performance targets and therefore plans to pay an interim and a year-end cash dividend per share of ¥7.50 each for total annual dividends of ¥15.00 per share.

#### Outlook for the Fiscal Year Ending March 31, 2013

Looking at the global economic conditions surrounding the Group, the outlook for the European economy remains uncertain due to its fiscal problems. We expect that the United States will grow moderately overall but will continue to expand and contract. Growth in emerging economies, especially China, India, and other Asian economies, is expected to slow, but we expect these economies to maintain higher economic growth rates than those of developed economies. The Japanese economy is expected to recover, backed by demand associated with post-earthquake reconstruction.

In the Business Technologies Business, we expect that demand for production printing products will continue to expand both in Japan and in overseas markets. We also forecast that growth in emerging markets will drive demand for office MFPs. In developed countries, we expect to boost demand from global major accounts by leveraging the development of OPS. In the Industrial Business\*, prolonged adjustments of digital consumer electronics inventory, including LCD TVs, are expected to come to an end, bringing an overall recovery in demand. In the Healthcare Business, we anticipate that demand for cassette DR and compact CR will continue to expand, especially in the hospital and clinic markets.

\* The reportable segments in the fiscal year ended March 31, 2012 were the Business Technologies Business, the Optics Business, and the Healthcare Business. However, with the reorganization of the Group in April 2012, the reportable segments will be the Business Technologies Business, Industrial Business, and Healthcare Business from the fiscal year ending March 31, 2013.

Considering the above circumstances, we have made the following forecasts for the fiscal year ending March 31, 2013.

Performance Forecast for the Fiscal Year Ending March 31, 2013 (As of July 27, 2012)	(Billions of yen)
Net sales	800.0
Operating income	48.0
Operating income ratio	6.0%
Amortization of goodwill	8.8
Operating income before amortization of goodwill	56.8
Operating income ratio before amortization of goodwill	7.1%
Net income	22.0
Capital expenditure	50.0
Depreciation	55.0
Research and development costs	73.0
Free cash flow	(10.0)
CF from operating activities - CF from investing activities	30.0

We assume exchange rates of JPY 80 to USD 1 and JPY 100 to EUR 1.

## Konica Minolta Group Risks

The following risks could have a significant effect on the judgment of investors in the Group. Further, the forward-looking statements in the following section are the Group's judgments as of June 21, 2012.

### Economic Risks

#### (1) Economic Trends in Primary Markets

The Group provides MFPs, production printing equipment, image input/output components, display materials, products and equipment for use in healthcare, and related services to customers worldwide. Economic conditions in national markets significantly affect sales and earnings in these businesses.

Risks of concern in the global economy include the protracted debt problems in Europe, high crude oil prices due to political instability in oil-producing countries, and economic policy revisions in leading countries due to major elections. Japan's economy is expected to recover moderately because of the impact of reconstruction and restoration demand following the Great East Japan Earthquake and the flooding in Thailand, but conditions remain unclear. Recessions in national markets that cause customers to restrain investment, reduce operating expenses or reduce consumption could adversely affect the Group's results or finances in ways such as causing inventories to increase, reducing sales prices by increasing competition, or reducing sales volume.

#### (2) Changes in Exchange Rates

Overseas sales account for 72.0% of the Group's net sales. The Group operates globally and is significantly affected by exchange rate fluctuations.

The Group ameliorates the impact of exchange rates by conducting hedging transactions centered on futures contracts for major currencies including the U.S. dollar and the euro. In addition, the impact of USD-denominated procurement for the MFPs and printers the Business Technologies Business produces in China is light because it is basically offset by sales and payables in regions where sales are denominated in U.S. dollars. However, fluctuations in euro exchange rates directly impact earnings. Generally, yen appreciation versus the U.S. dollar and euro negatively affects results, while yen depreciation versus these currencies positively affects results.

The Group takes steps to ameliorate the impact of currency exchange rate fluctuations because yen appreciation negatively affects its results. However, continued yen appreciation could negatively affect the Group's results.

### Industry and Business Activity Risks

#### (3) Competition in Technology Innovation

The ability to innovate faster than other companies is the primary source of competitive advantage in the Group's core businesses including MFPs, production printing equipment and other information equipment, TAC polarizing film for LCDs, and pickup lenses for optical disks, and in the Group's key areas for future development including organic electroluminescent (EL) lighting.

The Group continually takes on the challenge of innovative technology development and invests aggressively in R&D and facilities, but these efforts may not be timely enough. Moreover, competitors may develop similar or alternative technologies more quickly. Accurately determining new directions in technology innovation to meet customer needs is crucial, and failure to do so could reduce the Group's competitiveness in its core and new businesses.

#### (4) Operating Environment in the Equipment and Service Businesses

Solution and service needs are increasing in conjunction with rising demand for high-value-added products that are networked and multifunctional, including information equipment such as MFPs, printers and production printing equipment, and healthcare equipment. In addition, companies are strengthening their sales channels through acquisitions, reorganization and alliances with IT companies, particularly in the information equipment industry. Competition among manufacturers and distributors that respond to this trend is expected to further intensify competition within the industry.

The Group operates under a policy of being the genre leader in its Business Technologies Business, the Group's largest business and growth driver. The Group led the industry in concentrating resources to expand its office-use color MFP and production printing equipment businesses, thus establishing itself as the leading Group in European and North American markets. However, the Group cannot guarantee continued competitive advantage because technological innovation is rapid in this field and the importance of the solutions and services business is further increasing. Slower growth resulting from inability to maintain competitiveness in technology and sales channels in the Business Technologies Business could adversely affect the Group's results. Moreover, restrained corporate investment or cost reductions could cause installation of new MFPs to decrease, which could adversely affect the Group's results in the future.

#### (5) Operating Environment in the Industrial Business

The Industrial Business supplies components and materials for LCD televisions, DVD and HDD products, and other products in the digital home appliance market. Selling prices continue to trend downward due to intense competition among manufacturers in this market, which affects component and material suppliers such as the Group. At the same time, shorter product lifecycles require component and material manufacturers to sell mass-produced products in a short time. Rapid changes in supply and demand due to production adjustments caused by market competition could adversely affect the Group's results.

In addition, the Industrial Business's major customers are digital home appliance manufacturers. Rapid changes in demand or decreases in prices in addition to failure to respond sufficiently to the industry trends the Group identifies, such as global reorganization of the digital home appliance industry or next-generation products, could result in loss of customers and adversely affect the Group's results.

#### (6) Quality Problems

The Group has created a rigorous quality assurance system for Group companies and contract manufacturers in Japan and overseas, and provides customers with high-performance, reliable products and services. The Group could be responsible for compensation for damages that result if the Group should happen to provide defective products or services. Moreover, remedying such defects may result in significant expenses. In addition, media reports on such problems could adversely affect the Group's operations and image.

#### (7) Global Business Activities

The Group conducts a majority of its business outside Japan in North America, Europe, and Asian countries. These global corporate activities entail the following risks:

- Exchange rate movements
- Political and economic uncertainties
- Unanticipated changes to legal, regulatory and tax codes
- Hiring and retaining outstanding employees
- Industrial infrastructure vulnerabilities

Business expansion in overseas markets is a primary objective of the Group. However, inability to respond adequately to the risks that are characteristic of global business activities could adversely affect the Group's results and growth strategies.

The Group is concentrating on expanding production in China to enhance cost competitiveness in its core Business Technologies Business and Industrial Business. The Business Technologies Business has established production bases in Dongguan, Shenzhen and Wuxi that produce and ship nearly all of the MFPs and printers it sells globally. In addition, the Industrial Business has established production bases in Dalian and Shanghai that produce image input/output components and other products.

China continues to develop economically and make progress in areas such as improving its legal system and upgrading infrastructure. However, legal changes, labor policy difficulties, increased personnel expenses, appreciation of the Chinese yuan, changes in import and export regulations and the tax code, and other developments that are difficult to anticipate may occur. Inability of the Group to effectively handle the risks inherent in having a large percentage of the manufacturing activities of its core businesses in China could adversely affect the Group's results and growth strategies.

#### (8) Securing Human Resources

Skilled human resources are the source of growth for the Group. The Group increasingly requires outstanding engineers and highly skilled workers who can further develop core technologies in businesses including optics, materials, precision processing, and imaging in order to maintain the Group's high level of competitiveness in the future. In addition, prevailing over competitors as digitalization and networking advance requires the Group to secure outstanding engineers and systems engineers to quickly strengthen information and communication technologies such as software and control technologies. Beyond technology, the Group has a growing need for personnel in areas such as marketing, sales and service to create new sources of earnings from businesses including solutions and services.

While these personnel requirements are pronounced, competition among companies acquire human resources is intense. Inability to recruit and retain competent human resources could adversely affect execution of the Group's growth strategy.

#### (9) Alliances with Other Companies

The Group is enhancing competitiveness and efficiency by collaborating with other companies through means including technology and business alliances and joint ventures.

In the Business Technologies Business, the Group moved to enhance its IT services by continuing to make acquisitions in North America and Europe during the fiscal year ended March 31, 2012 that strengthened its business base. In the production print business, the Group responded to diversifying needs in the commercial printing market by concluding a global sales agreement in the commercial printing market in February 2012 with Japan-based Komori Corporation. In May 2012, the Group also acquired FedEx Kinko's Japan Co., Ltd. to provide various solutions in the corporate in-house printing market. The Group will continue to forge alliances and make acquisitions as a strategic growth option.

Mutually supplementing technology and expertise under agreements with other companies strongly helps the Group to provide new products and services that respond to customer needs in a timely manner. Inability to continue collaborative relationships for operating, financial or other reasons or inability to achieve the expected outcomes of such relationships could adversely affect the Group's growth strategy.

#### (10) Rising Raw Material Prices

Rising prices for metal products including silver, steel and aluminum; petrochemical products made from crude oil; and other raw materials that the Group uses in its production activities could affect the Group's results. The Group works to reduce costs and raise the prices of its products as raw material prices rise, but cannot guarantee that it will be able to completely compensate higher raw material prices. Raising product selling prices may also reduce sales volume.

#### (11) Raw Material and Resource Procurement

The Group procures specified products, components and materials from external suppliers. Unanticipated contingencies among these suppliers could adversely affect the Group's production and supply capabilities.

In addition, the limited supply of scarce natural resources such as rare earths remains a concern. While the Group is working to reduce the amount used and find alternatives for these scarce resources, supply disruptions could interfere with production continuity and adversely affect the Group's results.

---

### Legal and Litigation Risk

#### (12) Intellectual Property

The Group accumulates differentiating technologies and expertise in the course of product development to ensure the competitiveness of its businesses, and works to protect these intellectual property rights. However, legal constraints in certain regional areas may preclude full protection of intellectual

property and render the Group unable to prevent third parties from manufacturing and selling products that employ the Group's intellectual property.

Furthermore, the Group tries to avoid infringing on the rights of other companies in developing products. However, differences of opinion or other factors may result in the assumption that the Group is infringing on the rights of other companies, which could render the Group unable to use important technologies or make the Group responsible for paying significant monetary compensation.

Furthermore, in the future the Group may be prohibited from using intellectual property rights it currently licenses from third parties, or such use may be subject to unreasonable conditions.

#### (13) Healthcare Systems

The Group's Healthcare Business is subject to the ongoing influence of the healthcare systems and approval processes of the countries in which it operates. Factors including healthcare system reform could result in significant and unanticipated changes healthcare administration policy. Inability to respond quickly to changes in the operating environment in the Healthcare Business could adversely affect the Group's results.

#### (14) Environmental Regulations

The Group is subject to various environmental laws and regulations governing issues including air pollution, water pollution, removal of hazardous substances, waste treatment, product recycling, and soil and groundwater contamination. The Group may incur expenses and financial liabilities for environmental obligations associated with past and present manufacturing activities. In addition, the Group may incur additional compliance obligations and expenses if environmental laws and regulations become more rigorous in the future, which could adversely affect the Group's results.

#### (15) Information Leaks

The Group obtains personal and confidential information on customers and business partners in the course of operations. The Group has a system for managing this information and implements measures including employee training, but unexpected contingencies could cause this information to leak externally. This could expose the Group to liability for damages to injured parties, and could adversely affect the Group's credibility and image.

In addition, leakage of the Group's confidential information related to matters including technology, contracts and personnel could adversely affect the Group's results.

---

### Disasters and Other Risks

#### (16) Disasters

The Group centers on a holding company, Konica Minolta Holdings, Inc., and operates globally. It encompasses bases worldwide involved in activities including R&D, procurement, production and sales. Disasters including earthquakes, fires, typhoons or flooding; pandemics similar to the outbreak of H1N1 influenza; or war, acts of terrorism or computer viruses could damage the Group's facilities, temporarily halt operations

or delay production and shipments. Such disasters could also disrupt or restrict use of essential utilities such as electricity, gas and water; cause supply shortages of components and raw materials by damaging suppliers; halt distribution; or disrupt markets. Such circumstances could reduce net sales below initial plans, incur significant expenses to restore damaged facilities, or have other outcomes that could adversely affect the Group's results.

The Group essentially resolved the component and raw material procurement problems caused by the Great East Japan Earthquake by the end of the second quarter of the fiscal year ended March 31, 2012. Moreover, the flooding in Thailand did not directly affect Group operations because the Group does not have a production base there. However, the Group has experienced increased procurement costs, suspended orders and other issues resulting from supply chain disruptions caused by the flooding. In the future, the impact of disasters on suppliers or customers or the impact of issues such as electricity shortages could adversely affect the Group's results.

(17) Impairment of Long-Lived Assets

Effective the fiscal year ended March 31, 2006, the Group adopted accounting standards for impairment of long-lived assets including property, plant, equipment and goodwill. The Group periodically evaluates the carrying value of long-lived assets on the consolidated balance sheets to determine if their residual value is recoverable with expected future cash flows from the asset. The Group recognizes impairment when the asset no longer generates sufficient cash flow because its operating profitability has decreased due to competition or other reasons, which could adversely affect the Group's results.

# CONSOLIDATED BALANCE SHEETS

Konica Minolta Holdings, Inc. and Consolidated Subsidiaries  
March 31, 2012 and 2011

Assets	Millions of yen		Thousands of U.S. dollars (Note 3)
	2012	2011	2012
<b>Current Assets:</b>			
Cash on hand and in banks (Note 5).....	¥ 90,640	¥ 87,886	\$ 1,102,811
Notes and accounts receivable-trade (Notes 5 and 12).....	174,193	163,363	2,119,394
Lease receivables and investment assets (Note 12).....	13,775	14,327	167,599
Short-term investment securities (Notes 5 and 6).....	141,293	87,261	1,719,102
Inventories (Note 10).....	105,080	100,243	1,278,501
Deferred tax assets (Note 8).....	20,100	30,393	244,555
Other accounts receivable.....	13,487	10,536	163,852
Other current assets.....	11,759	12,084	143,071
Allowance for doubtful accounts.....	(4,385)	(4,220)	(53,352)
<b>Total current assets.....</b>	<b>565,923</b>	<b>501,876</b>	<b>6,885,546</b>
<b>Property, Plant and Equipment (Note 17):</b>			
Buildings and structures.....	169,648	167,918	2,064,095
Machinery and equipment.....	244,086	242,223	2,969,777
Tools and furniture.....	138,773	142,003	1,688,441
Land.....	33,631	33,795	409,186
Lease assets.....	818	726	9,953
Construction in progress.....	7,817	6,589	95,109
Rental business-use assets.....	37,373	39,425	454,715
<b>Total.....</b>	<b>632,149</b>	<b>632,682</b>	<b>7,691,313</b>
Accumulated depreciation.....	(453,150)	(441,980)	(5,513,444)
<b>Net property, plant and equipment.....</b>	<b>178,999</b>	<b>190,701</b>	<b>2,177,868</b>
<b>Intangible Fixed Assets:</b>			
Goodwill.....	59,727	63,146	726,694
Other intangible fixed assets.....	27,613	25,225	335,965
<b>Total intangible fixed assets.....</b>	<b>87,341</b>	<b>88,371</b>	<b>1,062,672</b>
<b>Investments and Other Assets (Note 17):</b>			
Investment securities (Notes 5 and 6).....	19,073	20,893	232,080
Long-term loans.....	133	154	1,618
Long-term prepaid expenses.....	2,650	3,030	32,242
Deferred tax assets (Note 8).....	38,281	30,404	465,762
Other.....	10,355	10,752	125,989
Allowance for doubtful accounts.....	(706)	(732)	(8,590)
<b>Total investments and other assets.....</b>	<b>69,788</b>	<b>64,504</b>	<b>849,106</b>
<b>Total assets.....</b>	<b>¥902,052</b>	<b>¥845,453</b>	<b>\$10,975,204</b>

The accompanying Notes to the Consolidated Financial Statements are an integral part of these financial statements.

Liabilities and Net Assets	Millions of yen		Thousands of U.S. dollars (Note 9)
	2012	2011	2012
<b>Current Liabilities:</b>			
Short-term debt (Notes 5, 7 and 12).....	¥ 32,913	¥ 50,018	\$ 400,450
Current portion of long-term debt (Note 7).....	11,994	24,516	145,930
Notes and accounts payable-trade (Note 5).....	88,129	74,640	1,072,259
Accrued expenses.....	36,335	35,324	442,085
Accrued income taxes (Note 8).....	6,908	5,199	84,049
Reserve for discontinued operations.....	-	26	-
Other current liabilities (Note 7).....	52,678	52,755	640,930
Total current liabilities.....	228,958	242,480	2,785,716
<b>Long-Term Liabilities:</b>			
Long-term debt (Notes 5 and 7).....	183,025	118,033	2,226,852
Accrued retirement benefits (Note 22).....	44,546	44,734	541,976
Accrued retirement benefits for directors and statutory auditors.....	341	329	4,149
Deferred tax liabilities on land revaluation (Note 8).....	3,269	3,733	39,774
Asset retirement obligations.....	931	963	11,327
Other long-term liabilities (Note 7).....	5,992	6,192	72,904
Total long-term liabilities.....	236,105	173,985	2,897,007
Total liabilities.....	467,064	416,465	5,682,735
<b>Contingent Liabilities (Note 11)</b>			
<b>Net Assets (Notes 9 and 27):</b>			
Common stock:			
Authorized—1,200,000,000 shares in 2012 and 2011			
Issued—531,664,337 shares in 2012 and 2011.....	37,519	37,519	456,491
Capital surplus.....	204,142	204,140	2,483,781
Retained earnings.....	222,848	211,467	2,711,376
Less: Treasury stock, at cost; Common stock, 1,381,591 shares in 2012 and 1,436,447 shares in 2011.....	(1,597)	(1,670)	(19,431)
Unrealized gains on securities, net of taxes.....	1,183	478	14,393
Unrealized losses on hedging derivatives, net of taxes.....	(228)	(94)	(2,774)
Foreign currency translation adjustments.....	(30,199)	(24,193)	(367,429)
Share subscription rights (Notes 7 and 24).....	682	658	8,298
Minority interests.....	635	682	7,726
Total net assets.....	434,987	428,987	5,292,457
Total liabilities and net assets.....	¥902,052	¥845,453	\$10,975,204



## Consolidated Statements of Comprehensive Income

	Millions of yen		Thousands of U.S. dollars (Note 3)
	2012	2011	2012
Income before minority interests .....	¥20,484	¥25,951	\$249,227
<b>Other comprehensive income</b>			
Unrealized gains (losses) on securities, net of taxes .....	716	(261)	8,712
Unrealized losses on hedging derivatives, net of taxes .....	(133)	(128)	(1,619)
Foreign currency translation adjustments .....	(6,112)	(9,291)	(74,364)
Share of other comprehensive income of associates accounted for using equity method .....	(12)	(1)	(146)
Total other comprehensive income (Note 19) .....	(5,541)	(9,683)	(67,417)
Comprehensive income .....	¥14,943	¥16,267	\$181,810
<b>Comprehensive income attributable to</b>			
Owners of the parent .....	¥14,990	¥16,258	\$182,382
Minority interests .....	(46)	8	(590)

# CONSOLIDATED STATEMENTS OF CHANGES IN NET ASSETS

Konica Minolta Holdings, Inc. and Consolidated Subsidiaries  
For the fiscal years ended March 31, 2012 and 2011

Millions of yen											
	Shares of issued common stock	Common stock	Capital surplus	Retained earnings	Treasury stock	Unrealized gains on securities, net of taxes	Unrealized gains (losses) on hedging derivatives, net of taxes	Foreign currency translation adjustments	Share subscription rights	Minority interests	Total
(From April 1, 2010 to March 31, 2011)											
Net Assets at April 1, 2010.....	531,664,337	¥37,519	¥204,140	¥193,790	¥(1,743)	¥ 741	¥ 33	¥(14,947)	¥617	¥622	¥420,775
Dividends paid from retained earnings..				(7,953)							(7,953)
Net income.....				25,896							25,896
Purchase of treasury stock.....					(76)						(76)
Re-issuance of treasury stock.....				(54)	148						94
Pension liabilities adjustment of overseas subsidiaries.....				(211)							(211)
Net changes during the period.....						(263)	(128)	(9,245)	41	59	(9,536)
Total changes during the period.....				17,678	72	(263)	(128)	(9,245)	41	59	8,212
Balance at March 31, 2011.....	531,664,337	¥37,519	¥204,140	¥211,467	¥(1,670)	¥ 478	¥ (94)	¥(24,193)	¥658	¥682	¥428,987
(From April 1, 2011 to March 31, 2012)											
Net Assets at April 1, 2011.....	531,664,337	¥37,519	¥204,140	¥211,467	¥(1,670)	¥ 478	¥ (94)	¥(24,193)	¥658	¥682	¥428,987
Dividends paid from retained earnings..				(7,953)							(7,953)
Net income.....				20,424							20,424
Change in the scope of consolidation..				(38)							(38)
Purchase of treasury stock.....					(11)						(11)
Re-issuance of treasury stock.....			1		84						86
Pension liabilities adjustment of overseas subsidiaries (Note 20).....				(1,050)							(1,050)
Net changes during the period.....						704	(133)	(6,005)	24	(46)	(6,456)
Total changes during the period.....			1	11,381	73	704	(133)	(6,005)	24	(46)	5,999
Balance at March 31, 2012.....	531,664,337	¥37,519	¥204,142	¥222,848	¥(1,597)	¥1,183	¥(228)	¥(30,199)	¥682	¥635	¥434,987

Thousands of U.S. dollars (Note 3)											
	Shares of issued common stock	Common stock	Capital surplus	Retained earnings	Treasury stock	Unrealized gains on securities, net of taxes	Unrealized gains (losses) on hedging derivatives, net of taxes	Foreign currency translation adjustments	Share subscription rights	Minority interests	Total
(From April 1, 2011 to March 31, 2012)											
Net Assets at April 1, 2011.....	531,664,337	\$456,491	\$2,483,757	\$2,572,904	\$(20,319)	\$ 5,816	\$(1,144)	\$(294,355)	\$8,006	\$8,298	\$5,219,455
Dividends paid from retained earnings..				(96,764)							(96,764)
Net income.....				248,497							248,497
Change in the scope of consolidation..				(462)							(462)
Purchase of treasury stock.....					(134)						(134)
Re-issuance of treasury stock.....			12		1,022						1,046
Pension liabilities adjustment of overseas subsidiaries (Note 20).....				(12,775)							(12,775)
Net changes during the period.....						8,566	(1,618)	(73,062)	292	(580)	(66,383)
Total changes during the period.....			12	136,472	888	8,566	(1,618)	(73,062)	292	(580)	72,969
Balance at March 31, 2012.....	531,664,337	\$456,491	\$2,483,781	\$2,711,376	\$(19,431)	\$14,383	\$(2,774)	\$(367,429)	\$8,298	\$7,726	\$5,292,457

The accompanying Notes to the Consolidated Financial Statements are an integral part of these financial statements.

# CONSOLIDATED STATEMENTS OF CASH FLOWS

Konica Minolta Holdings, Inc. and Consolidated Subsidiaries  
For the fiscal years ended March 31, 2012 and 2011

	Millions of yen		Thousands of U.S. dollars (Note 3)
	2012	2011	2012
<b>Cash Flows from Operating Activities:</b>			
Income before income taxes and minority interests	¥ 32,815	¥ 28,111	\$ 399,258
Depreciation and amortization	49,239	55,129	599,087
Loss on impairment of fixed assets	893	1,027	10,865
Amortization of goodwill	8,804	8,401	107,118
Interest and dividend income	(1,563)	(1,807)	(19,017)
Interest expense	2,519	3,129	30,646
Loss on sales and disposals of property, plant and equipment	1,693	1,526	20,599
Loss on sales and write-down of investment securities	2,698	678	32,826
Gain on sales of investments in capital	(804)	—	(7,349)
Gain on reversal of foreign currency translation adjustment	(3,730)	—	(45,383)
Decrease in provision for bonuses	(85)	(203)	(1,034)
Increase (Decrease) in accrued retirement benefits	359	(8,358)	4,368
Decrease in reserve for discontinued operations	(26)	(4,888)	(316)
Decrease (Increase) in trade notes and accounts receivable	(13,442)	3,411	(163,548)
Increase in inventories	(6,268)	(7,800)	(76,262)
Increase in trade notes and accounts payable	14,715	433	179,036
Transfer of rental business-use assets	(4,700)	(5,324)	(57,185)
Increase in accounts receivable—other	(4,449)	(543)	(54,131)
Increase in accounts payable—other and accrued expenses	866	2,402	10,537
Decrease/increase in consumption taxes receivable/payable	1,249	(479)	15,196
Other	(1,543)	3,603	(18,774)
Subtotal	79,439	78,650	966,529
Interest and dividend income received	1,534	1,808	18,664
Interest paid	(2,414)	(3,098)	(29,371)
Income taxes paid	(6,192)	(9,402)	(75,338)
Net cash provided by operating activities	72,367	67,957	880,484
<b>Cash Flows from Investing Activities:</b>			
Payment for acquisition of property, plant and equipment	(29,104)	(37,026)	(354,106)
Proceeds from sales of property, plant and equipment	504	1,155	6,132
Payment for acquisition of intangible fixed assets	(5,862)	(5,808)	(71,323)
Proceeds from transfer of business	—	577	—
Payment for transfer of business	(2,393)	—	(29,115)
Payment for acquisition of newly consolidated subsidiaries	(5,508)	(2,508)	(66,991)
Payment for loans receivable	(248)	(475)	(3,017)
Proceeds from collection of loans receivable	138	240	1,679
Payment for acquisition of investment securities	(6)	(96)	(73)
Proceeds from sales of investment securities	2	29	24
Proceeds from sales of investments in capital	1,315	—	16,000
Payment for acquisition of other investments	(1,773)	(1,271)	(21,572)
Other	177	445	2,154
Net cash used in investing activities	(42,757)	(44,738)	(520,221)
<b>Cash Flows from Financing Activities:</b>			
Decrease in short-term loans payable	(16,439)	(6,551)	(200,012)
Proceeds from long-term loans payable	38,304	989	466,042
Repayment of long-term loans payable	(25,805)	(27,565)	(313,968)
Proceeds from issuance of bonds	40,000	30,000	486,677
Repayments of lease obligations	(1,715)	(1,838)	(20,866)
Proceeds from disposal of treasury stock	3	4	37
Payment for purchase of treasury stock	(11)	(76)	(134)
Dividend payments	(7,945)	(7,942)	(96,666)
Dividend proceeds from minority shareholders in consolidated subsidiaries	—	51	—
Net cash provided by (used in) financing activities	26,390	(12,928)	321,085
Effect of Exchange Rate Changes on Cash and Cash Equivalents	786	711	9,551
Increase in Cash and Cash Equivalents	56,785	11,002	690,899
Cash and Cash Equivalents at the Beginning of the Year (Note 4)	175,148	164,146	2,131,014
Cash and Cash Equivalents at the End of the Year (Note 4)	¥231,933	¥175,148	\$2,821,913

The accompanying Notes to the Consolidated Financial Statements are an integral part of these financial statements.

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Konica Minolta Holdings, Inc. and Consolidated Subsidiaries  
For the fiscal years ended March 31, 2012 and 2011

## 1. BASIS OF PRESENTING FINANCIAL STATEMENTS

The accompanying consolidated financial statements of Konica Minolta Holdings, Inc., (the "Company") and its consolidated subsidiaries (the "Companies") are prepared on the basis of accounting principles generally accepted in Japan, which are different in certain respects regarding application and disclosure requirements of International Financial Reporting Standards, and are compiled from the consolidated financial statements prepared by the Company as required by the Securities and Exchange Law of Japan. Accounting principles generally accepted in Japan allow consolidation of foreign subsidiaries based on their financial statements in conformity with International Financial Reporting Standards and accounting principles generally accepted in the United States.

The accompanying consolidated financial statements incorporate certain reclassifications in order to present them in a format that is more appropriate to readers outside Japan. In addition, the notes to the consolidated financial statements include information that is not required under generally accepted accounting principles in Japan, but is provided herein as additional information.

As permitted under the Securities and Exchange Law of Japan, amounts of less than one million yen have been omitted. As a result, the totals shown in the accompanying consolidated financial statements (both in yen and in dollars) do not necessarily agree with the sums of the individual amounts.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### (a) Principles of Consolidation

The consolidated financial statements include the accounts of the Company and, with certain exceptions which are not material, those of its 92 subsidiaries (89 subsidiaries for 2011) for which it retains control. All significant intercompany transactions, balances and unrealized profits among the Companies are eliminated on consolidation.

Investments in 3 unconsolidated subsidiaries (3 unconsolidated subsidiaries for 2011) and 2 significant affiliates (2 significant affiliates for 2011) are accounted for using the equity method of accounting. Investments in the other unconsolidated subsidiaries and affiliates are stated at cost, since they have no material effect on the consolidated financial statements.

### (b) Translation of Foreign Currencies

#### *Translation of Foreign Currency Transactions and Balances*

All monetary assets and liabilities denominated in foreign currencies, whether long-term or short-term, are translated into Japanese yen at the exchange rates prevailing at the balance sheet date. The resulting exchange gains and losses are charged or credited to income.

#### *Translation of Foreign Currency Financial Statements*

The translation of foreign currency financial statements of overseas consolidated subsidiaries into Japanese yen is done by applying the exchange rates prevailing at the balance sheet dates for balance sheet items, except common stock, additional paid-in capital and retained earnings accounts, which are translated at the historical rates, and the statements of income and retained earnings which are translated at average exchange rates.

### (c) Cash and Cash Equivalents

Cash and cash equivalents in the consolidated cash flow statements comprise cash on hand and short-term investments that are due for redemption in one year or less and are easily converted into cash with little risk to changes in value.

### (d) Allowance for Doubtful Accounts

The allowance for doubtful accounts is provided for possible losses from uncollectible receivables based on specific doubtful accounts identified and historical loss experience.

### (e) Inventories

Inventories held by domestic consolidated subsidiaries are mainly stated using the cost price method (carrying amount in the balance sheet is calculated with consideration of write-down due to decreased profitability) determined using the total average method. Inventories held by overseas consolidated subsidiaries are mainly stated at the lower of cost or market value or net realizable value, where cost is determined using the first-in, first-out method.

### (f) Property, Plant and Equipment

Depreciation of property, plant and equipment (excluding lease assets) for the Company and domestic consolidated subsidiaries is calculated using the declining balance method, except for depreciation of buildings acquired after April 1, 1998, which are depreciated using the straight-line method over their estimated useful lives. Depreciation of property, plant and equipment (excluding lease assets) for overseas consolidated subsidiaries is calculated using the straight-line method.

For finance leases where ownership is not transferred, depreciation is calculated using the straight-line method over the lease period utilizing a residual value of zero. For finance leases held by the Company and its domestic consolidated subsidiaries that do not transfer ownership and for which the starting date for the lease transaction is prior to March 31, 2008, lease payments are recognized as an expense.

### (g) Intangible Assets

Intangible assets (excluding lease assets) are depreciated using the straight-line method. In addition, software is depreciated using the straight-line method over its estimated useful life (5 years).

### (h) Goodwill

Goodwill is amortized on a straight-line basis over a period not exceeding 20 years.

### (i) Income Taxes

Deferred income taxes are recognized based on temporary differences between the tax basis of assets and liabilities and those as reported in the consolidated financial statements.

### (j) Research and Development Costs

Research and development costs are expensed as incurred.

### (k) Financial Instruments

#### *Derivatives*

All derivatives are stated at fair market value, with changes in fair market value included in net income for the period in which they arise, except for derivatives that are designated as "hedging instruments" (see Hedge Accounting below).

#### *Securities*

Investments in equity securities issued by unconsolidated subsidiaries and affiliates are accounted for using the equity method of accounting; however, investments in certain unconsolidated subsidiaries and affiliates are stated at cost due to the effect of the application of the equity method of accounting being immaterial.

Held-to-maturity securities are recognized using the amortized cost method (straight-line method).

Other securities for which market quotes are available are stated at fair market value. Net unrealized gains or losses on these securities are reported, net of tax, as a separate component of net assets.

Other securities for which market quotes are unavailable are stated at cost, except in cases where the fair market value of equity securities issued by unconsolidated subsidiaries and affiliates or other securities has declined significantly and such decrease in value is deemed other than temporary. In these instances, securities are written down to the fair market value and the resulting losses are charged to income during the period.

#### **Hedge Accounting**

Gains or losses arising from changes in fair market value of derivatives designated as "hedging instruments" are deferred as an asset or a liability and charged or credited to income in the same period that the gains and losses on the hedged items or transactions are recognized.

Derivatives designated as hedging instruments are primarily interest rate swaps, currency options and forward foreign currency exchange contracts. The related hedged items are trade accounts receivable, trade accounts payable and long-term bank loans.

The Companies' policy is to utilize the above hedging instruments in order to reduce exposure to the risks of interest rate and exchange rate fluctuations. As such, the Companies' purchases of the hedging instruments are limited to, at maximum, the amounts of the hedged items.

The Companies evaluate the effectiveness of their hedging activities by reference to the accumulated gains or losses on the hedging instruments and the related hedged items on the date of commencement of the hedges.

#### **(l) Retirement Benefit Plans**

##### **Retirement Benefits for Employees**

The Company, domestic consolidated subsidiaries and certain overseas consolidated subsidiaries have obligations to make defined benefit retirement payments to their employees and, therefore, provide for accrued retirement benefits based on the estimated amount of projected benefit obligations and the fair value of plan assets.

For the Company and its domestic consolidated subsidiaries, unrecognized prior service cost is amortized using the straight-line method over a 10-year period, which is shorter than the average remaining years of service of the eligible employees. Unrecognized net actuarial gains or losses are primarily amortized in the following year using the straight-line method over a 10-year period, which is shorter than the average remaining years of service of the eligible employees.

##### **Accrued Retirement Benefits for Directors and Statutory Auditors**

Domestic consolidated subsidiaries recognize a reserve for retirement benefits for directors and statutory auditors based on the amount payable at the end of the period in accordance with their internal regulations.

#### **(m) Per Share Data**

Net income per share of common stock is calculated based on the weighted-average number of shares outstanding during the year.

Cash dividends per share for each year as disclosed in the accompanying consolidated financial statements are dividends declared for the respective year.

#### **(n) Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements**

Effective from the year ended March 31, 2009, the Company applied the "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements" (Accounting Standards Board of Japan (ASBJ) Practical Issues Task Force (PITF) No. 18, issued by the ASBJ on May 17, 2006).

The Company has made necessary adjustments upon consolidation to unify accounting standards for foreign subsidiaries to be consistent with the Company.

#### **(o) Accounting Changes and Error Corrections Application of Accounting Standards**

The Company adopted "Accounting Standard for Accounting Changes and Error Corrections" (ASBJ Statement No. 24, issued on December 4, 2009) and "Guidance on Accounting Standard for Accounting Changes and Error Corrections" (ASBJ Guidance No. 24, issued on December 4, 2009) for accounting changes and corrections of prior period errors which are made from the fiscal year beginning on April 1, 2011.

### **3. U.S. DOLLAR AMOUNTS**

The translation effect of Japanese yen amounts into U.S. dollars is included solely for the convenience of the reader, using the prevailing exchange rate at March 31, 2012, of ¥82.19 to U.S.\$1.00. The translations should not be construed as representations that the Japanese yen amounts have been, could have been, or could in the future be, converted into U.S. dollars at this or any other exchange rate.

#### 4. CASH AND CASH EQUIVALENTS

Cash and cash equivalents as of March 31, 2012 and 2011 are as follows:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Cash on hand and in banks.....	¥ 90,640	¥ 87,886	\$1,102,811
Short-term investments.....	141,293	87,281	1,719,102
Cash and cash equivalents.....	¥231,933	¥175,148	\$2,821,913

#### 5. FINANCIAL INSTRUMENTS

##### Conditions of Financial Instruments

The Companies raise short-term working capital mainly by bank borrowings and invest temporary surplus funds in financial instruments deemed to have lower risk. The Companies enter into derivative transactions based on the need for these transactions in accordance with their internal regulations.

In principle, the risk of currency fluctuations relating to receivables and payables denominated in foreign currencies are hedged using forward exchange contracts and currency options. With respect to the interest volatility risk arising on certain long-term loans payable, the Companies lock in interest expenses using interest-rate swaps.

Investment securities comprise mainly stocks, and the market values of listed stocks are determined on a quarterly basis.

The Companies try to reduce the credit risk of customers arising on notes and accounts receivable-trade through regular monitoring and the comprehensive management of aging balances.

##### Fair Values of Financial Instruments

The book value on consolidated balance sheets, fair value, and difference as of March 31, 2012 and 2011 are as follows:

	Millions of yen						Thousands of U.S. dollars		
	2012		Difference	2011		Difference	2012		Difference
	Book value	Fair value		Book value	Fair value		Book value	Fair value	
<b>Assets</b>									
(1) Cash on hand and in banks...	¥ 90,640	¥ 90,640	¥ -	¥ 87,886	¥ 87,886	¥ -	\$1,102,811	\$1,102,811	\$ -
(2) Notes and accounts receivable-trade.....	174,193	174,193	-	163,363	163,363	-	2,119,394	2,119,394	-
(3) Short-term investment securities and investment securities									
(i) Held-to-maturity securities..	10	10	-	10	10	-	122	122	-
(ii) Other securities.....	156,977	156,977	-	103,111	103,111	-	1,909,928	1,909,928	-
Total.....	¥421,820	¥421,820	¥ -	¥354,371	¥354,371	¥ -	\$5,132,255	\$5,132,255	\$ -
<b>Liabilities</b>									
(1) Notes and accounts payable-trade.....	88,129	88,129	-	74,640	74,640	-	1,072,259	1,072,259	-
(2) Short-term loans (*1).....	-	-	-	50,018	50,018	-	-	-	-
(3) Bonds.....	110,000	110,278	278	70,000	69,469	(531)	1,336,362	1,341,745	3,382
(4) Long-term loans.....	73,025	73,366	341	48,033	48,374	341	688,490	692,839	4,149
Total.....	¥271,154	¥271,773	¥619	¥242,692	¥242,502	¥(189)	\$3,299,112	\$3,306,643	\$7,531
Derivatives (*2).....	¥ (2,032)	¥ (2,032)	¥ -	¥ (1,318)	¥ (1,318)	¥ -	\$ (24,723)	\$ (24,723)	\$ -

Notes: \*1. Since the book value of short-term loans as of March 31, 2012 is not material, relevant information is not presented in the table above.

\*2. Derivative assets and liabilities are presented on a net basis, and the net liability position is enclosed in parentheses.

##### (i) Methods of calculating the fair value of financial instruments and securities and derivatives transactions

###### Assets

###### (1) Cash on hand and in banks and (2) Notes and accounts receivable-trade

The fair value equates to the book value due to the short-term nature of these instruments.

###### (3) Short-term investment securities and investment securities

###### (i) Held-to-maturity securities

The fair value approximates the book value as the securities are entirely school bonds and credit risk of the issuers has not changed significantly since the date of acquisition.

###### (ii) Other securities

The fair value of equity securities is determined based on the prevailing market price. The fair value of bonds is based on the prevailing market price or the price provided by third-party financial institutions. These other securities are described further in 'Note 6. INVESTMENT SECURITIES'.

## Liabilities

### (1) Notes and accounts payable—trade and (2) Short-term loans

The fair value equates to the book value due to the short-term nature of these instruments.

### (3) Bonds

The fair value of bonds payable is based on the value provided by third-party financial institutions.

### (4) Long-term loans

Fair value of long-term loans with fixed interest rates is based on the present value of future cash flows discounted using the current borrowing rate for similar debt of a comparable maturity.

Fair value of long-term loans with variable interest rates approximates book value as the Company's credit risk has not significantly changed since the date of commencement of the borrowing.

For loans subject to the special treatment of interest rate swaps (Please see 'Derivatives' below), the total amount of the principal and interest that were accounted for as a single item with the relevant interest rate swap is discounted with a rate that is assumed to be applied when a new, similar loan is issued.

## Derivatives

Derivatives are described further in 'Note 23. DERIVATIVES'.

### (ii) Financial instruments for which the fair value is extremely difficult to measure

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
	Book value	Book value	Book value
Unlisted equity securities.....	¥ 560	¥2,225	\$ 6,813
Investments in unconsolidated subsidiaries and affiliated companies.....	2,619	2,608	34,288

Above are not included in '(3)(ii) Other securities' because there is no market value and it is difficult to measure the fair value.

### (iii) Redemption schedule for money claim and securities with maturity date subsequent to the consolidated balance sheets date

	Millions of yen				Thousands of U.S. dollars	
	2012		2011		2012	
	Within one year	More than one year, within five years	Within one year	More than one year, within five years	Within one year	More than one year, within five years
Cash on hand and in banks.....	¥ 80,640	¥ —	¥ 87,888	¥ —	\$1,102,811	\$ —
Notes and accounts receivable—trade.....	174,193	—	163,363	—	2,119,384	—
Short-term investment securities and investment securities						
Held-to-maturity securities.....	—	10	—	10	—	122
Other securities						
(1) Bonds.....	7,593	—	9,261	—	92,384	—
(2) Other.....	133,700	—	78,000	—	1,626,719	—
Total.....	¥406,126	¥10	¥338,511	¥10	\$4,941,307	\$122

### (iv) Redemption schedule for bonds and long-term loans subsequent to the consolidated balance sheets date

	Millions of yen				Thousands of U.S. dollars	
	2012		2011		2012	
	More than one year, within five years	More than five years, within ten years	More than one year, within five years	More than five years, within ten years	More than one year, within five years	More than five years, within ten years
Bonds.....	¥80,000	¥30,000	¥20,000	¥50,000	\$973,354	\$365,008
Long-term loans.....	89,023	14,001	45,031	3,002	718,129	170,349

## 6. INVESTMENT SECURITIES

### (1) Other Securities with Quoted Market Values

	Millions of yen						Thousands of U.S. dollars		
	2012			2011			2012		
	Market value at the consolidated balance sheet date	Original purchase value	Unrealized gains (losses)	Market value at the consolidated balance sheet date	Original purchase value	Unrealized gains (losses)	Market value at the consolidated balance sheet date	Original purchase value	Unrealized gains (losses)
Securities for which the amounts in the consolidated balance sheet exceed the original purchase value									
(1) Shares.....	¥ 9,348	¥ 6,357	¥ 2,990	¥ 6,497	¥ 3,283	¥ 3,214	\$ 113,738	\$ 77,345	\$ 36,379
(2) Bonds.....	—	—	—	—	—	—	—	—	—
(3) Other									
(i) Short-term investment securities.....	—	—	—	—	—	—	—	—	—
(Negotiable deposits)									
(ii) Other.....	11	10	0	12	10	1	134	122	0
Subtotal.....	¥ 9,359	¥ 6,368	¥ 2,991	¥ 6,509	¥ 3,293	¥ 3,215	\$ 113,870	\$ 77,479	\$ 36,391
Securities for which the amounts in the consolidated balance sheet do not exceed the original purchase value									
(1) Shares.....	¥ 6,319	¥ 7,708	¥(1,389)	¥ 9,335	¥ 11,641	¥(2,305)	\$ 76,883	\$ 93,783	\$ (16,900)
(2) Bonds.....	7,593	7,616	(23)	9,281	9,279	(18)	92,384	92,663	(280)
(3) Other									
(i) Short-term investment securities.....	133,700	133,700	—	78,000	78,000	—	1,626,719	1,626,719	—
(Negotiable deposits)									
(ii) Other.....	4	5	(0)	4	5	(1)	49	61	(0)
Subtotal.....	¥147,617	¥149,030	¥(1,413)	¥ 98,601	¥ 98,927	¥(2,325)	\$1,796,046	\$1,813,236	\$ (17,192)
Total.....	¥156,977	¥155,399	¥ 1,578	¥103,111	¥102,220	¥ 890	\$1,909,928	\$1,890,729	\$ 19,199

### (2) Other Securities Sold during the Years Ended March 31, 2012 and 2011

	Millions of yen						Thousands of U.S. dollars		
	2012			2011			2012		
	Sale value	Total profit	Total loss	Sale value	Total profit	Total loss	Sale value	Total profit	Total loss
Shares.....	¥2	¥2	¥—	¥29	¥5	¥2	\$24	\$24	\$—

### (3) Securities for Which Loss on Impairment is Recognized

The Companies have recognized loss on impairment for securities of ¥2,700 million (\$32,861 thousand) and ¥680 million for the years ended March 31, 2012 and 2011, respectively.

For securities with quoted market values, if the market value has declined by more than 50% from the acquisition cost at the end of the period, or if the market value has declined by more than 30% but not more than 50% from the acquisition cost at the end of the period for two years in succession and has declined more than in the preceding year, the Companies record an impairment loss, taking into consideration recoverability and other factors, assuming that the market value has "significantly declined."

For securities without quoted market values, if the net assets per share have fallen by more than 50% from the acquisition cost, the Companies recognize an impairment loss, assuming that the market value has "significantly declined."

## 7. SHORT-TERM DEBT, LONG-TERM DEBT AND LEASE OBLIGATIONS

Short-term debt is primarily unsecured and generally represents bank overdrafts. The amounts as of March 31, 2012 and 2011 were ¥32,913 million (\$400,450 thousand) and ¥50,018 million, respectively, with the weighted-average interest rates approximately 1.2% and 1.5%, respectively.

Long-term debt as of March 31, 2012 and 2011, including the current portion is as follows:

### Bonds

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Zero coupon convertible unsecured bonds due in 2016 ..	¥ 40,000	¥40,000	\$ 486,677
1st Unsecured Bonds.....	20,000	20,000	243,339
2nd Unsecured Bonds.....	10,000	10,000	121,669
3rd Unsecured Bonds.....	20,000	—	243,339
4th Unsecured Bonds.....	20,000	—	243,339
	¥110,000	¥70,000	\$1,338,362
Less—Current portion included in current liabilities.....	—	—	—
Bonds, less current portion .....	¥110,000	¥70,000	\$1,338,362

The zero coupon convertible unsecured bonds due in 2016 are bonds with share subscription rights which were issued on December 7, 2006. Details of the share subscription rights are as follows:

	2016 bonds
Class of stock.....	Common stock
Issue price of shares (Yen).....	Zero
Initial conversion prices (Yen/per share).....	¥2,383
Total issue price (Millions of yen).....	¥40,000
Ratio of granted rights (%).....	100%
Period share subscription rights can be exercised...	From December 21, 2006 to November 22, 2016

### Long-term loans

	Millions of yen		Interest rate	Thousands of U.S. dollars
	2012	2011	2012	2012
Loans principally from banks, due through 2022.....	¥ 85,019	¥72,549		\$1,034,420
Less—Current portion included in current liabilities.....	(11,994)	(24,516)	1.1%	(145,930)
Long-term loans, less current portion.....	¥ 73,025	¥48,033	1.1%	\$888,490

The aggregate annual maturities of long-term loans at March 31, 2012 are as follows:

Fiscal year	Amount	
	Millions of yen	Thousands of U.S. dollars
2013.....	¥23,021	\$280,095
2014.....	27,001	328,519
2015.....	5,000	60,835
2016.....	4,000	48,668
2017 and after .....	14,001	170,349

### Lease obligations

Lease obligations are included in other liabilities.

	Millions of yen		Interest rate*	Thousands of U.S. dollars
	2012	2011	2012	2012
Lease obligations, due through 2026.....	¥ 4,756	¥ 5,019	—	\$ 57,866
Less—Current portion included in current liabilities.....	(1,417)	(1,506)	—	(17,241)
Lease obligations, less current portion.....	¥ 3,338	¥ 3,512	—	\$ 40,613

\* Since the book value of lease obligations includes the equivalent of interest payable, interest rates of lease obligations are not represented in the table above.

The aggregate annual maturities of long-term lease obligations at March 31, 2012 are as follows:

Fiscal year	Amount	
	Millions of yen	Thousands of U.S. dollars
2013.....	¥1,214	\$14,771
2014.....	919	11,181
2015.....	829	10,086
2016.....	158	1,922
2017 and after .....	216	2,628

## 8. INCOME TAXES

The income taxes of the Company and its domestic consolidated subsidiaries comprise corporate income taxes, local inhabitants' taxes and enterprise taxes.

The reconciliation of the Japanese statutory income tax rate to the effective income tax rate for the years ended March 31, 2012 and 2011 is as follows:

	2012	2011
Statutory income tax rate.....	40.7%	40.7%
Increase in valuation allowance.....	(23.1)	17.8
Non-taxable income .....	(0.3)	(1.1)
Difference in statutory tax rates of foreign subsidiaries.....	(7.9)	(9.5)
Expenses not deductible for tax purposes .....	2.1	2.1
Amortization of goodwill .....	10.8	11.7
Retained earnings of overseas subsidiaries.....	(7.1)	4.7
Ineffective portion of unrealized gain/loss.....	0.4	5.4
Effect of liquidation of consolidated subsidiaries.....	14.6	(70.8)
Expiration of net loss carried forward.....	0.6	8.4
Effects of changes in corporate tax rates .....	10.1	—
Other, net.....	(3.3)	(1.6)
Effective income tax rate per consolidated statements of income.....	37.6%	7.7%

\* Increase in valuation allowance and Effect of liquidation of consolidated subsidiaries for the year ended March 31, 2012 include the effect of expiration of net loss carried forward by liquidation of a consolidated domestic subsidiary. Excluding this effect, increase in valuation allowance and Effect of liquidation of consolidated subsidiaries for the year ended March 31, 2012 is 15.4% and (23.9%), respectively.

At March 31, 2012 and 2011, the significant components of deferred tax assets and liabilities in the consolidated financial statements are as follows:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
<b>Deferred tax assets:</b>			
Net operating tax loss carried forward.....	¥ 49,046	¥ 37,411	\$ 596,739
Accrued retirement benefits..	22,348	24,473	271,907
Depreciation and amortization.....	3,928	4,348	47,792
Accrued bonuses.....	3,614	4,018	43,971
Write-down of assets.....	3,177	3,878	38,654
Elimination of unrealized intercompany profits.....	3,018	3,538	36,720
Tax effects related to investments.....	1,905	21,182	23,178
Allowance for doubtful accounts.....	992	1,134	12,070
Accrued enterprise taxes.....	778	777	9,466
Reserve for discontinued operations.....	—	26	—
Other.....	8,483	9,540	103,212
Gross deferred tax assets...	97,292	110,325	1,183,745
Valuation allowance.....	(31,036)	(38,416)	(377,613)
Total deferred tax assets.....	¥ 66,255	¥ 71,909	\$ 806,120
<b>Deferred tax liabilities:</b>			
Retained earnings of overseas subsidiaries.....	¥ (2,316)	¥ (4,748)	\$ (28,179)
Gains on securities contributed to employees' retirement benefit trust.....	(2,134)	(2,490)	(25,964)
Unrealized gains on securities.....	(381)	(710)	(4,636)
Special tax-purpose reserve for condensed booking of fixed assets.....	(27)	(43)	(329)
Other.....	(3,741)	(3,886)	(45,516)
Total deferred tax liabilities..	¥ (8,601)	¥ (11,878)	\$ (104,648)
Net deferred tax assets.....	¥ 57,654	¥ 60,030	\$ 701,472
<b>Deferred tax liabilities related to revaluation:</b>			
Deferred tax liabilities on land revaluation.....	¥ (3,269)	¥ (3,793)	\$ (39,774)

Net deferred tax assets are included in the following items in the consolidated balance sheets:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Current assets—deferred tax assets.....	¥20,100	¥30,393	\$244,555
Fixed assets—deferred tax assets.....	38,281	30,404	465,762
Current liabilities—other current liabilities.....	(606)	(659)	(7,373)
Long-term liabilities—other long-term liabilities.....	(120)	(108)	(1,460)
Net deferred tax assets.....	¥57,654	¥60,030	\$701,472

#### Adjustment of Deferred Tax Assets and Liabilities due to Changes in Corporate Tax Rates

Following the enactment on December 2, 2011 of the "Act for Partial Revision of the Income Tax Act, etc. for the Purpose of Creating Taxation System Responding to Changes in Economic and Social Structures" (Act No. 114 of 2011) and "Act on Special Measures for Securing Financial Resources Necessary to Implement Measures for Reconstruction following the Great East Japan Earthquake" (Act No. 117

of 2011), the corporate tax rate will be reduced and a special recovery tax will be imposed effective from fiscal years beginning on or after April 1, 2012. In accordance with these changes, the effective statutory tax rates will be reduced to 38.01% from 40.69% for the fiscal year beginning on April 1, 2012 through the fiscal year beginning on April 1, 2014, end to 35.64% for fiscal years beginning on or after April 1, 2015.

As a result of these changes, net deferred tax assets and unrealized losses on hedging derivatives, net of taxes as of March 31, 2012 decreased ¥3,276 million (\$39,859 thousand) and ¥9 million (\$110 thousand), respectively. Deferred income taxes for the years ended March 31, 2012 end unrealized gains on securities, net of taxes as of March 31, 2012 increased ¥3,320 million (\$40,394 thousand) and ¥54 million (\$657 thousand), respectively.

#### 9. NET ASSETS

The Japanese Corporate Law became effective on May 1, 2006, replacing the Commercial Code. Under Japanese laws and regulations, the entire amount paid for new shares is required to be designated as common stock. However, a company may, by a resolution of the Board of Directors, designate an amount not exceeding one half of the price of the new shares as additional paid-in capital, which is included in capital surplus.

The Japanese Corporate Law provides that an amount equal to 10% of distributions from retained earnings paid by the Company and its Japanese subsidiaries be appropriated as additional paid-in capital or legal earnings reserve. Legal earnings reserve is included in retained earnings in the accompanying consolidated balance sheets. No further appropriations are required when the total amount of the additional paid-in capital and the legal earnings reserve equals 25% of their respective stated capital. The Japanese Corporate Law also provides that additional paid-in capital and legal earnings reserve are available for appropriations by the resolution of the Board of Directors.

Cash dividends and appropriations to the additional paid-in capital or the legal earnings reserve charged to retained earnings for the years ended March 31, 2012 and 2011 represent dividends paid out during those years and the related appropriations to the additional paid-in capital or the legal earnings reserve.

Retained earnings at March 31, 2012 do not reflect current year-end dividends in the amount of ¥3,977 million (\$48,388 thousand) approved by the Board of Directors, which will be payable in May 2012.

The amount available for dividends under the Japanese Corporate Law is based on the amount recorded in the Company's nonconsolidated books of account in accordance with accounting principles generally accepted in Japan.

On October 28, 2011, the Board of Directors approved cash dividends to be paid to shareholders of record as of September 30, 2011, totaling ¥3,976 million (\$48,376 thousand), at a rate of ¥7.5 per share. On May 10, 2012, the Board of Directors approved cash dividends to be paid to shareholders of record as of March 31, 2012, totaling ¥3,977 million (\$48,388 thousand), at a rate of ¥7.5 per share.

#### 10. INVENTORIES

Inventories as of March 31, 2012 and 2011 are as follows:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Merchandise and finished goods..	¥ 71,211	¥ 69,804	\$ 866,419
Work in process.....	13,482	13,796	164,035
Raw materials and supplies.....	20,396	16,641	248,035
Total.....	¥105,089	¥100,241	\$1,278,501

## 11. CONTINGENT LIABILITIES

The Companies were contingently liable at March 31, 2012 for loan and lease guarantees of ¥652 million (\$7,933 thousand) and at March 31, 2011 for loan and lease guarantees of ¥770 million.

## 12. COLLATERAL ASSETS

Assets pledged as collateral at March 31, 2012 for short-term debt of ¥54 million (\$657 thousand) are accounts receivable-trade and lease investment assets of ¥54 million (\$657 thousand). Assets pledged as collateral at March 31, 2011 for short-term debt of ¥82 million, are notes receivable of ¥47 million.

## 13. COST OF SALES

The Companies have recognized valuation losses associated with the writing down of inventories of ¥1,511 million (\$18,384 thousand) and ¥1,888 million for the years ended March 31, 2012 and 2011, respectively, due to decline in profitability. These losses are included within the cost of sales.

## 14. RESEARCH AND DEVELOPMENT COSTS

Research and development costs included in selling, general and administrative expenses for the years ended March 31, 2012 and 2011 are ¥72,530 million (\$862,467 thousand) and ¥72,617 million, respectively.

## 15. GAIN ON REVERSAL OF FOREIGN CURRENCY TRANSLATION ADJUSTMENT

The gain on reversal of foreign currency translation adjustment resulted from the liquidation of a U.S. subsidiary.

## 16. OTHER EXTRAORDINARY GAIN OF OVERSEAS SUBSIDIARIES

Other extraordinary gain of overseas subsidiaries represents the reduction in refund obligation, etc. in accordance with U.S. state laws for the U.S. subsidiary.

## 17. LOSS ON IMPAIRMENT OF FIXED ASSETS

The Companies have recognized loss on impairment of ¥893 million (\$10,865 thousand) and ¥1,027 million for the following groups of assets for the years ended March 31, 2012 and 2011, respectively:

Description	Classification	Amount		
		Millions of yen		Thousands of U.S. dollars
		2012	2011	2012
Manufacturing equipment of micro-camera units for mobile phones	Machinery and equipment, Tools and furniture, Others	¥ —	¥ 514	\$ —
Rental assets	Rental business-use assets	88	24	1,071
Idle assets	Buildings and structures, Machinery and equipment, Others	614	488	7,470
Others	Investments and other assets, Others	190	—	2,312
<b>Total</b>		<b>¥893</b>	<b>¥1,027</b>	<b>\$10,865</b>

- (1) Cash-generating units have been identified based on product lines and geographical areas as a group of assets. For rental assets, cash-generating units are identified based on rental contracts and each geographical area. Each idle asset is also identified as a cash-generating unit.
- (2) Fixed assets have been written down to the recoverable amount and corresponding impairment losses have been recognized due to the poor performance and profitability of rental and idle assets. In addition, the revaluation of the other assets category has contributed to the write down amount.
- (3) Details of impairment of fixed assets

	Amount		
	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Buildings and structures.....	¥254	¥ —	\$3,090
Machinery and equipment....	346	897	4,210
Rental business-use assets..	88	—	1,071
Others.....	203	130	2,470

- (4) Measurement of recoverable amount

The recoverable amount of a cash-generating unit is the fair value less costs to sell. The fair value is supported by an appraisal report for land and buildings and structures, or a management estimate for rental business-use assets.

## 18. BUSINESS STRUCTURE IMPROVEMENT EXPENSES

Business structure improvement expenses comprise expenses incurred on retirement allowances, etc. associated with staff allocation/optimization in the Business Technologies businesses.

## 19. OTHER COMPREHENSIVE INCOME

Recycling and Tax Effect Relating to Other Comprehensive Income  
Amounts reclassified to net income (loss) in the current period that were recognized in other comprehensive income in the current or previous periods and tax effects for each component of other comprehensive income are as follows:

	Thousands of U.S. dollars	
	Millions of yen	2012
Unrealized gains (losses) on securities		
Increase (decrease) during the year.....	¥ (247)	\$ (3,005)
Reclassification adjustments.....	1,104	13,432
Sub-total, before tax.....	856	10,415
Tax (expense) or benefit.....	(140)	(1,703)
Sub-total, net of tax.....	716	8,712
Unrealized losses on hedging derivatives		
Increase (decrease) during the year.....	161	1,959
Reclassification adjustments.....	(369)	(4,490)
Sub-total, before tax.....	(207)	(2,519)
Tax (expense) or benefit.....	74	900
Sub-total, net of tax.....	(133)	(1,618)
Foreign currency translation adjustments		
Increase (decrease) during the year.....	(2,381)	(28,969)
Reclassification adjustments.....	(3,730)	(45,383)
Sub-total.....	(6,112)	(74,364)
Share of other comprehensive income of associates accounted for using equity method		
Increase (decrease) during the year.....	(12)	(146)
<b>Total other comprehensive income.....</b>	<b>¥(5,541)</b>	<b>\$ (67,417)</b>

## 20. PENSION LIABILITIES ADJUSTMENT OF OVERSEAS SUBSIDIARIES

The pension liabilities adjustment of overseas subsidiaries results from the accounting treatment of retirement benefits that affect a certain consolidated subsidiary in the United States.

## 21. LEASE TRANSACTIONS

Proforma information on the Company and its domestic consolidated subsidiaries' finance lease transactions (except for those which are deemed to transfer the ownership of the leased assets to the lessee) and operating lease transactions is as follows:

### As Lessee

(1) *Finance Leases* (not involving transfer of ownership commencing on or before March 31, 2008)

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Purchase cost:			
Buildings and structures.....	¥ 6,485	¥ 6,544	\$ 76,903
Machinery and equipment..	112	161	1,363
Tools and furniture.....	560	1,647	6,913
Rental business-use assets	—	121	—
	7,157	8,475	67,079
Less: Accumulated depreciation.....	(8,304)	(7,158)	(76,700)
Loss on impairment of leased assets.....	(0)	(0)	(0)
Net book value.....	¥ 652	¥ 1,316	\$ 10,366

The scheduled maturities of future lease rental payments on such lease contracts at March 31, 2012 and 2011 are as follows:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Due within one year.....	¥243	¥ 473	\$ 2,957
Due over one year.....	610	843	7,422
Total.....	¥853	¥1,316	\$10,379

Lease rental expenses and depreciation equivalents under the finance leases which are accounted for in the same manner as operating leases for the years ended March 31, 2012 and 2011 are as follows:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Lease rental expenses for the period...	¥438	¥750	\$5,329
Depreciation equivalents.....	438	739	5,329

Depreciation equivalents are calculated based on the straight-line method over the lease terms of the leased assets.

Accumulated loss on impairment of leased assets as of March 31, 2012 and 2011 is as follows:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Reserve for loss.....	¥0	¥0	\$0

Reversals of loss on impairment of leased assets for the years ended March 31, 2012 and 2011 are as follows:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Reversals of loss.....	¥ —	¥11	\$ —

### 2) Operating Leases

The scheduled maturities of future rental payments of operating noncancelable leases as of March 31, 2012 and 2011 are as follows:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Due within one year.....	¥ 4,439	¥ 4,862	\$ 54,009
Due over one year.....	11,314	10,878	137,657
Total.....	¥15,753	¥15,541	\$191,666

### As Lessor

#### Operating Leases

The scheduled maturities of future rental incomes of operating noncancelable leases as of March 31, 2012 and 2011 are as follows:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Due within one year.....	¥1,816	¥1,767	\$19,662
Due over one year.....	2,322	2,597	28,252
Total.....	¥3,938	¥4,365	\$47,913

## 22. RETIREMENT BENEFIT PLANS

The Companies have defined benefit retirement plans that include corporate defined benefit pensions plans, tax-qualified pension plans and lump-sum payment plans. In addition, the Companies have defined contributory pension plans. Certain overseas consolidated subsidiaries have defined benefit retirement plans and defined contribution retirement plans. The Companies may pay additional retirement benefits to employees at their discretion.

Additionally, the Company and certain domestic consolidated subsidiaries contribute to a retirement benefit trust.

The reserve for retirement benefits as of March 31, 2012 and 2011 is calculated as follows:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
a. Retirement benefit obligations..	¥(151,396)	¥(146,942)	\$(1,842,025)
b. Plan assets.....	97,614	94,980	1,187,663
c. Unfunded retirement benefit obligations (a+b).....	(53,781)	(51,962)	(654,350)
d. Unrecognized actuarial differences.....	12,881	12,273	154,269
e. Unrecognized prior service costs..	(2,203)	(3,421)	(28,804)
f. Net amount on consolidated balance sheets (c+d+e).....	(43,303)	(43,110)	(528,865)
g. Prepaid pension costs.....	1,242	1,623	15,111
h. Accrued retirement benefits (f-g) ..	¥ (44,545)	¥ (44,734)	\$ (541,976)

Note: Certain subsidiaries use a simplified method for the calculation of benefit obligation.

Net retirement benefit costs for the years ended March 31, 2012 and 2011 are as follows:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
a. Service costs .....	¥ 4,973	¥ 4,468	\$ 60,508
b. Interest costs .....	3,981	4,005	48,437
c. Expected return on plan assets...	(2,084)	(2,105)	(25,356)
d. Amortization of actuarial differences.....	2,089	3,086	25,417
e. Amortization of prior service costs..	(1,222)	(1,626)	(14,868)
f. Retirement benefit costs (a+b+c+d+e) .....	7,738	7,828	94,148
g. Gain/loss on changing to the defined contribution pension plan..	—	0	—
h. Contributions to defined contribution pension plans .....	3,278	3,082	39,883
<b>Total (f+g+h) .....</b>	<b>¥11,017</b>	<b>¥10,911</b>	<b>\$134,043</b>

Note: Retirement benefit costs of consolidated subsidiaries using a simplified method are included in "a. Service costs."

Assumptions used in the calculation of the above information for the main schemes of the Company and its domestic consolidated subsidiaries are as follows:

	2012	2011
Method of attributing retirement benefits to periods of service	Periodic allocation method for projected benefit obligations	Periodic allocation method for projected benefit obligations
Discount rate	Mainly 2.5%	Mainly 2.5%
Expected rate of return on plan assets	Mainly 1.25%	Mainly 1.25%
Amortization of unrecognized prior service cost	Mainly 10 years	Mainly 10 years
Amortization of unrecognized actuarial differences	Mainly 10 years	Mainly 10 years

## 23. DERIVATIVES

The Companies utilize derivative instruments including foreign currency exchange forward contracts, interest rate swaps, currency options and currency swaps, to hedge against the adverse effects of fluctuations in foreign currency exchange rate and interest rate risk. Additionally, the Companies have a policy of limiting the activity of such transactions to only hedge identified exposures and not to hold transactions for speculative or trading purposes.

### Risks associated with derivative transactions

Although the Companies are exposed to credit-related risks and risks associated with the changes in interest rates and foreign exchange rates, such derivative instruments are limited to hedging purposes only and the risks associated with these transactions are limited. All derivative contracts entered into by the Companies are with selected major financial institutions based upon their credit ratings and other factors. Such credit-related risks are not anticipated to have a significant impact on the Companies' results.

### Risk control system for derivative transactions

In order to manage market and credit risks, the Finance Division of the Company is responsible for setting or managing the position limits and credit limits under the Company's internal policies for derivative instruments. Resources are assigned to each function, including transaction execution, administration, and risk management, independently, in order to clarify the responsibility and the role of each function.

The principal policies on foreign currency exchange instruments and other derivative instruments of the Company and its major subsidiaries are approved by the Management Committee of the Company. Additionally, a Committee which consists of management from the Company and its major subsidiaries meets regularly to discuss the principal policies on foreign currency exchange instruments and to reaffirm and reassess other derivative instruments and market risks. All derivative instruments are reported monthly to the respective responsible officer. Market risks and credit risks for other subsidiaries are controlled and assessed based on internal rules. Derivative instruments are approved by the respective president or equivalent of each subsidiary.

Interest rate swap contracts and currency swap contracts are approved by the Finance Manager of the Company and the President or equivalent of other subsidiaries, respectively.

A summary of derivative instruments at March 31, 2012 and 2011 is as follows:

**Derivative transactions to which hedge accounting is not applied**

**(1) Currency-Related Derivatives**

	Millions of yen						Thousands of U.S. dollars		
	2012			2011			2012		
	Contract value (notional principal amount)	Fair value	Unrealized gain (loss)	Contract value (notional principal amount)	Fair value	Unrealized gain (loss)	Contract value (notional principal amount)	Fair value	Unrealized gain (loss)
<b>Forward foreign currency exchange contracts:</b>									
To sell foreign currencies:									
US\$.....	¥ 7,617	¥ (273)	¥ (273)	¥10,364	¥ (87)	¥ (87)	\$ 95,109	\$ (3,322)	\$ (3,322)
EURO..	18,989	(1,247)	(1,247)	17,887	(773)	(773)	231,036	(15,172)	(15,172)
Other...	3,310	(128)	(128)	2,378	(56)	(56)	40,273	(1,557)	(1,557)
To buy foreign currencies:									
US\$.....	¥ —	¥ —	¥ —	¥ 3,918	¥ (38)	¥ (38)	\$ —	\$ —	\$ —
EURO..	1,302	(26)	(26)	292	2	2	15,841	(316)	(316)
Other...	707	11	11	1,218	(25)	(25)	6,602	134	134
Total	¥32,127	¥(1,664)	¥(1,664)	¥36,057	¥(960)	¥(960)	\$390,687	\$ (20,246)	\$ (20,246)
<b>Currency swaps:</b>									
Pay JPY, receive US\$.....	¥ —	¥ —	¥ —	¥11,135	¥(123)	¥(123)	\$ —	\$ —	\$ —
Other.....	—	—	—	2,490	(54)	(54)	—	—	—
Total	¥ —	¥ —	¥ —	¥13,625	¥(177)	¥(177)	\$ —	\$ —	\$ —

Note: Fair value of foreign currency forward exchange contracts is calculated based on the foreign currency forward exchange rates prevailing as of March 31, 2012 and 2011, respectively.

Fair value of currency swaps is provided by the financial institutions with whom the derivative contracts were entered into and agreed.

**Derivative transactions to which hedge accounting is applied**

**(1) Currency-Related Derivatives**

Method of hedge accounting: Forecast transactions such as forward exchange contracts

Type of derivatives transactions	Major hedged items	Millions of yen				Thousands of U.S. dollars	
		2012		2011		2012	
		Contract value (notional principal amount)	Fair value	Contract value (notional principal amount)	Fair value	Contract value (notional principal amount)	Fair value
<b>Forward foreign currency exchange contracts:</b>							
To sell foreign currencies:							
US\$	Accounts receivable-trade.....	¥ —	¥ —	¥1,062	¥ (17)	\$ —	\$ —
EURO	Accounts receivable-trade.....	20,565	(378)	6,052	(162)	250,213	(4,599)
To buy foreign currencies:							
US\$	Accounts payable-trade.....	—	—	1,226	20	—	—
Total		¥20,565	¥(378)	¥8,341	¥(160)	\$250,213	\$ (4,599)
<b>Currency option transactions:</b>							
To sell foreign currencies (call):							
EURO	Accounts receivable-trade.....	¥ 2,200	¥ 2	¥ —	¥ —	\$ 26,767	\$ 24
To buy foreign currencies (put):							
EURO	Accounts receivable-trade.....	2,200	8	—	—	26,767	97
Total		¥ 4,400	¥ 10	—	—	\$ 53,534	\$ 122

Notes: 1. Fair value is calculated based on the currency forward exchange rates prevailing as of March 31, 2012.

Fair value of currency option transactions is provided by the financial institutions with whom the derivative contracts were entered into and agreed.

2. Option premium in currency option transactions is not paid/received because of zero cost option.

**(2) Interest Rate-Related Derivatives**

Method of hedge accounting: Special treatment of interest rate swap

Type of derivatives transactions	Major hedged items	Millions of yen				Thousands of U.S. dollars	
		2012		2011		2012	
		Contract value (notional principal amount)	Fair value	Contract value (notional principal amount)	Fair value	Contract value (notional principal amount)	Fair value
<b>Interest rate swaps:</b>							
Pay fixed, receive floating	Long-term loans	¥23,000	(*)	¥23,000	(*)	\$279,839	(*)

(\*) As interest rate swaps used to hedge long-term loans are subject to special accounting treatment under accounting principles generally accepted in Japan, their fair values are included as a single line item with the hedged underlying liability, long-term loans, and are not included in the above information. (Please see 'Note 5. FINANCIAL INSTRUMENTS')

## 24. STOCK OPTION PLANS

The following tables summarize details of stock option plans as of March 31, 2012.

Position and number of grantees	Directors and Executive Officers: 26
Class and number of stock	Common Stock: 194,500
Date of issue	August 23, 2005
Condition of settlement of rights	No provisions
Period grantees provide service in return for stock options	From August 23, 2005 to June 30, 2006
Period stock options can be exercised	From August 23, 2005 to June 30, 2025
Position and number of grantees	Directors and Executive Officers: 23
Class and number of stock	Common Stock: 105,500
Date of issue	September 1, 2006
Condition of settlement of rights	No provisions
Period grantees provide service in return for stock options	From September 1, 2006 to June 30, 2007
Period stock options can be exercised	From September 2, 2006 to June 30, 2026
Position and number of grantees	Directors and Executive Officers: 24
Class and number of stock	Common Stock: 113,000
Date of issue	August 22, 2007
Condition of settlement of rights	No provisions
Period grantees provide service in return for stock options	From August 22, 2007 to June 30, 2008
Period stock options can be exercised	From August 23, 2007 to June 30, 2027
Position and number of grantees	Directors and Executive Officers: 25
Class and number of stock	Common Stock: 128,000
Date of issue	August 18, 2008
Condition of settlement of rights	No provisions
Period grantees provide service in return for stock options	From August 18, 2008 to June 30, 2009
Period stock options can be exercised	From August 19, 2008 to June 30, 2028
Position and number of grantees	Directors and Executive Officers: 25
Class and number of stock	Common Stock: 199,500
Date of issue	August 19, 2009
Condition of settlement of rights	No provisions
Period grantees provide service in return for stock options	From August 19, 2009 to June 30, 2010
Period stock options can be exercised	From August 20, 2009 to June 30, 2029
Position and number of grantees	Directors and Executive Officers: 24
Class and number of stock	Common Stock: 188,000
Date of issue	August 27, 2010
Condition of settlement of rights	No provisions
Period grantees provide service in return for stock options	From August 27, 2010 to June 30, 2011
Period stock options can be exercised	From August 28, 2010 to June 30, 2030
Position and number of grantees	Directors and Executive Officers: 24
Class and number of stock	Common Stock: 239,500
Date of issue	August 23, 2011
Condition of settlement of rights	No provisions
Period grantees provide service in return for stock options	From August 23, 2011 to June 30, 2012
Period stock options can be exercised	From August 24, 2011 to June 30, 2031

The following table summarizes the movement of outstanding stock options for the years ended March 31, 2012 and 2011.

	Number of Shares
Stock options outstanding at March 31, 2010.....	681,500
Granted.....	188,000
Exercised.....	120,500
Forfeited.....	2,500
Stock options outstanding at March 31, 2011.....	746,500
Granted.....	239,500
Exercised.....	68,000
Forfeited.....	2,000
Stock options outstanding at March 31, 2012.....	916,000

The following table summarizes price information of stock options exercised during the period and outstanding stock options as of March 31, 2012.

Per unit information	Exercised	Outstanding at March 31, 2012
Exercise price of stock options.....	¥ 1	¥ 1
Average market price of the stock at the time of exercise.....	594	—
Fair value per unit (as of grant date).....	1,358	851

## 25. INVESTMENT AND RENTAL PROPERTY

### (1) Conditions and Fair Values of Investment and Rental Property

The Companies have office buildings for rent and idle assets, etc., in Japan and overseas.

The book value on the consolidated balance sheet, the changes and the fair value as of March 31, 2012 and 2011 are as follows:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Book value			
Balance at the beginning....	¥3,560	¥3,855	\$43,314
Increase (Decrease)-net....	926	(295)	11,267
Balance at the end.....	¥4,486	¥3,560	\$54,581
Fair value at the end.....	¥5,042	¥4,194	\$61,346

Notes: 1. Book value is calculated by subtracting accumulated depreciation and accumulated impairment losses from acquisition cost.

2. Fair value is recorded as follows:

(1) Fair value of major domestic properties has been calculated by the Companies based on the method similar to the Real-estate Appraisal Standards.

Latest appraisal reports are utilized, or in the case where there are no significant changes in fair value, prior period reports may be used.

Fair value of other domestic properties has been calculated based on a certain appraisal or criteria, which appears to best reflect the fair value of the property.

(2) Fair value of overseas properties has been primarily calculated by local real-estate appraisers.

### (2) Income and Expenses on Investment and Rental Property

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Income.....	¥ 184	¥196	\$ 2,239
Expenses.....	92	185	1,119
Difference.....	92	10	1,119
Other income (expenses)			
Gains (losses) on sales, etc ..	(164)	243	(1,995)

## 26. SEGMENT INFORMATION

### Information and Measurement of Segments

#### (1) Overview of reportable segments

The Company's reportable segments are components of the Company in which separate financial information is available and which is evaluated regularly by management in deciding how to allocate resources and assess performance.

The Company has business companies for different products and services within Japan. Each business company creates a comprehensive domestic and overseas strategy for their products and services, and conducts their business activities accordingly.

As such, the Company is comprised of three segments for different products and services with a business company at the center of each. The three reportable segments are: Business Technologies, Optics and Healthcare.

The Business Technologies Business manufactures and sells MFPs, printers, production printing equipment and related solution services. The Optics Business manufactures and sells optical products (ex. pickup lenses) and electronic materials (ex. TAC films). The Healthcare Business manufactures and sells consumables and equipment for healthcare systems.

From the third quarter ended March 31, 2011, the Group restructured its operations to further strengthen the competitiveness and operations of the production print field by integrating the businesses associated with commercial printing and digital printing into the Business Technologies Business. As a result, it has changed the method by which it categorizes its reportable segments, and has integrated the Graphic Imaging Business, within the Medical & Graphic Imaging Business, into the Business Technologies Business.

As a result, the main products and the types of services of the Medical & Graphic Imaging Business, described in the above restructuring, have been changed from the production and sale of medical, printing, and other related products to the production and sale of consumables and equipment for healthcare systems.

Accordingly, the title of the reportable segment has changed from the Medical & Graphic Imaging Business to the Healthcare Business.

#### (2) Methods of calculating net sales, profit or loss, assets, liabilities and other items by reportable segments

Accounting methods for reportable segments are the same as the accounting methods described in 'Note 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES.'

Profit by reportable segment is operating income. Intersegment net sales are based on market values.

**(3) Information on net sales, profit or loss, assets, liabilities and other items by reportable segments**

Segment information of the Companies for the years ended March 31, 2012 and 2011 is presented as follows:

Millions of yen								
2012	Business Technologies	Optics	Healthcare	Subtotal	Other (Note 1)	Total	Adjustments (Note 2)	Total amounts in consolidated financial statements
<b>Net sales</b>								
External .....	¥547,576	¥124,313	¥73,046	¥744,936	¥22,943	¥767,879	¥ —	¥767,879
Intersegment .....	1,853	755	1,930	4,539	48,206	52,745	(52,745)	—
<b>Total .....</b>	<b>549,430</b>	<b>125,068</b>	<b>74,976</b>	<b>749,475</b>	<b>71,149</b>	<b>820,625</b>	<b>(52,745)</b>	<b>767,879</b>
<b>Segment profit .....</b>	<b>39,479</b>	<b>14,038</b>	<b>91</b>	<b>53,608</b>	<b>5,554</b>	<b>59,163</b>	<b>(18,817)</b>	<b>40,346</b>
<b>Segment assets .....</b>	<b>399,754</b>	<b>118,864</b>	<b>65,000</b>	<b>583,620</b>	<b>56,593</b>	<b>640,213</b>	<b>261,839</b>	<b>902,052</b>
<b>Segment liabilities .....</b>	<b>195,304</b>	<b>66,401</b>	<b>41,020</b>	<b>302,727</b>	<b>25,728</b>	<b>328,455</b>	<b>138,609</b>	<b>467,064</b>
<b>Other items</b>								
Depreciation and amortization .....	¥ 21,377	¥ 16,657	¥ 3,105	¥ 41,140	¥ 3,846	¥ 44,987	¥ 4,252	¥ 49,239
Amortization of goodwill .....	6,312	347	—	8,659	145	8,804	—	8,804
Investments in affiliated companies .....	3	—	734	737	—	737	985	1,722
Increases in property, plant and equipment and intangible fixed assets .....	17,781	6,606	2,351	26,739	5,946	32,685	1,347	34,033

Notes: 1. 'Other' consists of business segments not included in reporting segments such as Sensing Business and Industrial Inkjet Business.

2. Adjustments are as follows:

- (1) Adjustments of segment profit represent the elimination of intersegment transactions and expenses relating to the corporate division of the Company, which totaled ¥(5,311) million and ¥(13,505) million, respectively. Corporate expenses are primarily general administration expenses and R&D expenses which can not be allocated to any reportable segment.
- (2) Adjustments of segment assets represent the elimination of intersegment assets and assets relating to the corporate division of the Company, which totaled ¥(48,363) million and ¥310,202 million, respectively. Corporate assets are primarily surplus funds of the holding company (cash on hand and in banks and short-term investment securities), long-term investment funds (investment securities), and assets owned by the holding company which can not be allocated to any reportable segment.
- (3) Adjustments of segment liabilities represent the elimination of intersegment liabilities and liabilities relating to the corporate division of the Company, which totaled ¥(27,425) million and ¥166,034 million, respectively. Corporate liabilities are primarily interest-bearing debt (loans payable and bonds payable), and liabilities owned by the holding company which can not be allocated to any reportable segment.
- (4) Adjustments of depreciation and amortization primarily represent depreciation of buildings of the holding company.
- (5) Adjustments of investments in affiliated companies primarily represent investments by the holding company in equity method affiliates.
- (6) Adjustments of increases in property, plant and equipment and intangible fixed assets primarily represent capital expenditure on buildings in relation to the holding company.

Millions of yen

2011	Business Technologies	Optics	Healthcare (Note 2)	Subtotal	Other (Note 1)	Total	Adjustments	Total amounts in consolidated financial statements
<b>Net sales</b>								
External .....	¥539,639	¥129,836	¥84,990	¥754,465	¥23,487	¥777,953	¥ —	¥777,953
Intersegment .....	3,067	799	1,598	5,466	50,451	55,917	(55,917)	—
<b>Total .....</b>	<b>542,706</b>	<b>130,636</b>	<b>86,589</b>	<b>759,932</b>	<b>73,939</b>	<b>833,871</b>	<b>(55,917)</b>	<b>777,953</b>
Segment profit .....	37,457	12,813	171	50,442	5,455	55,898	(15,876)	40,022
Segment assets .....	390,299	130,592	61,032	581,924	54,869	636,794	208,659	845,453
Segment liabilities .....	196,669	81,952	39,054	317,676	74,413	392,089	24,375	416,465
<b>Other items</b>								
Depreciation and amortization .....	¥ 24,337	¥ 21,083	¥ 3,185	¥ 48,615	¥ 2,222	¥ 50,837	¥ 4,291	¥ 55,129
Amortization of goodwill .....	7,854	402	—	8,256	145	8,401	—	8,401
Investments in affiliated companies .....	3	—	732	735	—	735	928	1,664
Increase in property, plant and equipment and intangible fixed assets .....	12,960	19,624	3,002	35,587	1,695	37,283	5,699	42,982

Notes: 1. 'Other' consists of business segments not included in reporting segments such as Sensing Business and Industrial Inkjet Business.

2. In the year ended March 31, 2011, the segment title of the Medical & Graphic Imaging Business, which was utilized until the first half of the fiscal year, was changed to the Healthcare Business from to the third quarter. The results of the Healthcare Business for the fiscal year include those of the Medical & Graphic Imaging Business for the first half.

3. Information calculated based on segment information for the year ended March 31, 2012.

Obtaining the necessary comparative information to prepare segment information for the previous fiscal year or for the year ended March 31, 2012 in accordance with the effective segment guidance/standard for the year ended March 31, 2012 has proved to be difficult. Doing so will impose an excessive burden on the Company. Furthermore, no such segment information has been reported to management. Considering those reasons and the utilization of such segment information, we have not disclosed such information except for in regards to external net sales.

If segment information was prepared for the previous fiscal year based on segment information for the year ended March 31, 2012, net sales in the Business Technologies Business and the Healthcare Business are ¥544,506 million and ¥80,122 million, respectively. Net sales in the Business Technologies Business include ¥4,867 million of the former Graphic Imaging Business.

Thousands of U.S. dollars

2012	Business Technologies	Optics	Healthcare	Subtotal	Other	Total	Adjustments	Total amounts in consolidated financial statements
<b>Net sales</b>								
External .....	\$6,662,319	\$1,512,508	\$888,746	\$8,063,584	\$279,146	\$9,342,730	\$ —	\$ 9,342,730
Intersegment .....	22,545	9,186	23,482	55,226	586,519	641,745	(641,745)	—
<b>Total .....</b>	<b>6,684,877</b>	<b>1,521,694</b>	<b>912,228</b>	<b>9,118,810</b>	<b>865,665</b>	<b>9,984,487</b>	<b>(641,745)</b>	<b>9,342,730</b>
Segment profit .....	480,338	170,799	1,107	652,245	67,575	719,832	(228,945)	490,887
Segment assets .....	4,863,779	1,446,210	790,850	7,100,864	688,563	7,789,427	3,185,777	10,975,204
Segment liabilities .....	2,376,250	807,896	499,087	3,683,258	313,031	3,996,289	1,686,446	5,682,735
<b>Other items</b>								
Depreciation and amortization .....	\$ 260,092	\$ 202,865	\$ 37,778	\$ 500,548	\$ 46,794	\$ 547,354	\$ 51,734	\$ 599,087
Amortization of goodwill .....	101,132	4,222	—	105,353	1,764	107,118	—	107,118
Investments in affiliated companies .....	37	—	8,931	8,967	—	8,967	11,984	20,951
Increase in property, plant and equipment and intangible fixed assets .....	216,340	80,375	28,604	325,332	72,345	397,676	18,389	414,077

**Related Information**

**(1) Information by product and service**

Since the segments of products and services are the same as the reportable segments, information by product and service is omitted.

**(2) Information by geographical area**

Information by geographical area for the year ended March 31, 2012 and 2011 is presented as follows:

**i) Net sales**

Millions of yen						
2012	Japan	U.S.A.	Europe	Asia	Other	Total
Net sales.....	¥214,776	¥149,540	¥211,272	¥129,531	¥62,757	¥767,879

Note: Sales are divided into countries and regions based on the locations of the customers.

Millions of yen						
2011	Japan	U.S.A.	Europe	Asia	Other	Total
Net sales.....	¥216,492	¥150,791	¥217,167	¥132,504	¥60,997	¥777,953

Thousands of U.S. dollars						
2012	Japan	U.S.A.	Europe	Asia	Other	Total
Net sales.....	\$2,613,165	\$1,819,443	\$2,570,592	\$1,575,995	\$783,560	\$9,342,730

**ii) Property, plant and equipment**

Millions of yen					
2012	Japan	China	Malaysia	Other	Total
Property, plant and equipment...	¥121,767	¥18,013	¥17,767	¥21,460	¥178,999

Note: In the year ended March 31, 2012, China is separated as an independent geographical area, since the importance of the amount of its property, plant, and equipment increased. China is stated separately also for the previous fiscal year.

Millions of yen					
2011	Japan	China	Malaysia	Other	Total
Property, plant and equipment...	¥135,434	¥14,997	¥20,078	¥20,190	¥190,701

Thousands of U.S. dollars					
2012	Japan	China	Malaysia	Other	Total
Property, plant and equipment...	\$1,481,409	\$219,163	\$218,170	\$281,102	\$2,177,868

**(3) Information by major customer**

Since there are no sales to customer that account for 10% or more of the net sales on the consolidated statements of income, information by major customers is omitted.

**Information on Impairment Losses of Fixed Assets by Reportable Segments**

Information on impairment losses of fixed assets for the year ended March 31, 2012 and 2011 is presented as follows:

Millions of yen							
2012	Business Technologies	Optics	Healthcare	Subtotal	Other	Eliminations and Corporate	Total
Impairment losses of fixed assets...	¥227	¥603	¥—	¥830	¥—	¥62	¥893

Note: Eliminations and Corporate of impairment losses of fixed assets is impairment losses of fixed assets owned by the holding company.

Millions of yen							
2011	Business Technologies	Optics	Healthcare	Subtotal	Other	Eliminations and Corporate	Total
Impairment losses of fixed assets...	¥60	¥967	¥—	¥1,027	¥—	¥—	¥1,027

Thousands of U.S. dollars							
2012	Business Technologies	Optics	Healthcare	Subtotal	Other	Eliminations and Corporate	Total
Impairment losses of fixed assets...	\$2,762	\$7,337	\$—	\$10,099	\$—	\$754	\$10,865

### Information on Amortization of Goodwill and Balance of Goodwill by Reportable Segments

Information on amortization of goodwill and balance of goodwill for the years ended March 31, 2012 and 2011 is presented as follows:

Millions of yen							
2012	Business Technologies	Optics	Healthcare	Subtotal	Other	Eliminations and Corporate	Total
Amortization of goodwill.....	¥ 8,312	¥ 347	¥—	¥ 8,659	¥ 145	¥—	¥ 8,804
Balance of goodwill.....	54,694	3,355	—	58,050	1,677	—	59,727

Note: 'Other' consists of business segments not included in reporting segments such as Sensing Business.

Millions of yen							
2011	Business Technologies	Optics	Healthcare	Subtotal	Other	Eliminations and Corporate	Total
Amortization of goodwill.....	¥ 7,854	¥ 402	¥—	¥ 8,256	¥ 145	¥—	¥ 8,401
Balance of goodwill.....	57,621	3,702	—	61,323	1,822	—	63,146

Thousands of U.S. dollars							
2012	Business Technologies	Optics	Healthcare	Subtotal	Other	Eliminations and Corporate	Total
Amortization of goodwill.....	\$101,132	\$ 4,222	\$—	\$105,353	\$ 1,764	\$—	\$107,118
Balance of goodwill.....	685,458	40,820	—	706,290	20,404	—	726,694

### Information on Gain on Negative Goodwill by Reportable Segments

None.

## 27. NET INCOME PER SHARE

Calculations of net income per share for the years ended March 31, 2012 and 2011 are as follows:

	Millions of yen		Thousands of U.S. dollars
	2012	2011	2012
Net income:			
Income attributable to common shares.....	¥20,424	¥25,696	\$246,497
Income available to common stockholders.....	20,424	25,696	246,497
	Thousands of shares		
	2012	2011	
Weighted average number of common shares outstanding:			
Basic.....	530,254	530,222	
Diluted.....	547,896	547,723	
	Yen		U.S. dollars
	2012	2011	2012
Net income per common share:			
Basic.....	¥38.52	¥48.84	\$0.47
Diluted.....	37.28	47.28	0.45

## 28. SIGNIFICANT SUBSEQUENT EVENTS

### Change in reportable segments

In the consolidated fiscal year ended March 31, 2012, the Company's reportable segments within the segmental information disclosure are the Business Technologies Business, Optics Business, and Healthcare Business. However, following the reorganization of the Companies in April 2012, reportable segments will be revised to the Business Technologies Business, Industrial Business, and Healthcare Business.

The revision in the business segments disclosure of the Companies will not effect total consolidated net sales, income, assets and liabilities, or other financial data.

# Independent Auditor's Report



## Independent Auditor's Report

To the Shareholders and Board of Directors of  
Konica Minolta Holdings, Inc.:

We have audited the accompanying consolidated financial statements of Konica Minolta Holdings, Inc. and its consolidated subsidiaries, which comprise the consolidated balance sheets as at March 31, 2012 and 2011, and the consolidated statements of income, statements of comprehensive income, statements of changes in net assets and statements of cash flows for the years then ended, and a summary of significant accounting policies and other explanatory information.

### **Management's Responsibility for the Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in Japan, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatements, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in Japan. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgement, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, while the objective of the financial statement audit is not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

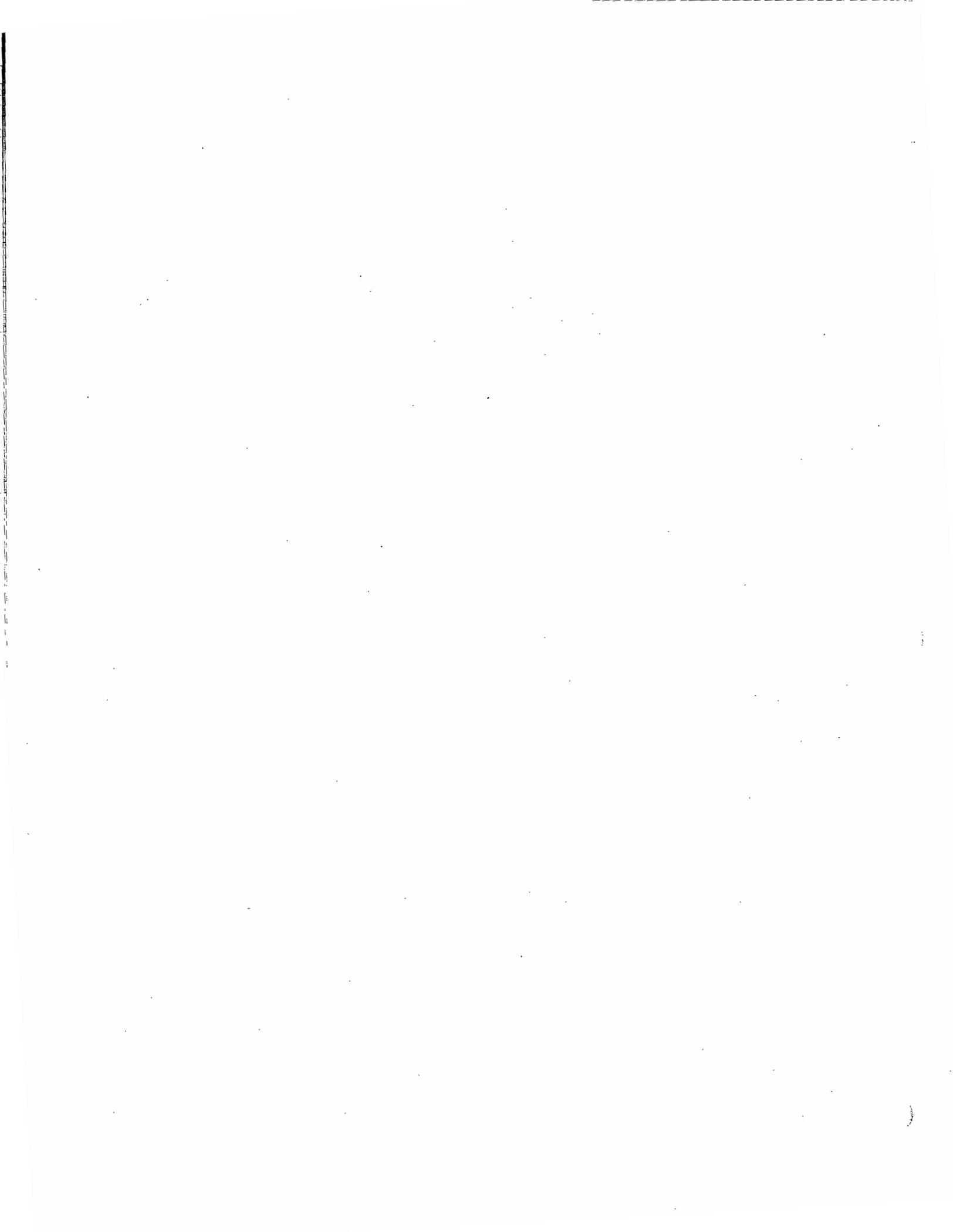
In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of Konica Minolta Holdings, Inc. and its consolidated subsidiaries as at March 31, 2012 and 2011, and their consolidated financial performance and cash flows for the years then ended in accordance with accounting principles generally accepted in Japan.

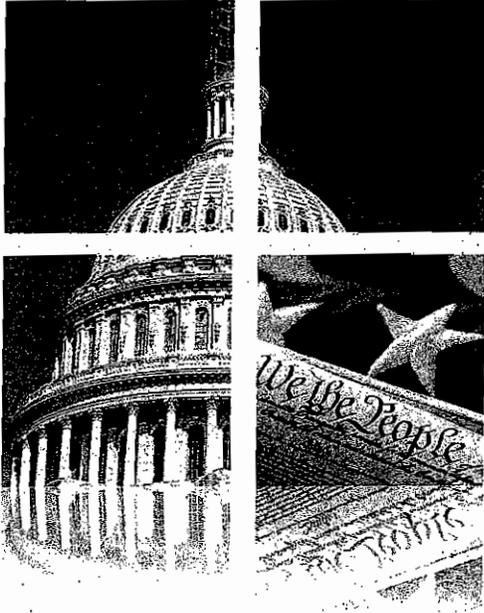
### **Convenience Translation**

The U.S. dollar amounts in the accompanying consolidated financial statements with respect to the year ended March 31, 2012 are presented solely for convenience of the reader. Our audit also included the translation of Japanese yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made on the basis described in Note 3 to the consolidated financial statements.

**KPMG AZSA LLC**

June 20, 2012  
Tokyo, Japan





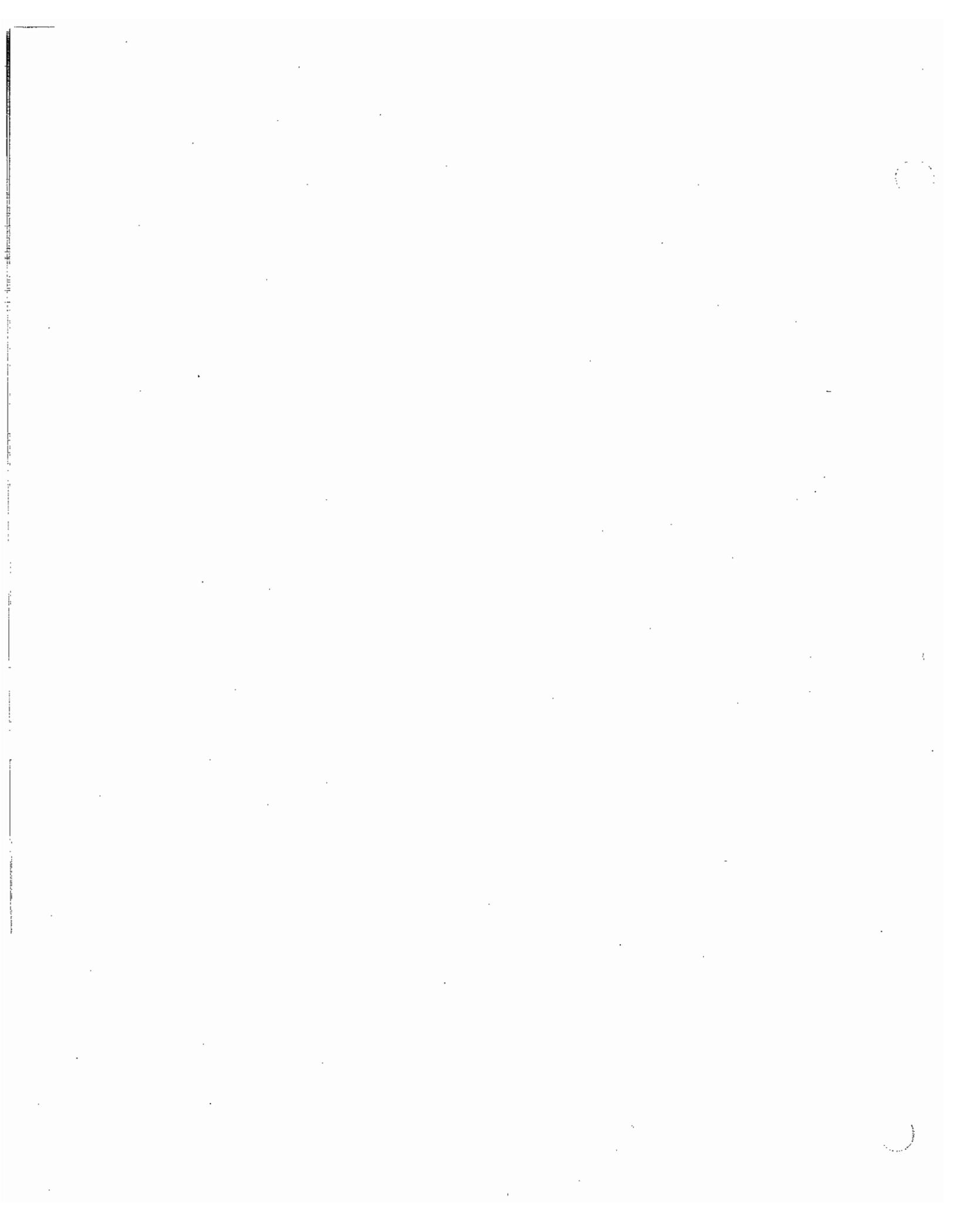
## Clean Planet Program



KONICA MINOLTA



EnvisionIT  
GOVERNMENT





**KONICA MINOLTA**

**a step ahead in reducing our eco-footprint...**

**CLEAN PLANET**

**A smaller  
eco-footprint is  
to everyone's  
advantage.**

As a worldwide technology leader, Konica Minolta has taken bold steps to protect the environment. For years, we've been leading the way toward a greener, cleaner tomorrow.

Promoting recycling by paying all costs ourselves. Reducing CO<sub>2</sub> emissions by up to 20% in 2015 – and up to 80% by 2050. Minimizing pollutants in manufacturing processes. Creating products that save energy in operation.

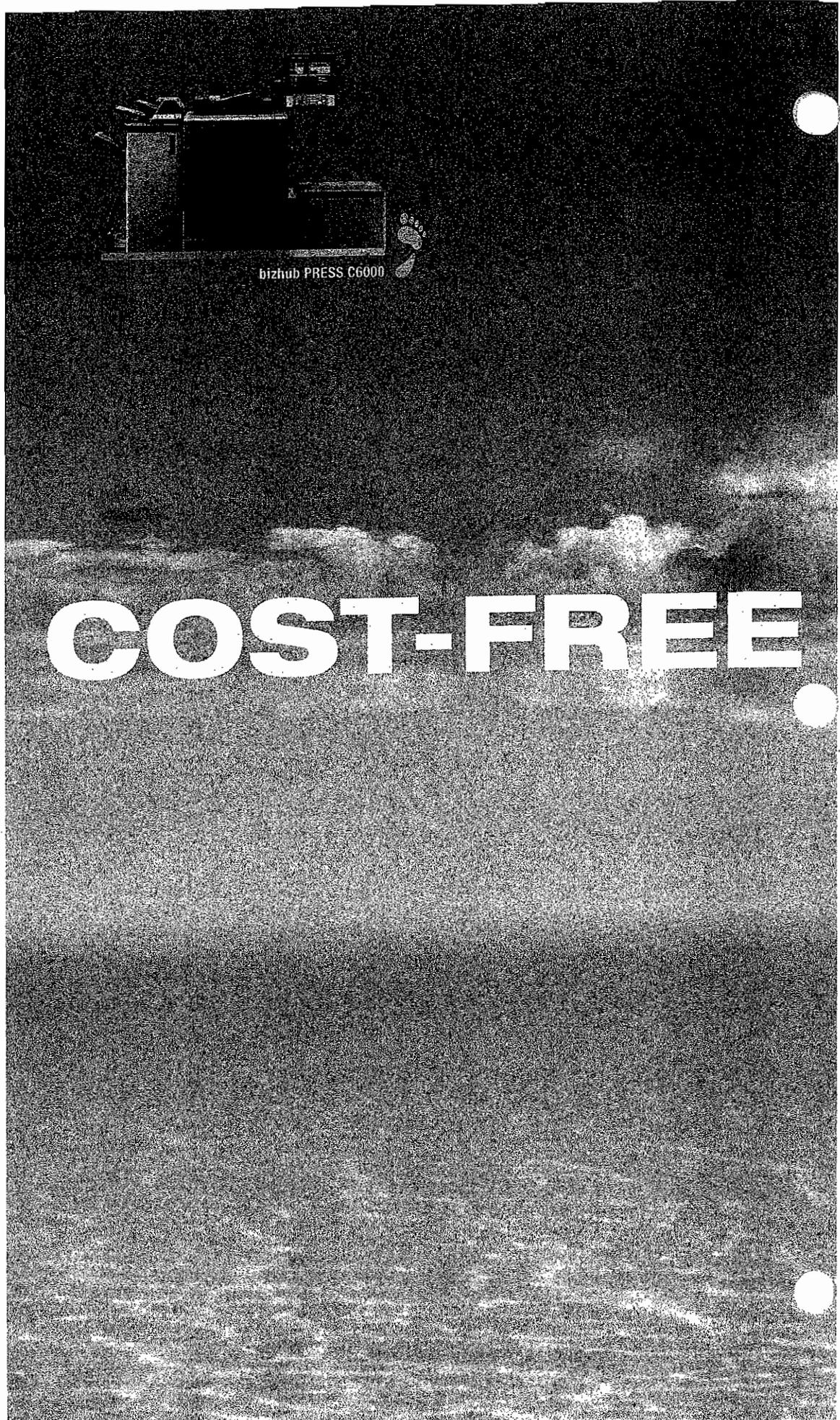
Committing to programs that safeguard the planet for generations to come.

With over 37,000 employees in 40 countries, our goal is to conduct business activities in harmony with our global vision for social responsibility – and our industry awards and environmental certification achievements. have proved that we're making a difference.

For products, programs, policies and results that benefit our customers and protect our planet, count on Konica Minolta.



**KONICA MINOLTA**



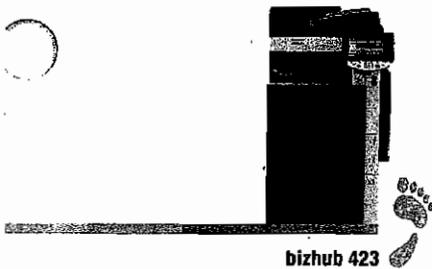
**COST-FREE**



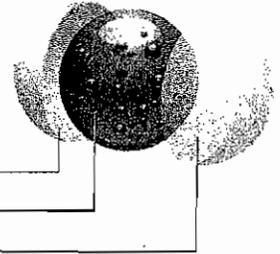
KONICA MINOLTA'S ENVIRONMENTAL POLICIES COVER ALL ASPECTS OF DESIGN, MANUFACTURING, OPERATION AND RECYCLING. A CORPORATE WIDE COMMITMENT ISN'T EASY TO SUSTAIN - SO WE HAVE RESTRUCTURED OUR MANAGEMENT TEAM TO FOCUS ON WHAT WE CALL CORPORATE SOCIAL RESPONSIBILITY OR CSR. CSR IS AN ESSENTIAL FACTOR IN EVERY BUSINESS DECISION WE MAKE - AND THE BENEFITS WILL BE SHARED BY ALL.

# SIMITRI

products that help you work better



**bizhub 423**



**SIMITRI HD TONER:** The thin core shell allows toner particles to fuse more quickly.

## Simitri HD

High Definition Polymerized Toner

# WITH BIOMASS

### Simitri with biomass – a better way to make an impression.

In 2000, Konica Minolta introduced Simitri® toner – the world's first polymerized toner, designed with smaller, more uniform particles to improve detail and definition.

Right from the start, Simitri toner was produced using plant-based "biomass," a renewable organic resource that has less environmental impact than conventional toners. It enables our bizhub color MFPs to reduce toner consumption by more than 30%. Finally, the production process that creates Simitri toner generates nearly 40% less carbon dioxide – reducing output of a gas that contributes to global warming.

### Saving energy and reducing warm-up time.

Simitri toner also saves energy, because its low-temperature fusing consumes less energy and reduces power consumption. Using Simitri toner, the bizhub C652 Series MFPs employ an IH (Induction Heating) system in the fusing section that heats the surface of the roller to minimize power consumption. The bizhub C360 Series uses a lower temperature fusing system that consumes less energy in creating rich, vivid color images.

Both bizhub product series offer new image stabilization control, Sleep Mode to reduce power after a shorter period of inactivity, and more efficient print controllers. Thanks to innovations like these, bizhub color models consume 30 - 40% less energy than previous-generation MFPs.

And in Konica Minolta B&W MFPs, a sophisticated toner recycling system automatically collects, recycles and re-uses toner that is not fused to paper during the printing process – saving approximately 20% of the toner for re-use.

### More energy-saving technologies.

Saving energy not only helps protect the environment – it also protects our customers' bottom line by reducing energy costs. In action, the bizhub C652 Series and other bizhub models are designed to optimize power consumption for each operating mode – focusing electricity to the function required. When a fax is received, for example, the bizhub C652 automatically adjusts its power supply away from idle circuitry, such as the scanner.

Konica Minolta designs its MFPs with standard or optional duplex capability – enabling them to print and copy quickly and efficiently on both sides of each sheet of paper. Many models can

produce two-sided prints and copies at full rated output speed, so saving paper won't compromise productivity.

To increase efficiency even further, the bizhub C652DS and C552DS incorporate Dual Scan Technology that scans both sides of a page in a single pass – saving time and boosting productivity by sharing information more quickly.

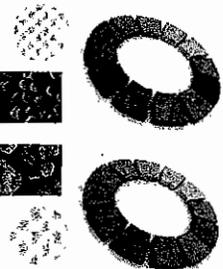
Finally, Konica Minolta products like the bizhub 423 are designed to keep weight to a minimum. That means less CO<sub>2</sub> is emitted during production, packing and transportation. The volume of greenhouse gas associated with the bizhub 363 has been reduced to 77% – an industry-leading figure.

### Simitri HD

High Definition Polymerized Toner



**Pulverized Toner**



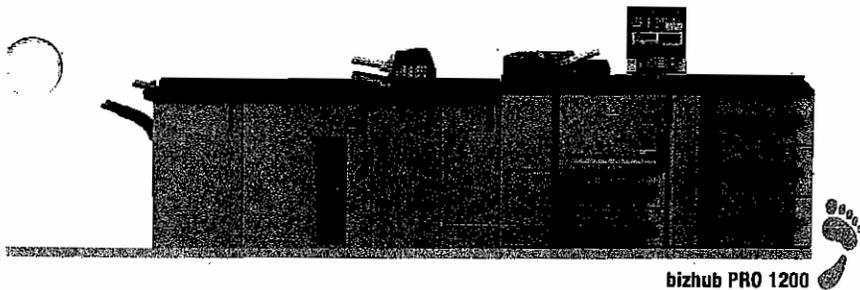
**Simitri HD Toner:** Smaller particles and more efficient low-temperature fusing increase image resolution while reducing environmental impact.

programs that safeguard future generations

# ECO VISION

PLANNING FOR TOMORROW REQUIRES VISION: THE ABILITY TO SEE BEYOND SHORT-TERM NEEDS AND WORK TOWARD FUTURE BENEFITS OF EVEN GREATER IMPORTANCE. AND AT KONICA MINOLTA, THE FUTURE IS A TOP PRIORITY - IN A WIDE RANGE OF PROGRAMS THAT PROTECT THE ENVIRONMENT, INSPIRE GLOBAL CONSERVATION EFFORTS, AND HELP MAINTAIN A CLEAN PLANET FOR FUTURE GENERATIONS.





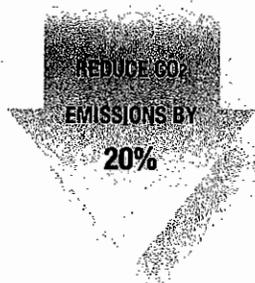
**bizhub PRO 1200**

# 2050

**Eco Vision 2050: a bold step toward a better world.**

Looking ahead, Konica Minolta has anticipated the need for even stronger environmental efforts – and we've committed ourselves to reaching an ambitious target.

Our Eco Vision 2050 Program has set a goal of reducing CO<sub>2</sub> emissions 80% by the middle of this century. As an intermediate milestone, by the year 2015 we will reduce carbon dioxide emissions by 20% compared to 2009 levels. This corporate-wide effort will challenge every aspect of our business – reducing power consumption, preventing waste and leakage, increasing efficiency in manufacturing, improving support systems, and streamlining our shipping methods. By working together, we have vowed to achieve these goals.



**More programs to benefit the environment.**

"Green Factory" certification programs are in place to drive Konica Minolta factories toward the future – meeting and surpassing strict standards in the critical areas of reducing greenhouse gases, recycling materials, and controlling chemical substances.

One of these standards is Zero Waste Level 2 – reducing the volume of externally disposed waste by over 30% per unit sales compared to the level of fiscal year 2001. Konica Minolta has recently achieved this standard in five additional international sites, including two in the United States.

All of our 15 manufacturing facilities in Japan already meet Level 1 emission criteria, which require a resource recovery rate of over 90% with less than 5% final disposal rate.

In compliance with the Restriction of Hazardous Substance Directive (RoHS) of the European Market, Konica Minolta has also phased out the use of environmental hazards such as lead, cadmium, mercury, hexavalent chromium and two types of polybromic fire retardants in all our MFPs and printers. We have voluntarily reduced the use of volatile organic compounds, weighing and adopting various alternatives to toxic chemicals and heavy metals.



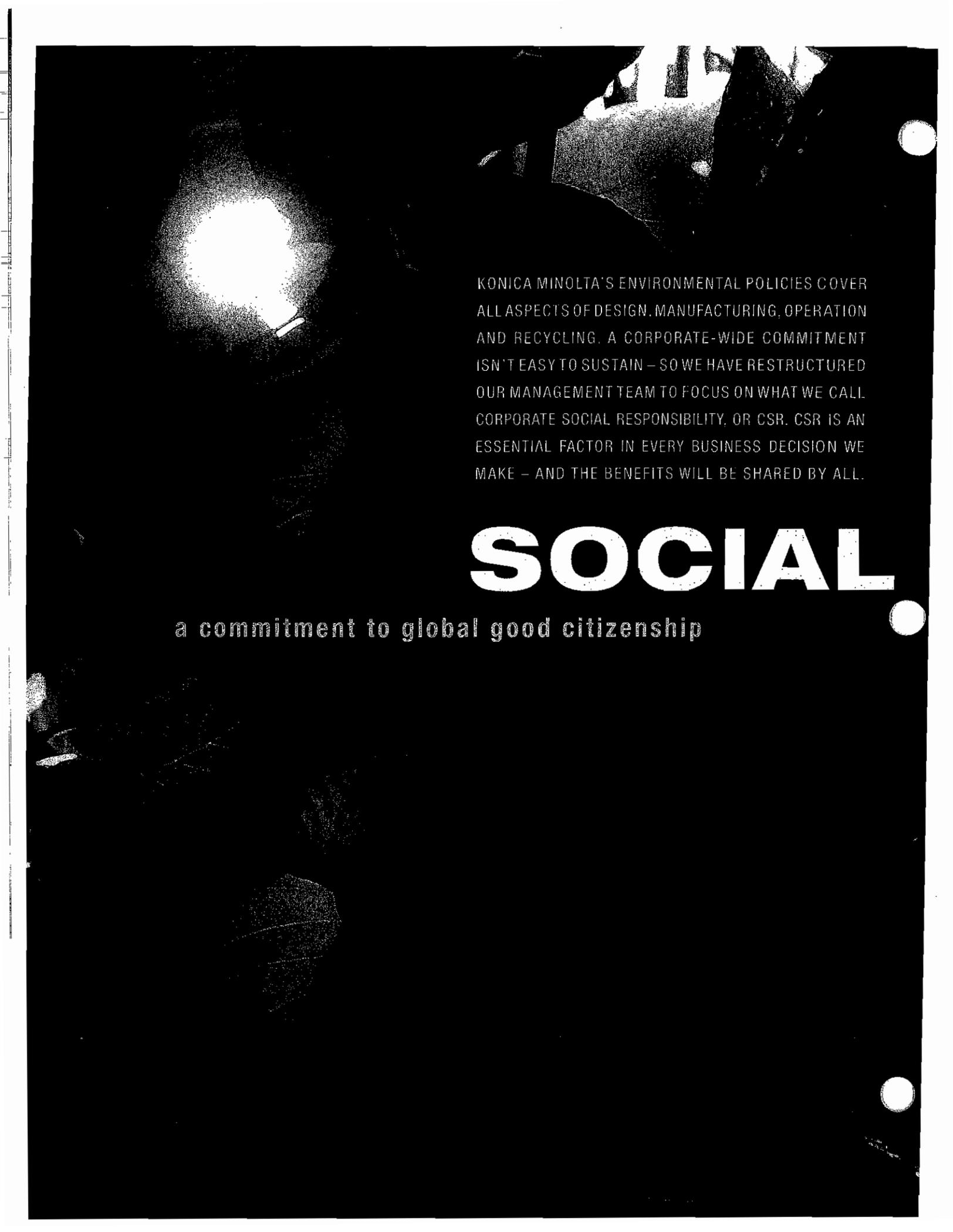
And we have a strong "Green Procurement" program in place to obtain materials, parts and components from suppliers who make a significant contribution to environmental initiatives – and we assess all potential suppliers according to a comprehensive evaluation of their environmental policies.

**A new approach to products at end-of-life.**

What happens to our MFPs and printers when they reach the end of useful life? Some companies no longer worry about the products they've sold – but not Konica Minolta.

We have developed a comprehensive program to handle end-of-life products in ways that protect and benefit the environment. 100% of the plastics in our machines are designed to be recycled. Our products can be disassembled by one person using ordinary tools. And our recycling facilities are equipped with crushers and mechanisms that remove foreign matter to support the recycling process, resulting in the recycling of 100 tons of plastic each year.

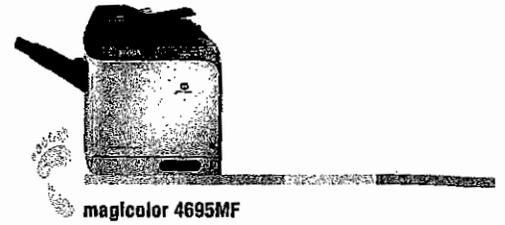
And we also recycle the shipping and packing materials associated with return of our products at end of life – another important benefit for the environment.



KONICA MINOLTA'S ENVIRONMENTAL POLICIES COVER ALL ASPECTS OF DESIGN, MANUFACTURING, OPERATION AND RECYCLING. A CORPORATE-WIDE COMMITMENT ISN'T EASY TO SUSTAIN – SO WE HAVE RESTRUCTURED OUR MANAGEMENT TEAM TO FOCUS ON WHAT WE CALL CORPORATE SOCIAL RESPONSIBILITY, OR CSR. CSR IS AN ESSENTIAL FACTOR IN EVERY BUSINESS DECISION WE MAKE – AND THE BENEFITS WILL BE SHARED BY ALL.

# SOCIAL

a commitment to global good citizenship



### ISO 14001: conforming to a higher standard.

To ensure the efficiency of environmental management programs throughout Konica Minolta's worldwide operations, our policy is that every production site obtain ISO 14001 certification.

Addressing a wide range of environmental issues, the goal of ISO 14001 certification has motivated us to take into account each stage in the life cycle of our products – not only our manufacturing facilities, but also our product development, sales and administrative divisions. With the active oversight of our CSR executive and environmental management committee, the entire Konica Minolta group in Japan has attained multi-site ISO 14001 status and can be managed under a single ISO certification standard.

# RESPONSIBILITY

### A statement of principles – and a blueprint for success.

At Konica Minolta, our goal is to conduct business activities in harmony with the environment. Accordingly, we have adopted corporate Environmental Policies that promote sustainable growth within an international framework – a truly global commitment. The Konica Minolta Environmental Policies are summarized as follows:

**Global good citizenship.** Responding to the call for a sustainable society, we will continue to conduct our business activities in a manner that preserves the environment, grows the economy and fulfills social and ethical responsibilities. Each of us works toward enhancing our knowledge and awareness of the global environment and acts responsibly for sustainable growth.

**Respect for laws around the globe.** We will continue to comply with legal requirements in each country and region where we do business – and we respect, in an equitable manner, the expectations of our stakeholders and the consensus of the international community.

### Consideration for the environment.

Throughout the entire life cycle of our products and services, we are committed to reducing environmental impact at every stage – because we recognize that responsibility for a product rests with its manufacturer.

### Initiatives to counter global warming.

Because global warming is one of the world's most urgent environmental issues, we will continuously reduce greenhouse gas emissions that derive from our business activities and the manufacturing and operation of our products.

**Commitment to recycling.** We continually work to create a recycling-oriented society by minimizing consumption of natural resources, promoting "Zero Waste Emission" activities, and accelerating initiatives for the recovery and recycling of end-of-life products and packaging materials.

### Preventing chemical pollution.

Recognizing that chemicals can affect human health and safety, we will continue to take every countermeasure to prevent chemical pollution, reduce the use of chemicals, and lower the volume of chemical discharge to minimize environmental risks.

**Promoting information disclosure.** We are accountable to our stakeholders and to the societies we serve by actively disclosing environmental information and communicating potential risks. Our Environmental Policies are disclosed to the public via our website and other related materials.

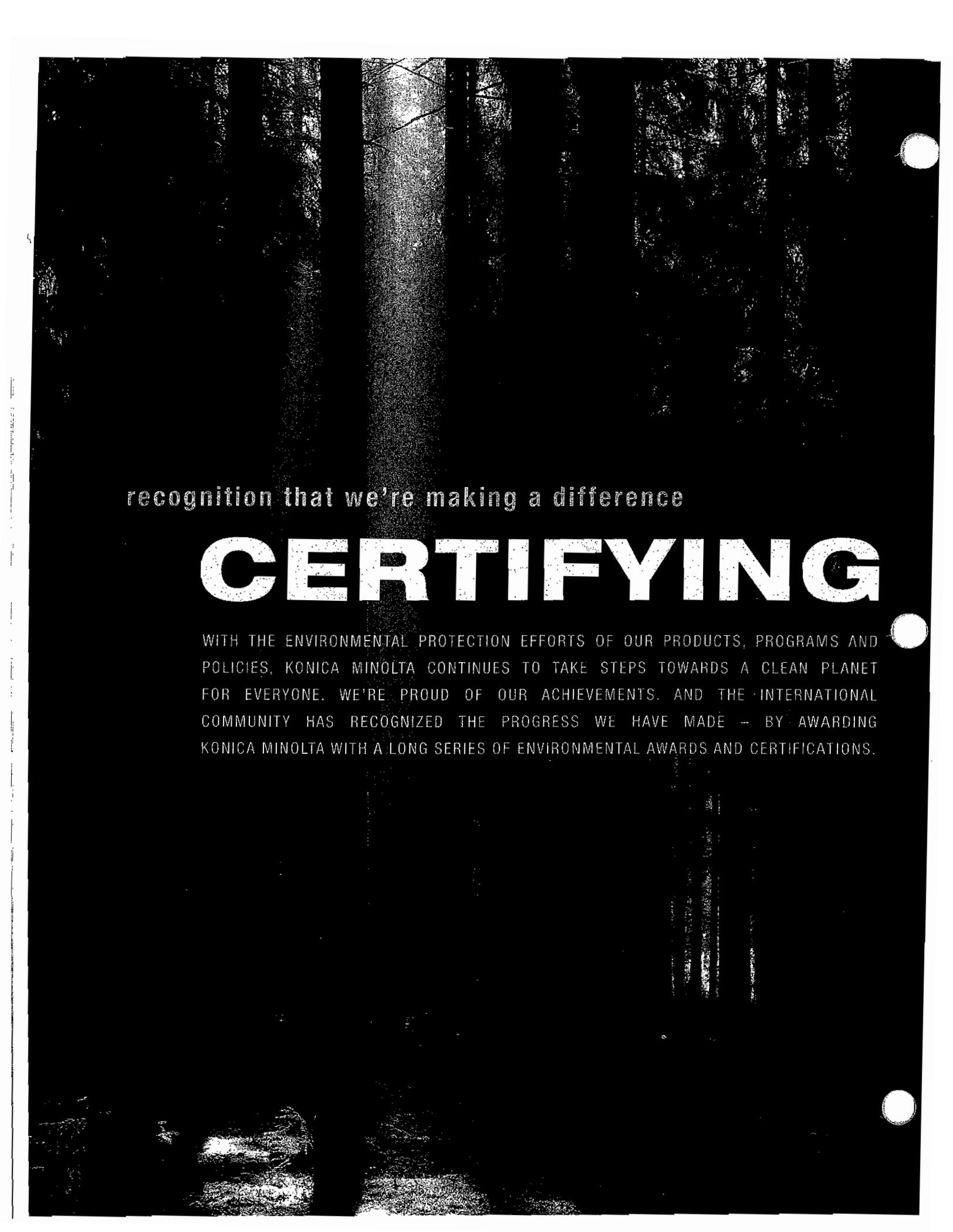
### Establishing environmental objectives.

We establish and administer objectives, targets and management programs to translate our Environmental Policies into reality – and we will continuously review these objectives, targets and programs to improve our environmental performance.



### The Konica Minolta CSR Report.

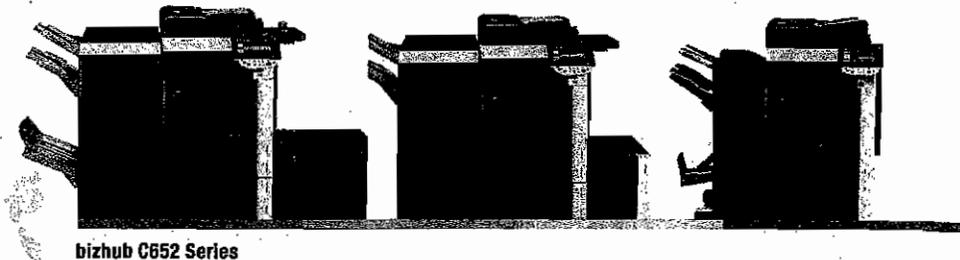
Our management policies are dynamic – and Konica Minolta continues to move forward with new environmental initiatives that cover a wide range of corporate activities. In addition to regular environmental reports made available on our corporate website, we produce a comprehensive Corporate Social Responsibility (CSR) report that summarizes environmental policies, energy-saving innovations, product safety enhancements, emission-reduction programs, recycling initiatives, social welfare programs and many other CSR activities. To obtain a copy of this report, as well as other comprehensive environmental information, please visit: <http://www.konicaminolta.com/about/environment>



recognition that we're making a difference

# CERTIFYING

WITH THE ENVIRONMENTAL PROTECTION EFFORTS OF OUR PRODUCTS, PROGRAMS AND POLICIES, KONICA MINOLTA CONTINUES TO TAKE STEPS TOWARDS A CLEAN PLANET FOR EVERYONE. WE'RE PROUD OF OUR ACHIEVEMENTS. AND THE INTERNATIONAL COMMUNITY HAS RECOGNIZED THE PROGRESS WE HAVE MADE — BY AWARDING KONICA MINOLTA WITH A LONG SERIES OF ENVIRONMENTAL AWARDS AND CERTIFICATIONS.



**bizhub C652 Series**

# SUCCESS

## The bizhub C652 Series: a clean sweep of performance awards.

The prestigious Buyers Laboratory Inc. (BLI) testing program has recently given the Konica Minolta's bizhub C452 their 2010 Outstanding Achievement Award for Energy Efficiency. In 2009, the bizhub C552 also won this award, which measures energy consumption and cost savings as well as recovery time from energy-saving mode, sleep mode, and time from idle.

Along with these important environmental awards, BLI has also awarded all five models in the bizhub C652 Series "Picks of the Year" for 2010 – recognition that these color multifunctional peripherals provide outstanding performance in each individual class, including exceptional reliability, productivity and image quality.

Their predecessor products, the bizhub C650 Series, were awarded the 2007 Energy Conservation Grand Prize by the Agency of Natural Resources and Energy within the Japanese Ministry of Economy, Trade and Industry (METI).

In addition to BLI awards, the Konica Minolta product line has won multiple 2010 awards from BERTL, including awards for environmental sustainability. Other awards recently earned by Konica Minolta include the 2009 GSA Environment Award. And the Brand Keys Customer Loyalty Engagement Index rates Konica Minolta number one in the MFP office copier category for the third consecutive year.

## Continuing excellence in the Energy Star program.

Konica Minolta products continue to attain consistent ratings of excellence in the Energy Star Program. A joint program of the U.S. Environmental Protection Agency (EPA) and the U.S. Department of Energy, Energy Star helps consumers make wise purchasing decisions that save in operating costs. Their guidelines have been made more strict – but the majority of Konica Minolta models, including bizhub, bizhub PRO, magicolor and pagepro devices, are Energy Star certified.

To earn their Energy Star certification a product must meet the following guidelines:

- 25% greater efficiency on average while delivering the same performance as less efficient conventional equipment.
- Consuming about half the electricity of standard models and powering down when not in use.
- Printing on double-sided (duplex) pages, reducing both copying and paper costs.
- Running cooler and lasting longer than conventional equipment, so businesses can also save on air conditioning and maintenance.



Because office machines are often running for long periods of time (even 24 hours per day), Energy Star certification can result in significant corporate savings. Imaging products qualified under Energy Star will save more than \$3 billion over the next five years – and avoid greenhouse gas emissions equivalent to four million cars.

## Earning additional environmental certification.

Konica Minolta products are also evaluated and awarded certification labels under a broad range of international programs, including:



**Eco-Mark:** certification that a product has low environmental impact as recognized by the Japan Environmental Association.



**International Energy Star:** implemented under a joint U.S.-Japan agreement, this program uses the Energy Star mark to label energy-saving OA equipment that meets its guidelines.



**Blue Angel:** the world's first environmental protection label, introduced in Germany in 1978, certifies that products and services have low environmental impact.



**EcoLeaf:** a program that quantitatively identifies and discloses the environmental impact of products throughout their lifecycle.



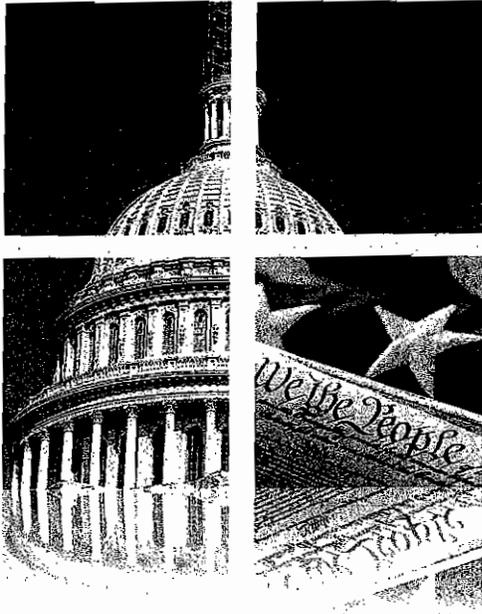
**KONICA MINOLTA**

KONICA MINOLTA  
BUSINESS SOLUTIONS U.S.A., INC.  
100 Williams Drive  
Ramsey, NJ 07446

[www.CountOnKonicaMinolta.com](http://www.CountOnKonicaMinolta.com)  
[www.kmba.konicaminolta.us](http://www.kmba.konicaminolta.us)

**COUNT ON KONICA MINOLTA**

©2010 KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC. All rights reserved. Reproduction in whole or in part without written permission is prohibited. Konica Minolta and The essentials of imaging are trademarks of KONICA MINOLTA HOLDINGS, INC. bizhub, magcolor and pagepro are trademarks of KONICA MINOLTA BUSINESS TECHNOLOGIES, INC. Sim'ol is a registered trademark of KONICA MINOLTA BUSINESS SOLUTIONS. All other brands and product names are registered trademarks or trademarks of their respective owners.



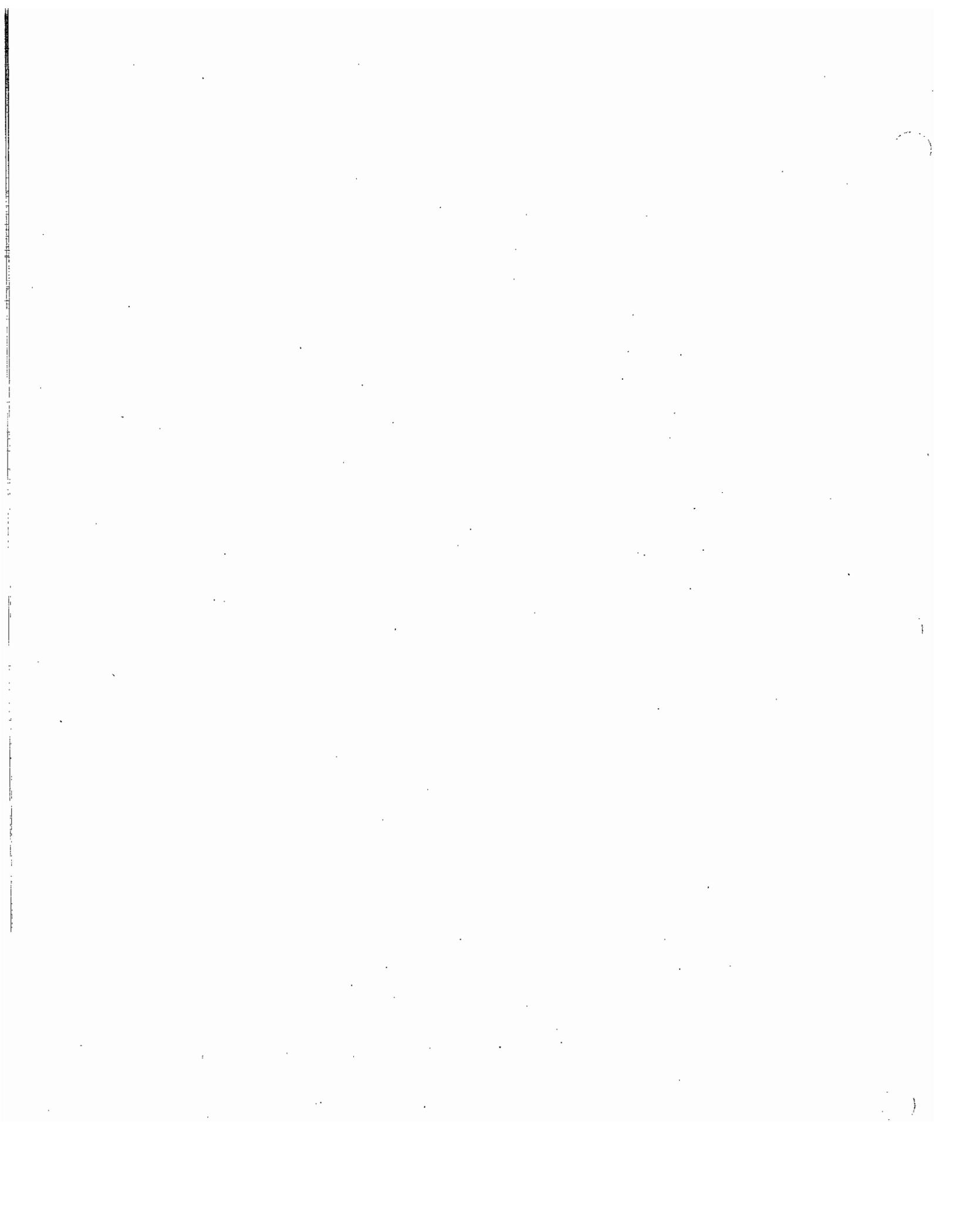
## Konica Minolta Industry Awards



KONICA MINOLTA



EnvisionIT  
GOVERNMENT





## Konica Minolta Industry Awards & Recognitions

### February 2013-Konica Minolta awarded First Place in the 2013 Brand Keys Customer Loyalty Engagement Index.

#### **Awarded by: Brand Keys**

-NY-based marketing consultancy. Identified Konica Minolta as the Number 1 Brand for customer loyalty in the "MFP Office Copier" category, based on Konica Minolta's ability to engage consumers and create loyal customers when measured against the "ideal copier". Our sixth consecutive year at the top!



BkReAysD

### March 2013 Konica Minolta Receives 2013 "A3 MFP Line of the Year" Award & Inaugural "Document Imaging Solutions Line of the Year" Award from BLI

#### **Awarded by: BLI**

The Line of the Year award is given once a year to the OEM whose product line is determined to be the best overall in its category based on the cumulative test results of all models tested in BLI's rigorous two-month laboratory evaluation. "The Konica Minolta line continues to impress, currently including 14 A3 'Pick' winners—more than any other MFP vendor," said George Mikolay, senior product editor, A3/Copier MFPs. "Moreover, reliability—buyers' number one concern—is a differentiator for Konica Minolta's A3 product line across the board, both color and black and white."



BLI editors also selected Konica Minolta for the first-ever Solutions Line of the Year award based on Konica Minolta's exceptional solutions portfolio across a broad range of document imaging software categories. Our third consecutive year at the top!

### August 2011-Konica Minolta awarded Multiple Pick of the Year Awards

#### **Awarded by: BLI**

-Presented with special recognition in each category to those MFPs and Solutions providing the most OUTSTANDING performances in BLI's Lab Tests.

Products: A3 Monochrome MFP 61-70ppm; A3 Monochrome MFP 51-80ppm; PageScope Enterprise Suite-Device/Print Management Suite and Outstanding Achievement in Innovation for the Konica Minolta Universal Printer Driver.



### June 2011-Konica Minolta wins multiple BERTL's Best Awards

#### **Awarded by: BERTL's**

2011 Bertl's Best Awards – Best Color Production System – bizhub Press C8000, Best Color Light Production System – bizhub Press C7000, Best Monochrome Production System –bizhub PRO C1200, Best Departmental Monochrome A3 MFP Range – bizhub 423.

### February 2011-Konica Minolta awarded First Place in the 2011 Brand Keys Customer Loyalty Engagement Index.

#### **Awarded by: Brand Keys**

-NY-based marketing consultancy. Identified Konica Minolta as the Number 1 Brand for customer loyalty in the "MFP Office Copier" category, based on Konica Minolta's ability to engage consumers and create loyal customers when measured against the "ideal copier". Our fourth year at the top!



**January 12, 2011-Konica Minolta Receives 2011 MFP "Line of the Year"**

***Awarded by: BLI***

-Named "Line of the Year" in the A3/Ledger MFP segments for our award winning line of bizhub Color and Monochrome Multifunctional products. Additionally, we have been recognized with four A3 "Pick" Awards.

***Products:*** All A3/Ledger Color & Monochrome MFPs, and "Pick Awards" for the bizhub 423, 363, 283 and 223 Monochrome workgroup models.



**December 2010-Konica Minolta Receives Multiple BERTL's Best Awards**

***Awarded by: BERTL's***

-Best Feature Rich A4 Color MFP (bizhub C35), Best Universal Print Driver Functionality (bizhub C35) ,Most Innovative Software Utility (MyTab Printe Driver)

***Products:*** bizhub C35, MyTab Printer Driver



**June 2010- Konica Minolta Receives Multiple Pick Awards**

***Awarded by: BLI***

-overall Performance and Productivity of bizhub Color MFPs Earn Industry Recognition.

***Products:*** bizhub C652 / C652DS Series - "Pick" award winner for "Outstanding 61- to 70-ppm A3/Ledger Color MFP"; bizhub C552 / C552DS Series- "Pick" award winner for "Out standing 51- to 60-ppm A3/Ledger Color MFP"; bizhub C452 - "Pick" award winner for "Outstanding 41- to 50-ppm A3/Ledger Color MFP"; bizhub C452 - "Outstanding Achievement" award for Energy Efficiency in the A3/Ledger Color MFP Category



**June 2010-Konica Minolta Receives Multiple 'Pick' Awards**

***Awarded by: BLI***

-special recognition in each category to those products that provided the most outstanding performances.

***Products:*** bizhub C360 "Pick" award winner for "Outstanding 31- to 40-ppm A3/Ledger Color MFP"; bizhub C280 - "Pick" award winner for "Outstanding 21- to 30-ppm A3/Ledger Color MFP";bizhub C220 - "Pick" award winner for "Outstanding 21- to 30-ppm A3/Ledger Color MFP";bizhub C552 with Emperon Controller - "Outstanding Achievement for Energy Efficiency in the 41- to 50-ppm A3/Ledger Color MFP category".

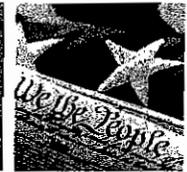
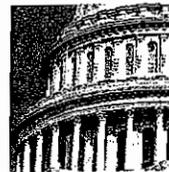
**June 2010- Konica Minolta Receives Multiple 2010 Editor's Choice Awards**

***Awarded by: Better Buys for Business***

- MFPs, Printers, and Fax Models Recognized for Overall Performance in Annual Buyer's Guides

***Products:*** bizhubC652/C552/C452 Series and bizhub C360/C280 Series of Color MFPs as Editor's Choice in the 2010 Color Copier Guide; magicolor 4695MF and magicolor 4690MF AIO Printers as Editor's Choice in the 2010 Color Printer Multifunctional Guide; bizhub C20 Series of Printers as Editor's Choice in the 2010 Color Printer Multifunctional Guide; bizhub 40P Series of Printers as Editor's Choice in the 2010 Office Laser Printer Guide; FAX3900 as Editor's Choice in the 2010 Laser Fax Guide.





**April 2010-Konica Minolta Wins Three 2010 on Demand Best of Show Awards**

***Awarded by:*** ON DEMAND Conference & Exposition

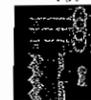
-a leading provider of advanced imaging and networking technologies for the desktop to the print shop, today announced the company has been recognized at this year's ON DEMAND Conference & Exposition with three "Best of Show" awards in digital imaging product and solution categories.

***Products:*** Color Digital Printing Equipment - bizhub PRESS® C8000; Monochrome Digital Printing Equipment - bizhub PRO® 950; Web To Print Solutions - Printgroove® v1.5

**March 2010-Konica Minolta awarded First Place in the 2010 Brand Keys Customer Loyalty Engagement Index.**

***Awarded by:*** Brand Keys

-NY-based marketing consultancy. Identified Konica Minolta as the Number 1 Brand for customer loyalty in the "MFP Office Copier" category, based on Konica Minolta's ability to engage consumers and create loyal customers when measured against the "ideal copier". Our third year at the top!



B\_k R\_e A\_y N\_s D

**October 2009-Konica Minolta Receives Four Good Design Awards (G-Mark System).**

***Awarded by:*** Japan Industrial Design Promotion Organization (JIDPO)

-for distinguished quality and design integrity.

***Products:*** Color MFPs-bizhub C220-C280-C360-C452-C552-C652. Monochrome digital presses-bizhub PRO 1051-1200-1200P

**September 2009-Konica Minolta Selected "2009 Supplier of the Year"**

***Awarded by:*** National Association of Quick Printers (NAQP)

-for a member supplier company that demonstrates consistent and outstanding products, service & support to the commercial printing industry.

**September 2009- Konica Minolta Selected "2009 Supplier of the Year"**

***Awarded by:*** Allegra Network

-the franchisor for the Allegra Print & Imaging, American Speedy Printing, Insty Prints, and various other printing companies. Konica Minolta was selected from a group of over 100 other suppliers.



**August 2009-Konica Minolta wins the "Editor's Choice Award".**

***Awarded by:*** PC Magazine

***Product:*** Konica Minolta magicolor 1600W personal color laser printer.

**July 2009-Konica Minolta wins Three "Gold Medal Awards"**

***Awarded by:*** Wirth Consulting

-provider of independent evaluations of business imaging devices for corporate decision makers, in its Head2Head Comparison Report.

***Products:*** Color MFP-bizhub C253 "Best Overall Performance", bizhub C253-C203-C200 "Overall Lowest Consumables' Cost per Page".



**July 2009-Konica Minolta awarded European Digital Press Association Award.**

***Awarded by:*** European Digital Press (EDP)

-for dependable color & productivity as well as brilliance in digital color. Our printing system was chosen for unsurpassed color reproduction and as the best full color light production print system in the marketplace.

***Product:*** bizhub PRO C65hc & High Chroma toner

**July 2009-Konica Minolta awarded multiple "Pick of the Year" awards by BLI**

***Awarded by:*** Buyers Laboratory, Inc. (BLI)

-for innovative products and solutions which save customers overall time & boost efficiency.

***Products:*** bizhub 751 "Pick of the Year" 70-90ppm monochrome segment; bizhub 601 "Pick of the Year" 51-60ppm monochrome segment; magicolor 7450II grafX "Pick of the Year" midsized workgroup color printer segment; MyTab Printer Driver "Outstanding Achievement Award".

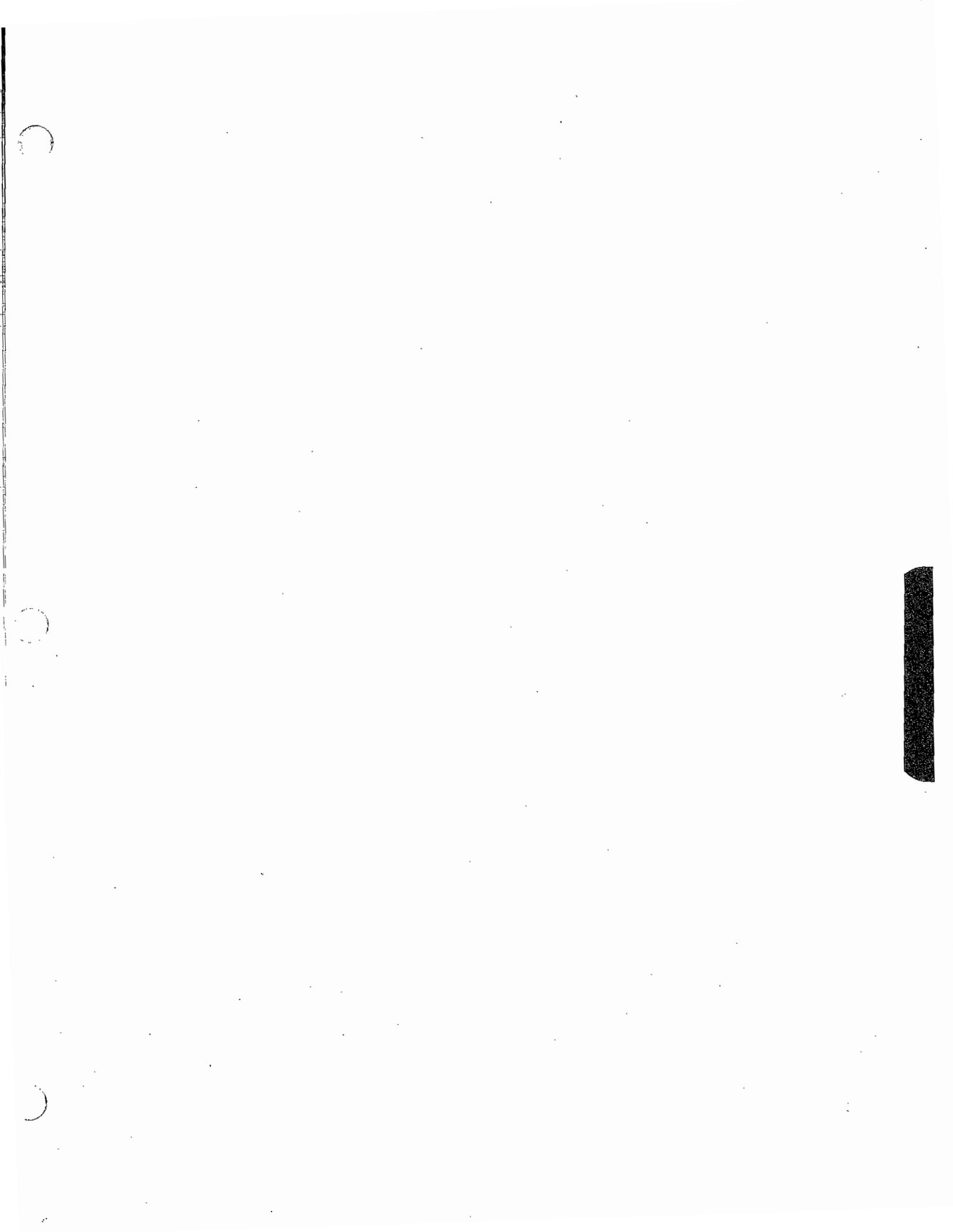


**July 2009-Konica Minolta awarded Four "2009 Editor's Choice" Awards**

***Awarded by:*** Better Buys for Business

-in a rigorous analysis of all current competitive models.

***Products:*** bizhub C552-C652-Editor's Choices in the iColor Copier Guide; bizhub PRO C6501P, and the bizhub PRO 950 as Editor's choices in the High Volume Printers Guide.

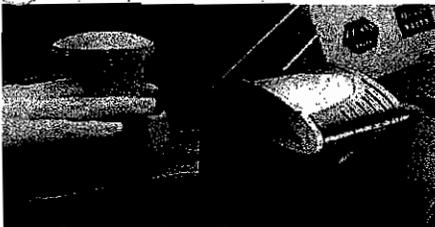




### The value of comprehensive security protection.

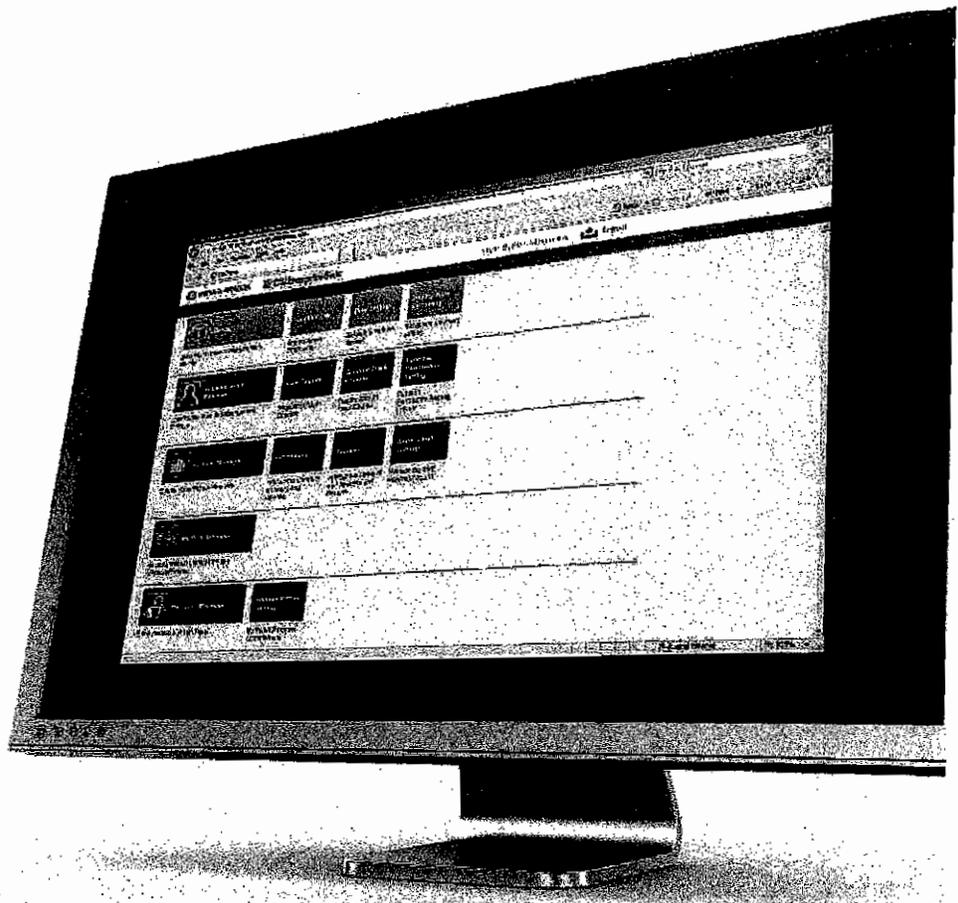
All four bizhub 423 Series models are designed to meet ISO15408 Common Criteria security classification (v. 2.3 to 3.1). To do this, they incorporate a powerful array of security features and functions – including bizhub Secure Print with password security locks to protect sensitive documents, Customized User Authentication for printing, scanning, faxing and User Box, and Audit log/Image log management option to track usage, control access.

Encrypted PDF workflow helps to protect information passing from PC to network. IP Filtering lets you register the IP addresses of PCs on your network. SSL/TLS Encryption protects data during exchange between the MFP and network servers – and S/MIME Encryption safeguards your Email exchanges.



You can also add state-of-the-art security options for your documents and devices, including an HID Proximity Card Authentication Kit (AU-201H) and HID iClass Card Authentication Unit (AU-202H) for secure access to bizhub MFP functions and a Biometric Authentication Kit (AU-102) for quick "ID and print" operation using finger-vein patterns to identify users.

An optional Copy Guard kit (SC-507) gives you password-protected copy functionality. An HDD Lock option applies password protection to your hard disc drive. Job Erase function automatically overwrites your HDD up to three times – and HDD sanitizing overwrites data in 8 different modes to meet the strictest government standards when devices are re-purposed or disposed of.



PageScope Enterprise Suite is a powerful server-based solution that combines four modules for managed printing, account tracking, user authentication, and customized user interface in one comprehensive package:



PageScope MyPrint Manager\* holds documents in a secure print queue until users authenticate themselves at any supported Konica Minolta MFP on the print network.

PageScope Account Manager tracks MFP activity based on user log-in – tracking print/copy/scan/fax activity, distinguishing between B&W and color, creating reports, setting limits, allocating costs.

PageScope Authentication Manager provides password-protected log-in by user name, IC Card or Biometric authentication at each MFP, synchronizes to Active Directory, and automatically adds new users as they join your enterprise.

PageScope MyPanel Manager allows individuals to customize an interface that appears at each MFP and disappears when users log out.

### PageScope® power for gains today and growth tomorrow.

Konica Minolta MFPs bring you another advantage competitive document solutions can't offer: the power of PageScope software, an interlocking suite of solutions that accomplish an extraordinary range of business objectives.

PageScope Enterprise Suite operates seamlessly with PageScope Net Care Device Manager, saving time by allowing IT administrators to track print meter counts and user activity from a single point. PageScope Web Connection gives each bizhub device its own "website" for status updates and end-user control. PageScope Print Status Notifier provides automatic alerts when printing is finished or interrupted. And PageScope Data Administrator helps simplify the management of addresses, passwords, accounts.

### Why the business world counts on Konica Minolta.

It's more than the value and performance of our products – it's a total commitment to customer satisfaction, service and support. With over 37,000 worldwide employees, cutting-edge research programs in digital and optical technology, and the industry's most complete line of document imaging solutions from desktop to print shop, Konica Minolta was recognized by Brand Keys for a second consecutive year as the #1 Brand for Customer Loyalty in the MFP Office Copier Market. As long as you count on Konica Minolta, you've made the right decision.

**COUNT ON KONICA MINOLTA**

For more information, please visit:  
[www.CountOnKonicaMinolta.com](http://www.CountOnKonicaMinolta.com)

\*Available Summer 2010



**bizhub 223**



**bizhub 283**



**bizhub 363**



**bizhub 423**

SPECIFICATIONS		bizhub 223	bizhub 283	bizhub 363	bizhub 423
Print / Copy Speed (Letter, portrait) Monthly Duty Cycle (pages)	B&W: 22 ppm 80,000	B&W: 28 ppm 120,000	B&W: 36 ppm 150,000	B&W: 42 ppm 150,000	
<b>COPY</b>		Less than 30 seconds / Less than 4.2 seconds			
Warm-up Time / First Copy Time	Less than 30 seconds / Less than 4.2 seconds			Less than 30 seconds / Less than 3.6 seconds	
Copy Resolution / Copy Quantity	1800 dpi (equivalent) x 600 dpi / 1 - 9,999				
Copy Features	AccountTrack, Auto Duplex, Card Shot, Cover Mode, Form Overlay, Image Preview, Interrupt, Job Skip, Job List, LDAP, Program/Recall Jobs, Proof Copy, Separate Scan, User Authentication, Watermark				
<b>PRINT - Emperor Print System with bizhub Extended Solution Technology / Open API</b>					
Processor / Speed / Memory	MPC8539E / 667MHz / 2 GB RAM (shared print, copy, scan and fax memory)				
Print Resolution / Grayscale Gradations	1800 dpi (equivalent) x 600 dpi / 256 shades				
Interface	10 Base-T/100 Base-TX/1000 Base-T, USB 1.1, USB 2.0, USB Host				
HD-516 250 GB Hard Disk Drive	• Option Standard				
Page Description Language	PCL5e/c Emulation, PCL XL ver.3.0 Emulation, PostScript 3 Emulation (3016), XPS v.1.0 (XML Paper Specification)				
Print Features	Encrypted Network Password Printing, Job Skip, MyTab Driver Feature, Print from USB Memory				
<b>SCAN</b>					
Scan Speed with DF-621	Color / B&W: 70 ppm (@300 dpi, letter), 42 ppm (@600 dpi, letter)				
Scan Resolution / Scan File Formats	200 dpi, 300 dpi, 400 dpi, 600 dpi / TIFF, PDF, Compact PDF, JPEG, XPS, Compact XPS				
Scan Features	bizhub Send, Separate Scan, Scan-to-E-mail, Scan-to-FTP, Scan-to-SMB, Scan-to-User Box**, Scan-to-USB Memory**, Network iTWAIN (via Ethernet TCP/IP), Scan-to-Me and Scan-to-Home, Scan-to-WebDAV				
<b>FAX</b>					
Internet Fax (Color / B&W)	• Option** Standard				
• FK-508 Fax Kit	Includes Super G3 Fax, IP Address Fax**, PC Network Fax Driver				
• MK-726 Fax Mount Kit	Required for each FK-508 Installation				
• Fax Line / Mode	PSTN (Public Switch Telephone Network), PBX (Private Branch Exchange), Super G3 (Fax line)				
• Fax Transmission Speed	Approx. 3.5sec (A4, V.34, 33.6kbps, JBIG)				
• Fax Features	Activity Reports, Fax Forward, F-Coda, Group Dial, Memory RX, One-Touch Dial, TSI Routing				
<b>PAPER INPUT</b>					
DF-621 Reversing Automatic Document Feeder	• Option** Standard				
DF-621 Specifications	Capacity 100 sheets, Paper Size: 5.5" x 8.5" to 11" x 17", Paper Weight: Single-sided: 9.31 lb. bond to 34 lb. bond (35-128 g/m <sup>2</sup> ), Double-sided of mixed originals: 13.25 lb. bond to 34 lb. bond (50-128 g/m <sup>2</sup> )				
OC-509 Original Cover	• Option** N/A				
Tray 1 & Tray 2	500-sheet / 5.5" x 7.16" to 11.69" x 17" (140 x 182 mm to A3) / 16 lb. bond to 24 lb. (60-90 g/m <sup>2</sup> )				
Bypass	150-sheet / 3.54" x 5.5" to 11.69" x 17" (90 x 140 mm to A3) / 16 lb. to 55.75 lb. (60-210 g/m <sup>2</sup> )				
• PC-109 Paper Feed Cabinet / Storage	500-sheet / 5.5" x 7.16" to 11.69" x 17" (140 x 182 mm to A3) / 16 lb. bond to 24 lb. (60-90 g/m <sup>2</sup> )				
• PC-208 Paper Feed Cabinet	2 x 500-sheet / 5.5" x 7.16" to 11.69" x 17" (140 x 182 mm to A3) / 16 lb. bond to 24 lb. (60-90 g/m <sup>2</sup> )				
• PC-409 Large Capacity Cabinet	2,500-sheet / 8.5" x 11" (A4) (portrait only) / 16 lb. bond to 24 lb. (60-90 g/m <sup>2</sup> )				
• DK-508 Copy Data Storage	Storage Drawer				
Maximum Paper Capacity	3,650 Sheet (total with options)				
<b>PAPER OUTPUT</b>					
Standard Output	Inner Output Tray: 250 sheet Capacity				
• JS-505 Inner Job Separator	Inner Output Tray 1: 150 Sheet Capacity, Inner Output Tray 2: 50 Sheet Capacity				
<b>FINISHING</b>					
• FS-527 Floor Finisher	50-sheet stapling Output Tray 1: 200 Sheet Capacity, Output Tray 2: 3,000 Sheet Capacity				
• JS-603 Additional Output Tray for FS-527	Output Tray 3: 100 Sheet Capacity				
• PK-517 Punch Kit for FS-527	2 and 3 Hole Punching				
• SD-509 Saddle Stitch Kit for FS-527	60-page Booklet Making Output Booklet Tray: 20 Booklet Capacity				
• FS-529 Inner Finisher	50-sheet stapling Output Tray: 300 Sheet Capacity				
<b>USER BOX</b>					
User Box Functionality	• Option** Standard				
Maximum Number of User Boxes	1,000 User Boxes for Document Storage, Re-Output, Distribution				
Maximum Document Storage	Up to 200 Documents per User Box, Up to 3,000 Documents in all User Boxes, Up to 10,000 pages in all User Boxes				
<b>APPLICATION SOFTWARE</b>					
Network and Device Management	PageScope Data Administrator, Driver Packaging Utility, HDD Back-Up Utility, Log Management Utility				
User Tools / Management Tools	PageScope Web Connection, PageScope Direct Print, PageScope Box Operator, PageScope Print Status Notifier, Font Management Utility, Copy Protect Utility / bizhub vCare support				
• Optional Software	PageScope Enterprise Suite: Account Manager, Authentication Manager, MyPanel Manager, MyPrint Manager, PageScope Net Care Device Manager (standard)				
<b>I-OPTION</b>					
• UK-203	1 GB Memory Upgrade Kit, Required to enable any I-Options, PageScope MyPanel Manager				
• LK-101 v2	Enables Web Browsing at Control Panel / Image Panel to create / combine / route documents				
• LK-102	Enables Enhanced Scanning Security with advanced digital IDs for AES 128-bit Encrypted PDF				
• LK-105	Enables scanning to a searchable PDF (OCR)				
<b>EXTERNAL KEYBOARD</b>					
• Keyboard Option / KH-101 Keyboard Holder	External Keyboard / External Keyboard Mounting Kit				
• EK-604 USB Kit	Enables USB connection for External Keyboard				
• EK-605 USB Kit	Enables USB connection for External Keyboard and Bluetooth Printing				
<b>AUTHENTICATION DEVICES</b>					
• AU-102	Biometric Finger Vein Authentication				
• AU-201H	HID Proximity Card Authentication				
• AU-202H	HID Class Card Authentication				
• AU-211P	CAC/PIV Card Authentication				
• WT-506 Working Table	Working Table to support Authentication Devices				
<b>SECURITY</b>					
Security Features	ID & Print**, IEEE 802.1X Authentication, External Server Authentication, NDS Authentication over TCP/IP, Secure Print**				
SC-507 Copy Guard Kit	Support for SMTP Authentication (POP before SMTP), IP Filtering, Encrypted Communications (SSL, S/MIME, Encrypted PDF), HDD Encryption**, HDD Job Overwrite**, HDD Sanitizing**				
<b>POWER &amp; DIMENSIONS</b>					
Power Requirements / Consumption	120V / 60Hz @ 12A (110V) / Less than 1500W (max consumption), Less than 7.6W (low power / sleep mode)				
Dimensions (W x D x H) / Weight	24.5" x 31.2" x 27.6" / 149 lb.		24.5" x 31.2" x 32.2" / 169 lb.		

OPTIONAL STANDARD For more detailed specifications see the bizhub 423 Series Specification and Install Guide. \*Available Summer 2010. \*\*Requires HD-516.



**KONICA MINOLTA**

KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.  
100 Williams Drive  
Ramsey, NJ 07446

www.CountOnKonicaMinolta.com  
www.kmba.koncaminolta.us

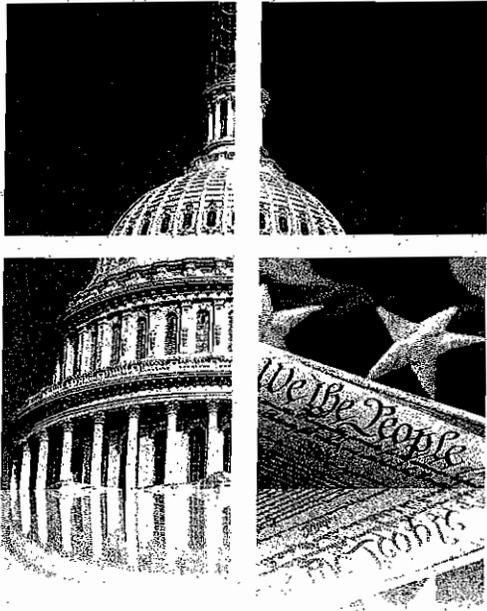
Konica Minolta Optimized Print Services offers a full suite of device output services and workflow solutions that increase efficiency and control costs. Please contact your authorized Konica Minolta sales representative for details.

© 2010 KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC. All rights reserved. Reproduction in whole or in part without written permission is prohibited. Konica Minolta is a registered trademark of KONICA MINOLTA HOLDINGS, INC. bizhub, Emperor, and PageScope are trademarks of KONICA MINOLTA BUSINESS TECHNOLOGIES, INC. (Simi) is a registered trademark of KONICA MINOLTA BUSINESS SOLUTIONS. All other brands and product names are registered trademarks or trademarks of their respective owners. Design & specifications are subject to change without notice. Some functions may require options, which may or may not be available at time of launch.

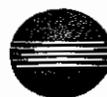
**COUNT ON KONICA MINOLTA**



Item #: 4238RO  
5/10



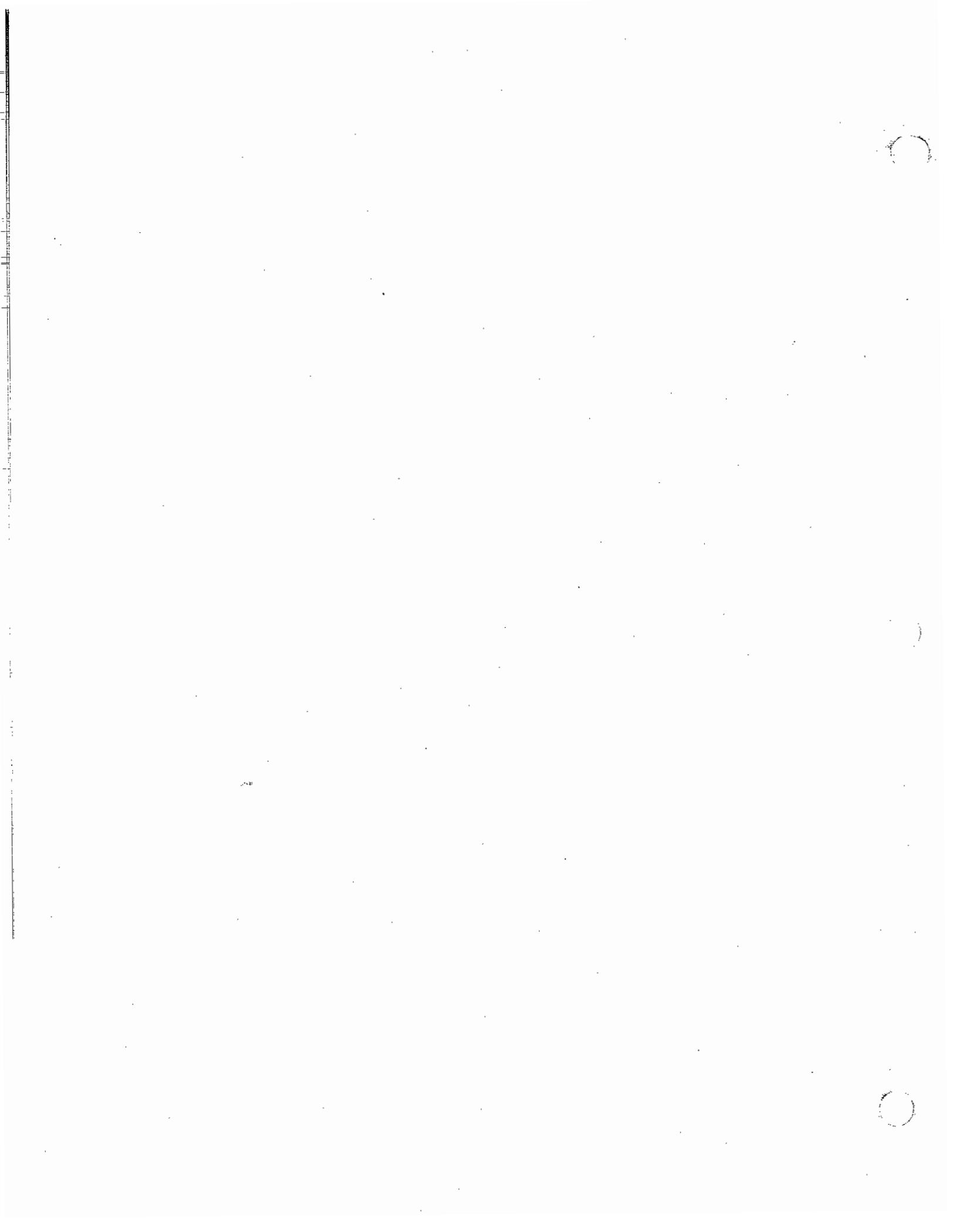
bizhub 552 brochure



KONICA MINOLTA

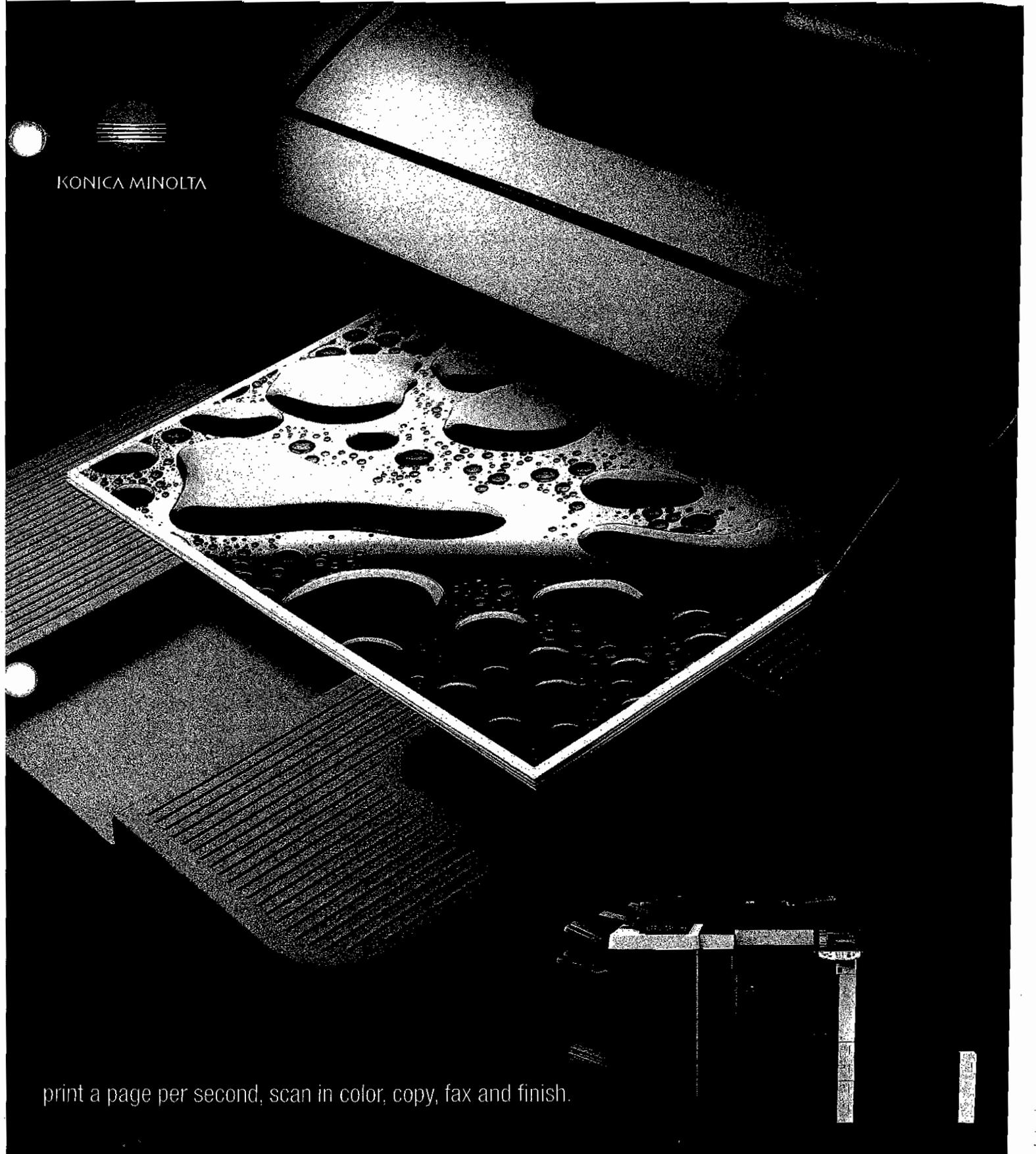


EnvisionIT  
GOVERNMENT



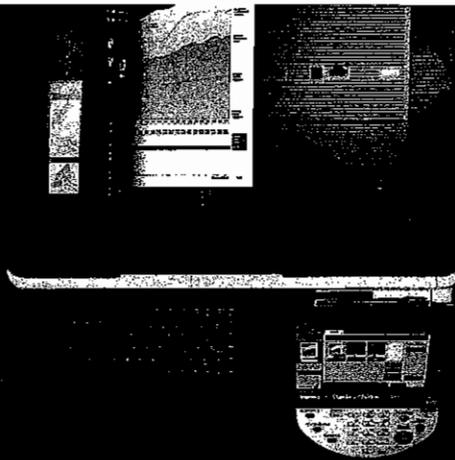
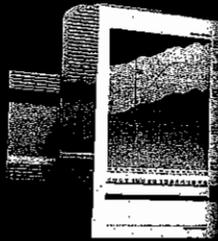


KONICA MINOLTA



print a page per second, scan in color, copy, fax and finish.

COUNT KONICA MINOLTA



## that can save you money as it speeds your workflow.

GETTING THE JOB DONE FASTER AND MORE COST-EFFECTIVELY. IN A NETWORKED SOLUTION COMBINING COLOR SCANNING WITH ECONOMICAL EVERYDAY B&W PRINTING – THAT'S THE BENEFIT OF BIZHUB 652 AND 552. HIGH-SPEED B&W OUTPUT OF MORE THAN A PAGE PER SECOND, COLOR SCANNING AT UP TO 78 ORIGINALS PER MINUTE, ONE-STEP DOCUMENT DISTRIBUTION, POWERFUL FINISHING OPTIONS, AND ALL-IN-ONE PRODUCTIVITY THAT INCORPORATES MANY OF THE ADVANTAGES OF KONICA MINOLTA'S AWARD-WINNING C652 SERIES OF COLOR MFP'S.

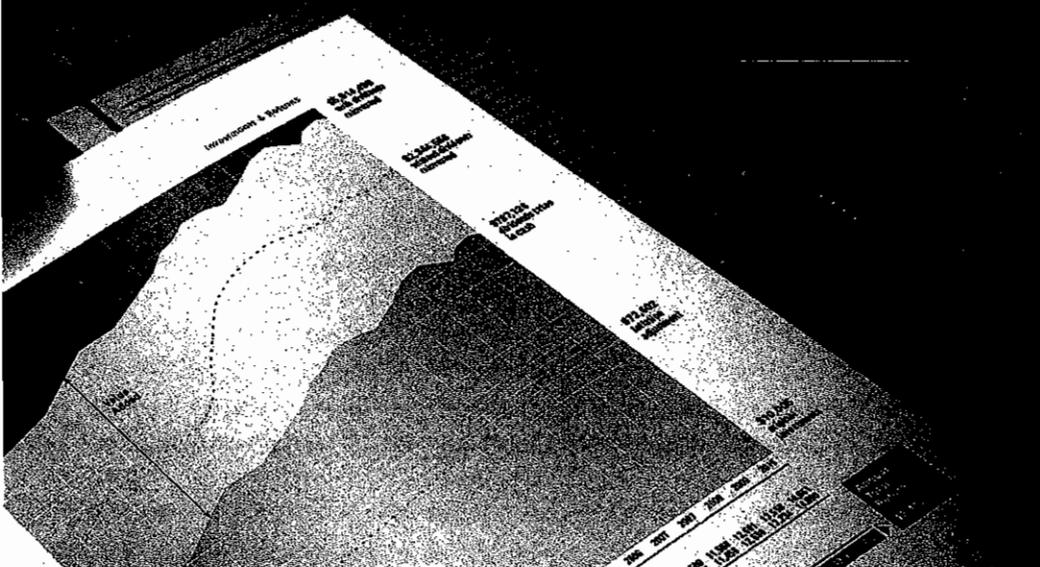
### An essential component of a total document solution.

Konica Minolta Bizhub 652 and 552 are the most powerful and productive color scanning solutions available. They offer a wide range of scanning options, including color and grayscale, and can handle a variety of document sizes and formats. Bizhub 652 and 552 also offer advanced finishing options, such as stapling, hole punching, and sorting, which can help you streamline your workflow and reduce costs.

Bizhub 652 and 552 are also highly reliable and durable, with a long service life and low maintenance requirements. They are designed to handle high-volume workloads and can be configured to meet the needs of a wide range of business environments. Bizhub 652 and 552 are also highly secure, with advanced security features that help protect your sensitive information.

For more information on the benefits of Bizhub 652 and 552, please contact your local Konica Minolta representative. They will be able to provide you with a detailed overview of the features and capabilities of these powerful scanning solutions.

Bizhub 652 and 552 are also highly flexible, with a wide range of options and configurations available. They can be integrated with a variety of business systems and applications, making them a versatile and powerful tool for any business. Bizhub 652 and 552 are also highly cost-effective, with a low cost per page and a long service life, which can help you reduce your overall document management costs.





**Technology innovations for 21st-century workflow.**

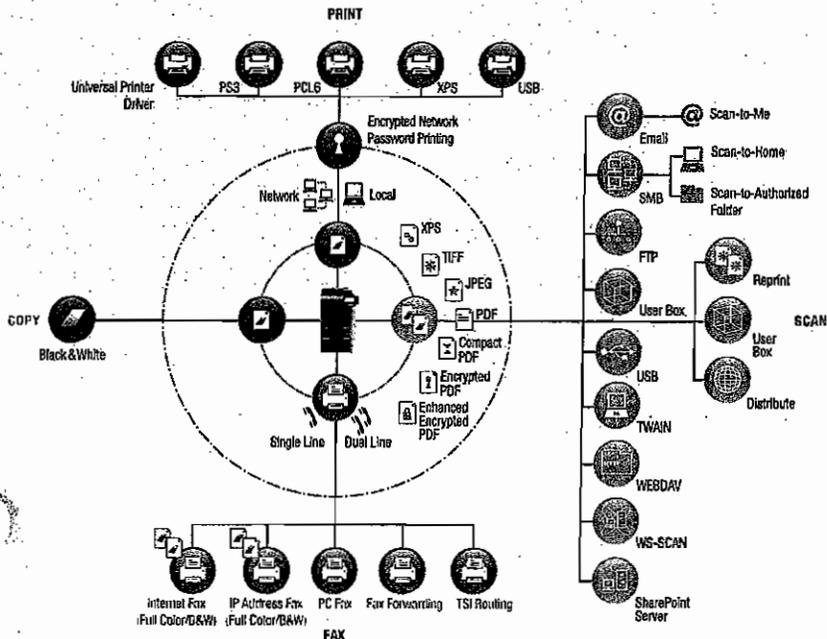
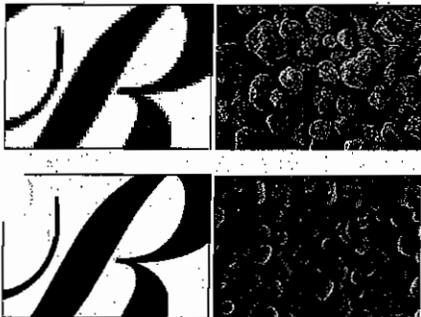
Leading the industry means finding new ways to get the job done better – and inside the bizhub 652 and 552, a host of Konica Minolta innovations help you work faster and smarter.

Our exclusive bizhub OP (Open Platform) design incorporates multiple benefits – including bizhub Architecture, consolidating major functions on uniform modules for fast internal processing with a consistent control interface. The unique Emperon® Print System adds built-in print control, PCL6/PS3 emulation and native XPS functionality to handle print files in any format. And the latest upgrade in bizhub Extended Solution Technology (bEST) gives you seamless interface with the specialized software your business needs for print management, variable printing, account tracking, cost recovery and more.

To improve your monochrome image, Simitri® HD toner utilizes smaller, more uniform particles that reproduce ultra-fine detail. Simitri was the industry's first polymerized toner, now in its 10th Anniversary year – and right from the start, Simitri toner used biomass plant-based materials to reduce environmental impact.

Your documents will also benefit from 1800 dpi equivalent x 600 dpi resolution – with outline PDF function that smoothes edges, so graphics and photos look more realistic, graphics have sharper accuracy and text is more legible.

Pulverized



**High-resolution imaging in simple, hi-tech design.**

Sleek dark styling and compact cabinetry will fit in and look great anywhere in your office, so you can place the productivity advantages of the bizhub 652/552 at the center of your workflow – where everyone can benefit from their fast output and quick-scan features.

A large 8.5" color touch-screen makes operation simple for first-time and walk-up users. Thumbnail preview lets you check documents before you print, saving time and cutting down on costly reprinting. Animated screens guide you and make menus more user-friendly. And our award-winning MyTab™ print utility lets each individual set up customized print settings for quick recall.

The InfoLine™ function displays operating status at a glance, even from across the room. For Section 508 compliance, a tilting control panel accommodates wheelchair-bound employees. Blue LED function key lights are easier to see. And paper drawers slide smoothly with just a light pull.

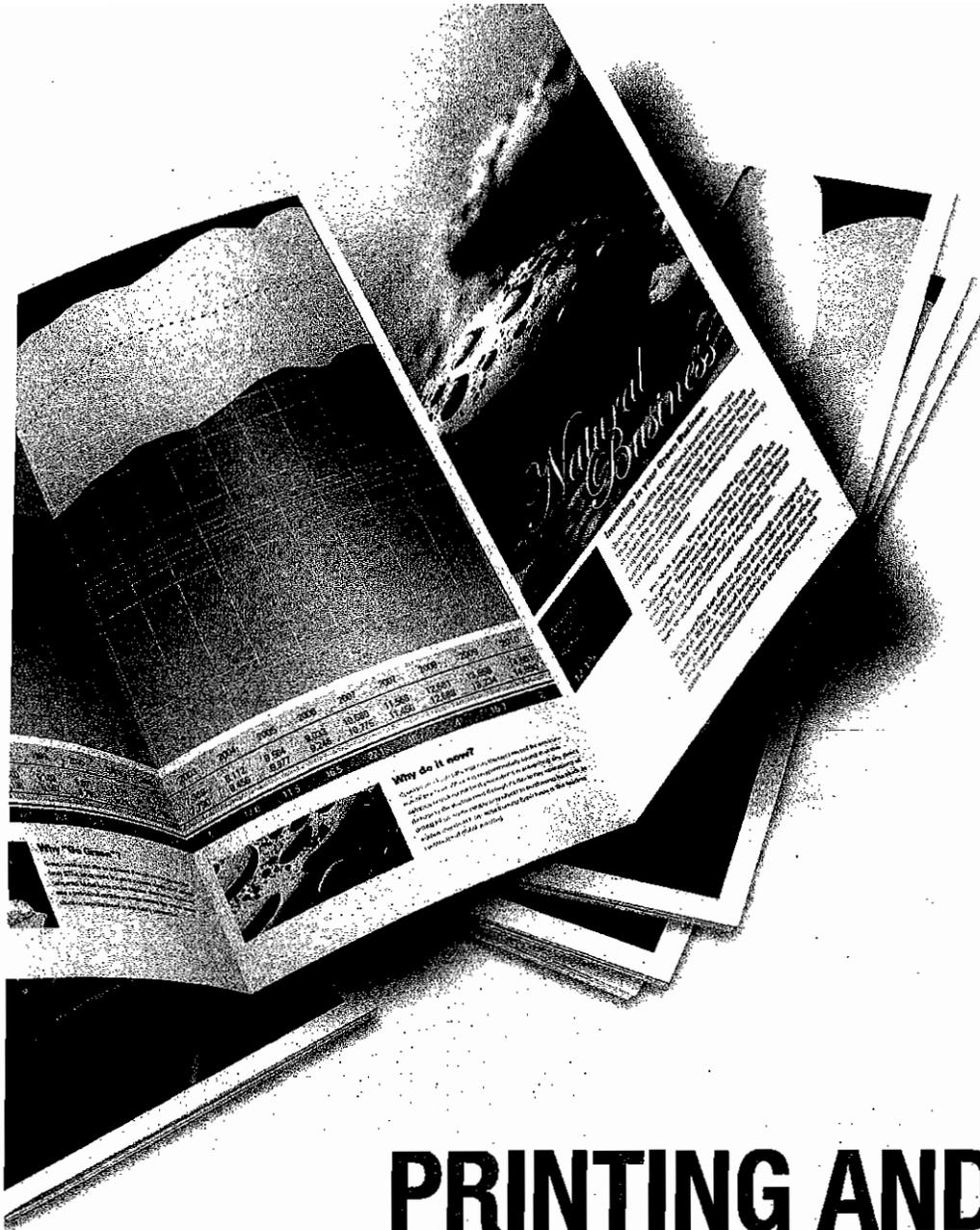


**Clean Planet Recycling: our latest green innovation.**

In addition to the cleaner biomass technology developed for Simitri HD toner, Konica Minolta has led the way in a wide range of environmental initiatives.

Our latest achievement is Clean Planet Recycling – the industry's first cost-free program to recycle consumables for all Konica Minolta models. With postage paid UPS labels ready to print from our website recycling consumables has never been easier.

In addition to saving the planet, Konica Minolta also saves you money – with higher toner yield to reduce total cost of ownership and energy-saving modes that minimize power consumption. In manufacturing, we've consistently reduced emissions and minimized pollutants. And our Eco Vision 2050 program is committed to reducing CO<sub>2</sub> emissions by 80% over 2005 levels – helping cut down on greenhouse gases that may contribute to global warming.



**Enhanced features for print/copy/scan productivity.**

The extended feature set built into the bizhub 652 and 552 adds real value to your workflow. The latest Windows drivers handle your printing needs with ease. Universal Printer Drivers provide a common print control interface with standard commands, making print control quick and intuitive right from the start, including auto detection and configuration of networked devices for easy IT integration.

Maximum paper capacity of 6,650 sheets gives you more production power with less operator intervention. You can load up to 12" x 18" paper to print oversized graphics and spreadsheets, two-page spreads, even B&W proofs with crop marks and contrast scales in the margins. The bizhub 652 and 552 can also handle heavy stock, with 100% auto duplexing at rated engine speed, producing two-sided prints and copies without slowing down your output.

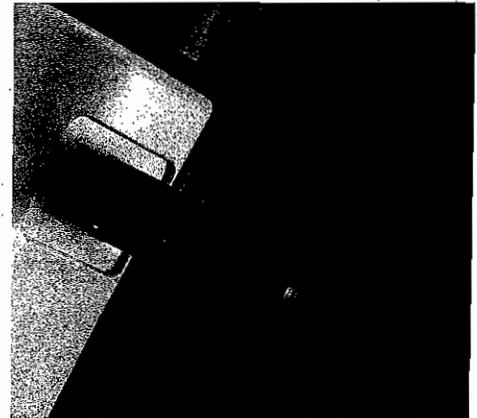
Proof copy/print lets you check output before making a full print run. You can even print and scan to and from USB thumb drives, with convenient front input connector -- importing and exporting User Box files via USB memory. And you can print wirelessly with the EK-605 Bluetooth® option.

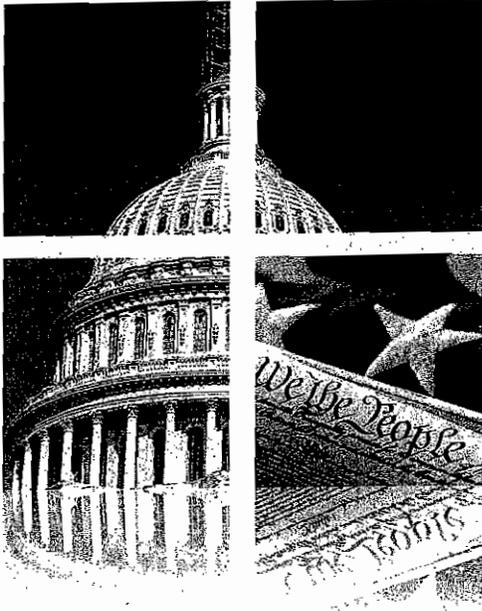
To manage all your document traffic from one convenient location, Internet Fax and IP Address Fax capabilities are built-in. You can also add an optional Super G3 Fax Kit with accelerated transmission and reception features and optional dual line to double your fax handling capacity.

# PRINTING AND FINISHING

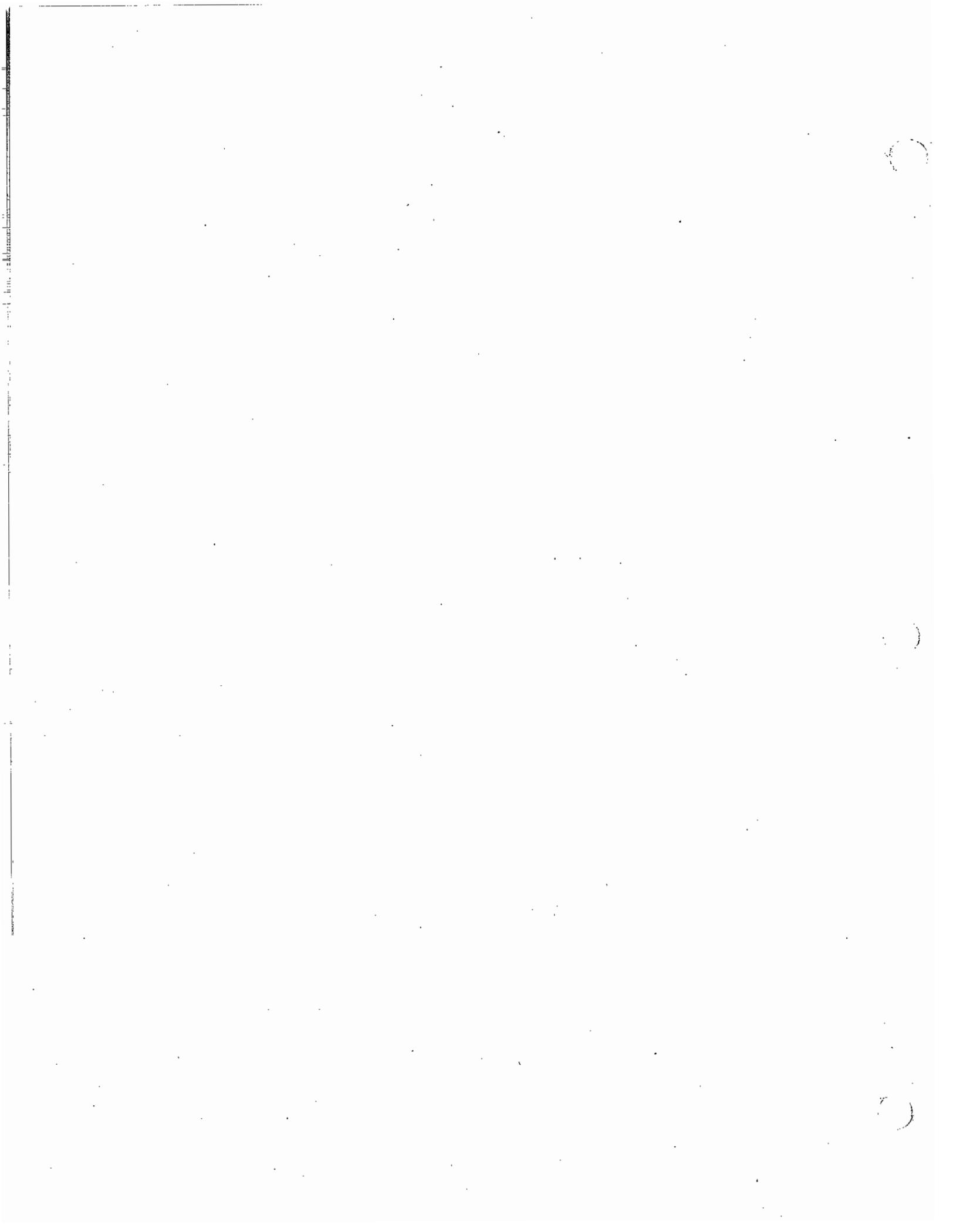
**to produce a wider range of superior documents in-house.**

WITH THE BIZHUB 652 AND 552, YOU CAN PRINT AND FINISH CORPORATE COMMUNICATIONS, PRESENTATIONS, REPORTS, USER MANUALS, VARIABLE-DATA MAILINGS, BUSINESS FORMS AND MORE. YOU'LL GET THE JOB DONE FASTER, MAINTAIN CONTROL OF SENSITIVE INFORMATION, AND REVISE AND REPRINT MORE QUICKLY AND COST-EFFECTIVELY. IN HEALTHCARE, LEGAL AND EDUCATIONAL APPLICATIONS, GOVERNMENT OFFICES, CORPORATE CRDS, PRINT-FOR-PAY AND LIGHT PRODUCTION ENVIRONMENTS, THE BIZHUB 652 AND 552 CAN DO IT ALL.





bizhub 363\_423 brochure



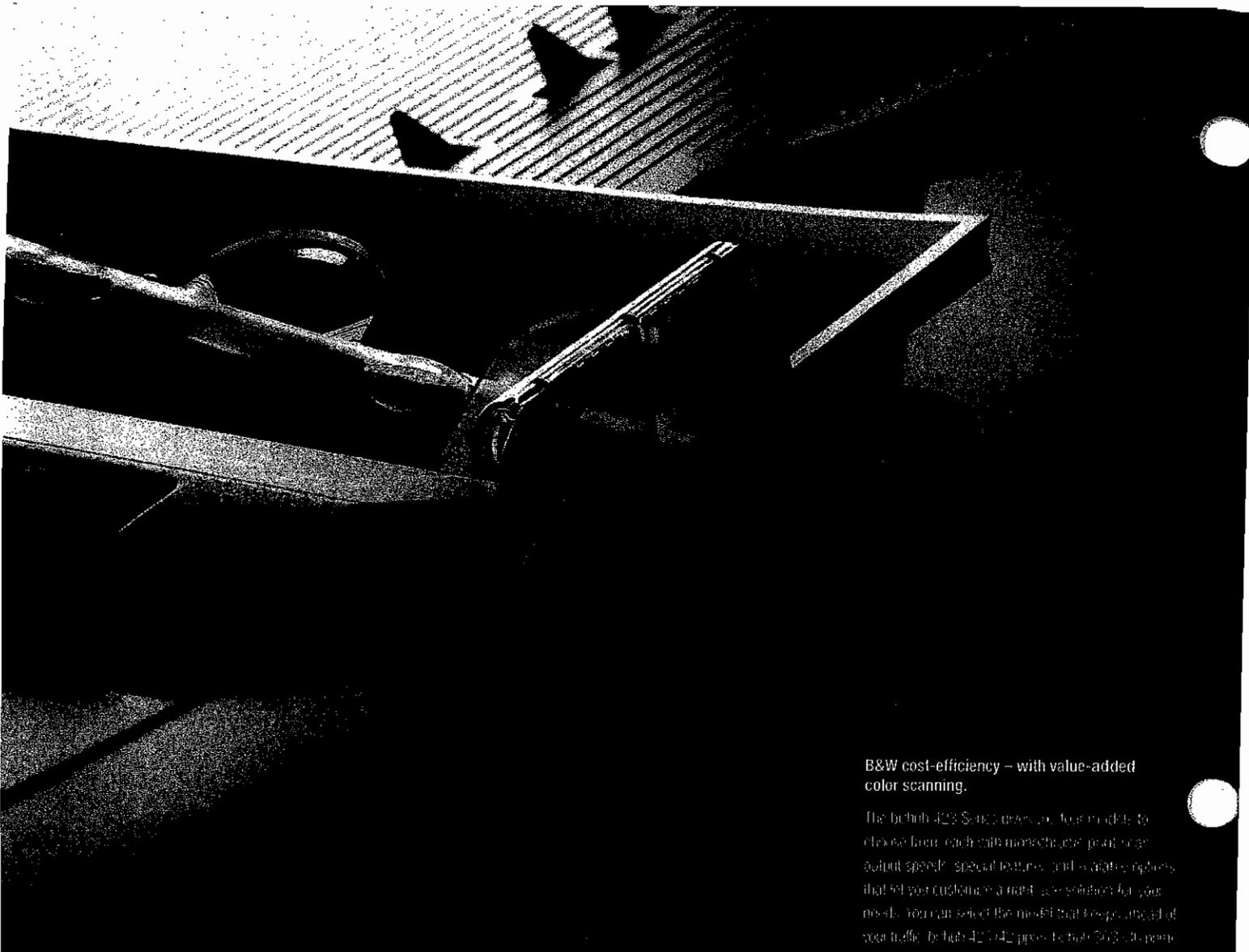


KONICA MINOLTA



bizhub for B&W output with color scanning.

COUNT KONICA MINOLTA



**SPEED**

## that streamlines your document input and output.

IT'S A FACT: YOUR DIGITAL DOCUMENT SOLUTION CAN HELP YOU WORK MORE PRODUCTIVELY. WORKING PROFESSIONALS IN BUSINESSES AND INSTITUTIONS AS WELL AS HEALTHCARE, EDUCATION, LEGAL AND GOVERNMENT APPLICATIONS COUNT ON KONICA MINOLTA FOR SPEED, FLEXIBILITY AND VALUE – AND THE BIZHUB® 423 SERIES RAISES THE BAR IN ALL THREE. WITH SLEEK DESIGN AND SEAMLESS NETWORK INTEGRATION, YOU'LL HAVE PRINT/COPY OUTPUT SPEEDS TO MATCH YOUR WORKLOAD. COLOR SCANNING TO MULTIPLE DESTINATIONS FOR MOVING INFORMATION FASTER, AND BUILT-IN BIZHUB OP ADVANTAGES TO MAKE PRINTING, NETWORKING AND 3RD-PARTY SOFTWARE INTEGRATION EASIER THAN EVER.

### B&W cost-efficiency – with value-added color scanning.

The bizhub 423 Series offers you four models to choose from, each with mono/color print, page output speeds, special features, and optional options that let you customize a most cost-efficient for your needs. You can select the model that fits your level of your traffic: bizhub 423/422 print, bizhub 503/502 print, bizhub 203/202 print or bizhub 213/212 print.

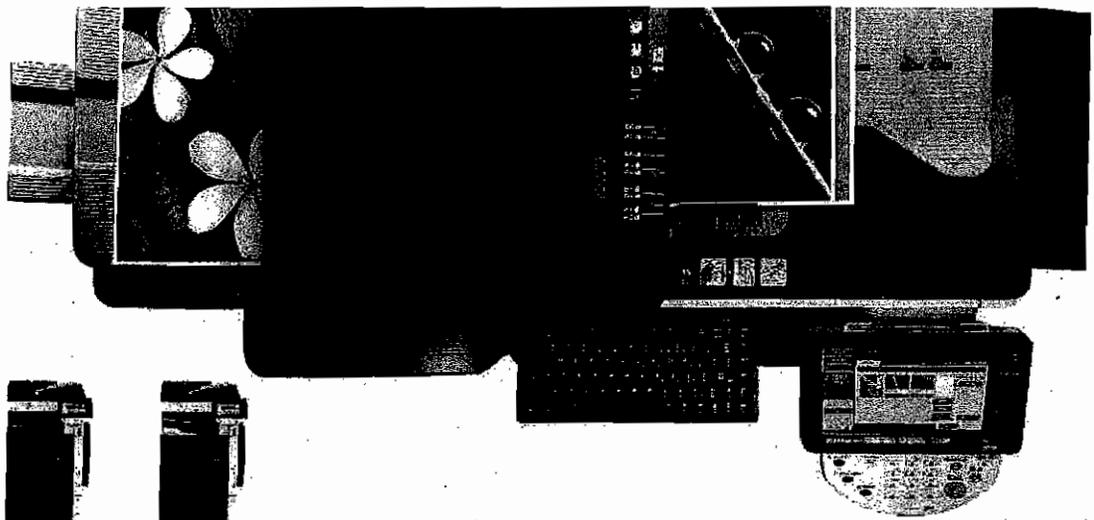
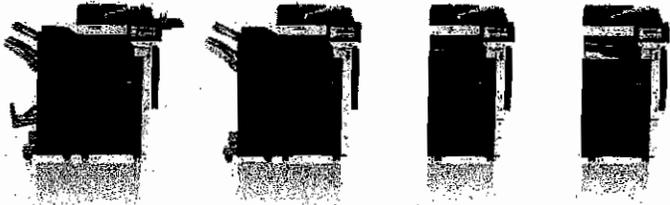
And, all four formats include a 4-year product warranty, unlimited speed mode, and 125,000 copies per month (CPM) capacity. bizhub 423/422 print, bizhub 503/502 print, and bizhub 203/202 print include a 4-year warranty, 125,000 CPM, and a 4-year warranty. bizhub 213/212 print includes the Scan to PC and Scan to Email features. Documents are scanned directly to your PC or email, or you can scan directly to the Bizhub network. You can scan multiple documents, scan and delete pages, change scan settings, and scan output options. And, bizhub 503/502 print, bizhub 203/202 print, and bizhub 213/212 print include a 4-year warranty.

For an image of your bizhub 423 Series, visit [www.konimn.com](http://www.konimn.com). bizhub 423/422 print, bizhub 503/502 print, and bizhub 203/202 print are available in the United States, Canada, Mexico, and the Caribbean. bizhub 213/212 print is available in the United States, Canada, Mexico, and the Caribbean. bizhub 423/422 print, bizhub 503/502 print, and bizhub 203/202 print are available in the United States, Canada, Mexico, and the Caribbean. bizhub 213/212 print is available in the United States, Canada, Mexico, and the Caribbean. bizhub 423/422 print, bizhub 503/502 print, and bizhub 203/202 print are available in the United States, Canada, Mexico, and the Caribbean. bizhub 213/212 print is available in the United States, Canada, Mexico, and the Caribbean.



Konica Minolta  
1-800-451-4233

# bizhub



In addition, the large 8.5 color touch-panel display works the same way as our color devices – with large, easy-to-see controls, user-friendly menus, shortcut keys and thumbnail document previews to make operation easy even for first-time users and temporary personnel.

## Styling, simplicity and environmental protection.

Just like Konica Minolta's award-winning color MFPs, the bizhub 423 Series is built to help you work more productively – with the same functionality, finishing options and simple operation. Its sleek dark space-saving cabinetry makes a great design statement and puts more document power at the hub of your business. And the unique InfoLine™ display shows you operating status at a glance.

Award-winning MyTab™ printing gives individuals quick access to customized print settings. And wheelchair access with smooth-sliding paper trays provide Section 508 compliance.

Konica Minolta also goes the extra mile to protect the environment – reducing power consumption with energy-saving operation and power-down modes, lowering emissions and minimizing pollutants in manufacturing, and using recycled materials more widely and effectively. Our high-yield toner bottles last longer, to reduce cost of ownership – and our toner recycling program makes returns easy.

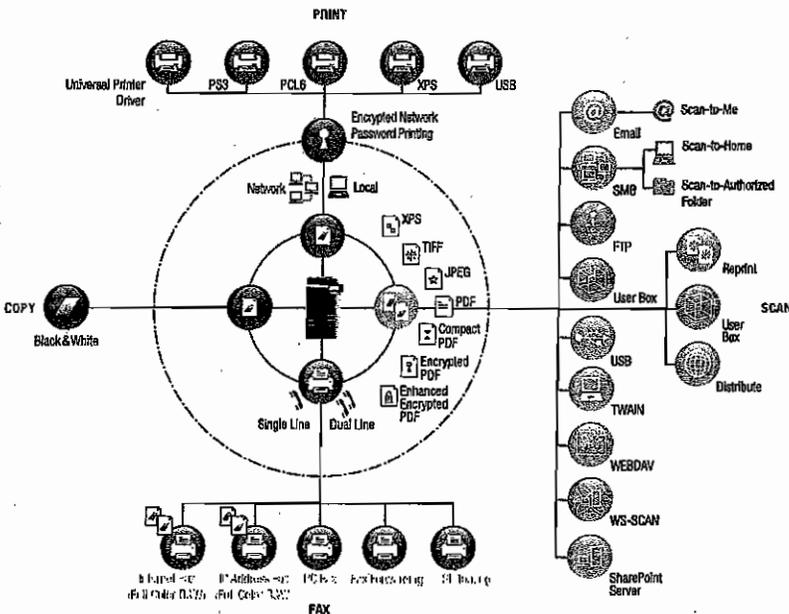
## Advantages that only bizhub OP can bring you.

Inside every bizhub Series 423 model, there's the powerful advantage of a unique Konica Minolta technology breakthrough: bizhub OP (Open Platform) design. It's our industry-leading approach to MFP productivity – and it combines three unique benefits.

First, bizhub Architecture: combining multiple functions in integrated circuitry for fast internal data processing, uniform operation across bizhub product lines, and consistent control interface that requires less operator training.

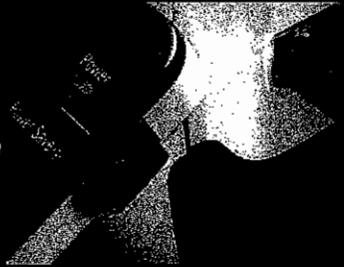
Second, the Emparon® Print System: a powerful, proprietary solution for full print/copy/scan functionality with higher productivity.

Third, our bizhub Extended Solution Technology (BEST): design that enables third-party software to operate seamlessly with MFP functions and controls. You'll have direct integration with cost recovery, print management and other custom software – so the system you create will work the way you do.



## that drives your in-house printing and finishing.

BUSINESS RUNS ON INFORMATION – AND THE MORE REPORTS, PRESENTATIONS, NEWSLETTERS, CORPORATE COMMUNICATIONS AND TRAINING MATERIALS YOU CAN PRINT IN-HOUSE AND ON-DEMAND, THE GREATER YOUR COST-SAVINGS, SECURITY AND PRODUCTIVITY. THE BIZHUB 423 SERIES GIVES YOU RIGHT SIZE SOLUTIONS FOR A WIDE RANGE OF DOCUMENT REPRODUCTION NEEDS, WITH HIGH-RESOLUTION IMAGE QUALITY THAT MAKES ALL YOUR OUTPUT LOOK MORE PROFESSIONAL. YOU WILL ALSO HAVE A FULL RANGE OF PRINT/COPY FUNCTIONS AND FINISHING OPTIONS TO CUSTOMIZE YOUR SYSTEM – DELIVERING THE DOCUMENTS YOU NEED AT A COST YOU CAN AFFORD.

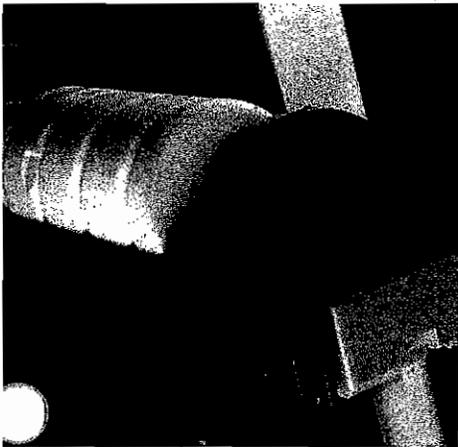
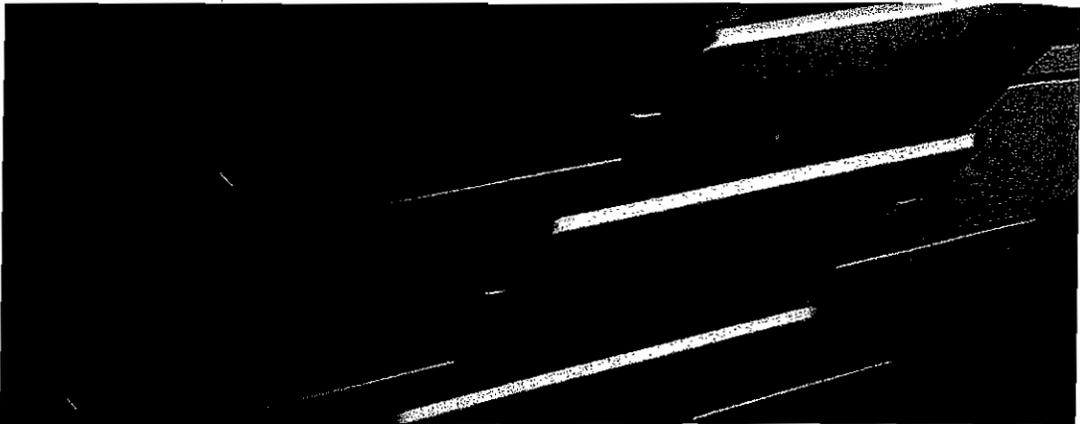


**SimiTri® HD toner – smaller particles for superior images.**

With the Bizhub 423 Series, you'll enjoy more uniform, leading-edge Claria® LaserJet Series HD polymerized toner for superior image quality. Smaller particles mean more uniform toner particles, which reproduce and stick to images with more detail, superior halftones, and more consistent

All four models give you 110ppm quality, 600dpi print resolution, so you can print small text, maps, diagrams, and small text perfectly. Product capabilities and features can be easily found. And online 24-hour assistance. Release of paper for green and safe disposal.





**Valuable features for print/copy/scan productivity.**

Getting the job done is what bizhub is all about – and every bizhub 423 Series model provides a wide range of print features to handle every printing, copying and scanning need.

Universal Printer Drivers simplify print management by creating a common user interface with standard commands – and auto detection and configuration of network devices, to simplify IT control. The latest Windows drivers, native XPS functionality and PCL6/PS3 emulation fit the needs of any work environment. You can load up to 11" x 17" paper. Internet Fax capabilities are built in. You can also print directly to and from a USB thumb-drive, importing and exporting files via USB memory to/from individual User Boxes.

100% duplex productivity at full rated engine speed lets you make 2-sided prints and copies without slowing down your workflow. A high-capacity reversing auto document feeder is standard on the bizhub 423 and 363, optional on the bizhub 283 and 223. And Proof Copy/Print function lets you check output before making a full print/copy run.

**Valuable options for in-house productivity.**

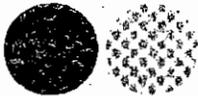
The bizhub 423 Series also gives you business all the options – from 2,500-sheet Large Capacity Cassette (PC-409) to raise maximum paper capacity to 3,650 sheets for long print/copy runs, to high-volume Super G3 Fax with dual-line option.

For automatic finishing, you'll have a range of possibilities. An Internal Staple Finisher (FS-529) saves floor space while giving you 50-sheet 3-position stapling and electronic sorting. An external Floor Finisher (FS-527) fits 50-sheet stapling into a slim high-productivity design, with modular add-on options including Hole-Punch Kit (PK-517) for 2/3-hole punching at side or top, Saddle Kit (SD-509) to create booklets up to 60 pages (15 sheets), and Third Output Tray (JS-603) for sorting prints, copies and faxes more effectively.

So choose the model with output speed your workflow demands. Add the paper, fax and finishing options your document traffic requires. And discover the value that bizhub 423 Series can bring to your business.

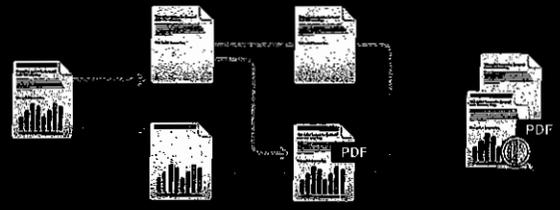
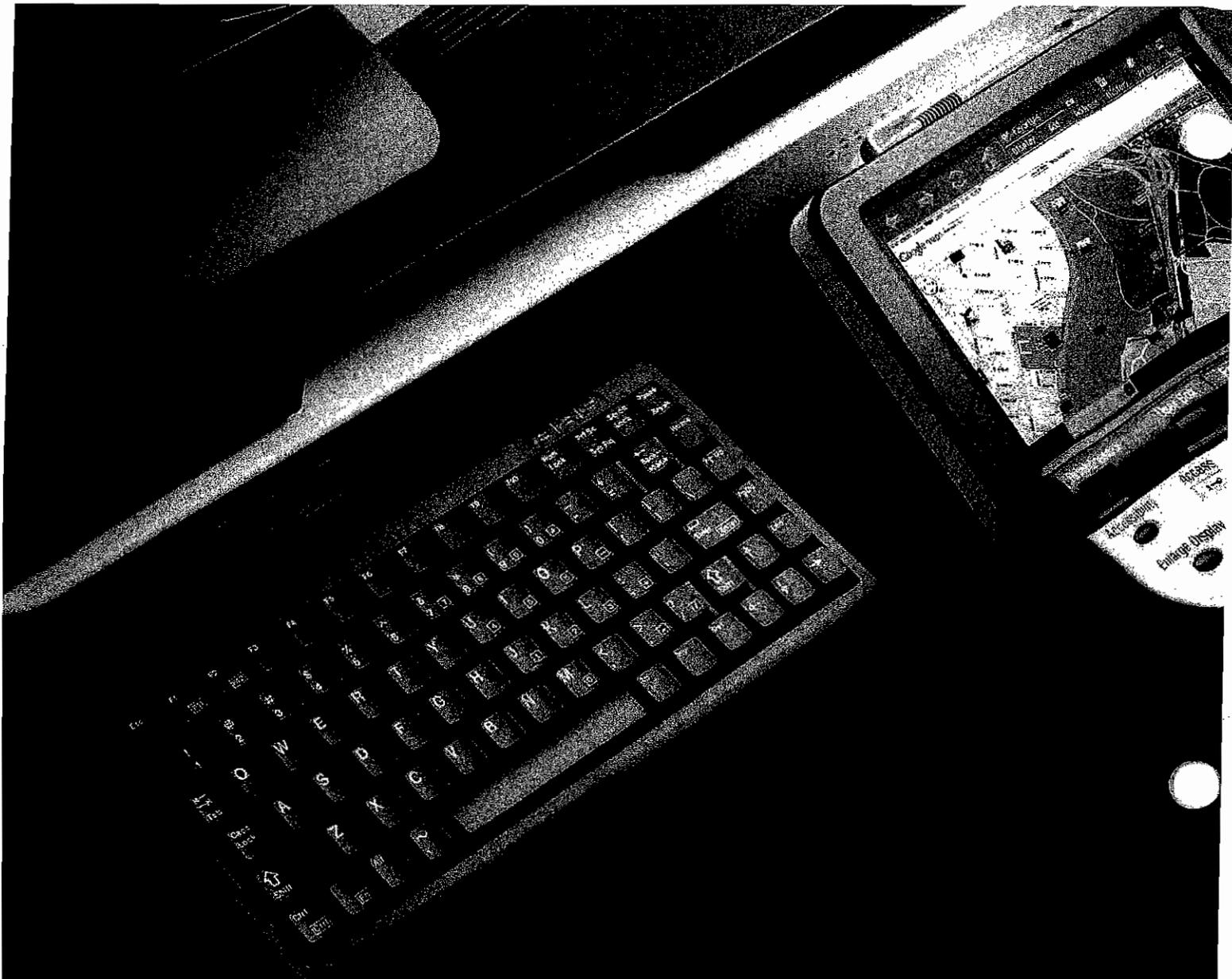


**Pulverized Toner**



**Simitri HD**  
High Definition Polymerized Toner





## options to make your business more competitive.

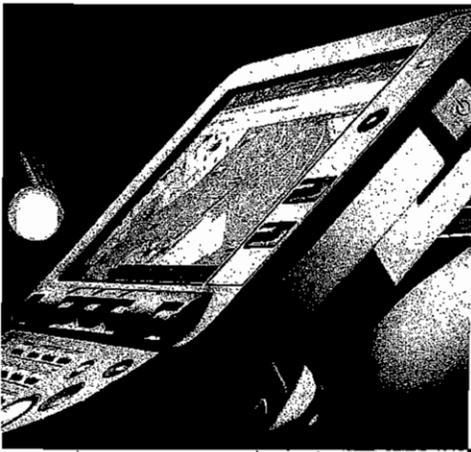
STAND-ALONE PRINTERS/COPIERS CAN ONLY MEET YESTERDAY'S PRODUCTIVITY GOALS. IN THE 21ST-CENTURY INTERNET ERA, SOFTWARE AND SECURITY ARE ESSENTIAL COMPONENTS OF A TOTAL DOCUMENT SOLUTION. THE BIZHUB 423 SERIES GIVES YOU BOTH - WITH TOTAL FLEXIBILITY AND POWERFUL, CUSTOMIZABLE WORKFLOW OPTIONS TO ENHANCE CONTROL, INCREASE IT POWER, INTEGRATE ACCOUNT TRACKING AND SECURITY FUNCTIONS, AND PROTECT ACCESS TO DOCUMENTS AND DEVICES.

### The added advantages of i-Option Kits.

In addition to PaperDirect's secure PrintDirect i-Option Kits to enhance your workflow, our business-class UK-101 is equipped with an ADA-compliant, color touch-sensitive screen. Scan-to-Mail and Print-to-Mail via i-Print-Anywhere are easy to manage. Use i-Print to make easy, low-level, high-quality, secure, document-level AES-256-bit PDF encryption. And the UK-105 i-Option Kit adds advanced 2-line font-bit, so you can quickly integrate data in PDF files.







**i-Option kits to enhance workflow and simplify operation.**

Konica Minolta's i-Option kits provide additional capabilities that make your in-house production system more powerful, flexible and secure.

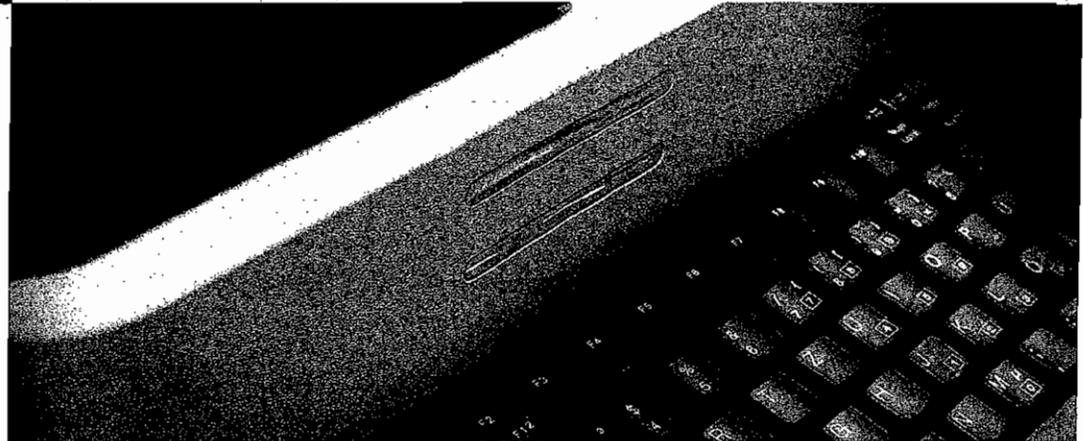
The LK-101v.2 provides an Image Panel interface to manage User Box files, an enhanced AJAX-capable Web Browser for faster Internet Access, and Scan-to-Sharepoint convenience for quick document distribution. The LK-102 allows you to create PDF documents with government-level AES 128-bit encryption. And the LK-105 lets you quickly search PDF files to locate text and data.

**IT power with interlocking PageScope® software solutions.**

With networking, security and workflow advantages, PageScope software makes your bizhub 652 and 552 even more powerful.

PageScope Enterprise Suite v2.0 combines four software modules in a server-based solution for managed printing, account tracking, user authentication and customized user interface.

PageScope Web Connection and PageScope Net Care Device Manager enable individual users and IT administrators to manage multiple devices more easily. PageScope Print Status Notifier provides notification when your network print job or network fax has been completed. And PageScope Data Administrator™ handles addresses, passwords, and accounts more quickly and efficiently.




**MyPrint Manager**

PageScope MyPrint Manager holds documents in a secure print queue until users authenticate themselves at any supported Konica Minolta MFP on the print network.



**Account Manager**

PageScope Account Manager tracks device usage based on individual log-in -- registering print/copy/scan/fax activity, creating reports, setting limits, allocating costs.



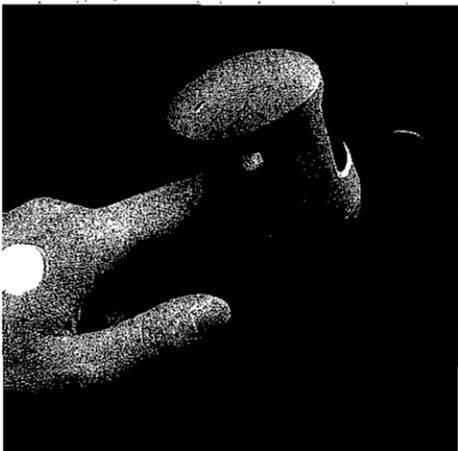
**Authentication Manager**

PageScope Authentication Manager provides password-protected log-in by user name, IC Card or Biometric authentication at each MFP, synchronizes to Active Directory, and automatically adds new users as they join your team.



**MyPanel Manager**

PageScope MyPanel Manager allows individuals to customize an interface that appears at each MFP and disappears when users log out.



**Konica Minolta: #1 in customer loyalty.**

With all these features, functions and capabilities, the bizhub 652 and 552 have one advantage that's even more important: the satisfaction of our customers. Konica Minolta was recognized by Brand Keys for a third consecutive year as the #1 Brand for Customer Loyalty in the MFP Office Copier Market. We are at your service with over 37,000 worldwide employees, cutting-edge research programs in digital and optical technology, and the industry's most complete line of document imaging solutions from desktop to print shop. As long as you count on Konica Minolta, you've made the right decision.

**COUNT ON KONICA MINOLTA**

For more information, please visit:  
[www.CountOnKonicaMinolta.com](http://www.CountOnKonicaMinolta.com)

bizhub 652

bizhub 552

SPECIFICATIONS

Type/Process/Toner Type	Printer/Copier/Full-Color Scanner with Stationary Platen; Tandem Process; Simitri® HD Toner with Biomass
Print/Copy Speed	B&W: 65 ppm (letter, portrait)
Monthly Duty Cycle (Pages)	190,000
	B&W: 55 ppm (letter, portrait)
	150,000

<b>COPY</b>		
Warm-up/Time/First Copy Time	Less than 30 seconds/Less than 3.8 seconds	Less than 30 seconds/Less than 4.3 seconds
Copy Resolution/Quantity	1800 dpi equivalent x 600 dpi / 1-9,999	1800 dpi equivalent x 600 dpi / 256 shades per pixel
Magnification	Zoom range: 25% - 400%, 0.1% increments. Preset reduction: 79%, 73%, 65%, 50%. Preset enlargement: 121%, 129%, 155%, 200%	
Copy Exposure Modes	Text (legible text), Text/Photo (clear text and halftones), Photo (optimized for gradations), Dot Matrix (dot matrix or pencil originals), Copied Paper	

<b>PRINT - Emperon Print System with bizhub Extended Solution Technology / Open API</b>		
Processor/Memory/Hard Disk Drive	1 GHz (MPC8533)/2 GB RAM (shared copier memory)/250 GB (shared copier HDD)	
Print Resolution/Gradation	1800 dpi equivalent x 600 dpi / 256 shades per pixel	
Interface	10 Base-T/100 Base-TX/1000 Base-T; USB 1.1 Host Port; USB 2.0	
Page Description Language/Fonts	PCL5e/c, PCL6 (XL v.3.0) Emulation, PS3 (v.3018) Emulation, XPS v.2.1 4.0 (KML Paper Specification)/PCL 80 fonts, PostScript 3 Emulation-137 fonts	
Print Drivers	PCL6: Windows 2000 Professional, Windows XP Home/Professional (x32, x64), Windows Vista (x32, x64), Windows Server 2003 (x32, x64), Windows Server 2008 R2, Windows Server 2008 (x32, x64), Windows Server 2008 R2; PS3: Windows 2000 Professional, Windows XP Home/Professional (x32, x64), Windows Vista (x32, x64), Windows Server 2003 (x32, x64), Windows Server 2008 R2, Windows Server 2008 (x32, x64), Windows Server 2008 R2; Universal: PS3 and PCL: Windows 2000, Windows XP, Windows Vista, Windows 7 (x32, x64), Windows Server 2003, Windows Server 2008 (x32, x64), XPS: Windows Vista (x32, x64), Windows 7 (x32, x64), Windows Server 2008 (x32, x64), Windows Server 2008 R2	
Protocols	Mag. OS 9.2 (PPD file), OS X 10.2, 10.3, 10.4, Intel based: 10.4 (print driver), 10.5, 10.6	
	IP: 1.1, SMTP, POP3, LDAP, SSL/TLS, SNMP, HTTP/HTTPS, IPv4, IPv6, DWS (WSD)	

<b>COPY / PRINT FUNCTIONS</b>		
COPY/PRINT	Account Track (1,000 accounts), Administration Mode, Auto Duplex, Auto Trapping, Auto Tray Switching, Bi-Directional Communication, Black Over Print, Card Shot, Copy Guard, Copy Modes (Simplex/Duplex, 2-in-1, 4-in-1, 6-in-1, Book, Booklet, Booklet + Bind, Cover, Mode, Creative Functions (Mirror, Image, XY Zoom, Image Center, Image Adjustment, Neg./Pos., Reverse, Image Repeat), Encrypted Network Password Printing, Energy Save Mode,Enlarge Display, Erase Mode, Border, Frame, Edge), Finishing (Group, Sort, Staple, Punch, Half-Fold, Center Staple and Fold, Tri-Fold), Form Overlay, Glossy Mode, HDD Encryption, HDD Job Overwrite, HDD Sanitizing, Image Adjustments (Contrast, Copy Density, Sharpness), Image Preview (Job Finishing, Image Display, Engine Configuration Display), Interrupt Job List, Job Reserve, Job Skip, LDAP, Mixplex/Mix-Media, MyTab, Non-Image Area Erase, OPP Interleaving, Password Copy, Program/Recall Jobs, Paper Type Selection (Normal, Thick 1/14", Thick 2, Thick 3, Thick 4), Print Modes (Simplex/Duplex, 2-in-1, 4-in-1, 6-in-1, 9-in-1, 18-in-1, Booklet, Booklet + Bind), Print from USB, Proof Copy, Secure Printing, Separate Scan, Text Enhancement, User Authentication (Up to 20 Authentication Servers) (Synchronize w/Account Track), User Box Function, Utility Meter, Count, Environment Setting, Default Setting, Orig. Touch Setting, Check Consumables Life, Watermark, Zoom Selection	

<b>SCAN</b>		
Scan Speed/Scan Resolution	Full Color: 78 ppm (@ 300 dpi, letter); 55 ppm (@ 600 dpi, letter); B&W: 78 ppm (@ 300 dpi, letter); 65 ppm (@ 600 dpi, letter) / 200 dpi, 300 dpi, 400 dpi, 600 dpi	
Scan File Formats	TIF, PDF, Compact PDF, JPEG, XPS, Compact XPS	
Scan Functions	Scan-to-Email, Scan-to-FTP, Scan-to-HDD (Scan-to-User Box), Scan-to-Me/Scan-to-Home, Scan-to-SMB (Scan-to-Desktop), Scan-to-WebDAV, Network TWAIN, WS-Scan, Color Internet Fax, Color Modes & Functions (Auto Color/Full Color, Grayscale, Black Mode)	
	Accelerates scan conversion process	

<b>FAX</b>		
• FAX	Super G3 compatibility, MH, MR, MMR, JBIG data compression/33.6 kbps modem speed	Required for EK-502 installation
	Less than 3 seconds/page (JBIG, standard resolution)	
	FSTN, PBX, G3	
	Text, Text/Photo, Photo, Dot Matrix	
	Autodialing (2,000 one-touches), Auto Memory Reception, Auto Reduction Printing, Broadcasting (maximum 605 locations), Bulletin Board, Duplex Transmission/Reception, Exposure Mode, Group Dialing (up to 500 one-touches per group), Image Rotation Transmission/Reception, Mailbox Transmission/Reception, Memory/Quick Dial, Overseas Transmission, Password Transmission/Reception, PC-Fax, Polling Transmission/Reception, Priority Transmission, Print Setting or Overnight Reception, Program Dialing (400 programs), Redial, Relay Broadcasting, Relay Transmission, Remote Reception, Timer Transmission, TSI Routing	

<b>PAPER INPUT</b>		
Reversing/Auto Document Feeder	78 cpm; Capacity: 100 Sheets; Paper Size: 3.5" x 8.5" to 11" x 17"; Paper Weight: Single-sided: 9.26 lb. to 55.75 lb. bond; Double Sided or mixed: 13.25 lb. to 34 lb. bond	
Original Size	Up to 11" x 17"	
Tray 1 & Tray 2	500-sheet universal cassette/5.9" x 8.5" to 12" x 18" / 17 lb. bond to 140 lb. index	
Tray 3	1,500-sheet (fixed cassette) / 8.5" x 11" / 5.5" x 8.5" / 4" x 6" / 17 lb. bond to 140 lb. index	
Tray 4	1,000-sheet (fixed cassette) / 8.5" x 11" / 5.5" x 8.5" / 4" x 6" / 17 lb. bond to 140 lb. index	
Bypass Tray	150-sheet bypass / 4" x 6" to 12" x 18" / 8" x 13" / 17 lb. bond to 100 lb. bond or up to 300 gsm	
• LU-204 Large Capacity Unit	2,500-sheets / 8.5" x 11" / 8.5" x 14" / 11" x 17" / 12" x 18" / 17 lb. bond to 140 lb. index	
• LU-301 Large Capacity Unit	3,000-sheets / 8.5" x 11" / 17 lb. bond to 140 lb. index	
Maximum Paper Capacity	6,650 sheets (total, with options)	

<b>APPLICATIONS</b>		
Network & Device Management	PageScope Data Administrator, Driver, Packaging Utility, HDD Back-Up Utility, Log Management Utility	
User Tools	PageScope Web Connection, PageScope Direct Print, PageScope Box Operator, PageScope Print Status Notifier, Font Management Utility, Copy Protect Utility, Print Utility for Unix	
Management Tools	bizhub Care Support	
• PageScope Enterprise Suite	PageScope Account Manager, PageScope Authentication Manager, PageScope MyPrint Manager, PageScope MP Panel Manager, PageScope Net Care Device Manager (standard)	

<b>ADDITIONAL OPTIONS</b>		
• Authentication Devices	AU-102 Biometric Authentication Unit, AU-201 Hi-Hi Card Authentication Unit, AU-202 Hi-Hi Class Card Authentication Unit, AU-204H Magnetic Stripe Card Reader, AU-211E CAG/BI/Solution, SC-507 Copy Guard Kit, WT-506 Working Table to support Authentication Devices	
• External Keyboard	KR-101 Keyboard Mount Kit for External Keyboard, EK-604 USB Interface for External Keyboard, EK-605 USB Interface for External Keyboard and Bluetooth Support	
• Option	LK-101 v2.0 Option, LK-102 Option, UK-105 Option, UK-203 Option, Memory Upgrade Kit	
• Finishing	FS-526 100-Sheet Staple Finisher, FS-527 Floor Finisher, JS-602 Job Separator, Tray (FS-526), JS-603 Job Separator, Tray (FS-527), OT-503 Output Tray (Exit Tray), PI-505 Post Insertion (FS-526), PK-616 Punch Kit (FS-526), PK-517 Punch Kit (FS-527), SD-506 Saddle Stitcher Kit (FS-526), SD-509 Saddle Stitcher Kit (FS-527), Spare TX Marker, Stamp 2, SP-501, Fax Stamp Unit, ZU-606 Z-Fold Unit (FS-526)	

<b>POWER &amp; DIMENSIONS</b>		
Power	Requirement: 120V, 60Hz/Consumption: Less than 2,000W	Requirement: 120V, 60Hz/Consumption: Less than 2,000W
TEC Value (kWh)	6.98 kWh	5.82 kWh
Dimensions (W x D x H) / Weight	25.6" x 34.6" (30.5" without control panel) x 45.5" (includes RADF) / 454.5 lb.	

OPTIONAL STANDARD For more detailed specifications see the bizhub 652/552 Specification and Install Guide. \* Please contact your local Government Account Manager for details



KONICA MINOLTA

KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.  
100 Williams Drive  
Ramsey, NJ 07446  
www.CountOnKonicaMinolta.com  
www.kmbs.konicaminolta.us

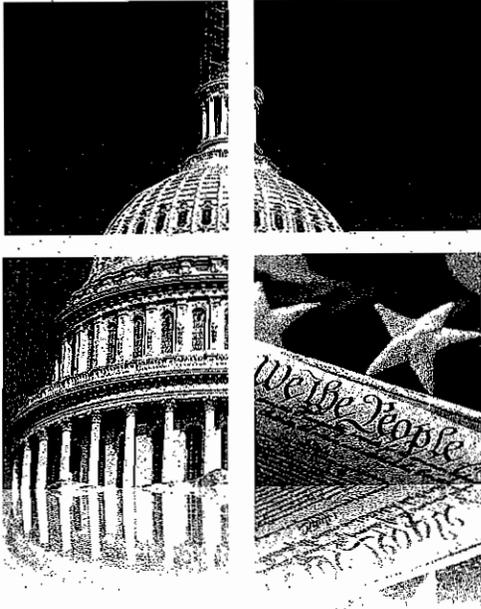
Konica Minolta Optimized Print Services offers a full suite of device output services and workflow solutions that increase efficiency and control costs. Please contact your authorized Konica Minolta sales representative for details.

© 2010 KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC. All rights reserved. Reproduction in whole or in part without written permission is prohibited. Konica Minolta is a trademark of KONICA MINOLTA HOLDINGS, INC. bizhub, Emperon, and PageScope are registered trademarks of KONICA MINOLTA BUSINESS TECHNOLOGIES, INC. Simitri is a registered trademark of KONICA MINOLTA BUSINESS SOLUTIONS. All other brands and product names are registered trademarks or trademarks of their respective owners. Design & specifications are subject to change without notice. Some functions may require options, which may or may not be available at time of launch.

COUNT ON KONICA MINOLTA



Item #: 652BR0  
3/11



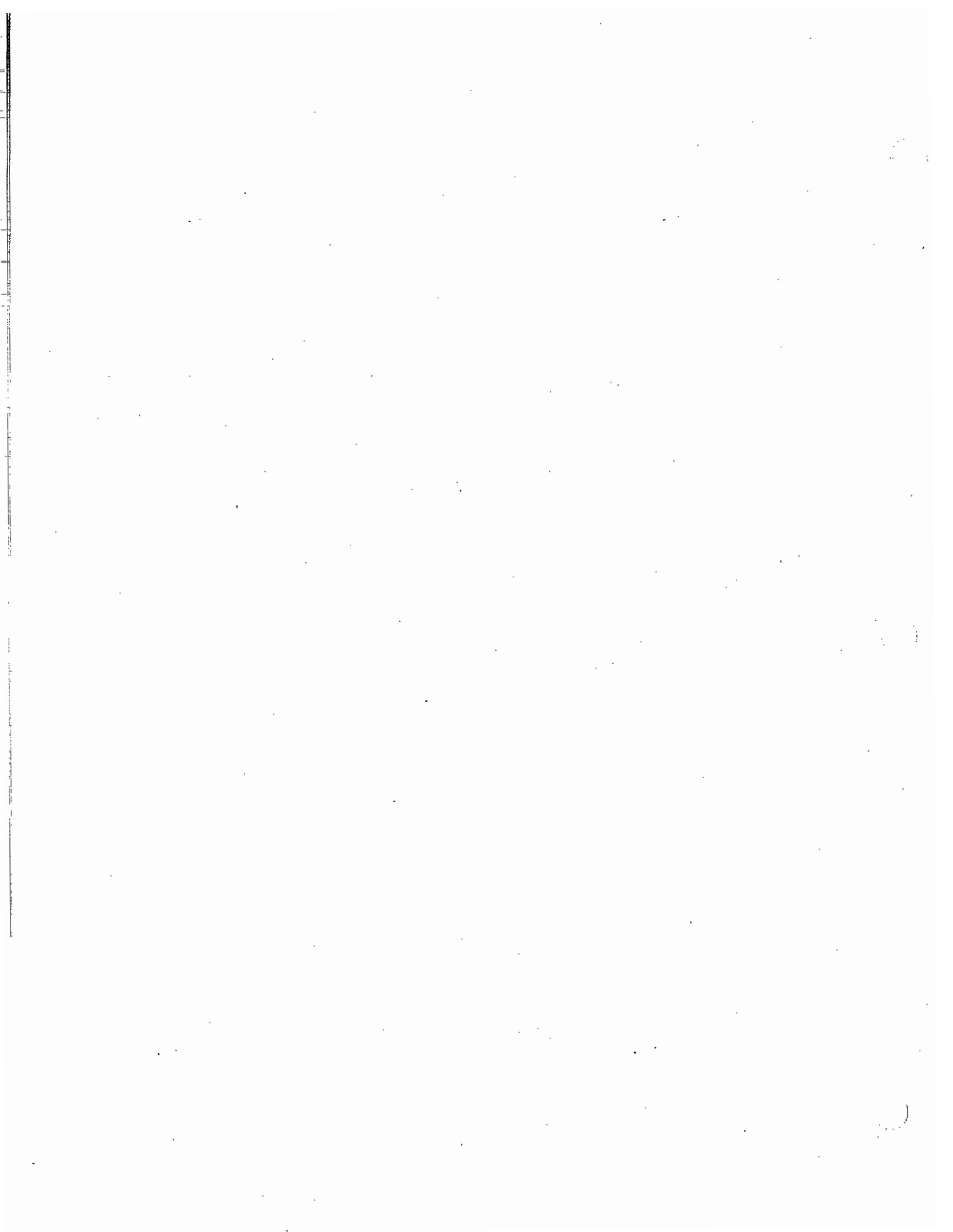
bizhub 654\_754 brochure



KONICA MINOLTA



EnvisionIT  
GOVERNMENT





KONICA MINOLTA

# bizhub 754/654

BLACK & WHITE SPEED, POWER,

# QUALITY & AWARD-WINNING CONTROL



The bizhub 754 series proudly joins the bizhub family — named 2013 A3 MFP Product Line of the Year by Buyers Laboratory Inc.

# SUPERIOR BLACK & WHITE IMAGING

WITH REVOLUTIONARY INFO-PALETTE DESIGN.



INFO-Palette design incorporates greater convenience for every employee with both software and hardware controls for fast, user-friendly operation.

Konica Minolta's bizhub 754 and 654 represent a new generation of monochrome MFP performance, combining high-speed B&W print and copy output with color scanning to bring any original into your workflow. An award-winning control panel provides multi-touch convenience, like familiar tablets – plus downloadable apps\* to make you more productive. Sharing information with greater speed and security, increasing your output while reducing your cost, protecting the environment more effectively – for all these reasons, count on Konica Minolta.



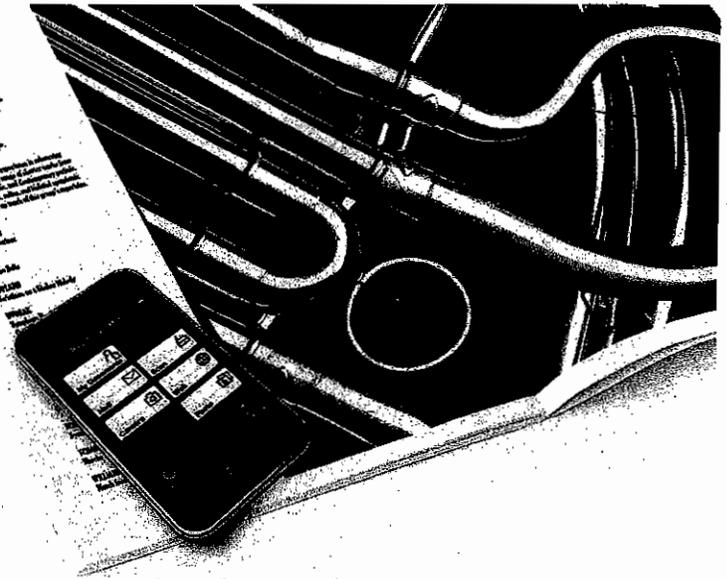
You can swipe, drag and drop, tap and toggle easily between map scroll and tab screen menus.

## The St. Vincent Orchestra Benefit Concert

The following people were invited to perform at the concert. The concert was held on the 15th of the month. The concert was held at the St. Vincent Orchestra.

PERFORMERS  
CONDUCTOR  
MUSICIANS

Wireless and Bluetooth printing from mobile phones, and printing from or saving to USB flash drives for greater convenience and versatility.



### The award-winning look and feel of INFO-Palette design.

Our INFO-Palette design earned Konica Minolta the 2013 BLI Line of the Year Award and 2012 Award for "Outstanding Achievement in Control Panel Design" from BLI (Buyers Laboratory) – and once you see it in action, you'll understand why.

Your fingers brush across the big, bright 9" color screen in an intuitive multi-touch interface that works as easily as today's fastest mobile devices. You can swipe, drag and drop, tap and toggle easily between map scroll and tab screen menus. A long tap displays the next set of operating menus. Transparent menus let you see through to a lower level, so you always know where you are. You can simply touch a file stored in a User Box, drag it and release it in the print, store or send command area – even use two fingers to pinch in and out to enlarge or reduce a preview screen or rotate images.\*

On the screen, pop-up windows prompt your next steps. Simplified menus reduce the number of steps in every command sequence, with icons that can be customized to reflect the operations you use most often. Instead of tapping a keyboard icon, you can bring up a pop-up alphanumeric keyboard simply by pressing the command field in which text will be entered. An improved soft 10-key pad makes numerical input easier. And the screen tilts from 23° to 55° for Section 508 compliance – so all the information you need is visible at a glance, from any angle, with enhanced resolution for previewing documents before you print.

You'll also have access to downloadable apps\* – applications linking your bizhub MFP to on-board utilities and web-based software that help you work faster and smarter. A growing array of apps will make bizhub your portal to future productivity.

An optional 10-key pad combines both software and hardware controls for fast, user-friendly operation and Section 508 compliance. Soft 10-key pad position can be adjusted by end-users for optimal screen viewing. Tactile electrostatic keys provide touch-sensitive control and soft-sound feedback. Orange, blue and white LEDs are also easier to see for the vision-impaired. There's even an optional Voice Guidance system to provide audible control instructions.

### Proven expertise in fast-changing professional applications.

In business offices large and small, the speed and power of bizhub document solutions raise the bar in print/copy/scan convenience. For specialized markets, the bizhub 754/654 add important functions and security enhancements for working professionals while protecting sensitive information. And the PageScope® Mobile app enables busy professionals to print remotely from tablets and other mobile devices to networked bizhub MFPs.

The bizhub 754/654 can produce customized content in-house and on-demand, saving time and money. TWAIN scanning and tab printing make it easy to digitize material from multiple sources and create tabbed binders, reports and presentations. Enhanced security protects sensitive information – and each bizhub device also integrates with industry-standard cost-recovery programs.

For scanning and converting hard-copy records to electronic forms in professional applications like healthcare, law and education, the bizhub 754/654 has high-speed scanning, scan-to-folder capability and seamless integration with industry-standard software. To protect client, student or patient confidentiality and comply with FERPA or HIPAA requirements, you'll have the ability to create audit trails and logs of all documents scanned, printed, copied or faxed.



## EnvisionIT

INFO-Palette design incorporates greater convenience for every employee with both software and hardware controls for fast, user-friendly operation.

### Cost-effective innovations to protect the environment.

Along with proven expertise in serving business and professional document needs, Konica Minolta continually introduces new ways to save energy, reduce paper consumption, minimize pollutants and protect the environment.

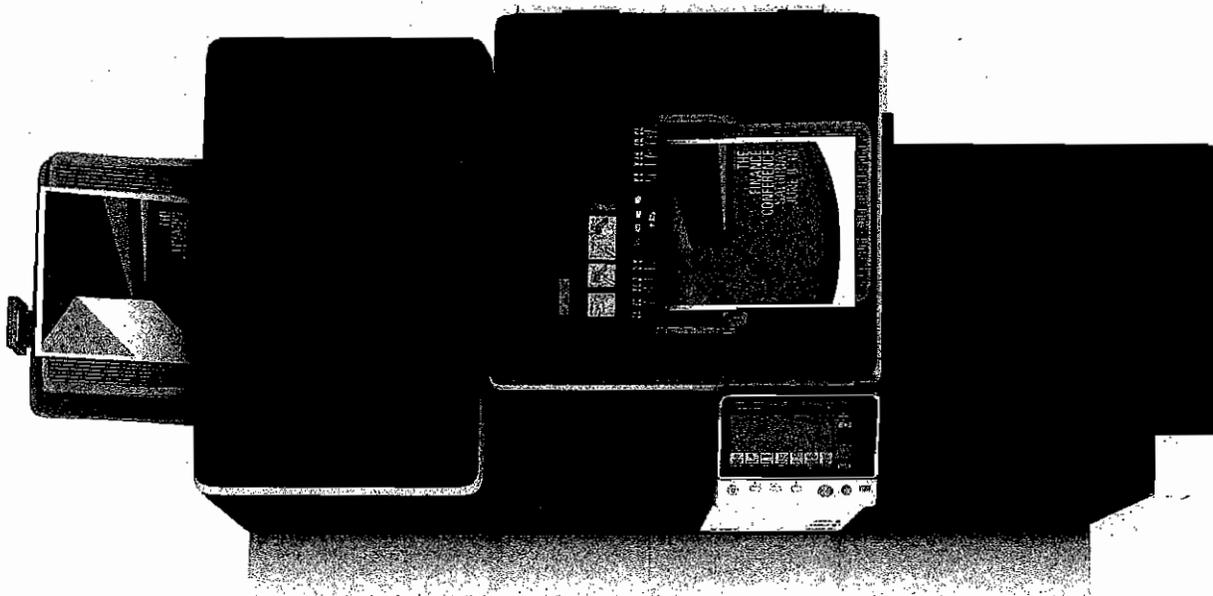


With energy-saving modes, rapid warm-up and fast first-copy output times, the bizhub 754/654 achieve among lowest power consumption rates in their class. Their INFO-Palette design features a unique Eco-indicator that enables you to monitor paper, toner and energy usage by device, account or end-user to promote greater cost-consciousness. An optimized power consumption mode can automatically set correct on/off/standby status for workdays, weekends and holidays.

The bizhub 754 and 654 give you even more ways to save. A Print Preview Driver lets you preview documents before you print, reducing the chance of misprints. Blank Paper Removal during printing saves more paper. Konica Minolta's exclusive Simitri® HD toner formulation uses biomass plant-based materials to reduce environmental impact and fuses to paper at lower temperatures to reduce power consumption.

In addition to the built-in savings of bizhub 754/654 operation, our Clean Planet program provides cost-free recycling for all your Konica Minolta consumables – including toner cartridges, developer and drums. And our Eco Vision 2050 project is committed to reducing CO<sub>2</sub> emissions by 80% over 2005 levels – eliminating greenhouse gases that may contribute to global warming. For reducing costs and protecting the environment, you can always count on Konica Minolta.

\*Not available at time of launch. Options required for downloadable apps.

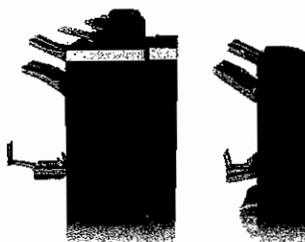


Both bizhub models feature fast dual-scanning document feeders that enable you to scan both sides of the page in a single pass, handling up to 180 originals per minute.

# FAST B&W PRINTING & COLOR SCANNING

TO MOVE INFORMATION FASTER.

For high-volume document applications, complementary overflow for print-for-pay and corporate in-plant facilities, the bizhub 754 and 654 get the job done faster and better. High-speed print/copy output handles rising workloads with ease. Standard Dual Scanning gives you an ideal on-ramp for information in both B&W and color. You'll have support for a wide range of media, including oversized and heavy stock – and powerful finishing options let you produce reports, presentations, training manuals, case files, course content, health information and human resource documents in-house and on-demand.



The versatile FS-535 and FS-534 Staple Finishers support multiple add-ons giving you finishing capabilities such as hole-punching, booklet-making, and tri-folding.



Konica Minolta's exclusive Simitri HD toner formulation uses smaller and more consistent particles, giving B&W reproductions greater detail and sharper, more legible text at 1200 dpi print resolution.

## **bizhub OP: our exclusive approach to MFP performance.**

With bizhub OP (Open Platform) technology, Konica Minolta document solutions deliver an ideal balance of power and simplicity. Fast internal processing with a consistent control panel interface makes even first-time users more productive.

The built-in Emperon® print system gives you immediate PCL6/PS3 emulation and native XPS functionality. Universal printer drivers let you manage printing with standard familiar commands. And bizhub Extended Solution Technology (bEST) provides seamless interface with 3rd-party software for business and specialized applications – a significant advantage for legal, educational and healthcare professionals.

True 1200 dpi print resolution reproduces crisp, clean halftone definition and makes text more legible, with type that stands out even against dark backgrounds. Konica Minolta's exclusive Simitri® HD polymerized toner uses smaller, more uniform particles to improve fine detail. And Intelligent Auto Exposure effectively detects and preserves faint thin lines and pale backgrounds. The overall result? The high-quality output you'd expect from devices costing far more, but with simple setup procedures that save time and minimize the need for special training.

### Color scanning solutions to streamline your workflow.

Along with Standard Dual Scan function, the bizhub 754/654 offers an unsurpassed array of scanning features and benefits – including color scanning, to bring any original into your workflow with greater speed and flexibility.

You can scan directly to Email, FTP, and SMB with simple commands on your bizhub touch-screen panel. User Boxes let you scan and distribute quickly to individuals, departments, workgroups, even projects. Scan-to-PowerPoint converts hard-copy documents to PowerPoint files. Scan-to-Me and Scan-to-Home capabilities add to your convenience and confidentiality. Scanned data can be sent seamlessly to cloud services.\* TWAIN scanning from PCs provides a smooth interface with legal and other specialized scanning solutions. And the PageScope Mobile app enables you to send scanned data to mobile devices for use on business trips or in the field.

The optional FK-511 Fax Kit can add a high-volume Super G3 fax to your system, with single or dual-line faxing for all-in-one document productivity. A customized Scan/Fax Destination List speeds distribution by filtering your address searches. You can select from a wide range of scan formats, including PDF, compact PDF, PDF/A, Linear PDF, TIFF, JPEG, XPS (some formats are options). WebDAV support simplifies management of server files and folders.

And using the new Distributed Scan function that's compatible with Windows 7 Servers, you can automate your scanning workflow by sending documents directly to a "Scan Server" set up to follow your instructions. Once again, the advantage is faster, more effective document distribution at a lower cost.

### Print/copy functions to make each minute more productive.

For high-volume central corporate reproduction departments or data center applications, the bizhub 754 and 654 are built for speed. B&W print/copy output up to 75 ppm (754) and 65 ppm (654) can handle even late-afternoon peak demands. Standard Dual Scanning at up to 180 originals per minute lets you scan both sides of each page in a single pass, even in color when needed – and rapid warm-up and first-copy output time makes each print/copy job move faster.

Along with faster output, you'll have new print functions for greater versatility – including banner printing, Bluetooth printing from mobile phones, and printing from or saving to flash-memory devices via a convenient USB connector. You can take advantage of cloud services\* like Google, SharePoint and Office 365 for off-site storage of documents and programs. Office Open XML Support lets you print docx, xlsx and pptx file formats.

You can save time with Carbon Copy printing, outputting the same data continuously from multiple paper trays in different paper types and sizes. With "Single Sign-On" and Active Directory Authentication, your bizhub MFP can be accessed without re-entering your password if authentication was performed at the server when your PC was booted. And the bizhub 754 and 654 have an accessible paper path with more visible parts to improve ease of servicing.

### Paper sizes and weights to handle any job requirements.

Because in-house printing requirements keep changing, the bizhub 754/654 can accommodate a wide range of paper sizes and weights. Tab Printing lets you print tabbed pages from the multiple bypass tray – even use interleave function to insert tabs within the body of your document, for producing human resource packets, legal or educational binders and training or instruction manuals.

Four standard paper drawers give you 3,650-sheet capacity. Add the LU-301 Large Capacity Cassette, and you can load up to 6,650 sheets for long unattended print/copy runs. Standard 100% duplex productivity at rated engine speed improves productivity to meet tight deadlines. And built-in technology allows you to identify print users, restrict or limit access, and control print/copy costs more effectively in busy public access areas of any government bureau, business office, school, hospital or courthouse.

### Modular finishing options for in-house productivity.

With bizhub 754/654, you'll be able to customize a document solution for every need. The FS-535 Staple Finisher performs 100-sheet 3-position stapling, custom sorting and grouping. It accepts the SD-512 Saddle-Stitch Unit, to produce booklets up to 80 pages (20 sheets) or create center-fold, half-fold and tri-fold documents. It also accepts the PK-521 Punch Kit for 2/3-hole punching at top or side, the ZU-606 Z-Fold Unit, and the PI-505 Post-Insertor to add preprinted covers or chapter dividers.

The FS-534 Compact Staple Finisher performs 50-sheet stapling and sorting. There is also an FS-534 Finisher + FK-511 Saddle-Stitch Unit for creating up to 80-page booklets. Both finishers support the PK-520 2/3-Hole Punch Kit. For smaller workgroups, branch locations or satellite offices, the OT-503 Output Tray holds prints and copies when a finisher is not required.



\*Not available at time of launch. Options required.

# APPS, OPTIONS, SECURITY & SOFTWARE

TO HANDLE EVERY BUSINESS DEMAND.

With bizhub 754 and 654, you'll have multiple options to meet current needs and prepare for future opportunities. You can download apps\* directly to your bizhub, select i-Options to expand your productivity, and add security enhancements to protect sensitive information. Seamless software integration also powers your productivity with a growing array of 3rd-party business software, including document scanning and management solutions, account tracking, cost recovery, and industry-standard programs for healthcare, education, law and other specialized applications.

With the bizhub Marketplace your bizhub MFP can become even more powerful by downloading bizhub apps — letting you add new functionality, enhance your connectivity and improve your workflow.



#### The bizhub Marketplace\*: apps to make you more productive.

Introducing the bizhub Marketplace: your source for downloadable apps that give you direct access to personal and professional information whenever you need it, right on your bizhub MFP control panel screen. You can access bizhub apps at the touch of a button and have them stream to your bizhub display throughout the day.

With easy-to-use apps, you'll be able to view specialized applications on web-enabled bizhub devices. You can verify bizhub SECURE status, order Clean Planet recycling boxes and labels, and connect to Microsoft SharePoint servers and Google sites without leaving your bizhub. You can also check Email, receive Twitter and RSS feeds, distribute legal information, print a variety of forms from stored templates, get stock quotes, weather updates and more.

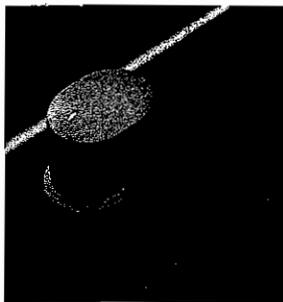
With new apps being developed on a continual basis, you'll have a steady stream of cutting-edge technology to empower your bizhub and enhance your workday.

#### i-Option kits to expand your bizhub functionality.

In addition to downloadable apps, i-Option Kits increase the power of your bizhub MFP. LK-101 v3 gives you a web browser. LK-102 v3 combines PDF/A (1a/1b) formatting and AES 128-bit PDF encryption.

You can add LK-104 v3 for Voice Guidance operation, LK-105 v3 to create Searchable PDF files and locate specific text references, and LK-106, 107 and 108 for Bar Code Font, Unicode Font and OCR Font support. With all these customizing choices, your bizhub will be able to handle information in any form that suits your workflow.

\*Not available at time of launch.  
Options required for downloadable apps.



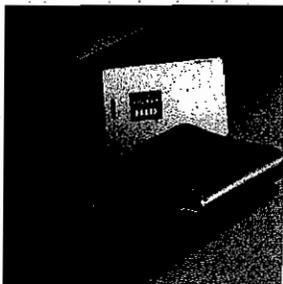
### Enhanced security to safeguard documents and devices.

In the digital era, electronic documents require additional security. Government, healthcare and legal applications must meet the highest standards in protecting the rights of citizens and the privacy of patients and clients. Educational institutions must safeguard student confidentiality and restrict access to customized course content.

To meet or exceed these needs, the bizhub 754 and 654 are currently in evaluation to meet strict ISO 15408 security standards – and offer a full array of standard safeguards as well as advanced options like Biometric Authentication, input for HID Proximity Cards, iClass Cards and Magnetic Stripe Cards, and CAC/PIV Card\* support.

Restricting access to print/copy devices is another key concern. With bizhub SECURE, your service provider can initiate a powerful level of extra protections to guard your bizhub from unauthorized operation. Encrypted PDF workflow protects information passing from PCs to networked bizhub devices. IP filtering registers IP addresses of the PCs on your network. And PageScope Enterprise Suite provides server-based authentication and account tracking, so you'll know when prints or copies were made and who made them.

An optional Copy Guard system requires password access to make copies. HDD Lock applies password protection to your bizhub hard disk drive. Job Erase function automatically overwrites your HDD up to three times, meeting the criteria of DoD 55220.22-M (Department of Defense) and NAVSO P-5239-26 (US Navy). And when your bizhub is reassigned to another location or removed from service, HDD Sanitizing can overwrite data in eight different modes so no sensitive information can be compromised.



The bizhub 754 & 654 offer a full array of standard safeguards as well as advanced options like Biometric Authentication Unit, HID Proximity Cards, and other powerful options to guard your bizhub from unauthorized use.

### Greater IT control with PageScope software.

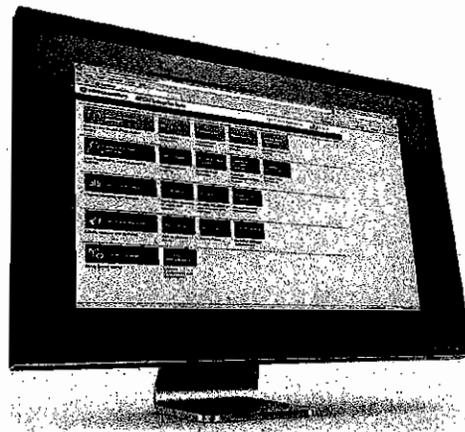
In addition to the server-based authentication and account tracking capabilities of PageScope Enterprise Suite, the bizhub 754 and 654 support a full array of PageScope software for managing documents and devices.

PageScope Web Connection and PageScope Net Care Device Manager enable individual users and IT administrators to manage multiple devices from a single point. PageScope Print Status Notifier provides automatic alerts to speed your workflow. PageScope Data Administrator™ handles addresses, passwords, and accounts with ease – and PageScope Box Operator download and access scanned User Box data from your PC.

### bEST design for seamless 3rd-party software integration.

With INFO-Palette design, the bizhub 754/654 represent a breakthrough in MFP value and performance. PageScope software expands the range of bizhub functions. To complete the picture, Konica Minolta's bizhub Extended Software Technology (bEST) allows seamless integration with software programs from 3rd-party developers – software that speeds business workflow, manages print output, performs account tracking and cost-recovery, create direct-mail promotions and more.

In software applications, an Internal Web Server/Browser (IWS) eliminates the need for external servers. Seamless integration, simple operation, customized control – it all helps make your bizhub 754/654 the ideal platform for incorporating future software innovations.



Konica Minolta's exclusive PageScope software can save time in document printing, device setup and administrator management, creating overall system savings that benefit your bottom line.

Konica Minolta: an industry leader in service and support. With over 38,000 worldwide employees and cutting-edge research programs, Konica Minolta Business Solutions U.S.A., Inc. is a leader in document imaging. In 2012, for the fifth straight year, Konica Minolta has been recognized as the #1 Brand for Customer Loyalty in the MFP Office Copier Market by Brand Keys. We've also earned "Line of the Year" (awarded 3 years in a row – 2011, 2012, 2013) and "Solutions of the Year" awards from BLL. We're proud of our record of achievement – and we invite you to learn first-hand why you can count on Konica Minolta. For more information please visit our website: [www.CountOnKonicaMinolta.com](http://www.CountOnKonicaMinolta.com)



\* Not available at time of launch.

# bizhub 754/654

MONOCHROME PRINTER/COPIER/SCANNER/FAX



bizhub 754



bizhub 654

## SPECIFICATIONS

Type	Printer/Copier/Scanner with Stationary Platen	Printer/Copier/Scanner with Stationary Platen
Toner System	Smart® HD Toner with Biomass	Smart® HD Toner with Biomass
Maximum Monthly Duty Cycle (pages)	300,000 pages	300,000 pages
Print / Copy Speed (letter, portrait)	75 ppm	65 ppm
Dual Scanner Document Feeder	Duplex Speed: 180 cpm; Simplex Speed: 90 cpm; Paper Capacity: 150 Sheets; Paper Size: 6.5" x 8.5" to 11" x 17"; Paper Weight: Single-Sided/Double-Sided: 9.25 lb. bond to 55 lb. Cabond; Mixed Original: 13.6 lb. bond to 34 lb. bond	Duplex Speed: 180 cpm; Simplex Speed: 90 cpm; Paper Capacity: 150 Sheets; Paper Size: 6.5" x 8.5" to 11" x 17"; Paper Weight: Single-Sided/Double-Sided: 9.25 lb. bond to 55 lb. Cabond; Mixed Original: 13.6 lb. bond to 34 lb. bond
Power Requirements / Consumption	120V, 60Hz / Less than 2.100W	120V, 60Hz / Less than 2.100W
Dimensions / Weight	25.9" (W) x 31.5" (D) x 45.5" (H) (With control panel) / 487.25 lb.	25.9" (W) x 31.5" (D) x 45.5" (H) (With control panel) / 487.25 lb.

## COPY

Warmup Time / First Copy Time	Less than 22 seconds / 3.6 seconds or less	Less than 22 seconds / 3.7 seconds or less
Copy Resolution / Quantity	600 x 600 dpi / 1-9,999	600 x 600 dpi / 1-9,999
Magnification	Zoom range: 25% - 400% (0.1% increments); Enlarge/reduce: 7.5% - 73.8% (0.1% increments); Preset enlargement: 121.4% / 129.4% / 164.5% / 200%	Zoom range: 25% - 400% (0.1% increments); Enlarge/reduce: 7.5% - 73.8% (0.1% increments); Preset enlargement: 121.4% / 129.4% / 164.5% / 200%
Copy Exposure Modes	Text (legible text), Text/Photo (clear text and halftones), Photo (optimized for gradations), Map (fine edges and legible text), Dot Matrix (dot matrix or periodicals), Copied Paper	Text (legible text), Text/Photo (clear text and halftones), Photo (optimized for gradations), Map (fine edges and legible text), Dot Matrix (dot matrix or periodicals), Copied Paper

## PRINT: Empron Print System with bizhub Extended Solution Technology / Open API

Processor / Memory / Hard Disk Drive	1.2 GHz (MPD8536) / 2 GB (shared copier memory) / 250 GB (shared copier HDD)	1.2 GHz (MPD8536) / 2 GB (shared copier memory) / 250 GB (shared copier HDD)
Print Resolution / Grayscale Gradations	600 x 600 dpi (1800 equivalent x 600 dpi) or 1200 dpi (1200 dpi) / 256 shades per pixel	600 x 600 dpi (1800 equivalent x 600 dpi) or 1200 dpi (1200 dpi) / 256 shades per pixel
Page Description Language / Fonts	PCL5e, PCL6 (XL, v4.0) Emulation, PPS (r3016) Emulation, XPS (v2.0) Emulation, PCL 60 Roman fonts, Resident 3 Emulation, 137 Roman fonts	PCL5e, PCL6 (XL, v4.0) Emulation, PPS (r3016) Emulation, XPS (v2.0) Emulation, PCL 60 Roman fonts, Resident 3 Emulation, 137 Roman fonts
Operating System Compatibility	PCL6/PS: Windows XP Home (SP3) or later, Windows XP Professional (SP3) or later, Windows Vista, Windows 7, Windows Server 2003 Standard/Enterprise, Windows Server 2008 Standard/Enterprise, Windows Server 2008 Standard/Enterprise R2, XPS: Windows Vista, Windows 7, Windows Server 2008 Standard/Enterprise, Windows Server 2008 Standard/Enterprise R2, Mac (PS-PPD): OS 9.2, OS X 10.2.8 to 10.8, Mac (Intel): OS X 10.4 to 10.8	PCL6/PS: Windows XP Home (SP3) or later, Windows XP Professional (SP3) or later, Windows Vista, Windows 7, Windows Server 2003 Standard/Enterprise, Windows Server 2008 Standard/Enterprise, Windows Server 2008 Standard/Enterprise R2, XPS: Windows Vista, Windows 7, Windows Server 2008 Standard/Enterprise, Windows Server 2008 Standard/Enterprise R2, Mac (PS-PPD): OS 9.2, OS X 10.2.8 to 10.8, Mac (Intel): OS X 10.4 to 10.8
Interface	10 Base-T/100 Base-TX/1000 Base-T, USB 1.1, USB 2.0, USB Host	10 Base-T/100 Base-TX/1000 Base-T, USB 1.1, USB 2.0, USB Host
Network Protocols	TCP/IP (IP v4/IP v6), BOOTP, ARP, ICMP, DHCP v6, AutoP, SLP, SNMP, FTP, EPP, iSCSI, RAW Socket, SMB, IPP, HTTP, POP, SMTP, LDAP, NTP, SSL, IPX, AppleTalk, Bonjour, NetBEUI, WebDAV, DPWS, SOMME, IPSec, DNS, Dynamic DNS, LLNMR, LLTD, SSOAP	TCP/IP (IP v4/IP v6), BOOTP, ARP, ICMP, DHCP v6, AutoP, SLP, SNMP, FTP, EPP, iSCSI, SMB, IPP, HTTP, POP, SMTP, LDAP, NTP, SSL, IPX, AppleTalk, Bonjour, NetBEUI, WebDAV, DPWS, SOMME, IPSec, DNS, Dynamic DNS, LLNMR, LLTD, SSOAP

## COPY / PRINT FUNCTIONS

Features	AccountTrack (1,000 accounts), Administrator Mode, Auto Duplex, Auto Tray Switching, Bi-Directional Communication, Card Slot, Copy Guard, Copy Modes (Simplex/Duplex, 2-in-1, 4-in-1, 8-in-1, Book, Booklet, Booklet Finishing, Cover Mode, Creative Functions (MicroImage, XY Zoom, Image Center, Neg./Pos. Reverse, Image Red/Blue), Encrypted Network Password Printing, Energy Save Mode, Enhance Display Base (Color Enhance, Edge Mode, Finishing Group, Sort, Staple, Punch, Hair, Fold, Top Fold, Center Staple and Fold, Z-Fold, Post Insertion), Form Overlay (HDD Emulation, HDD Job Overlay, HDD Sampling/Image Adjustments, Screen Settings), Image Preview (Job Finishing Image Display, Engine Copy/Job Display), Interrupt Job List, Job Reserve, Job Skip, LED AP, Mobile M3-Media, MyLab, Non-Image Area Erase, OCR Interweaving, Password Copy, Program Recall, Paper Type Selection (Normal, Thick 1), Thick 2, Thick 3, Thick 4), Print Modes (Simplex/Duplex, 2-in-1, 4-in-1, 6-in-1, 8-in-1, 16-in-1, Booklet, Booklet 4-Bind, Print from USB), Proof Copy, Secure Printing, Separate Scan, 10K Enhancement, User Authentication (Up to 20 Authentication Servers), Synchronization, AccountTrack, User Box Function, Utility Meter, Count Environment Settings, Default Settings, One-Touch Settings, Check Consumable Unit, Watermark, Color Selection	AccountTrack (1,000 accounts), Administrator Mode, Auto Duplex, Auto Tray Switching, Bi-Directional Communication, Card Slot, Copy Guard, Copy Modes (Simplex/Duplex, 2-in-1, 4-in-1, 8-in-1, Book, Booklet, Booklet Finishing, Cover Mode, Creative Functions (MicroImage, XY Zoom, Image Center, Neg./Pos. Reverse, Image Red/Blue), Encrypted Network Password Printing, Energy Save Mode, Enhance Display Base (Color Enhance, Edge Mode, Finishing Group, Sort, Staple, Punch, Hair, Fold, Top Fold, Center Staple and Fold, Z-Fold, Post Insertion), Form Overlay (HDD Emulation, HDD Job Overlay, HDD Sampling/Image Adjustments, Screen Settings), Image Preview (Job Finishing Image Display, Engine Copy/Job Display), Interrupt Job List, Job Reserve, Job Skip, LED AP, Mobile M3-Media, MyLab, Non-Image Area Erase, OCR Interweaving, Password Copy, Program Recall, Paper Type Selection (Normal, Thick 1), Thick 2, Thick 3, Thick 4), Print Modes (Simplex/Duplex, 2-in-1, 4-in-1, 6-in-1, 8-in-1, 16-in-1, Booklet, Booklet 4-Bind, Print from USB), Proof Copy, Secure Printing, Separate Scan, 10K Enhancement, User Authentication (Up to 20 Authentication Servers), Synchronization, AccountTrack, User Box Function, Utility Meter, Count Environment Settings, Default Settings, One-Touch Settings, Check Consumable Unit, Watermark, Color Selection
----------	---	---

## SCAN

Scan Speed / Resolution	Duplex Scan: 180 cpm @ 400 dpi; Simplex Scan: 90 cpm @ 400 dpi / 200 cpm @ 300 dpi; 400 dpi @ 500 dpi	Duplex Scan: 180 cpm @ 400 dpi; Simplex Scan: 90 cpm @ 400 dpi / 200 cpm @ 300 dpi; 400 dpi @ 500 dpi
Scan File Formats / Color Modes	TIFF, PDF, Compact PDF, JPEG, XPS, Compact XPS, PRTX / Auto Color, Full Color, Grayscale, Black & White	TIFF, PDF, Compact PDF, JPEG, XPS, Compact XPS, PRTX / Auto Color, Full Color, Grayscale, Black & White
Scan Functions	Scan to Email, Scan to FTP, Scan to HDD (Scan to User Box), Scan to M3, Scan to Home, Scan to SMB, Scan to Desktop, Scan to USB, Scan to WebDAV, Distributed Scan Management, Network TWAIN, W3 Scan, Color Internet Fax	Scan to Email, Scan to FTP, Scan to HDD (Scan to User Box), Scan to M3, Scan to Home, Scan to SMB, Scan to Desktop, Scan to USB, Scan to WebDAV, Distributed Scan Management, Network TWAIN, W3 Scan, Color Internet Fax

## • FK-511 FAX KIT (OPTIONAL)

Compatibility / Compression	Super G3 compatibility, 33.6 Kbps modem speed / MH, MR, MMR, JBIG data compression	Super G3 compatibility, 33.6 Kbps modem speed / MH, MR, MMR, JBIG data compression
Fax Transmission Speed / Fax Memory	Less than 3 seconds per page (JBIG, standard resolution) / 2 GB (shared print, copy, scan, fax memory)	Less than 3 seconds per page (JBIG, standard resolution) / 2 GB (shared print, copy, scan, fax memory)
Fax Line Mode / Fax Exposure Mode	FSN, BPS, G3 / Text, Photo, Photo, Dot Matrix	FSN, BPS, G3 / Text, Photo, Photo, Dot Matrix
Fax Functions	Auto Dialing (2,000 addresses), Auto Memory Reception, Auto Reduction Printing, Broadcasting (maximum 600 locations), Bulletin Board, Duplex Transmission/Reception, F-Copy Support, Group Dialing (up to 500 addresses per group / up to 100 groups), Mailbox Transmission/Reception, Memory Quick Dial, Overseas Transmission, Password Transmission/Reception, PG-Fax, Polling Transmission/Reception, Print Setting or Overnight Reception, Program Dialing (400 programs), Redial, Relay Transmission, Timer Transmission, TSI Routing	Auto Dialing (2,000 addresses), Auto Memory Reception, Auto Reduction Printing, Broadcasting (maximum 600 locations), Bulletin Board, Duplex Transmission/Reception, F-Copy Support, Group Dialing (up to 500 addresses per group / up to 100 groups), Mailbox Transmission/Reception, Memory Quick Dial, Overseas Transmission, Password Transmission/Reception, PG-Fax, Polling Transmission/Reception, Print Setting or Overnight Reception, Program Dialing (400 programs), Redial, Relay Transmission, Timer Transmission, TSI Routing
Fax Options	Space Fax, Marker Stamp, FK-501 Fax Stamp Unit	Space Fax, Marker Stamp, FK-501 Fax Stamp Unit

## PAPER HANDLING

Original Size	Up to 11" x 17" (scan/print copy/print), Up to 31" x 17" (scan/print), Up to 12" x 18" paper (photo)	Up to 11" x 17" (scan/print copy/print), Up to 31" x 17" (scan/print), Up to 12" x 18" paper (photo)
Paper Trays	Tray 1 & 2: 500-sheet (universal cassette) 6.5" x 8.5" to 12" x 18" / 14 lb. bond to 140 lb. index; Tray 3: 1,600-sheet (fixed cassette) 6.5" x 11" - 6.5" x 8.5" - 4" x 6" / 14 lb. bond to 140 lb. index; Tray 4: 1,000-sheet (fixed cassette) 6.5" x 11" - 6.5" x 8.5" - 4" x 6" / 14 lb. bond to 140 lb. index	Tray 1 & 2: 500-sheet (universal cassette) 6.5" x 8.5" to 12" x 18" / 14 lb. bond to 140 lb. index; Tray 3: 1,600-sheet (fixed cassette) 6.5" x 11" - 6.5" x 8.5" - 4" x 6" / 14 lb. bond to 140 lb. index; Tray 4: 1,000-sheet (fixed cassette) 6.5" x 11" - 6.5" x 8.5" - 4" x 6" / 14 lb. bond to 140 lb. index
• LU-204 Large Capacity Unit	2,500 sheets 6.5" x 11" - 6.5" x 8.5" x 14" - 11" x 17" / 12" x 18" / 16 lb. bond to 140 lb. index	2,500 sheets 6.5" x 11" - 6.5" x 8.5" x 14" - 11" x 17" / 12" x 18" / 16 lb. bond to 140 lb. index
• LU-501 Large Capacity Unit	3,000 sheets 6.5" x 11" - 16 lb. bond to 140 lb. index	3,000 sheets 6.5" x 11" - 16 lb. bond to 140 lb. index
• Maximum Paper Capacity	• 650 sheets (total, with options)	• 650 sheets (total, with options)

## APPLICATIONS

Network & Device Management	PageScope Data Administrator, Driver Packaging Utility, HDD Back-Up Utility, Log Management Utility	PageScope Data Administrator, Driver Packaging Utility, HDD Back-Up Utility, Log Management Utility
User Tools	PageScope Web Connection, PageScope Direct Print, PageScope Box Operator, PageScope Print Status Notifier, Copy Protect Utility, Print Utility for Unix	PageScope Web Connection, PageScope Direct Print, PageScope Box Operator, PageScope Print Status Notifier, Copy Protect Utility, Print Utility for Unix
Management Tools	bizhub care support	bizhub care support
• PageScope Enterprise Suite	PageScope Account Manager, PageScope Authentication Manager, PageScope My Print Manager, PageScope My Panel Manager, PageScope Net Care Device Manager (standard)	PageScope Account Manager, PageScope Authentication Manager, PageScope My Print Manager, PageScope My Panel Manager, PageScope Net Care Device Manager (standard)

## • ADDITIONAL OPTIONS

• Authentication / Security Options	AU-102 Biometric Authentication Unit / AU-204H HID Proximity Card Authentication Unit / AU-202H HID Glass Card Authentication Unit	AU-102 Biometric Authentication Unit / AU-204H HID Proximity Card Authentication Unit / AU-202H HID Glass Card Authentication Unit
• External Keyboard	AU-204H Magnetic Stripe Card Reader, AU-211P CA/CPV Subunit, SO-508 Copy Guard Kit, W3-506 Working Table to Support Authentication Devices, MK-735 Internal Mount Kit, KH-102 Keyboard Mount Kit, KP-101 10-Key Pad, EK-604 USB Interface for External Keyboard and Voice Guidance, EK-605 USB Interface for External Keyboard, Bluetooth Support and Voice Guidance	AU-204H Magnetic Stripe Card Reader, AU-211P CA/CPV Subunit, SO-508 Copy Guard Kit, W3-506 Working Table to Support Authentication Devices, MK-735 Internal Mount Kit, KH-102 Keyboard Mount Kit, KP-101 10-Key Pad, EK-604 USB Interface for External Keyboard and Voice Guidance, EK-605 USB Interface for External Keyboard, Bluetooth Support and Voice Guidance
• I-Option	LK-101 v3 I-Option, LK-102 v3 I-Option, LK-104 v3 I-Option, LK-105 v3 I-Option, LK-106 I-Option, LK-107 I-Option, LK-108 I-Option, LK-204 I-Option Memory Upgrade Kit	LK-101 v3 I-Option, LK-102 v3 I-Option, LK-104 v3 I-Option, LK-105 v3 I-Option, LK-106 I-Option, LK-107 I-Option, LK-108 I-Option, LK-204 I-Option Memory Upgrade Kit
• Finishing	FS-336 100-Sheet Staple Finisher, FS-334 50-Sheet Staple Finisher, FS-534 50-Sheet Staple Finisher, SD-511 Saddle Stitcher Kit, SS-602 Job Separator Tray (FS-335), OT-800 Output Tray (EXT Tray), PI-505 Post Insertion Kit (FS-335), PK-920 Punch Kit (FS-334), PK-921 Punch Kit (FS-335), SD-512 Saddle Stitcher Kit (FS-335), ZU-606 Z-Fold Unit (FS-335)	FS-336 100-Sheet Staple Finisher, FS-334 50-Sheet Staple Finisher, FS-534 50-Sheet Staple Finisher, SD-511 Saddle Stitcher Kit, SS-602 Job Separator Tray (FS-335), OT-800 Output Tray (EXT Tray), PI-505 Post Insertion Kit (FS-335), PK-920 Punch Kit (FS-334), PK-921 Punch Kit (FS-335), SD-512 Saddle Stitcher Kit (FS-335), ZU-606 Z-Fold Unit (FS-335)

• OPTIONAL • STANDARD

\*Maximum Monthly Duty Cycle may vary by country.  
 \*\*Both 32-bit and 64-bit versions supported.  
 \*\*\*Windows 7 Home Basic Edition supports 32-bit only.  
 \*\*\*\*Not available at time of launch.  
 \*\*\*\*\*ZU-606 and PI-505 only available for FS-335.



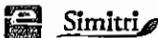
KONICA MINOLTA

KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.  
 100 Williams Drive  
 Ramsey, NJ 07448

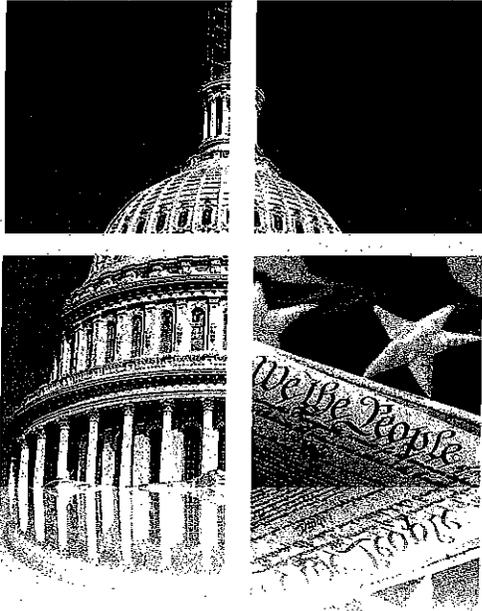
www.CountOnKonicaMinolta.com  
 www.kmba.konicaminolta.us

Konica Minolta Optimized Print Services offers a full suite of device output services and workflow solutions that increase efficiency and control costs. Please contact your authorized Konica Minolta sales representative for details.

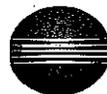
© 2013 KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC. All rights reserved. Reproduction in whole or in part without written permission is prohibited. Konica Minolta and Count On Konica Minolta are registered trademarks of KONICA MINOLTA HOLDINGS, INC. bizhub and PageScope are trademarks of KONICA MINOLTA BUSINESS TECHNOLOGIES, INC. All other brands and product names are registered trademarks or trademarks of their respective owners.



Item #: 754BRD  
 7/13



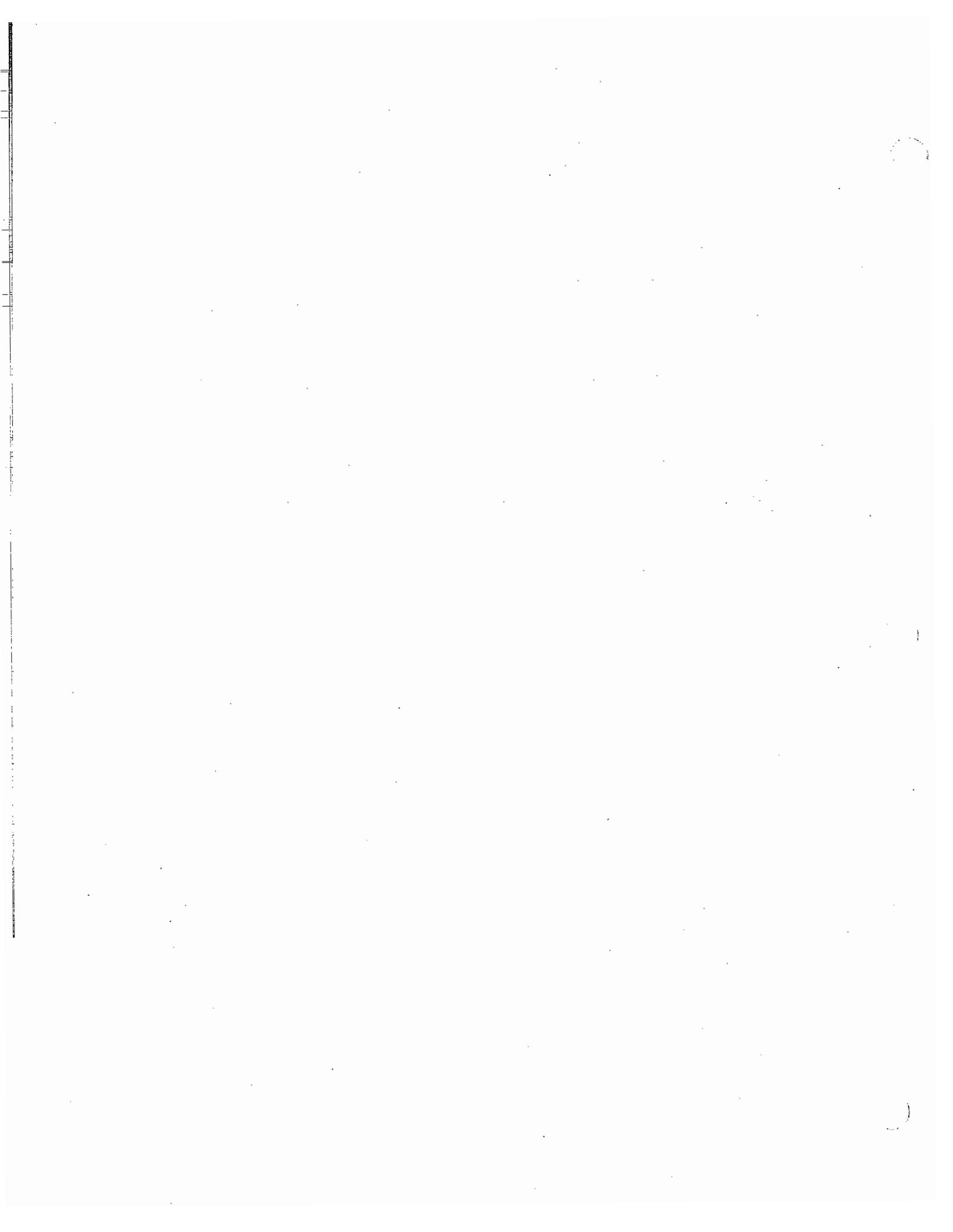
bizhub C364e brochure



KONICA MINOLTA



EnvisionIT  
GOVERNMENT



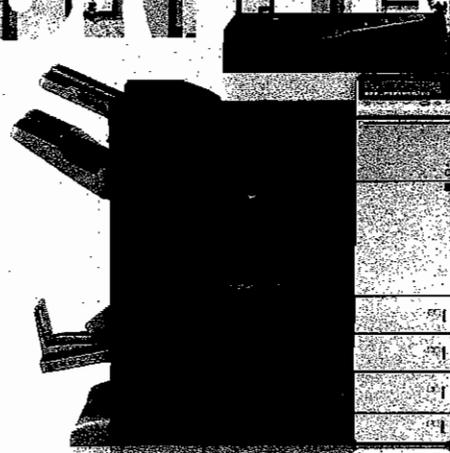


KONICA MINOLTA

# bizhub C364e/C284e/C224e

MAKE YOUR WORK EASY WITH

# ENHANCED MULTI-TOUCH CONTROL



The bizhub C364e series proudly joins the bizhub family - named 2013 A3 MFP Product Line of the Year by Buyers Laboratory Inc.

# ENHANCED PERFORMANCE WITH AWARD-WINNING CONTROL

Take control of your workflow with powerful, high-performance bizhub color models for superior color and right-size cost-efficiency. A new enhancement of our award-winning INFO-Palette screen lets you touch, swipe, drag and drop to edit, save and share – it's as easy as operating a tablet PC. High-speed print/copy output keeps you ahead of rising document demands. And Konica Minolta is a world leader in the environmental initiatives that help you reduce pollution, conserve more energy and lower your operating expenses.

**EnvisionIT: a new approach for business and professional applications.**



**EnvisionIT**

In today's competitive business world, the challenge is managing documents, distributing information, integrating hardware with software – and doing it all in a networked environment with simple, intuitive control. The solution is Konica Minolta.

It begins with EnvisionIT: our total, end-to-end approach to general business as well as legal, educational and healthcare demands. EnvisionIT combines intelligent design, enhanced performance and proven reliability in a powerful vision that speeds your output, improves your images and reduces your costs. You'll have bizhub MFP performance. Seamless integration with Konica Minolta and 3rd-party software. And IT support from our All Covered division, including managed IT services, IT projects, cloud services and information security services.

EnvisionIT Legal solutions aim to help law firms and departments of all sizes "envision" ways to work smarter and more efficiently with managed services and integration solutions designed for their specific business requirements. EnvisionIT solutions for K-12 and Higher Education help cut costs and balance budgets with innovative technology, eco-friendly products, world-class support to improve student performance and increase teacher and administrator productivity. And Konica Minolta EnvisionIT solutions for healthcare are designed to meet the challenges facing today's healthcare facilities, including the protection of patient records with enhanced performance and security features that meet new standards of both the Health Insurance Portability and Accountability Act (HIPAA) and the Health Information Technology for Economic and Clinical Health (HITECH) initiative.



**For right-size cost-efficiency, bizhub is a perfect fit.**

It's easy to choose a bizhub® MFP device that suits your business needs: bizhub C364e for 36 ppm output in both color and B&W; bizhub C284e with 28 ppm output, or bizhub C224e with 22 ppm output. All three models can be equipped with either the DF-624 optional RADF for high-speed 80 opm scanning or DF-701 single-pass dual scanning for a top speed of 160 opm, to bring documents into your electronic workflow even faster.

Print control is built in, with Konica Minolta's exclusive Emperon® print system for immediate PCL6/PS3 emulation and native XPS functionality. And a universal print driver lets you manage your printing using familiar commands, so even first-time users and temps will be fully productive right from the start.

**INFO-Palette design: an easier, faster way to move information.**

Even the look of these three bizhub models is a step ahead. Sleek dark cabinet design and compact footprint lets you position them in the center of your workplace so everyone has access to fast color printing and scanning.

And your bizhub control panel is even more revolutionary. In 2012, Konica Minolta won a special award for control panel design from BLI (Buyers Laboratory LLC). The bizhub C364e, C284e and C224e incorporate the latest evolution of our award-winning INFO-Palette design: a 9" color screen with intuitive multi-touch functionality that's as easy to operate as familiar tablet PCs. You can swipe, drag & drop, tap & toggle, switch easily between map scroll and tab screen menus to control printing, copying, scanning and other functions. A quick flick of your finger across the screen brings you to the menu you want. Function screens put both standard and custom settings at your fingertips.

Enhanced editing operations provide an advantage in previewing your documents before you print. New preview screen capabilities include pinch in & pinch out to enlarge or reduce image size and image rotation operations for smooth confirmation of document details. Long tap displays the next set of operating menus. Transparent menus let you see through to a lower level, so you always know where you are. You can simply touch a file stored in a User Box, drag it and release it in the print, send or edit processing area.

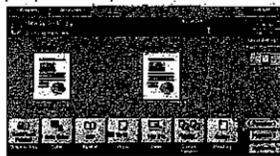
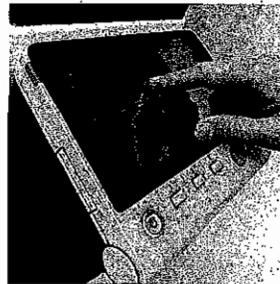
Your enhanced control panel has soft keys that can be called up and displayed in any screen position. An optional 10-Key Pad provides hard keys to make numerical entry quick and sure. The control panel tilts and adjusts from 23° to 55° for accessibility from any position for Section 508 compliance. Orange, blue and white LEDs are easier to see for the vision-impaired and illuminate device status at a glance while printing. Also new reaction sounds give operators sound cues to verify that functions have been completed, commands deleted & authentication accepted. There's even an optional Voice Guidance system to provide audible control instructions.

**Simitri color: superior imaging that also protects the environment.**

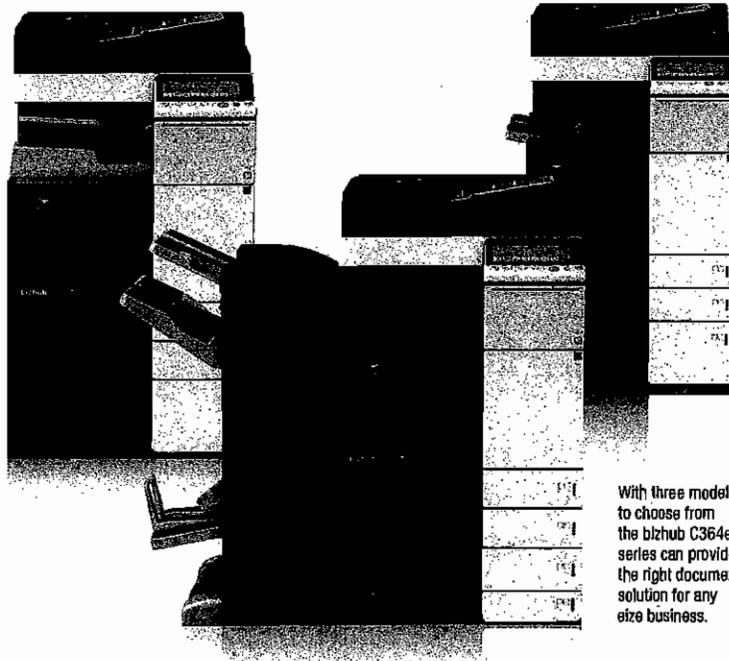
The bizhub C364e/C284e/C224e are unsurpassed in their ability to deliver high-quality, low-cost color documents without slowing down your workflow. Konica Minolta's next-generation Simitri® HD toner formulation creates sharp, clear images with improved fine detail and more legible text. Simitri toner also uses plant-based biomass material to reduce environmental impact – just one of Konica Minolta's leadership Initiatives to protect the planet for future generations.

All three bizhub models consume less power, with energy-saving modes including an Optimize Power Consumption mode that automatically sets correct on/off/standby status for workdays, weekends and holidays. The control panel features an Eco-indicator screen that allows you to monitor paper, toner and energy usage by device, account or end-user. Energy-efficient LED lamps reduce energy consumption during scanning – and blank page removal during scanning or copying saves more paper. And thanks to one-watt power consumption in sleep mode your bizhub isn't burning your budget when it isn't in use.

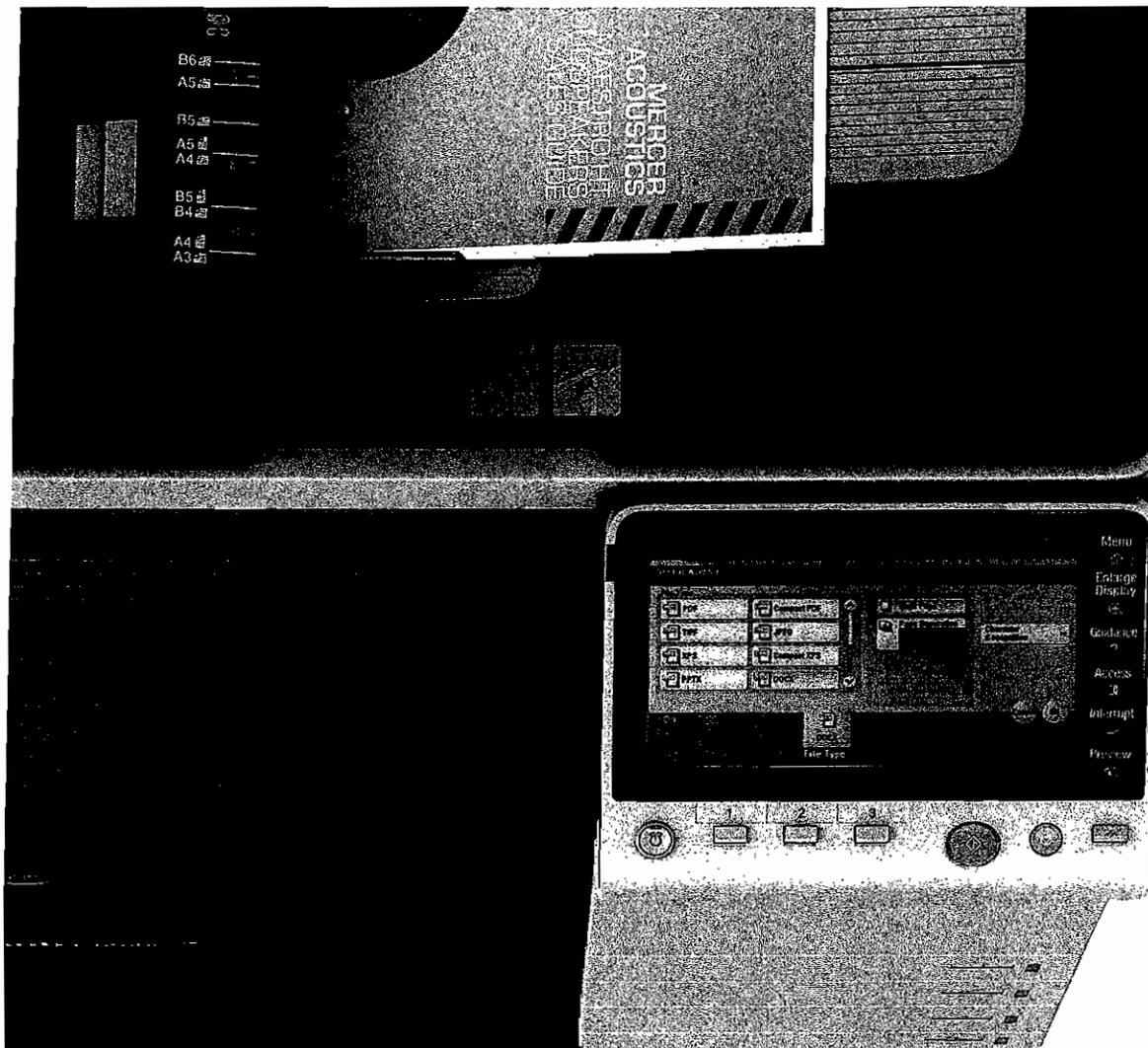
Our Eco Vision 2050 project is committed to reducing CO<sub>2</sub> emissions by 80% over 2005 levels, minimizing greenhouse gases that may contribute to global warming. And our Clean Planet program also provides cost-free recycling for all Konica Minolta consumables, including toner cartridges and bottles, imaging units, developer and drums – with prepaid shipping labels and cost-free packaging.



Enhanced panel operation supports new gesture operations for navigation such as flick, long tap, drag & drop, transparent layers and you can also toggle between a Map Scroll Screen or Tab Screen to access functions needed and enabling customers to execute functions in a highly intuitive manner.



With three models to choose from the bizhub C364e series can provide the right document solution for any size business.



The bizhub C364e series offers an unsurpassed array of scanning features and benefits to bring information into your workflow with greater speed and flexibility.

# EVOLUTIONARY PERFORMANCE IN COLOR PRINTING AND SCANNING

Konica Minolta continues to drive the evolution of digital imaging technology – and in general business as well as healthcare, education, legal and other specialized applications, bizhub gives you easy ways to boost your productivity. Along with high-speed printing in color or B&W, you can speed your workflow with fast scanning to multiple destinations – and add auto finishing options to create full-color reports, brochures, flyers, and graphical presentations in-house and on-demand. Count on Konica Minolta to make it all look easy.

Direct Print supports the newly adopted document format Office Open XML – saving you time by allowing drag-and-drop printing of many popular file formats.



### High-speed document scanning to multiple destinations.

In addition to the high-speed scanning capabilities of your bizhub C364e/C284e/C224e, Distributed Scan compatibility with Windows servers lets you automate the scanning process by sending documents directly to a "Scan Server" set up to follow your instructions – another bizhub enhancement to speed your workflow.

You can scan to email, FTP, SMB and perform TWIN scanning using simple command icons on your bizhub touch-screen panel. Scan-to-Me and Scan-to-Home capabilities let you move documents quickly to secure locations. You can also scan directly to convenient User Boxes for individuals, departments, workgroups and projects. Scan to PowerPoint, Word and Excel lets you convert hard-copy documents to highly versatile Office Open XML files easily and automatically – and Scan to PDF/A and Linearized PDF capabilities optimize documents for display or archiving.

### Modular finishing options for low-cost in-house printing.

Printing In-house and on-demand saves time and money – and also lets you keep control of sensitive information, including business plans, patient records, student files and legal documents. But stapling, folding or saddle-stitching by hand can be tedious – so the bizhub C364e/C284e/C224e makes things easy with auto-finishing options for producing color and B&W reports, presentations, case files, newsletters, records and marketing or training materials.

The compact FS-534 Staple Finisher performs 50-sheet 3-position stapling and sorting. There is also an FS-534 Finisher + SD-511 Saddle-Stitcher Kit version for creating up to 80-page booklets with support for tri-fold sheets. Crisp creases in booklets and tri-fold sheets improve the look of your finished product. Both finishers also accept the optional PK-520 2/3 Hole Punch Kit.

The FS-533 Internal Finisher provides a second finishing option for corner stapling or 2-position stapling. You can add the optional PK-519 Punch Kit to your FS-533 for 2/3-hole punching. And the JS-506 Job Separator Tray option helps you sort prints, copies or faxes more easily. With all these modular options, you can easily build a system that serves your needs today – and grows with your business tomorrow.

### Powerful, networkable printing to make everyone more productive.

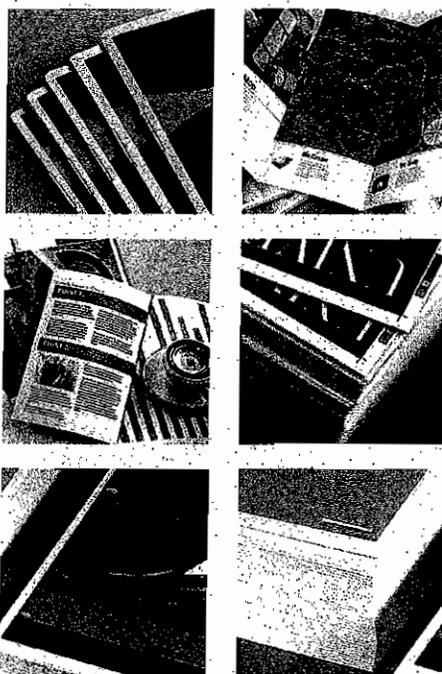
The bizhub C364e, C284e and C224e all incorporate many of our latest enhancements to speed your print workflow. Faster warm-up time of 20 seconds or less and first-copy output in 7 seconds or less can eliminate those unproductive waiting lines – and high-speed internal processing reduces RIP time to keep color jobs moving. Built-in PostScript 3 emulation features Auto Trapping and Black Overprint modes as well as a more versatile ICC profile for specialized or detailed color settings. To enhance your color printing and scanning, sophisticated color conversion imaging and a scanner with enhanced dynamic range are provided to capture vivid dark colors and accurate light greens.

Support for Microsoft Office Open XML lets you perform fast drag-and-drop printing of the latest Microsoft Office files, including docx, xlsx, and pptx. Using downloadable apps, you can take advantage of Cloud storage services – and a convenient USB port on each bizhub lets you print and save documents to/from flash memory devices.

### Maximum print/copy flexibility in more paper sizes and weights.

For easy handling of all your document needs, you'll have support for a wide array of media sizes and weights – from thin 14 lb. bond paper (52 gsm) to thick 100 lb. cover stock (300 gsm), including the ability to print 11" x 17" full-bleed originals on 12" x 18" paper to preserve margins and crop-marks. Two standard paper drawers and a 150-sheet multiple bypass tray can be augmented by a Large Capacity Tray to raise maximum paper capacity to 3,650 sheets – enough to handle document traffic on busy days with less reloading. All three models let you print tabbed pages from the multiple bypass tray and insert tabs into healthcare records, legal case files, student information binders, human resource packets and other tabbed documents. And Watermark mode lets you apply transparent marks to print/copy output to identify or restrict access to documents.

You'll have standard 100% duplex productivity at rated engine speed, producing two-sided prints and copies without the need to re-insert originals. Blank page removal during scanning or copying saves more paper. Proof Copy/Print lets you run off a test page to check your settings before starting your entire print run. Carbon Copy printing saves time by outputting the same data continuously from multiple paper trays in different paper weights or colors – for example, white for immediate distribution, yellow for forwarding, green for filing.



# EXTENDING YOUR OPTIONS WITH SEAMLESS SOFTWARE INTEGRATION

In today's fast-moving digital world, needs keep changing – and Konica Minolta's EnvisionIT approach extends your power to take advantage of emerging business and professional opportunities. You'll have all the options you need: downloadable productivity apps, high-speed fax, i-Option kits and PageScope software to manage documents and devices. You'll also benefit from bEST integration with 3rd-party business software for specialized solutions – including variable-data printing, account tracking, cost recovery and more.

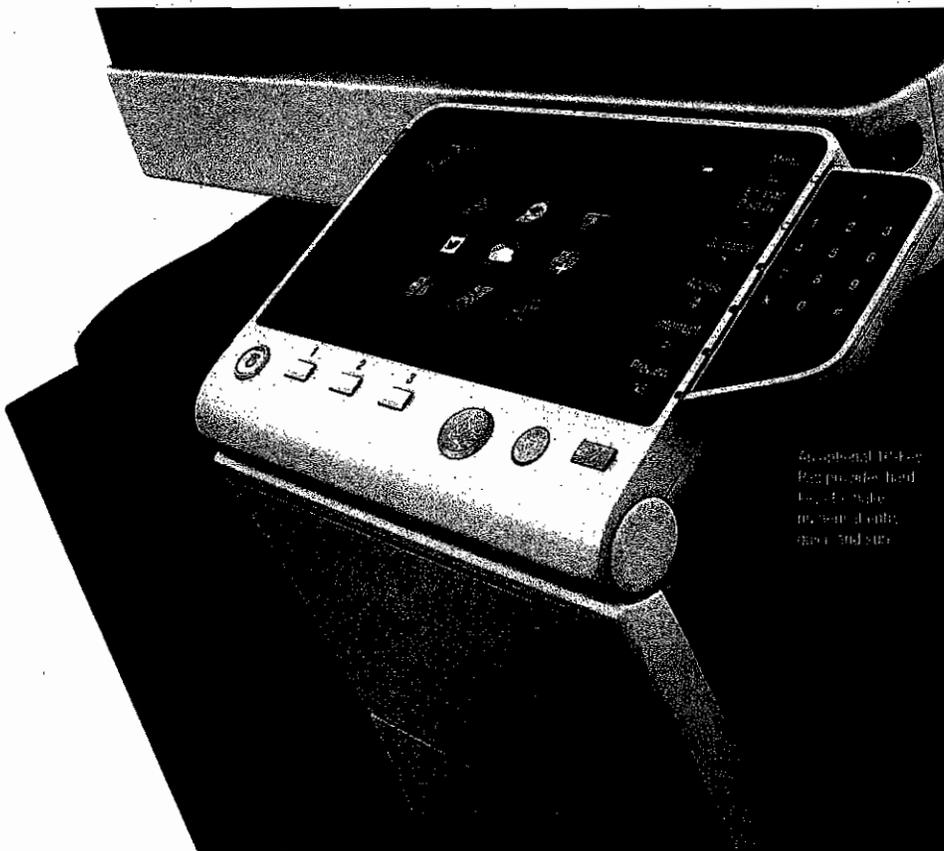
## All the options you need for all-in-one productivity.

Our evolutionary bizhub models incorporate a wide array of extended functions – including direct access to downloadable apps from the bizhub MarketPlace.\* These apps, specifically designed for use on our MFPs, allow you to display corporate announcements on your control panel, access a library of business forms and templates, check on the status of your MFP's security settings, scan to Microsoft SharePoint, order Clean Planet recycling boxes, print Clean Planet shipping labels and much more – all without ever leaving the MFP.

Along with downloadable productivity apps and scalable options for auto finishing and paper handling, you'll have access to innovative i-Options for the specialized capabilities required by your business or profession. The new i-Option LK-110 makes it easy to convert User Box data to Compact PDF files and transform incoming faxes to searchable PDF. LK-110 lets you create or convert documents to the various Office Open XML file formats you need. You can also direct-print files attached to email messages. And you can quickly encrypt PDF files – an important security enhancement to safeguard confidential information.

Another new i-Option, LK-111, provides ThinPrint support – enabling the bizhub C364e, C284e and C224e to print in ThinPrint environments without additional hardware. ThinPrint can speed your printing by performing data compression and controlling broadband network traffic when print jobs are sent from ThinPrint engine to ThinPrint client. You can also add more i-Option kits for your bizhub MFP: LK-101 v3 for web-browser support, LK-102 v3 for PDF/A, Linearized PDF and AES 128-bit PDF encryption support, LK-104 v3 for Voice Guidance operation, LK-105 v3 to create searchable PDF files, LK-106 for Barcode Font support, LK-107 for Unicode Font support, and LK-108 with support for OCR Font printing.

The bizhub C364e, C284e and C224e all incorporate Konica Minolta's IWS (Internal Web Server) – a simple, convenient web browser solution for all-in-one functionality. And all models allow you to add our Super G3 fax, with dual-line option for high-volume transmission and reception. Scan/Fax Destination List speeds your distribution by filtering searches by criteria you determine – and you'll have selectable fax file formats including PDF, compact PDF, TIFF, JPEG and XPS, plus Color Internet Faxing, PC Faxing and IP Address Faxing for maximum flexibility to speed information to destination.



Optional i-Option  
LK-110 provides head-  
line-to-headline  
conversion with  
easy-to-use

\*May not be available at time of launch.

The PageScope® Mobile App enables busy professionals to print from smartphones and other portables directly to networked bizhub devices.

The optional IC-414 Fiery Image Controller brings office workgroups high-quality color control, and automated workflows.



### Seamless integration of PageScope and 3rd-party software.



Hardware and software, working together – that's a key advantage of Konica Minolta's bizhub Extended Software Technology (BEST). Your bizhub control panel can give you direct

access to commands for standard business software as well as specialized document handling capabilities for legal, educational and healthcare applications.

Konica Minolta's own PageScope Enterprise Suite provides a powerful set of bizhub productivity tools for server-based authentication and account tracking – including a MyPanel Manager utility to customize the interface that appears at each bizhub MFP and disappears when users log out.

The PageScope Mobile app allows you to print or scan documents on the go from multiple mobile platforms – an important advantage for medical, legal and educational professionals who work from widely separated workplaces or collaborate from home.

PageScope software utilities do even more.

PageScope Web Connection gives each bizhub its own internal website for fast access to device status information.

PageScope Net Care Device Manager provides fast, simple management of multiple devices from a single point.

PageScope Print Status Notifier provides automatic alerts to speed your workflow. PageScope Data Administrator™ handles addresses, passwords, and accounts with ease – and PageScope Box Operator lets you download and access scanned User Box data from your PC.

### Advanced color management tools for graphics solutions.

For graphics-intensive applications in marketing, advertising, design and communications, the bizhub C364e and C284e accept the optional IC-414 Fiery Image Controller from EFI – the industry leader in advanced color management.

The IC-414 provides standard EFI Command Workstation functionality, Fiery Remote Scan, and EFI WebTools to help you get the job done better. Fiery Graphic Arts Options include Auto Trapping, Hot Folder printing with embedded job ticket settings, job setup with finishing options and imposition attributes for drag-and-drop printing. An optional Color Profiler suite allows you to create customized ICC profiles with CMYK devices.

Standard Fiery VUE software orchestrates all these elements into a professional solution for high-impact results – giving you the ability to handle specific Pantone color requirements, manage print queues more effectively, and fine-tune color output to suit the needs of any job.

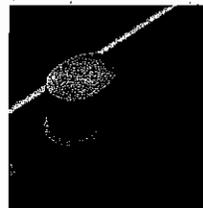
### Enhanced security to protect sensitive business data.

Security isn't an option it's a necessity, especially for specialized legal, educational and healthcare applications that must comply with JSOX, FERPA, HIPAA and other government requirements for the protection of sensitive client, student and patient information.

Your bizhub C364e, C284e and C224e come with enhanced security protections. With bizhub SECURE, your service provider can initiate a powerful array of lock-down protections that guard your bizhub from unauthorized operation. You can initiate encrypted PDF workflow to protect information passing from PCs to networked bizhub devices. IP filtering registers IP addresses of the PCs on your network.

All models are currently in evaluation to meet strict ISO 15408 security standards and all accept a wide array of specialized options to fit the needs of your application, including Biometric Authentication, input for HID Proximity Cards, iClass Cards and Magnetic Stripe Cards, CAC/PIV Card support (available summer 2013), even an optional built-in IC card reader for fast, simple ID card authorization. An optional Copy Guard system can require password access to make copies. HDD Lock can apply password protection to your bizhub hard disk drive.

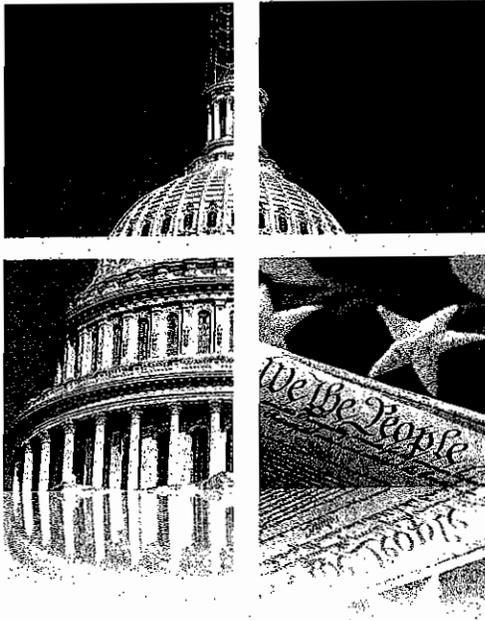
For environments that demand the highest level of security, the bizhub C364e, C284e and C224e also comply with the higher level IEEE 2600.1 international standard for MFP and printer information security. To protect information once stored on your bizhub hard disk drive, their Job Erase function automatically overwrites your HDD up to three times meeting the criteria of DoD 55220.22-M (Department of Defense) and NAVSO P-5239-26 (US Navy). And when your bizhub is reassigned to another location or removed from service, HDD Sanitizing can overwrite data in eight different modes so no sensitive information is compromised.



**For all your document needs, you can count on Konica Minolta.** Konica Minolta Business Solutions U.S.A., Inc. is a leader in advanced document management technologies and IT Services. The company focuses on complete business solutions including production print systems, digital presses, multifunctional products (MFPs), managed print services, vertical application solutions and related services and supplies. Konica Minolta has won numerous awards and recognition including being recognized as the #1 Brand for Customer Loyalty in the MFP Office Copier Market by Brand Keys for six years in a row. For the third consecutive year, Buyers Laboratory LLC (BLI) has named Konica Minolta the winner of its "A3 MFP Line of the Year" award. In 2012, Konica Minolta also received "Document Imaging Solutions Line of the Year" recognition from BLI – and has been named to the Dow Jones Sustainability World Index in recognition of the company's economic, environmental and social performance. We are proud of our record of achievement – and we invite you to learn first-hand why you can always count on Konica Minolta. For more information, visit: [www.CountOnKonicaMinolta.com](http://www.CountOnKonicaMinolta.com)







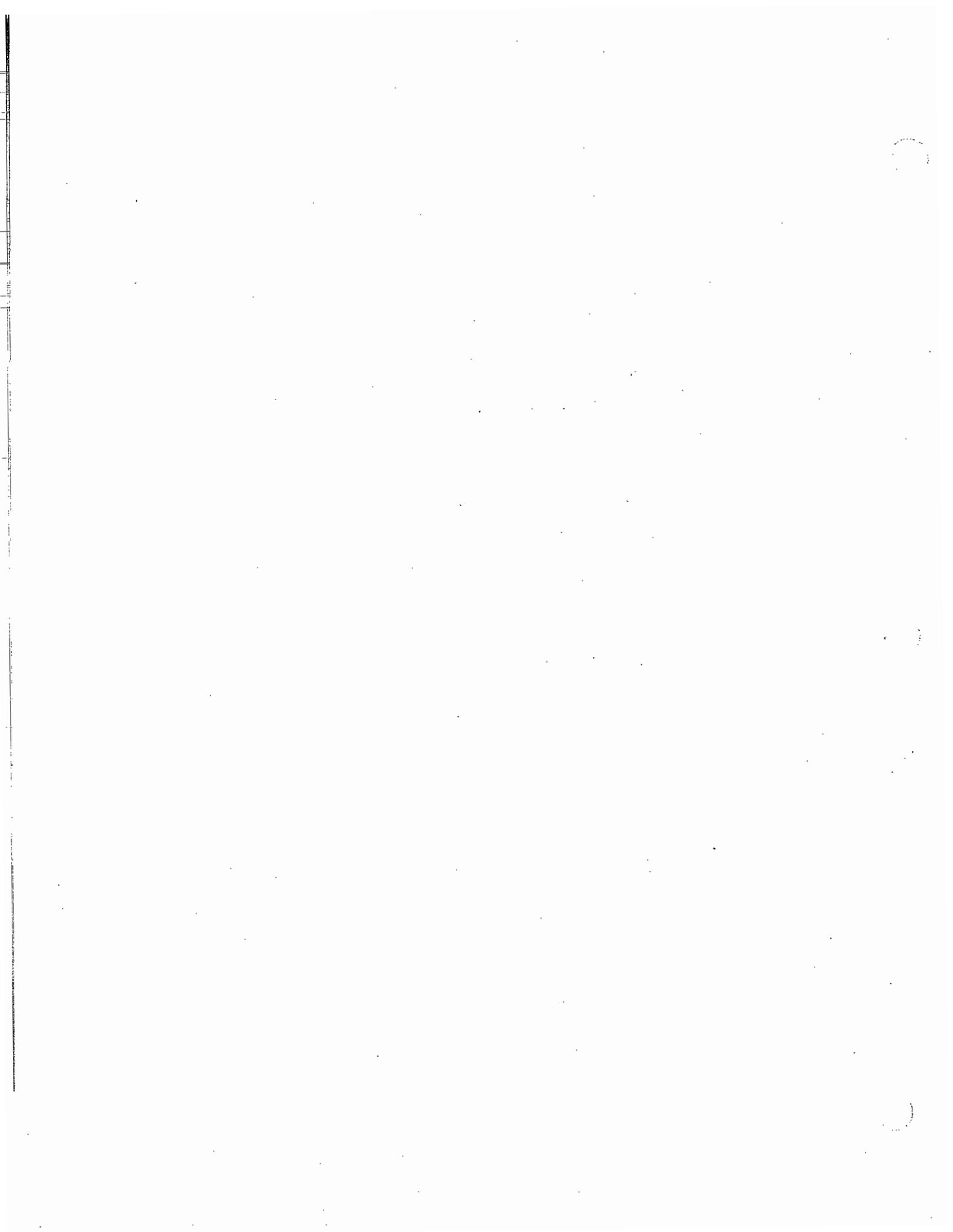
bizhub C554e brochure



KONICA MINOLTA



EnvisionIT  
GOVERNMENT



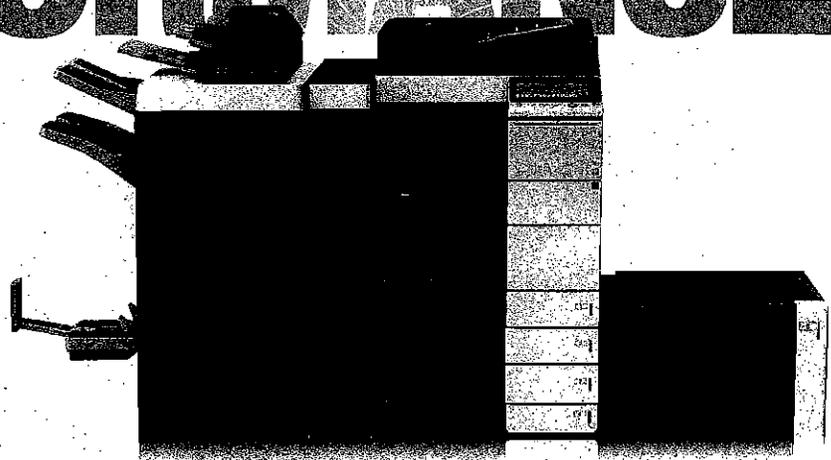


KONICA MINOLTA

# **bizhub C554e/C454e**

PRINT LIKE THE PROS WITH

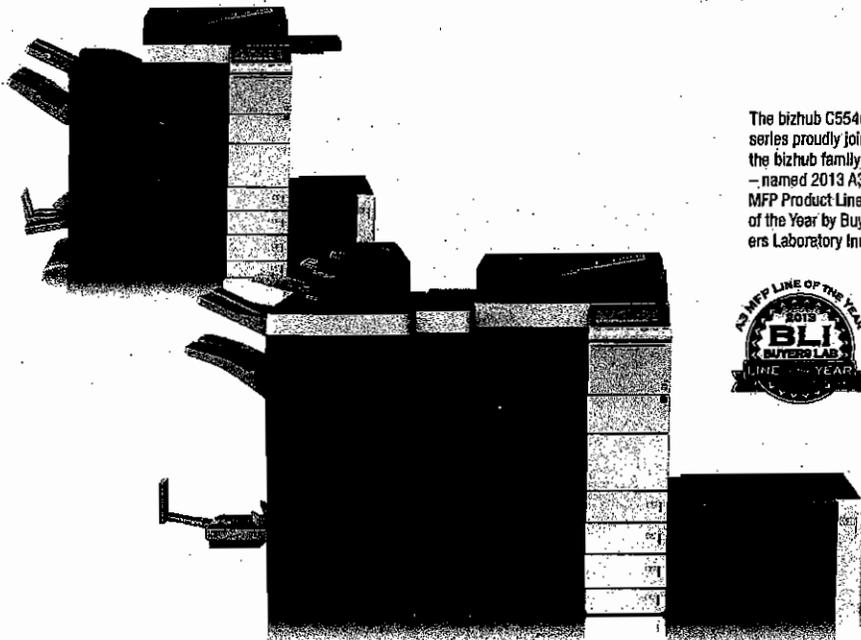
# **ENHANCED DESIGN & PERFORMANCE**



The bizhub C554e series proudly joins the bizhub family — named 2013 A3 MFP Product Line of the Year by Buyers Laboratory Inc.

# ADVANCED OFFICE MFPs WITH SPEED, POWER AND PRODUCTIVITY

Print like the pros with bizhub C554e and C454e, the high-speed, high-volume print/copy/scan solutions that increase your output and power up your productivity. Our evolutionary INFO-Palette control panel design features enhanced multi-touch functionality that's as easy as operating a tablet PC. Superior color imaging helps communicate your message more effectively – and you'll have industry-leading Konica Minolta initiatives to help protect the environment as you save time, paper and energy.



The bizhub C554e series proudly joins the bizhub family – named 2013 A3 MFP Product Line of the Year by Buyers Laboratory Inc.



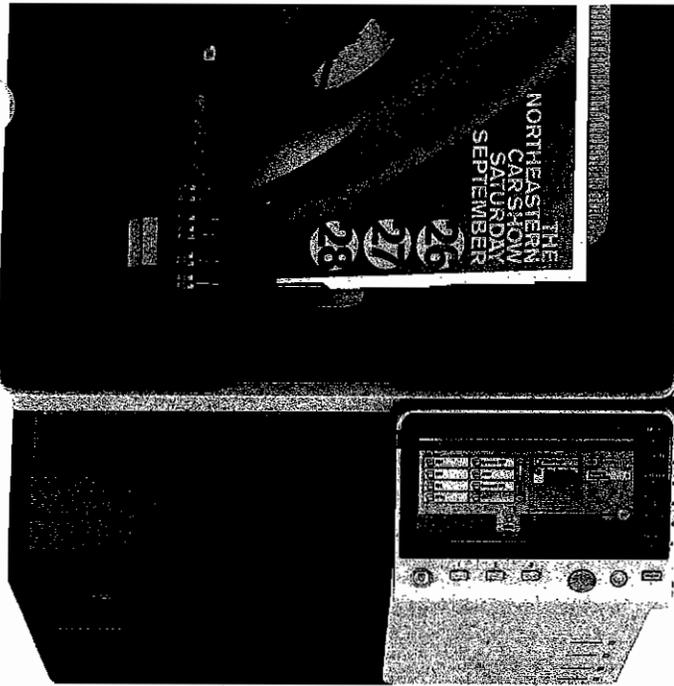
## EnvisionIT

**EnvisionIT: a total solution for transforming your workflow.**

For high-volume office and enterprise environments, a top priority is managing and distributing information quickly and cost-efficiently – and doing it with simple, intuitive control. The solution is Konica Minolta.

It begins with EnvisionIT: our total, end-to-end approach to general business as well as legal, educational and healthcare demands. EnvisionIT combines intelligent design, enhanced performance and proven reliability in a powerful vision that speeds your output, improves your images and reduces your costs. You'll have bizhub MFP performance. Seamless integration with Konica Minolta and 3rd-party software. And IT support from our All Covered division, including managed IT services, IT projects, cloud services and information security services.

EnvisionIT Legal solutions aim to help law firms and departments of all sizes "envision" ways to work smarter and more efficiently with managed services and integration solutions designed for their specific business requirements. EnvisionIT solutions for K-12 and Higher Education help cut costs and balance budgets with innovative technology, eco-friendly products, world-class support to improve student performance and increase teacher and administrator productivity. And Konica Minolta EnvisionIT solutions for Healthcare are designed to meet the challenges facing today's healthcare facilities, including the protection of patient records with enhanced performance and security features that meet new standards of both the Health Insurance Portability and Accountability Act (HIPAA) and the Health Information Technology for Economic and Clinical Health (HITECH) initiative.



Both bizhub models feature fast dual-scanning document feeders that enable you to scan both sides of the page in a single pass, handling up to 160 originals per minute.



Enhanced panel operation lets users toggle between a Map Scroll Screen or Tab Screen to access functions needed and enable customers to execute functions in a highly intuitive manner.

**Color printing and scanning that will never slow you down.**

For in-house, on-demand output that keeps ahead of your business and professional needs, the bizhub C554e prints and copies in both color and B&W at up to 55 ppm – the bizhub C454e at up to 45 ppm. Both models have standard single-pass dual scanning at up to 160 originals per minute, making them ideal on-ramps for hard-copy business information as well as client, student and patient records.

Distributed Scan compatibility with Windows servers lets you automate the scanning process by sending documents directly to a "Scan Server" set up to follow your instructions – another bizhub enhancement to speed your workflow.

You can scan to email, FTP, SMB and perform TWAIN scanning using simple command icons on your bizhub touch-screen panel. Scan-to-Me and Scan-to-Home capabilities let you move documents quickly to secure locations. You can also scan directly to convenient User Boxes for individuals, departments, workgroups and projects. Scan to PowerPoint, Word and Excel lets you convert hard-copy documents to highly versatile Office Open XML files easily and automatically. Scan to PDF/A and Linearized PDF capabilities optimize documents for display or archiving. Real-time preview of scanned images helps you save time by avoiding mistakes – and blank page removal during scanning eliminates wasted paper.

The bizhub C554e and C454e also give you control panel access to powerful, downloadable apps\* to enhance your productivity, including a PageScope Mobile app that allows you to print or scan documents on the go from multiple mobile platforms – an important advantage for medical, legal and educational professionals who work from widely separated workplaces or collaborate from home.

**INFO-Palette design: more document power at your fingertips.**

With our latest evolution of INFO-Palette design, the bizhub C554e and C454e combine compact footprint, sleek dark cabinet design, and uniform control panel operation.

In fact, there's never been such a powerful office MFP that's also so easy to operate. Both models feature a 9" color screen with intuitive multi-touch functionality that's as easy to operate as familiar tablet PCs. You can swipe, drag & drop, tap & toggle, switch easily between map scroll and tab screen menus to control printing, copying, scanning and other functions. A quick flick of your finger across the screen brings you to the menu you want. Function screens put both standard and custom settings at your fingertips.

Enhanced editing operations provide an advantage in previewing your documents before you print. New preview screen capabilities include pinch-in & pinch-out to enlarge or reduce image size and image rotation operations for smooth confirmation of document details. Long tap displays the next set of operating menus. Transparent menus let you see through to a lower level, so you always know where you are. You can simply touch a file stored in a User Box, drag it and release it in the print, send or edit processing area.

Your enhanced control panel has soft keys that can be called up and displayed in any screen position. An optional 10-Key Pad provides hard keys to make numerical entry quick and sure. The control panel tilts and adjusts from 23° to 55° for accessibility from any position for Section 508 compliance. Orange, blue and white LEDs are easier to see for the vision-impaired – and new reaction sounds give operators sound cues to verify that functions have been completed, commands deleted or authentication accepted. There's even an optional Voice Guidance system to provide audible control instructions.

**Simitri color: spectacular quality that also protects the environment.**

Another essential Konica Minolta Innovation is Simitri® HD toner: the exclusive polymerized toner formulation that creates spectacular color images with improved fine detail and more legible text. For over a decade, Simitri toner has also used plant-based biomass material to reduce environmental impact.

With energy-saving standby mode and an Optimize Power Consumption mode that automatically sets correct on/off/standby status for workdays, weekends and holidays, both bizhub models consume less power. The control panel features an Eco-indicator screen that allows you to monitor paper, toner and energy usage by device, account or end-user. Energy-efficient LED lamps reduce energy consumption during scanning. And thanks to one-watt power consumption in sleep mode, your bizhub isn't burning your budget when not in use.

And to protect the planet for future generations, our Eco Vision 2050 project is committed to reducing CO<sub>2</sub> emissions by 80% over 2005 levels – minimizing greenhouse gases that may contribute to global warming. Our Clean Planet program even provides cost-free recycling for all Konica Minolta consumables, including toner cartridges and bottles, imaging units, developer and drums. We provide prepaid shipping labels and cost-free packaging to make the recycling process hassle-free.



**Dow Jones Sustainability Indexes**

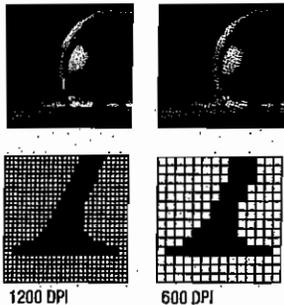
been named to the Dow Jones Sustainability World Index – and we've also won a Global 100 Most Sustainable Corporations award from Global Knights, the magazine for clean capitalism.

In recognition for our economic, environmental and social performance, Konica Minolta has recently

\*Not available at time of launch. Options required.

# HIGH-SPEED COLOR OUTPUT FOR IN-HOUSE, ON-DEMAND PRINTING

The bizhub C554e/C454e are built for speed – and built-in print control makes you more productive right from the start. You'll have robust design for reliable high-volume printing at up to 200,000 pages per month, with pro-quality inline finishing options for saddle-stitching, tri-folding, stapling, hole-punching and more. You can customize a right-size solution that grows with your business – and take advantage of the latest print utilities and cloud services to upload and access documents from any location.



Konica Minolta's exclusive Simitri HD toner formulation uses smaller and more consistent particles to reproduce images with greater detail and sharper more legible text at true 1200 dpi resolution.

## Built-in print control for instant print and scan productivity.

The powerful Emperon® print system gives your bizhub C554e and C454e full print/copy/scan performance right from the start, with universal print driver, PCL6/PS3 emulation and native XPS functionality. Robust design and monthly duty cycle up to 200,000 pages provide reliable power for high-volume needs, with high-speed internal processing to reduce RIP time and keep color jobs moving when you're working on tight deadlines.

You'll have Auto Trapping and Black Overprint capabilities as well as a more versatile ICC profile for specialized or detailed color settings. Sophisticated color conversion imaging enhances your color printing and scanning – and a scanner with enhanced dynamic range captures vivid dark colors and accurate light greens.



Support for Microsoft Office Open XML lets you perform fast drag-and-drop printing of the latest Microsoft Office files, including docx, xlsx, and pptx. Using downloadable apps, you

can take advantage of Cloud storage services such as Google, SharePoint and Office 365. A convenient USB port on each bizhub lets you print and save documents to/from flash memory devices. A standard 250 GB hard disk drive provides on-board storage for electronic documents as well as quick redistribution or reprinting of jobs you've already scanned or printed.

## Maximum print/copy flexibility in more paper sizes and weights.

Enhanced paper capacity of up to 6,650 sheets is another big advantage for high-volume applications, enabling you to work longer with less reloading. Along with 500-sheet universal paper drawers, you can add 2,500-sheet or 3,000-sheet Large Capacity Units. The bizhub C554e and C454e both accept a wide range of media, from thin 14 lb. bond paper (52 gsm) to thick 100 lb. cover stock (300 gsm) — in sizes up to 12" x 18", preserving margins and crop-marks on 2-page spreads or oversized charts and graphs.

You'll have standard duplexing at full rated engine speed to save paper by printing 2-sided originals. Both models let you print tabbed pages from the multiple bypass tray and insert tabs into healthcare records, legal case files, student information binders, human resource packets or tabbed documents. And Watermark mode lets you apply transparent marks to print/copy output to identify or restrict access to documents.

Proof Copy/Print allows you to run off a test page to check your settings before starting your entire print run. Carbon Copy printing saves time by outputting the same data continuously from multiple paper trays in different paper weights or colors – for example, white for immediate distribution, yellow for forwarding, green for filing.



Direct Print supports the newly adopted document format Office Open XML – saving you time by allowing drag-and-drop printing of many popular file formats.



**Modular finishing options to speed your output and lower your cost.**

All these pro-quality production features make the bizhub C554e or C454e an ideal solution for in-house color printing that saves time and money while keeping control of sensitive information, including business plans, legal documents, financial information and student or patient records.

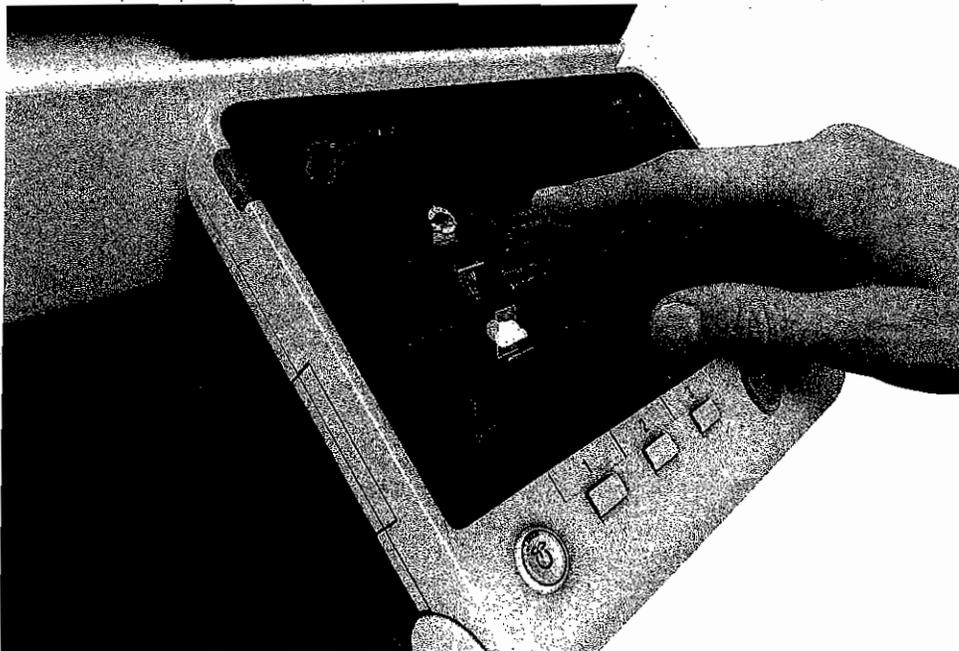
With modular, scalable inline finishing options, the bizhub C554e and C454e make things easy by eliminating the need for costly outsourcing or tedious hand-finishing — giving you the power to produce color and B&W reports, presentations, case files, newsletters, records and marketing or training materials in a seamless process that saves time and money.

Both the bizhub C554o and C454e accept a compact FS-534 Staple Finisher that perform 50-sheet 3-position stapling and sorting. There is also an FS-534 Finisher + SD-511 Saddle-Stitcher Kit version for creating up to 80-page booklets with support for tri-fold sheets. Both finishers also accept the optional PK-520 2/3 Hold Punch Kit. Crisp creases in booklets and tri-fold sheets improve the look of your finished product. The bizhub C554e also accepts the powerful FS-535 100-sheet Staple Finisher with Z-fold support option. The PI-505 Post Inserter option provides cover insert sheet capability.

The JS-506 Job Separator Tray option helps you sort prints, copies or faxes more easily without increasing your compact MFP footprint. There's even an ultra-compact FS-533 Internal Finisher for corner or 2-position stapling in applications that don't require pro-quality auto-finishing. With all these modular options, you can easily build a system that serves your needs today — and grows with your business tomorrow.

# SOFTWARE AND SYSTEM ENHANCEMENTS TO EXPAND YOUR HORIZONS

For greater production power, Konica Minolta gives you all the options – including a powerful Fiery Image Controller for graphic-intensive applications and a Super G3 high-speed fax with multi-line options. You'll have seamless integration with standard 3rd-party software, control-panel access to downloadable apps\* that improve your productivity, and system enhancements for document management, variable-data mailing, account tracking, cost recovery – even industry-standard programs for healthcare, education, legal and other specialized applications.



**Advanced options to expand your all-in-one productivity.**



Our evolutionary bizhub C554e and C454e incorporate a wide array of extended functions

– including direct access to downloadable apps from the bizhub MarketPlace.\* These apps, specifically designed for use on our MFPs, allow you to display corporate announcements on your control panel, access a library of business forms and templates, check on the status of your MFP's security settings, scan to Microsoft SharePoint, order Clean Planet recycling boxes, print Clean Planet shipping labels and much more – all without ever leaving the MFP.

Along with downloadable productivity apps and scalable options for auto finishing and paper handling, you'll have access to innovative i-Options for the specialized capabilities required by your business or profession. The new i-Option LK-110 makes it easy to convert User Box data to Compact PDF files and transform incoming faxes to searchable PDF. LK-110 lets you create or convert documents to the various Office Open XML file formats you need. You can also direct-print files attached to email messages. And you can quickly encrypt PDF files – an important security enhancement to safeguard confidential information.

Another new i-Option, LK-111, provides ThinPrint support – enabling the bizhub C554e and C454e to print in ThinPrint environments without additional hardware. ThinPrint can speed your printing by performing data compression and controlling broadband network traffic when print jobs are sent from ThinPrint engine to ThinPrint client. You can also add more i-Option Kits for your bizhub MFP: LK-101 v3 for web-browser support, LK-102 v3 for PDF/A (1a/1b), Linearized PDF and AES 128-bit PDF encryption support, LK-104 v3 for Voice Guidance operation, LK-105 v3 to create searchable PDF files, LK-106 for Barcode Font support, LK-107 for Unicode Font support, and LK-108 with support for OCR Font printing.

The bizhub C554e and C454e incorporate Konica Minolta's IWS (Internal Web Server) – a simple, convenient web browser solution for all-in-one functionality. You can even add our Super G3 fax, with dual-line option for high-volume transmission and reception. Scan/Fax Destination List speeds your distribution by filtering searches by criteria you determine – and you'll have selectable fax file formats including PDF, compact PDF, TIFF, JPEG and XPS, plus Color Internet Faxing, PC Faxing and IP Address Faxing for maximum flexibility to speed information to destination.

\*Not available at time of launch. Options required.

## Fiery color management for graphics-intensive applications.

The bizhub C554e and C454e both accept the optional IC-414 Fiery Image Controller from EFI, giving graphics professionals an ideal all-in-one solution for superior color accuracy and greater productivity in marketing, advertising, design and communications.

The IC-414 handles specific Pantone color matching requirements for reproducing custom corporate colors. Standard EFI Command Workstation functionality helps you manage your color printing more efficiently. Powerful print queue management capabilities keep jobs moving even at times of peak demand – and Fiery Graphic Arts Options include Auto Trapping, Hot Folder printing with embedded job ticket settings, job setup with finishing options and imposition attributes for drag-and-drop printing.

An optional Color Profiler Suite allows you to create customized ICC profiles with CMYK devices. Standard Fiery VUE software orchestrates all these elements into a professional solution for high-impact results – speeding your color workflow and giving you the ability to fine-tune color output to suit the needs of any graphics project.

## Enhanced security for protecting information in the digital era.

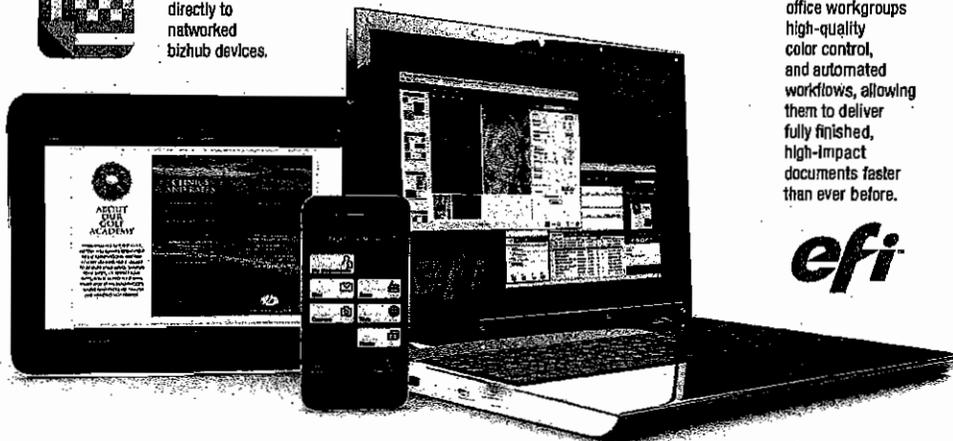
Security isn't an option – it's a necessity, especially for specialized legal, educational and healthcare applications that must comply with JSDX, FERPA, HIPAA and other government requirements for the protection of sensitive client, student and patient information.

Both the bizhub C554e and C454e include the enhanced security protections your business demands. With bizhub SECURE, your service provider can initiate a powerful array of lock-down protections that guard your bizhub from unauthorized operation. You can initiate encrypted PDF workflow to protect information passing from PCs to networked bizhub devices. IP filtering registers IP addresses of the PCs on your network.

All models are currently in evaluation to meet strict ISO 15408 security standards – and all accept a wide array of advanced security options to fit the needs of any application, including Biometric Authentication for quick "ID and print" operation, Input for HID Proximity Cards, iClass Cards and Magnetic Stripe Cards, CAC/PIV Card support (available summer 2013), even an optional built-in IC card reader. An optional Copy Guard system can require password access to make copies. HDD Lock can apply password protection to your bizhub hard disk drive.

For environments that demand the highest level of security, the bizhub C554e and C454e also comply with the higher level IEEE 2600.1 international standard for MFP and printer information security. To protect information once stored on your bizhub hard disk drive, their Job Erase function automatically overwrites your HDD up to three times – meeting the criteria of DoD 5220.22-M (Department of Defense) and NAVSD P-5239-26 (US Navy). And when your bizhub is reassigned to another location or removed from service, HDD Sanitizing can overwrite data in eight different modes so no sensitive information is compromised.

The PageScope Mobile App enables busy professionals to print from smartphones and other portables directly to networked bizhub devices.



The optional IC-414 Fiery Image Controller brings office workgroups high-quality color control, and automated workflows, allowing them to deliver fully finished, high-impact documents faster than ever before.

**efi**

## bEST: a better approach to 3rd-party business software.

Hardware and software, working together – that's a key advantage of Konica Minolta's bizhub Extended Software Technology (bEST). Your bizhub control panel can give you direct access to commands for standard business software as well as specialized document handling capabilities for legal, educational and healthcare applications.

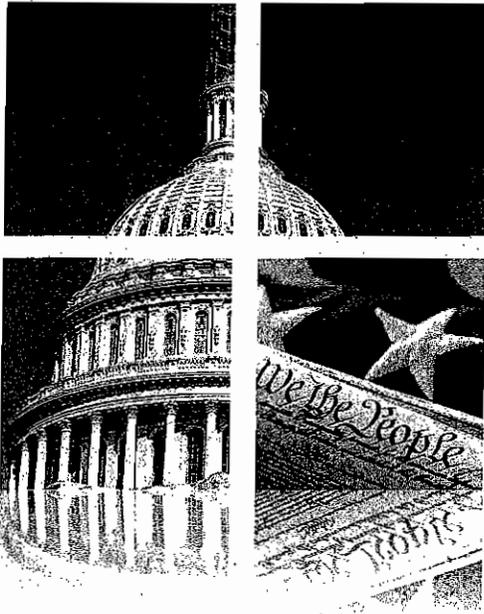
Konica Minolta's own PageScope Enterprise Suite provides a powerful set of bizhub productivity tools for server-based authentication and account tracking – including a MyPanel Manager utility to customize the interface that appears at each bizhub MFP and disappears when users log out.

PageScope software utilities do even more. PageScope Web Connection gives each bizhub its own internal website for fast access to device status information. PageScope Net Care Device Manager provides fast, simple IT management of multiple devices from a single point. PageScope Print Status Notifier provides automatic alerts to speed your workflow. PageScope Data Administrator™ handles addresses, passwords, and accounts with ease – and PageScope Box Operator lets you download and access scanned User Box data from your PC.

**For all your document needs, you can count on Konica Minolta.** Konica Minolta Business Solutions U.S.A., Inc. is a leader in advanced document management technologies and IT Services. The company focuses on complete business solutions including production print systems, digital prepress, multifunctional products (MFPs), managed print services, vertical application solutions and related services and supplies. Konica Minolta has won numerous awards and recognition including being recognized as the #1 Brand for Customer Loyalty in the MFP Office Copier Market by Brand Keys for six years in a row. For the third consecutive year, Buyers Laboratory LLC (BLI) has named Konica Minolta the winner of its "A3 MFP Line of the Year" award. In 2012, Konica Minolta also received "Document Imaging Solutions Line of the Year" recognition from BLI – and has been named to the Dow Jones Sustainability World Index in recognition of the company's economic, environmental and social performance. We are proud of our record of achievement – and we invite you to learn first-hand why you can always count on Konica Minolta. For more information, visit: [www.CountOnKonicaMinolta.com](http://www.CountOnKonicaMinolta.com)







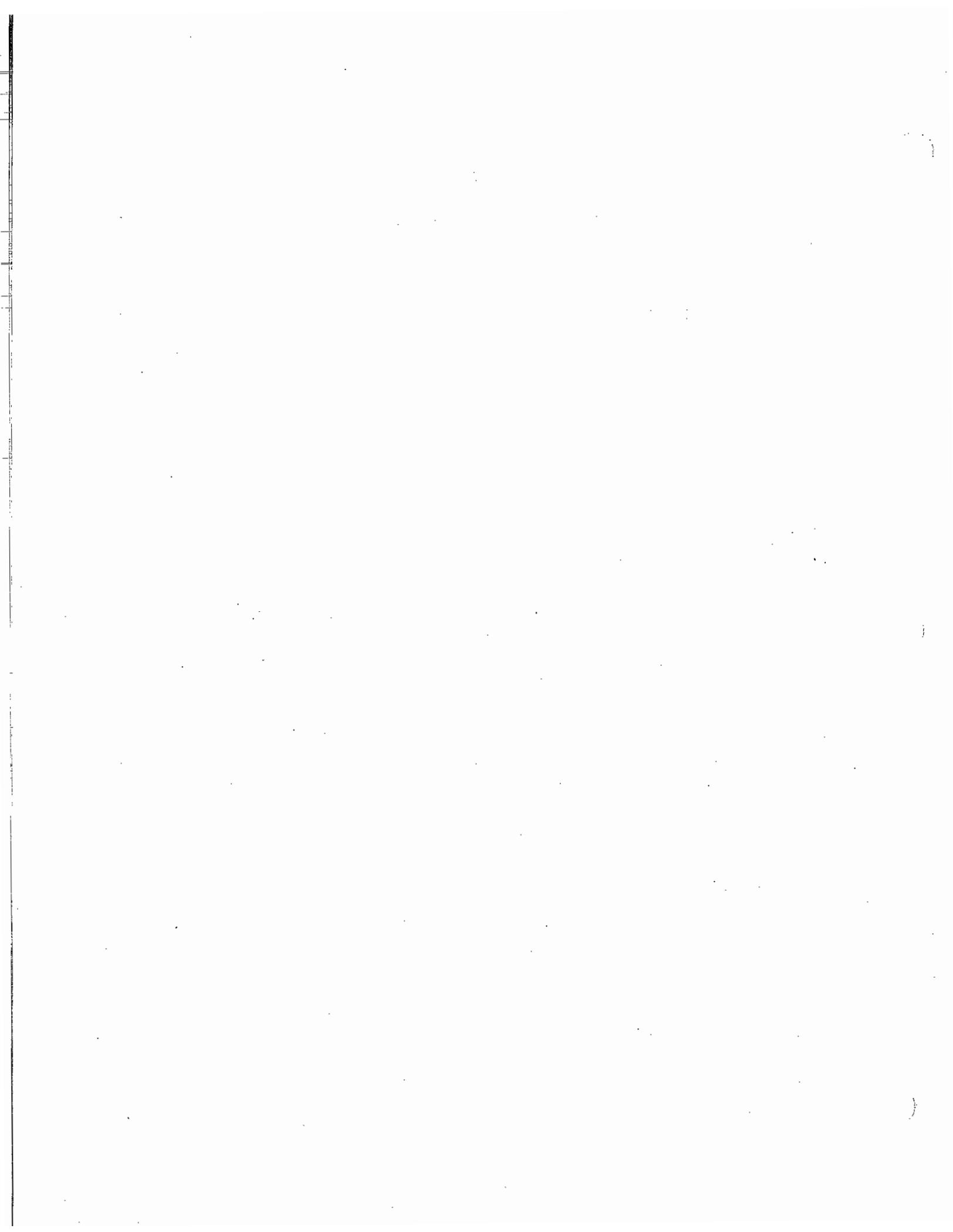
## MyKMBS Brochure and Sample Reports



KONICA MINOLTA



EnvisionIT  
GOVERNMENT





KONICA MINOLTA



COUNT ON KONICA MINOLTA

## MyKMBS.com

### Convenience at your fingertips.

#### MyKMBS.com:

a complete and comprehensive, online service management website that provides you with the capability to perform valuable functions, including placing service calls, ordering supplies, entering meter reads, and even paying invoices.

MyKMBS.com also provides detailed information about your equipment fleet: install dates, service contract coverage dates, service history and the exact location of the equipment, down to the floor or department.

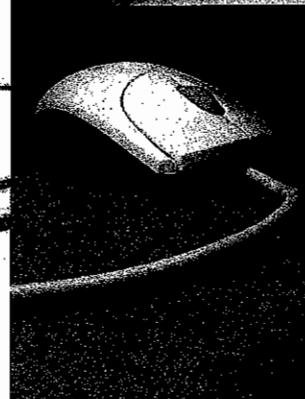
### On-demand value.

**No cost and tremendous returns:** Whether your business has one or one hundred Konica Minolta bizhub systems, you can always be assured of the best service available for our products.

MyKMBS.com makes managing your fleet quick and easy. Supplies? Order up. Service? Put the call in. Meter Reads? A snap. Invoices? View and pay. Reports? Customized. It's all yours and it's free. ONLY from Konica Minolta Business Solutions.



**The online solution**



POWERFUL.  
EASY.  
EFFICIENT.  
AVAILABLE 24/7.

You can count on Konica Minolta.



A SECURED WEBSITE THAT IS THE TOOL YOU NEED TO MANAGE YOUR KONICA MINOLTA bizhub FLEET... TWENTY-FOUR HOURS A DAY, SEVEN DAYS A WEEK.



YOU NEED TO KNOW. EVERYTHING. VIEW ALL YOUR MACHINES AND KEEP THEM RUNNING AT THEIR BEST WITH MYKMBS.COM ...YOUR PERSONAL WEB TOOL.



### SUPPLIES

Not only faster and more accurate than other methods of ordering, but convenient. Ordering online at MyKMBS.com eliminates the worry and wonder. Once your order is placed, you can track it from our warehouse right to your door.



### SERVICE

Placing service calls is fast and easy. With a couple of clicks, your technician gets instant notification of the call and will contact you with an ETA... Now THAT'S service. You'll also get an email confirmation that the call has been placed!



### METER READS

Submitting meter reads can easily slip your mind. MyKMBS.com will send you an email reminder to let you know when your meter reads are due. And, because MyKMBS.com is available day and night, you can enter the reads at a time most convenient for you.



### REPORTING

MyKMBS.com gives you fast access to customized reports. View your entire fleet including install and service contract dates. The Fleet Up-Time Performance Report provides you with up-time, response-time statistics, average monthly copy volume and more. You can view a summary of your fleet performance when you need it!



### PAY INVOICES

Quick, convenient and secure. View your open receivables and pay via credit card online - anytime.

### HOW YOU BENEFIT:

- More control over your fleet
- Saves you valuable time
- Manage multiple locations with ease

### HOW TO REGISTER:

- Go to MyKMBS.com and click "First time user? Register Here"
- Registering allows you to Pay Invoices, Order Supplies, and Place Service Calls right away!



KONICA MINOLTA

KONICA MINOLTA  
BUSINESS SOLUTIONS U.S.A., INC.  
100 Williams Drive  
Ramsey, NJ 07446

© 2010 KONICA MINOLTA BUSINESS SOLUTIONS  
U.S.A., INC. All rights reserved.  
Reproduction in whole or in part without written permission is  
prohibited. Konica Minolta is a trademark of KONICA MINOLTA  
HOLDINGS, INC.

**Start taking advantage  
of MyKMBS.com today!**



We offer report options to help our customers track their equipment as well as monitor performance. Each report can be downloaded to excel which allows the user to personalize the information based on their specific requirements.

The screenshot shows a web browser window displaying the 'General Fleet Information Report' page. The page header includes the MyKMBS.com logo and navigation tabs: WATCH LIST, CONTACT INFO, CHANGE PROFILE, EQUIPMENT MGMT, METER COLLECTION, and FLEET MGMT. The main content area features a table of equipment details and a 'Contract Information' section. The browser address bar shows the URL: http://hs7devapp1.minolta.com/hah151-cgi/hsrun.hse/M...

Serial	Description	Location	Install Date	Type	Coverage Dates
A00J010004326	BIZHUB C550	4TH FL	10/23/2007	ZZSM	10/29/2007 - 10/28/2010
113002241	**MINOLTA FAX 1600E		09/27/2001		
A00J010004999	BIZHUB C550		10/30/2007	ZZSM	10/29/2007 - 10/28/2010
57BE17630	BIZHUB 600		06/18/2007	ZZSM	06/18/2007 - 06/17/2010
57BE16889	BIZHUB 600	4TH FL	10/23/2007	ZUCP	08/10/2007 - 08/09/2010
A00J010004991	BIZHUB C550		10/30/2007	ZZSM	10/29/2007 - 10/28/2010
57BE19521	BIZHUB 600		10/30/2007	ZZSM	10/29/2007 - 10/28/2010
50GE10963	BIZHUB 500		10/29/2007	ZZSM	10/29/2007 - 10/28/2010

### General Fleet Information

A high level inventory report that shows all devices throughout our customer's fleet including serial numbers, equipment description, install dates, and service contract coverage dates.



MyKMBS.com - Fleet Uptime Performance Report - Windows Internet Explorer

http://hs7devapp1.minolta.com/haht51-cgi/hsrun.hse/M

mykmbs.com

WELCOME UPTIME PERCENTAGE 99.50% AVERAGE RESPONSE TIME 1 hrs 56 min

WATCH LIST CONTACT INFO CHANGE PROFILE EQUIPMENT MGMT METER COLLECTION FLEET MGMT

Home > Fleet Mgmt. > View Fleet Reports > Fleet Uptime Performance Logout

**Fleet Uptime Performance Report** EXCEL FORMAT RETURN

Calculations are based on prior 3 months plus current month of service history.

Serial	Description	Location	Calls	Avg Response Time	Avg Copies B/T Calls	Avg Copy Volume Per Month	Uptime %
A00J010004326	BIZHUB C550	4TH FL	0		0	0	100
A00J010004999	BIZHUB C550		1	003:36	4057	1352	97
A00J010004991	BIZHUB C550		1	000:15	1540	513	99
<b>Summary for model: BIZHUB C550</b>			<b>2</b>	<b>001:55</b>	<b>1865</b>	<b>621</b>	<b>98.67</b>
113002241	**MINOLTA FAX 1600E		0		0	0	100
<b>Summary for model: **MINOLTA FAX 1600E</b>			<b>0</b>	<b>000:00</b>	<b>0</b>	<b>0</b>	<b>100.00</b>

MyKMBS.com - Fleet Uptime Performance Report - Windows Internet Explorer

http://hs7devapp1.minolta.com/haht51-cgi/hsrun.hse/M

57BE17630	BIZHUB 600		0		0	0	100
57BE16889	BIZHUB 600	4TH FL	0		0	0	100
57BE19521	BIZHUB 600		0		0	0	100
<b>Summary for model: BIZHUB 600</b>			<b>0</b>	<b>000:00</b>	<b>0</b>	<b>0</b>	<b>100.00</b>
50GE10963	BIZHUB 500		0		0	0	100
<b>Summary for model: BIZHUB 500</b>			<b>0</b>	<b>000:00</b>	<b>0</b>	<b>0</b>	<b>100.00</b>

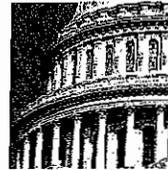
Machines on Report: **B**  
 Total Service Calls: **2**  
 Average Response Time All Machines: **1 hrs 55 min**  
 Average Uptime Percentage All Machines: **99.50%**

[Feedback](#) | [FAQ](#) | [Sitemap](#)

©2008 Konica Minolta Holdings, Inc.

### Fleet Uptime Performance

This report is grouped by model and provides an overview of how specific models are performing throughout the user's enterprise. The user can see the number of service calls, including the average response time, average copies between calls and average copy volume per month for each device. The uptime percentage for each device is also listed.



---

### **Equipment By Location**

The user has the ability to view their entire fleet by location showing the uptime percentage for each device.

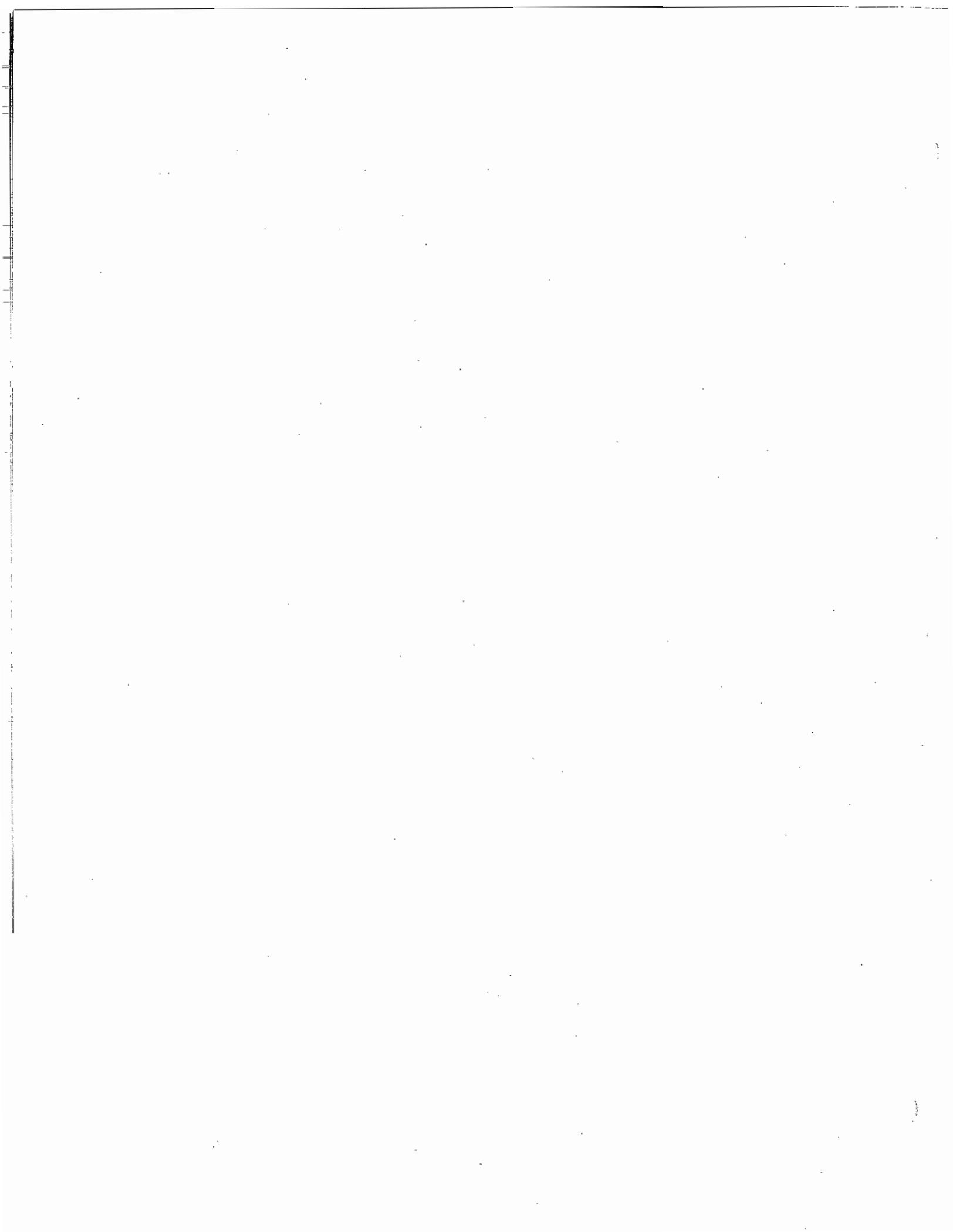
### **Service History Report**

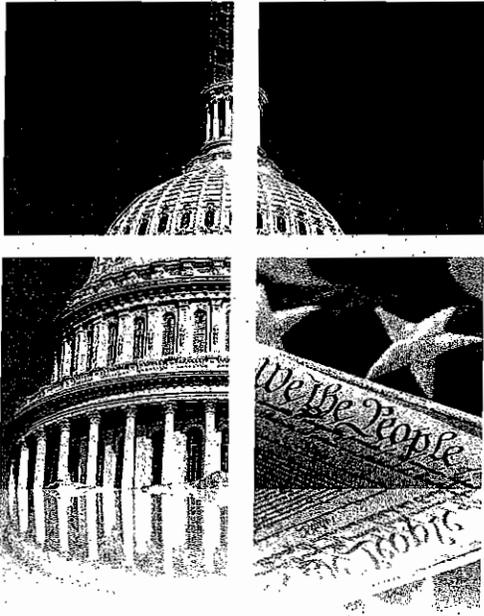
This report displays detailed information for all service calls placed throughout their enterprise for the past 90 days. The user can view serial numbers, status, description, location, address, notification number, date service call was placed, problem description, date technician arrived, date service call was closed, technician's name, and contact.

### **Meter History**

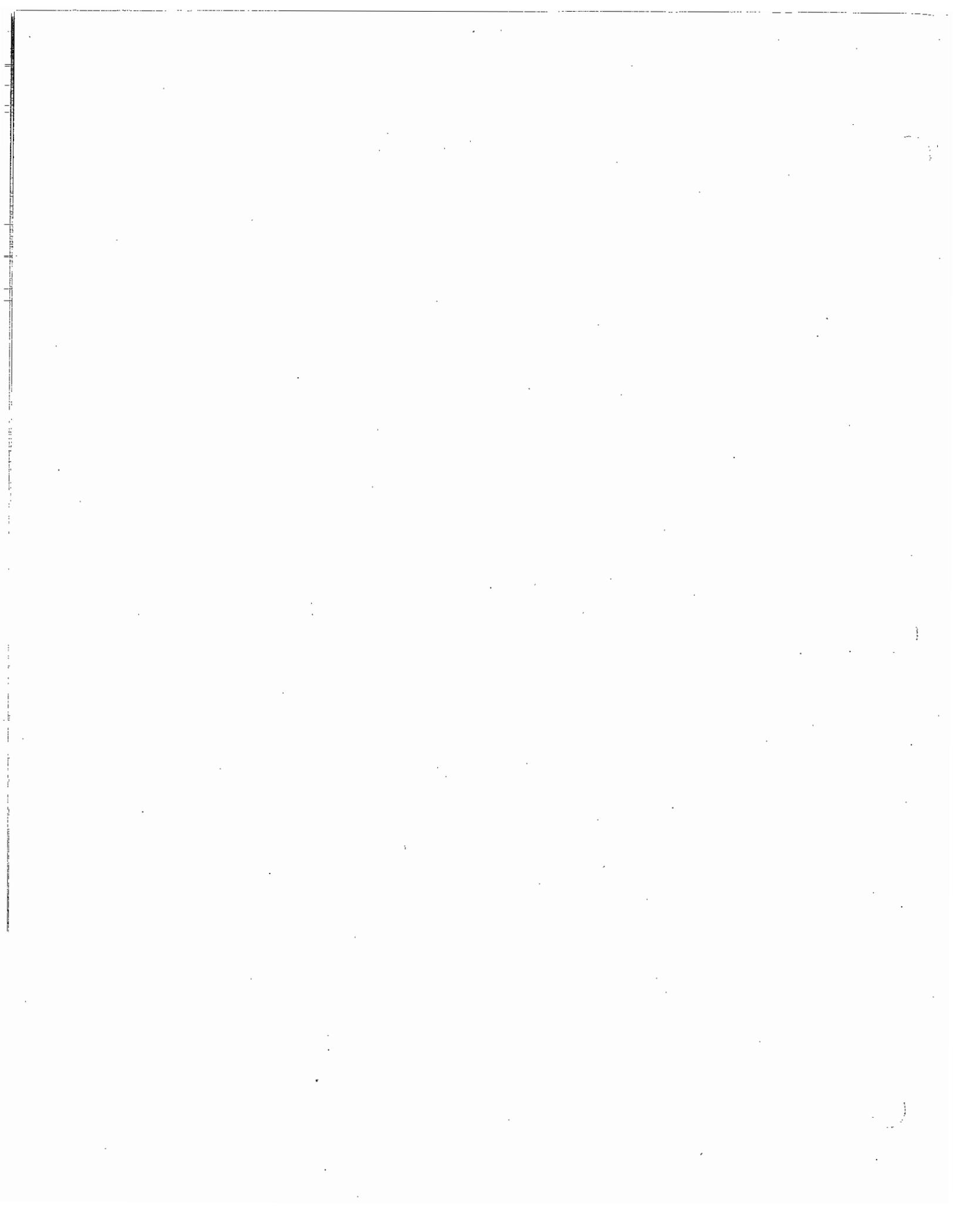
The past 12 months of billed meter reads are displayed for the user's fleet.

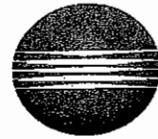
---





bizhub vCare





KONICA MINOLTA



**bizhub vCare is Konica Minolta's device relationship management (DRM) technology that gives your participating, authorized Konica Minolta business partner, one of the best tools in the industry to take care of your bizhub, bizhub PRO, or bizhub PRESS product.**

Count on Konica Minolta to make your bizhub customer experience even better!



**bizhub**  **care**

COUNT ON KONICA MINOLTA

**bizhub vCare**

## where can I get bizhub vCare?

bizhub vCare is offered as a service by  
participating, authorized  
Konica Minolta business partners



**KONICA MINOLTA**

**KONICA MINOLTA  
BUSINESS SOLUTIONS U.S.A., INC.**  
100 Williams Drive  
Ramsey, N.J. 07446

[www.CountOnKonicaMinolta.com](http://www.CountOnKonicaMinolta.com)  
[www.kmbs.konicaminolta.us](http://www.kmbs.konicaminolta.us)

### What is bizhub vCare?

bizhub vCare consists of vCare-enabled bizhub, bizhub PRO, or bizhub PRESS products, the central vCare diagnostic server, and the web application that gives your participating, authorized Konica Minolta business partner a comprehensive diagnostic view of their customers' vCare-enabled products. vCare-enabled bizhub products communicate via brief email or http messages to the central vCare diagnostic server for routine status updates and meter reads, as well as urgent messages when service is required. This all happens 24 hours-a-day, 7-days-a-week, and never gets in the way of using your bizhub product.

### Automated meter reads:

In today's hectic business environment, the last thing you want is an interruption every month to "get the meter reading" from your MFP – or a bill that's wrong. Whether it's by phone or fax, it's still an interruption. The good news is that Konica Minolta's bizhub vCare automatically reads the meters of your Konica Minolta bizhub products – accurate and on-time – month-after-month.

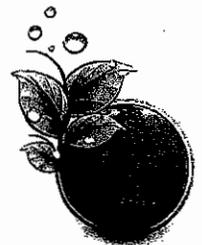


### Maximum uptime and optimum output quality:

Whether your print or copy job is routine, or of the highest priority, you can always expect to see a "ready" start button. bizhub vCare works behind the scenes to provide your participating, authorized Konica Minolta business partner with the technical information he or she needs to deliver the proactive service to ensure your Konica Minolta bizhub product is meeting the most stringent standards – yours.

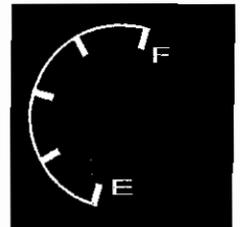
### Green technology:

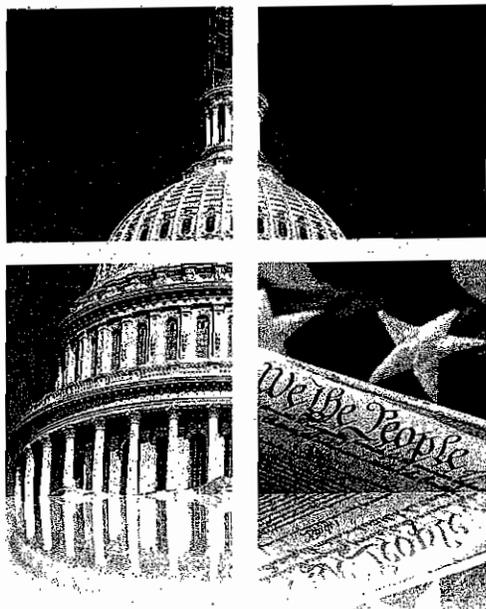
bizhub vCare's ability to pinpoint any impending or actual technical malfunction is a green technology, as it helps to reduce unnecessary service visits, such as call-backs, and the associated travel time by service technicians.



### Intelligent Supply Notifications:

bizhub vCare removes the worry associated with running out of toner, or any other supply needed by your Konica Minolta product. Because bizhub vCare constantly monitors your bizhub, bizhub PRO, or bizhub PRESS product, your participating, authorized Konica Minolta business partner receives an email message from the vCare server when toner is low, a toner waste bottle is full, or an imaging unit is nearing the end of its life. bizhub vCare can even send a brief email message to a designated contact within your organization as well, to let him or her know that a supply is running low. With intelligent supply notifications based on the MFP's actual usage, your participating, authorized Konica Minolta business partner knows what your bizhub product needs, no matter how much it's used.





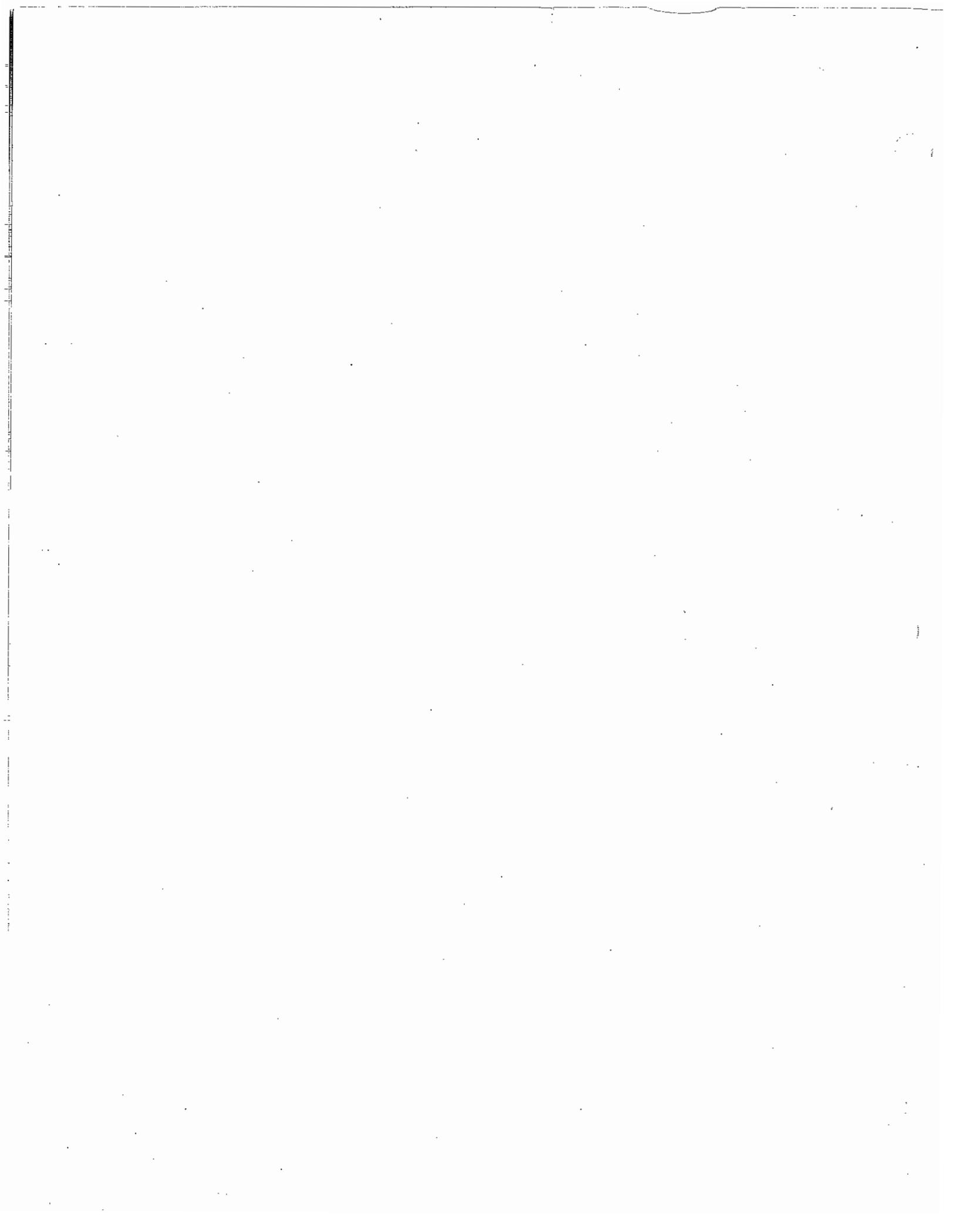
## PageScope Netcare Device Manager



KONICA MINOLTA



EnvisionIT  
GOVERNMENT





KONICA MINOLTA

Web-based device management all from a single point, to check status, change settings, and control every MIB-compliant MFP on the network.

One on-screen list presents information on all your bizhub® and MIB-compliant MFPs—each device identified by its own icon and IP address.

Automatic discovery of networked devices; direct link to PageScope Web Connection software built into every Konica Minolta bizhub device or a link to MIB-compliant devices of other manufacturers.

Automatic Email notification of device alerts and device recoveries, so IT administrators or management personnel can respond more quickly.

Total print/copy/scan counter lets you track total device usage as well as usage by account code\*—and you can retrieve information via Email.

Three authentication levels allow device status viewing by high-access administrators, mid-access registered users, and low-access guests.

Powerful server functionality allows one server to manage up to 250 networked MFPs; servers can also be linked to increase the number of devices managed.

Minimizes worry about coordinating different device management software utilities on cross-platform network connections.

Boosts productivity by speeding everyday administrative functions and eliminating the need to visit each device to check its status and change settings.

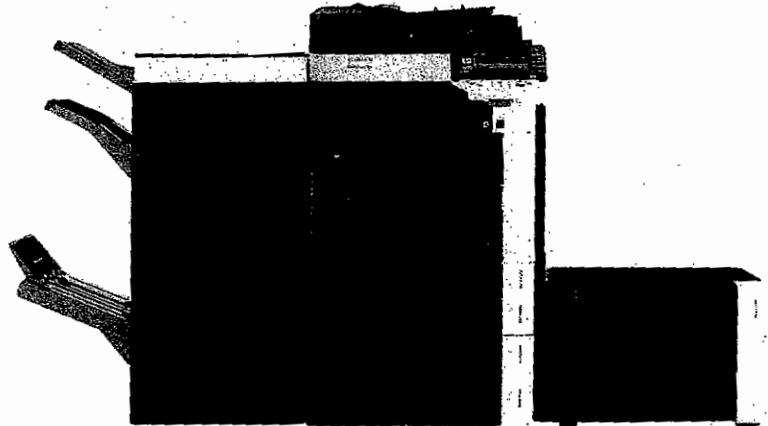
Adds value to your document imaging system—and helps you realize the full productivity benefits of bizhub workflow management.

Integrates seamlessly with a total suite of PageScope software solutions to streamline workflow and maximize productivity, scan and store files, share documents, route information, check meter reads, speed production printing and more.



**Network Device Management Software Solution.** Expanding networks. Growing demands. Multiple devices—some old some new. For IT administrators, the need is clear: one platform to manage, control, and report on device status and document workflow throughout your organization. To save time, increase productivity, and control costs.

# PageScope Net Care Device Manager



The essentials of imaging



# PageScope Net Care Device Manager

## PageScope Net Care Specifications

**NETWORK ENVIRONMENT:**  
Ethernet (10/100BaseT)  
Token Ring (4-16 Mbps)  
TCP/IP Protocol

**SERVER REQUIREMENTS:**  
CPU: Inter® Pentium®  
300 MHz or higher  
RAM: 128 MB minimum

**SERVER OPERATING SYSTEMS:**  
Windows 98/Me/2000/NT 4.0  
(SP3)/XP  
Solaris™ 2.6/7/8  
Linux (x86, kernel 2.2.12 and  
glibc 2.1.2-11 or higher)

**CLIENT OPERATING SYSTEMS:**  
Windows 98/Me/2000/NT 4.0  
(SP3)/XP  
Solaris™ 2.6/7/8  
Linux (x86, kernel 2.2.12 and  
glibc 2.1.2-11 or higher)  
Mac OS 8/9/X

**CLIENT WEB BROWSER  
REQUIREMENTS:**  
**JAVA Mode:**  
Microsoft Internet Explorer 4.x  
or higher  
Netscape Communicator 4.x  
or higher  
Netscape 6.x or higher  
**JAVA™ Plug-in 1.4 or higher**  
**HTML Mode:**  
Microsoft Internet Explorer 4.x  
or higher (4.5 or higher  
for Mac environments)  
Netscape Communicator 4.x  
or higher  
Netscape 6.x or higher

**LANGUAGE SUPPORT:**  
English, Czech, Danish,  
German, Spanish, French,  
Italian, Japanese, Dutch

Design & specifications are subject to change without notice.

© 2009 KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC. All rights reserved. Reproduction in whole or in part without written permission is prohibited. Konica Minolta and The essentials of imaging are trademarks of KONICA MINOLTA HOLDINGS, INC. bizhub and PageScope are registered trademarks of KONICA MINOLTA BUSINESS TECHNOLOGIES, INC. All other brands and product names are registered trademarks or trademarks of their respective owners.



PAGESCOPE  
SOFTWARE



KONICA MINOLTA

KONICA MINOLTA  
BUSINESS SOLUTIONS U.S.A., INC.  
100 Williams Drive  
Ramsey, NJ 07446  
www.knbs.konicaminolta.us  
www.knbs.konicaminolta.us/solutions

## A smarter solution for managing multiple devices.

How many printer/copier/scanners do you have? How many will you add in the future, to keep pace with print output demands and increasing electronic document traffic? And how will you manage all these devices in a climate of shrinking budgets and stressed personnel resources? The answer is PageScope® Net Care Device Manager, from Konica Minolta.

A simple web-based interface lets you view your entire fleet of Konica Minolta bizhub multifunctional products, plus MIB-compliant MFP's from other manufacturers—all from a single point, so you never have to leave your desk. Devices can be set up quickly and easily in a familiar GUI interface. All your MIB-compliant devices are identified by icons and displayed on one screen, so setup and management are easy. You can check status for each device, including consumable status. Icons alert you to conditions that may affect print/scan readiness. You can also receive Email notifications when an error occurs; such as when paper needs to be replenished or when the toner is low—so response time to queries is quicker. Additionally, you will be able to proactively solve problems before they impact user productivity. And you'll have complete counter-reading by device and by account code\*, to simplify your administrative reports.

PageScope Net Care Device Manager does it all—and meets wide-ranging business needs today and tomorrow, from small offices to large enterprise environments.



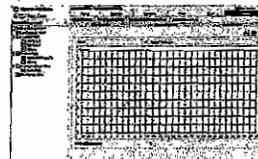
**Device Management**  
window lists all MIB-compliant devices on your network, with icons, descriptions, IP addresses and status indication, location and total print count. You can access status information on any device by clicking on the icon.



**Device Status**  
window gives you detailed print/scan information—including a visual image of each device, simple green/yellow/red color coding to quickly verify status, and icons and descriptions to indicate status conditions.



**Net Care Tabs**  
display information on specific device attributes, network configurations, installed finishing options, latest firmware, as well as printer and scanner information.



**Log Management**  
capability allows you to view logs—via the Count Tab—in graphic form, track Color versus B&W output, track total meter reads by account codes\*, and review total print count, error history, and paper jams for each device for 30 days, or up to one year.



CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY) 08/19/2013

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER: Aon Risk Services Northeast, Inc. New York NY Office 199 Water Street New York, NY 10038

CONTACT NAME: PHONE (A/C, No, Ext): (866) 266-7475 FAX (A/C, No): (866) 467-7847

INSURED: Konica Minolta Business Solutions USA 500 Day Hill Road Windsor, CT 06095 USA

Table with columns: INSURER(S) AFFORDING COVERAGE, NAIC #. Rows for INSURER A through F.

COVERAGES

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

Limits shown are as requested

Main table with columns: INSR LTR, TYPE OF INSURANCE, ADDL SUBR INSR, WVD, POLICY NUMBER, POLICY EFF (MM/DD/YYYY), POLICY EXP (MM/DD/YYYY), LIMITS. Rows include General Liability, Automobile Liability, Umbrella Liability, and Workers Compensation.

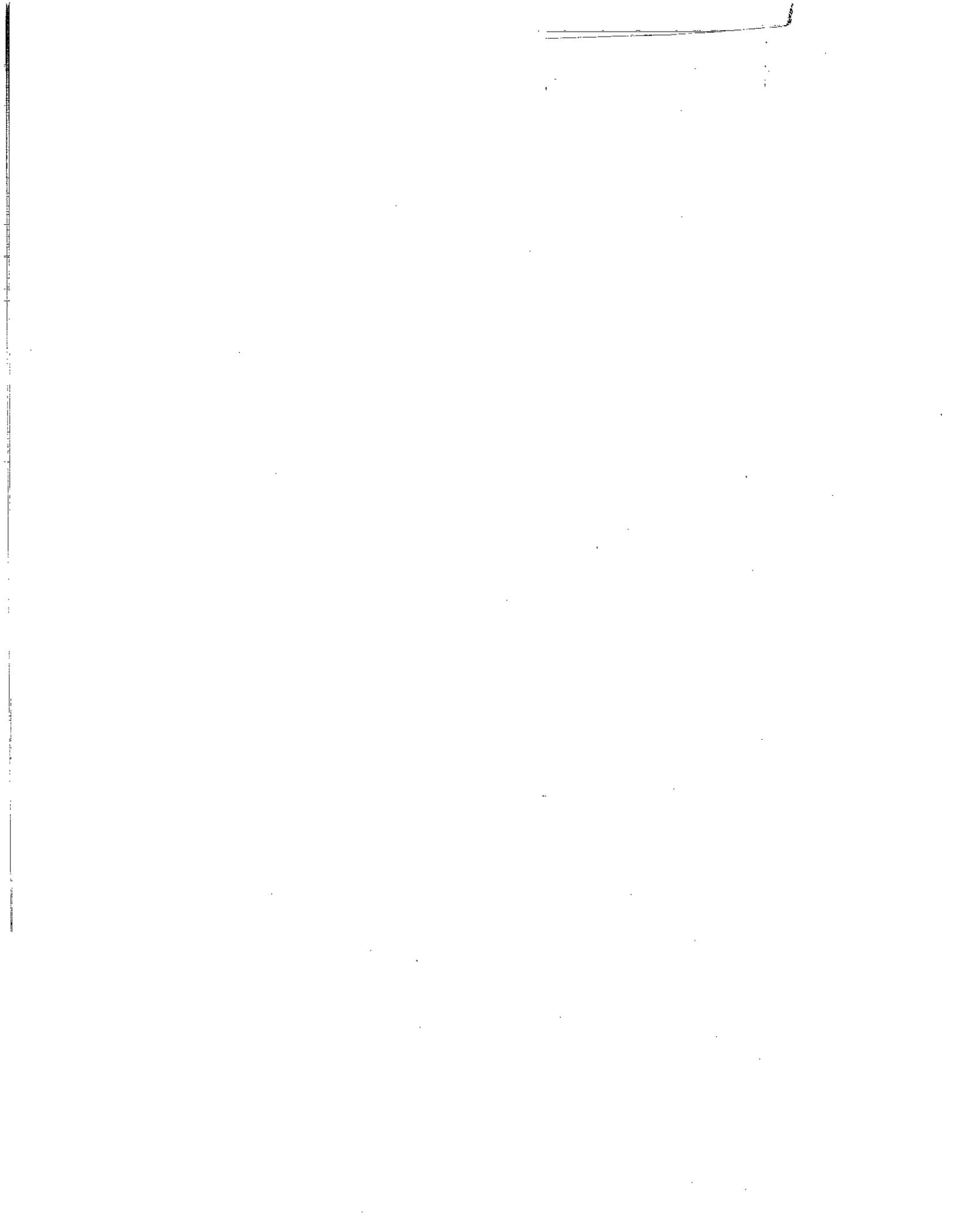
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES: The Certificate Holder recorded below is included as an Additional Insured only with respect to Konica Minolta's work or operations as outlined in a written contract, agreement, or permit entered into between the Certificate Holder and Insured, as indicated on the Certificate

CERTIFICATE HOLDER: County of Cook 118 North Clark Street Room 1018 Chicago, IL 60602

CANCELLATION: SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS. AUTHORIZED REPRESENTATIVE: Aon Risk Services Northeast, Inc.

The ACORD name and logo are registered marks of ACORD

[X] Certificate needs to be renewed next year





**KONICA MINOLTA**

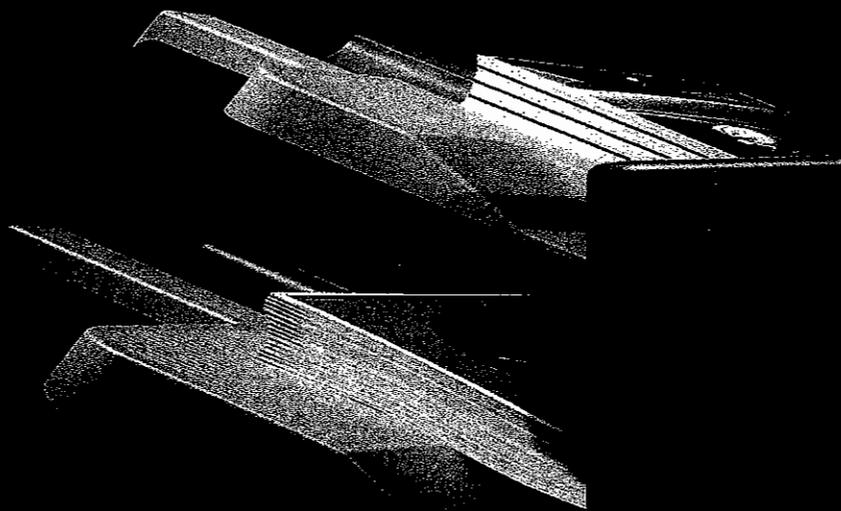


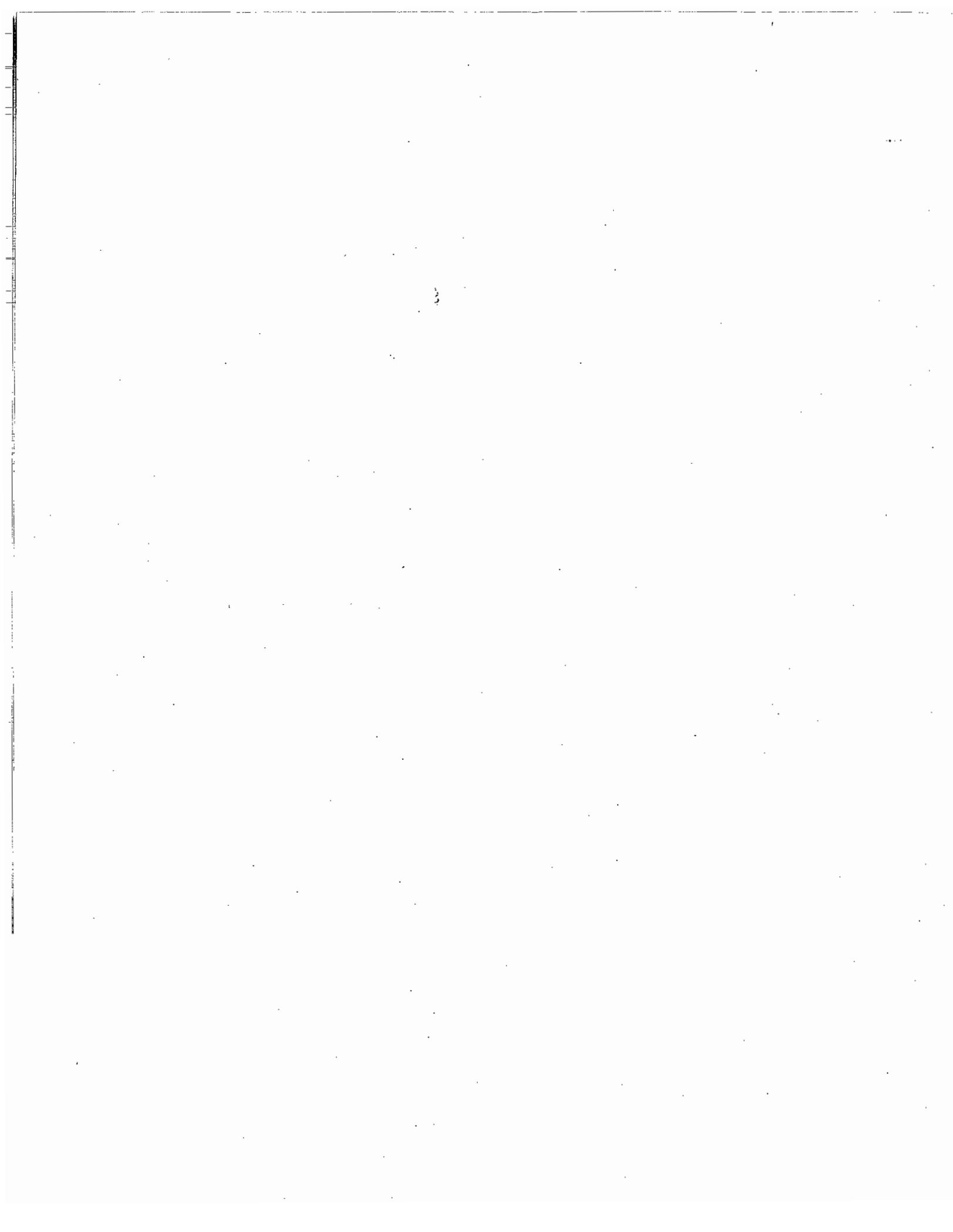
**Contract #1384-12815**

**Leasing of  
Multi-function Digital  
(MFD) Photocopiers on a  
Cost Per Copy Basis  
for  
Cook County  
Various Departments**

**August 9, 2013**

**Original**







August 9, 2013

County of Cook  
118 North Clark Street, Room 1018  
Chicago, IL 60602

Attn: Shannon Andrews, Chief Procurement Officer

RE: Leasing of multi-function Digital (MFD) Photocopiers on a Cost per Copy Basis  
Contract 1384-12815

Dear Ms. Andrews:

Thank you for allowing Konica Minolta the opportunity to propose a solution to your document imaging needs. We are pleased to respond to your request, and proud to offer a proposal that combines our innovative product line of multifunctional digital copier equipment with our world class service program, both recognized by many as the most comprehensive and advanced in the imaging industry.

Konica Minolta has a wide range of experience, cultivated through over 50 years in the copier industry, and a proven history of delivering total imaging solutions to our clients. It is our underlying principle that we focus on the three most important aspects of your document imaging needs--quality of images, tools and methods for creating those images, and the application of images. To that principle, it is our objective to deliver to you the most technologically advanced hardware and software solutions, as well as the most comprehensive service and support available, at a competitive cost.

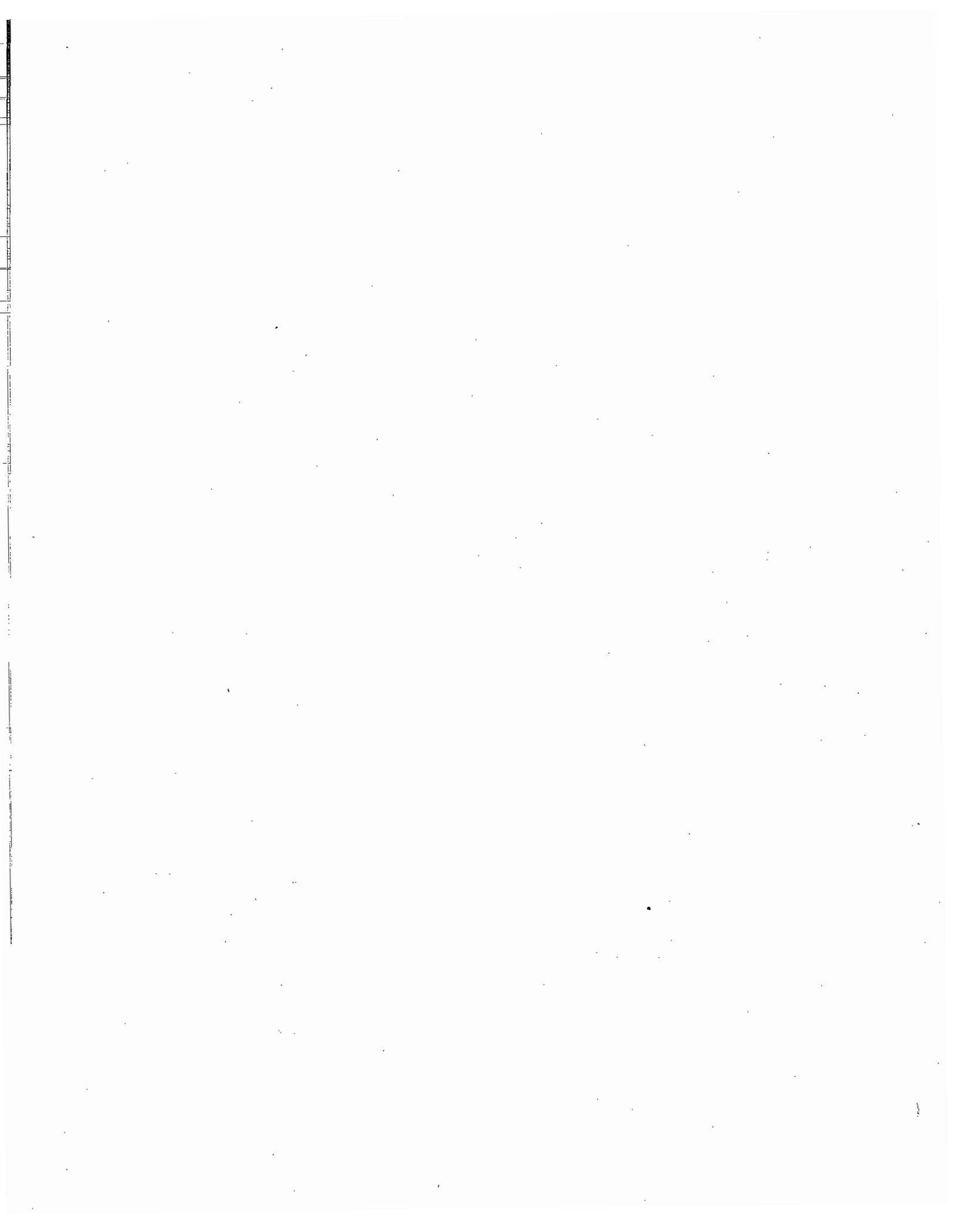
After having reviewed the requirements of your RFP, Konica Minolta has proposed a program that we feel will enhance your productivity, streamline your print workflow and management, and reduce the cost of Customer's document production, storage and distribution. Should you have any questions concerning our proposal, or require additional information or clarifications, please feel free to contact your authorized principal contact:

Chris Martin,  
Major Accounts Sales Manager  
(312) 701-9228  
[Chris.martin@kmbbs.konicaminolta.us](mailto:Chris.martin@kmbbs.konicaminolta.us)

Thank you for considering Konica Minolta in your evaluations. We look forward to the opportunity to meet and exceed your expectations, and to delivering increased value and efficiency to all of your locations.

Sincerely,

Chris Martin  
Major Accounts Sales Manager  
Konica Minolta Business Solutions U.S.A., Inc.  
500 W. Madison Street, Suite 550  
Chicago, IL 60661

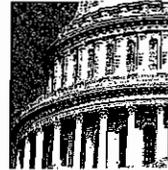




KONICA MINOLTA



EnvisionIT  
GOVERNMENT

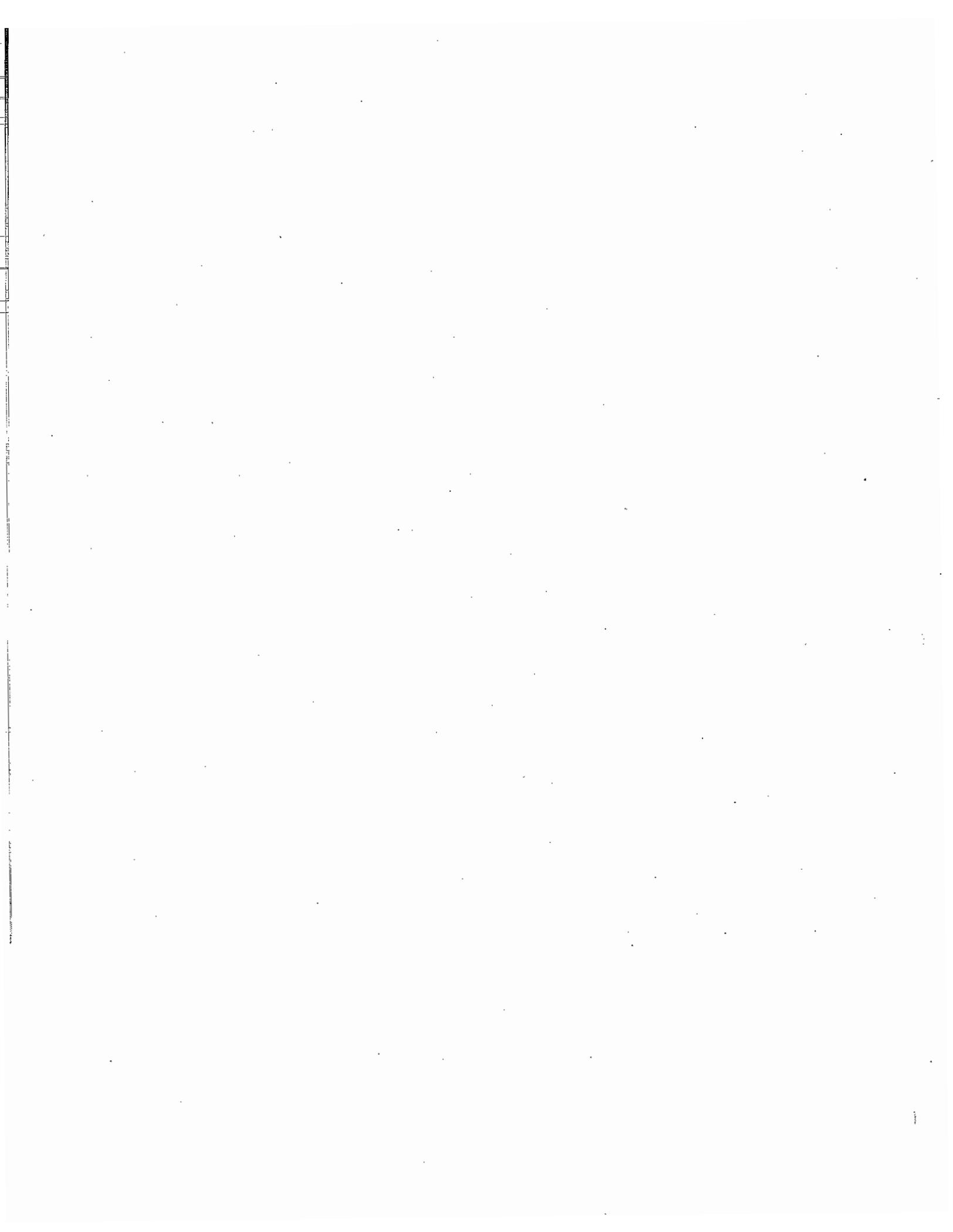


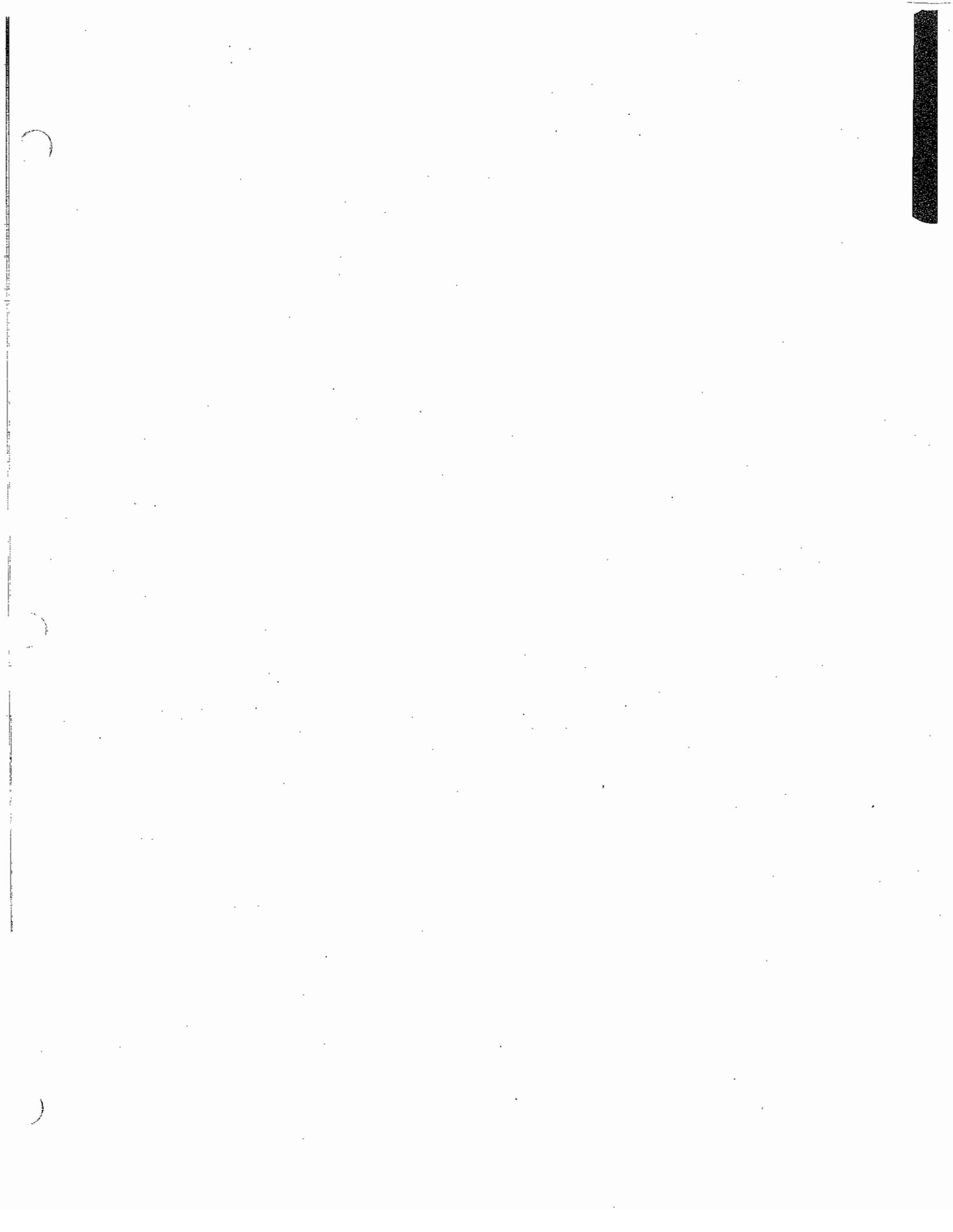
## Table of Contents

<b>Statement of Work</b>	<b>Section 1</b>
<b>Response to RFP</b> Required Signature Documents	<b>Section 2</b>
<b>Program Attachments</b> Account Management Account References Comprehensive Service Program Customer ONE Guarantee Preliminary Implementation Plan Sample Service Metrics Reports Sample Lease & Maintenance Documentation Sample Invoice Fundamentals of Security	<b>Section 3</b>
<b>Price Plan</b>	<b>Section 4</b>
<b>About Konica Minolta</b> Secretary's Certificate Manufacturer's Certification Evidence of Insurance FY2012 Annual Report Clean Planet Program Konica Minolta Industry Awards	<b>Section 5</b>
<b>Product Literature</b> bizhub Model Brochures and Specifications My KMBS Brochure and Sample MyKMBS Reports bizhub vCare PageScope Netcare Device Manager	<b>Section 6</b>

**The essentials of imaging**

KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.  
100 Williams Drive, Ramsey, New Jersey 07446 201-825-4000









## Statement of Work

Konica Minolta Business Solutions USA, Inc. (Konica Minolta) is proposing a Document Imaging Strategy for the County of Cook (the County) that will best balance your Multifunction Equipment needs with technology designed to improve efficiency and reduce the overall costs of your document workflow processes. Upon review of your current needs, we have developed a program that we feel will meet and exceed your requirements.

## Program Overview

Konica Minolta is pleased to offer Cook County 325 multifunctional, digital (MFD) photocopiers on a cost per copy basis for the 31 County agencies identified in this bid. Konica Minolta will offer its award-winning line of bizhub products to meet and exceed the County's document needs. All multi-functional equipment will come standard with networking printing, faxing and scanning hardware which will be installed and operational at the time of delivery. In addition, Konica Minolta will provide all technical support for the features at no extra cost to the County.

We are prepared to deliver all new County machines during a three-week period in November and will ensure a smooth transition period from the old Konica Minolta equipment to the new Konica Minolta technology. The Konica Minolta team from our Chicago branch will coordinate with the County on a detailed and strategic implementation plan that ensures a limited interruption for the County.

The County relationship will continue to be managed by the same Konica Minolta employees who currently oversee the Konica Minolta/ Cook County relationship. In addition, the County will also be serviced by our award-winning, factory trained technicians out of our Chicago branch of Konica Minolta.

Lastly, Konica Minolta takes exception with some of the General Conditions and Instructions to Bidders. These exceptions either need more clarification from the County or will need to be negotiated at a later date with the County. Any and all exceptions and clarifications are clearly stated with "strike marks" or red/blue comments after particular sections. Konica Minolta has clarifying points regarding certain sections of the Specifications Section of the bid.

## Acquisition Methods

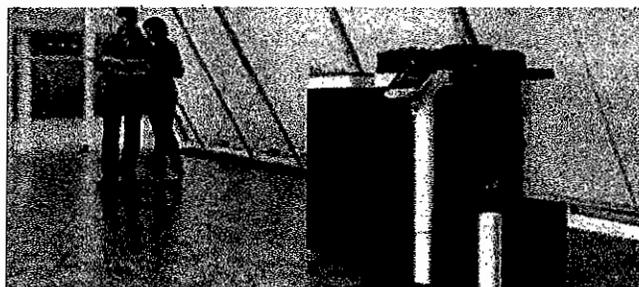
Konica Minolta is offering the following acquisition method to the County:

- Cost per Copy Agreement

\*It is the intent of Konica Minolta to assign the financed assets for the purposes of financing and billing. We, however, will remain liable and responsible for delivering all services as specified by this proposal.

## Equipment

Konica Minolta is proposing to replace your current fleet of copiers with new, Digital Multifunction Konica Minolta Imaging Systems from our bizhub product line. Our recommended models are based on the speeds and configurations of your current fleet, which will ensure consistent functionality throughout your fleet of bizhub products. The replacement schedule would provide





a fleet that is optimized for your current volumes and remain flexible enough to handle increased usage requirements. The resulting strategy will lead to a Document Program optimized to achieve efficiency and overall cost savings. We have configured our proposed models based on the requirements of the County including all available options to meet your requirements.

Konica Minolta boasts the most technologically advanced equipment available today. Through our innovative solutions, the County will realize increased savings in a variety of areas. First, our equipment has been proposed at a competitive price point to allow the County to achieve immediate savings in equipment costs. Second, through the utilization of our Multifunction technology, the County will be able to consolidate equipment, such as copiers, printers, scanners and facsimiles, into a single unit operating under a single service contract. This will provide a clear, hard cost savings in reduced equipment and service payments. In addition, Konica Minolta will recommend workflow improvements, such as Scan-to-Email, remote device configuration and management, and advanced print job options that will improve the overall efficiency of your Document Workflow processes. Our equipment is also simple to maintain within your existing network structure, which reduces the IT management time required to manage your connected fleet. Finally, forging an in depth partnership between Konica Minolta and the County, our National Account Manager will work with you throughout our relationship to identify additional areas for savings and process improvements in a continuous effort to deliver the greatest value to the County.



## Comprehensive Account Management

The County relationship with Konica Minolta will be managed by the National Account Management Team based in our branch in Chicago. The primary responsibilities of this team will be to ensure the overall success of our program and the timely implementation of our solution. They will also provide support in managing any contract changes or additions, implementing process improvements and resolving all general issues in a timely manner. Additional support, including site analysis, order receipt and fulfillment, service maintenance, billing and Management Fleet Reporting will also be coordinated by your Account Management Team and managed by Konica Minolta employees. The designated point of contact for the County will be:

Eric Todd  
500 W. Madison Street  
Chicago, IL 60661  
312-701-9202  
etodd@kmb.konicaminolta.us



At regular intervals during our relationship, Konica Minolta will coordinate Account Review meetings, which will act as a forum to discuss our relationship, resolve any pending issues and develop a future strategy. We recommend these reviews take place on a quarterly basis, or as needed, throughout the term of the resulting contract. During these reviews, we will present fleet reports for evaluation, based on data available through our service and billing systems and the needs of the County. The format of these reports, and the data to be included, will be discussed upon award to ensure all relevant data can be captured and accurately defined. This structure will ensure that the County can accurately evaluate our performance as well as the Konica Minolta equipment throughout your fleet.



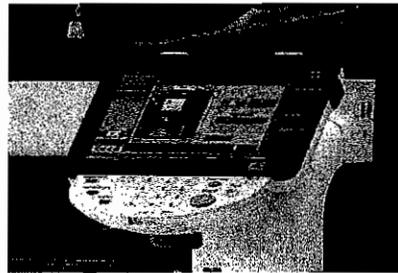
## Implementation

Konica Minolta strives to make the transition and implementation of our program as seamless as possible to minimize disruption to your daily workflow. Upon receiving affirmative decision from you, our implementation team will be prepared to meet with you at your convenience, in order to develop a delivery, installation and training schedule that will meet your specific requirements. You have our assurance of a fully organized transition to Konica Minolta to guarantee a fully functioning unit is available for your departments at all times.

The removal of your current equipment will be dependent upon the remaining obligations on the unit and the financing company's procedures for return. We will assist in identifying these procedures and coordinate with the County representatives to initiate the removal. For equipment that is currently owned, we can assist in either the removal of the equipment, or the sale of the equipment to a used equipment broker. Upon award, Konica Minolta and the County will mutually develop an implementation plan that will address the process for removing existing equipment.

## End User Training

Konica Minolta Business Solutions provides training for your personnel on all equipment we install. Key Operator training will be conducted professionally and thoroughly, and will not be considered complete until all County personnel have a solid working knowledge of the equipment. Training is an on-going process, and should the County staff require additional training after the initial installation, we will provide this service at no cost to you. Owner's manuals are also supplied for each specific machine and will be given to all key operators during the training session.



## Fleet Management Reporting

Konica Minolta offers a unique web-based management-reporting tool, [www.MyKMBS.com](http://www.MyKMBS.com), which allows our clients to quickly and easily manage the equipment in their fleet. MyKMBS offers the ability to place service calls and order supplies online, as well as run ad hoc fleet management reports, which include usage, uptime and other valuable data relevant to your fleet. The primary focus of MyKMBS.com is to provide our clients with an on-line service management tool, designed to manage their equipment fleet more efficiently. Additionally, it provides an outlet for Konica Minolta to communicate with its clients in a way never before possible. This site provides 24 hour a day, 7 days a week real-time access to all of your equipment information needs, an offering only available through Konica Minolta.

My MyKMBS.com is intended to provide Konica Minolta clients with a unique perspective into your Konica Minolta account. This application allows the client to view pertinent, consolidated information that would normally be provided on a manual case-to-case basis. All information provided is real time and accurate information, which is linked directly to the Konica Minolta SAP operating system for seamless information flow. All reports include data on a rolling 90-day period, allowing our clients to view the most up to date information possible. In addition, all reports can easily be downloaded directly into Microsoft Excel, providing a simple method to sort and retain data. Available reports include:



### General Fleet Information

Provides an overview of your entire fleet, including equipment installation dates and service contract coverage dates.

### Fleet Uptime Performance

Provides uptime and response time statistics for your entire fleet, including the average monthly copy volume and copies between calls.



### Equipment by Location

A customized inventory report detailing the location of all machines.

### Open Service Calls

View a list of all open service calls for the entire fleet, and monitor response times.

### PageScope NetCare

The Konica Minolta proposal includes our advanced Device Management Tool, PageScope NetCare, which is included at no charge with the print controller option for all Konica Minolta equipment. This utility provides a wide range of printer management functions, including Equipment Status, Network Status, System Status, Printer Status, Scan Status and Count Status. Each Management Information Based (MIB) compliant printer sends out a signal to the NetCare software that provides the above information in real time. The "Count" information will provide, amongst other things, a meter count for each Multifunction Device and printer. By using this software, the County will be able to quickly determine the volume for virtually all printers and create customized reports to help monitor and manage your usage.

### Customized Solutions

Konica Minolta has built a reputation around delivering solutions to our clients. In many cases, this solution requires customizations in products and programs to meet specific client and user requirements. By mobilizing our resources, Konica Minolta has provided our clients with numerous services to aid in managing their Document Imaging Equipment. Upon award, Konica Minolta will work closely with the County to customize our program offering to meet your specific needs.



## Konica Minolta Service Program

Konica Minolta is committed to providing our clients with a world-class service program that complements our advanced product line. To meet this goal, Konica Minolta has invested vast resources into the development of a Service Maintenance and Support program that is recognized by many experts



as the best in the industry. The Konica Minolta service model ensures that our clients receive the same high level of service that complies with Konica Minolta prescribed standards, consistently across all locations. We are confident that all County locations will realize the overall value our program delivers.



BkReAynsD

Customer Satisfaction is the driving force behind our organization. As testament to this principle, Konica Minolta has been awarded First Place in the 2012 Brand Keys Customer Loyalty Engagement Index for MFP Office Copiers, based upon the company's ability to engage

consumers and create loyal customers when measured against the "ideal" office copier. This is our fifth year at the top!

## Customer Service and Technical Support

Konica Minolta is committed to providing our clients with a world-class program that complements our advanced product line. We have invested in a vast array of resources in the development of a support program that is recognized by many as the best in the industry. Our National Customer Support Center (NCSC) centrally handles all calls for service repair, as well as the ordering of consumable supplies.

To effectively meet our customers' needs, the NCSC is staffed 24 hours a day, 365 days per year, with trained customer support professionals. In addition to toll-free number access, the NCSC accepts service notifications via the Internet, at MyKMBS.com. For equipment on our Optimized Print Service program, the service alerts sent by opt-Monitor, are also directed to the NCSC. They have the capability to handle voice calls in English, French, and Spanish, as well as TTY capabilities for the hearing impaired.

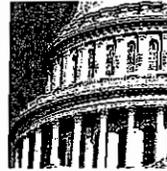
Any County department can contact the NCSC simply via the toll-free number, or through our web-based application, to request on-site service or order consumable supplies. When a County employee contacts the NCSC to request onsite service, the customer's information is loaded into our SAP Service Management System and verified by the NCSC service coordinator. A unique service ticket number (service notification number) is assigned to the request for service and is provided to the customer over the telephone.

The request is then immediately forwarded to a branch service technician, via his cellular telephone and wireless laptop service management application. Within one (1) hour of receipt of call, the technician will contact the relevant County location to provide an estimated time of arrival. In an average of 4 hours from receipt of call, the technician will arrive on-site to perform the maintenance, for all customer locations serviced by a branch or within 50 miles of an authorized dealer. Remote locations outside this radius will be responded to, on-site, within an average of 6 hours from call placement. Upon completion of service, the technician notifies the NCSC, providing pertinent service related data, which is captured by our reporting system for Fleet Management Reports.



## Full Maintenance Coverage

The proposed Konica Minolta Service Maintenance program includes both on-site repair services and preventative maintenance. Our equipment includes a self-diagnostic system, which alerts users, via the LCD touch-screen display, of the need for a service call for repair or preventative maintenance. In addition, during each service repair call, the Authorized Technician will evaluate the current usage of each unit and proactively perform preventative maintenance as prescribed. By including preventative maintenance within our service program, we ensure the ongoing reliability of our equipment.



## Guaranteed Service Standards

Our service program includes a variety of provisions designed to optimize the availability of your Konica Minolta equipment. These service guarantees are based upon the corporate service standard of a minimum 95% average fleet uptime. To achieve this standard, we are committed to a 4-hour average on-site response time for all the County departments serviced by a branch, or within 50 miles of an authorized dealer. Remote locations outside this radius will be responded to, on-site, within an average of 6 hours from call placement. The Konica Minolta technical staff is educated on all aspects of our products, equipped with the latest communications technology, and linked to our worldwide collaborative network of solutions and information. We empower our people to deliver excellence in service day after day. Our clients can be assured "We are with you every step of the way".

## Customer One Guarantee "It Works or It Walks"

We are so confident in the quality of our products that we guarantee your Konica Minolta MFP will (1) meet factory specifications and (2) be compatible with your network, or we'll replace it with an equivalent model:

- First two years: replacement will be a brand new MFP
- After two years: replacement may be new or refurbished
- Plus, Konica Minolta will also provide a \$1,000 credit towards your next Konica Minolta MFP as a way to say "we're sorry for the inconvenience."\*\*

Konica Minolta will maintain the equipment covered by this guarantee in good operating condition and necessary maintenance, service and repairs as specified by the terms of the written maintenance agreement. Should a workgroup unit be out of service, due to maintenance needs, for more than 16 consecutive business hours, or if a production print unit is out of service for more than 24 business hours, Konica Minolta shall provide a loaner unit of similar capabilities upon your request. Any unit that Konica Minolta determines cannot be properly repaired to manufacturer's specifications will be eligible for a replacement unit of substantially similar or greater capabilities, at no additional charge. The best customer experience is one that avoids problems altogether which is why we've established remote monitoring and a rapid response process in conjunction with your local sales representative.

- Our Solutions & Support team will proactively monitor our installed MFP's performance, looking to identify potential issues before they become problems for our customers.
- Should a problem arise, our technical support, local service manager and advanced diagnostics team members are all empowered to authorize a replacement, allowing for a fast and easy resolution.

\*\*If the equipment is replaced during the course of the lease, the customer will receive a credit of \$1,000 towards the lease of a new KM MFP, provided it is exercised within 30 days of lease expiration and the new equipment is leased through KMPF.

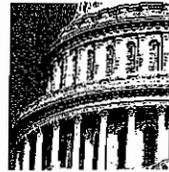




KONICA MINOLTA

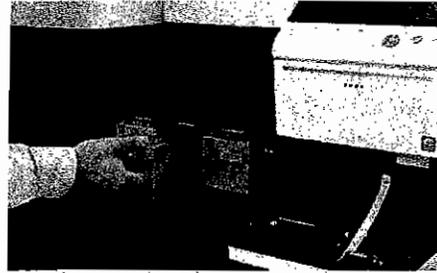


EnvisionIT  
GOVERNMENT



## Technical Support

Konica Minolta is committed to providing our clients with the highest level of technical support. The Konica Minolta technical staff is educated on all aspects of our products, equipped with the latest communications and technology, while being linked to our worldwide collaborative network of solutions and information. We empower our people to deliver excellence in service day after day. Konica Minolta technicians will be available to provide on-site support to troubleshoot hardware, software and network issues regarding Konica Minolta equipment. Each technician is fully trained in all aspects of the Konica Minolta equipment they service, and many have additional network certifications to provide complete support. In addition, all certified technicians maintain direct access to the Konica Minolta Technical Support Team to assist in troubleshooting and problem resolution for our equipment.



## Advanced Communications

To facilitate the flow of information between Field Service Technicians and product engineering experts, Konica Minolta has made a large investment in technology solutions for these key representatives. Each Branch Service Technician utilizes a wireless connected laptop and direct-connect cellular phone to instantly access information required to maintain our equipment. This investment ensures that our field technicians have instant connection capabilities to the full array of Konica Minolta corporate resources so they can promptly resolve all service issues.

## bizhub vCare

bizhub vCare is Konica Minolta's proprietary Device Relationship Management system, which connects your Konica Minolta bizhub or bizhub PRO multi-function peripheral (MFP) to your participating, authorized Konica Minolta business partner. bizhub vCare monitors and records your MFP's meter read, technical performance, supply levels, and more. Consisting of a bizhub vCare Server and bizhub vCare-enabled MFPs, the system allows for the quick and efficient interchange of data between the bizhub vCare enabled MFPs and the bizhub vCare Server via the Internet.

Features of bizhub vCare include:

- Automated meter readings
- Service alerts
- Supply warnings
- Parts life alerts
- MFP firmware reporting



Because bizhub vCare collects all MFP counter and status information, the system improves first-service-call effectiveness; delivers proactive service; and facilitates intelligent supply management. Virtually any Konica Minolta device user can benefit from bizhub vCare, but it provides the greatest returns for organizations, like the County, that demand the maximum machine uptime for their Konica Minolta workgroup and/or production print MFPs.

### bizhub vCare Benefits

- **Meter Reading:**  
bizhub vCare will free customers from the meter reading process, eliminating monthly calls or faxes to send or obtain meter readings. bizhub vCare generates automated meter readings on a daily, weekly or monthly basis, providing prompt and exact meter reads that ensure billing accuracy.



- **Service:**

bizhub vCare will inform participating service departments if an MFP is having trouble. Further, it will let the service department know if a device needs a preventive maintenance call to replace a part even before it wears out. Thanks to the wealth of technical information provided by bizhub vCare, the system makes proactive service possible and leads to better management of service calls, reduction in service costs and increased customer satisfaction.

- **Supplies:**

Konica Minolta bizhub vCare will monitor toner and other supply levels in bizhub vCare enabled devices and in the future, signal the need for a supply order. This will allow KMBS and its partners to send supplies to customers on a "just in time" basis, reducing or even eliminating the need to stockpile supplies. This feature is in development and is slated for roll out later this fiscal year.

bizhub vCare is important in two significant ways. First, Konica Minolta wants to do all we can to optimize customer satisfaction. bizhub vCare will help ensure that Konica Minolta MFPs are kept in peak operating condition and ready to perform mission-critical applications when required. And secondly, our highly competitive market environment, combined with wider adoption of color MFPs, makes it critical that we manage consumables effectively, get timely and accurate meter readings and achieve a high level of service efficiency. The capabilities of bizhub vCare directly address these issues.

## Parts Availability

At Konica Minolta, our technicians maintain a supply of common parts, known as "trunk stock", to provide immediate access for repair services. In addition, by entering call related information through their laptops, replacement parts for either emergency shipment, or to replenish the technician's operating inventory, are automatically ordered through an advanced inventory management tool linked to our SAP system. This also ensures that our field technicians have the resources necessary, while in the field, to properly maintain their assigned fleets and meet the high standards set forth by Konica Minolta. To support the parts and supplies inventory needs of our customers, Konica Minolta maintains several strategically located regional distribution centers that stock extensive parts inventories, available for same or next day shipment. Each branch also maintains a safety stock of parts and supplies, ensuring that all necessary parts are available when needed to maintain the operation of your fleet.

## Our Commitment to Our Clients

- We will be mindful that every transaction, from the largest to the smallest, is critical in earning our client's loyalty and admiration.
- We strive to be the company that our clients unhesitatingly recommend to others.
- We ensure prompt response through a Web Application for Technician's Call Management.
- We ensure technicians are available through an advanced Territory Management System built into our SAP Operating System.
- We establish a set Skills Matrix to ensure a properly trained tech is sent to each machine.
- We provide Automatic Parts Replenishment for quick trunk stock replenishment providing immediate access to parts for our technicians.
- We guarantee that all updates are completed on each machine as needed.
- We use only genuine Konica Minolta parts and consumables.
- All Konica Minolta Certified technicians are on file with our National Service Training Department and certified under our prerequisite product Technical Program.
- Konica Minolta has instituted an "Inner Circle of Service Excellence", a program designed to recognize and reward technicians for delivering the highest quality of service to our Major Account Clients

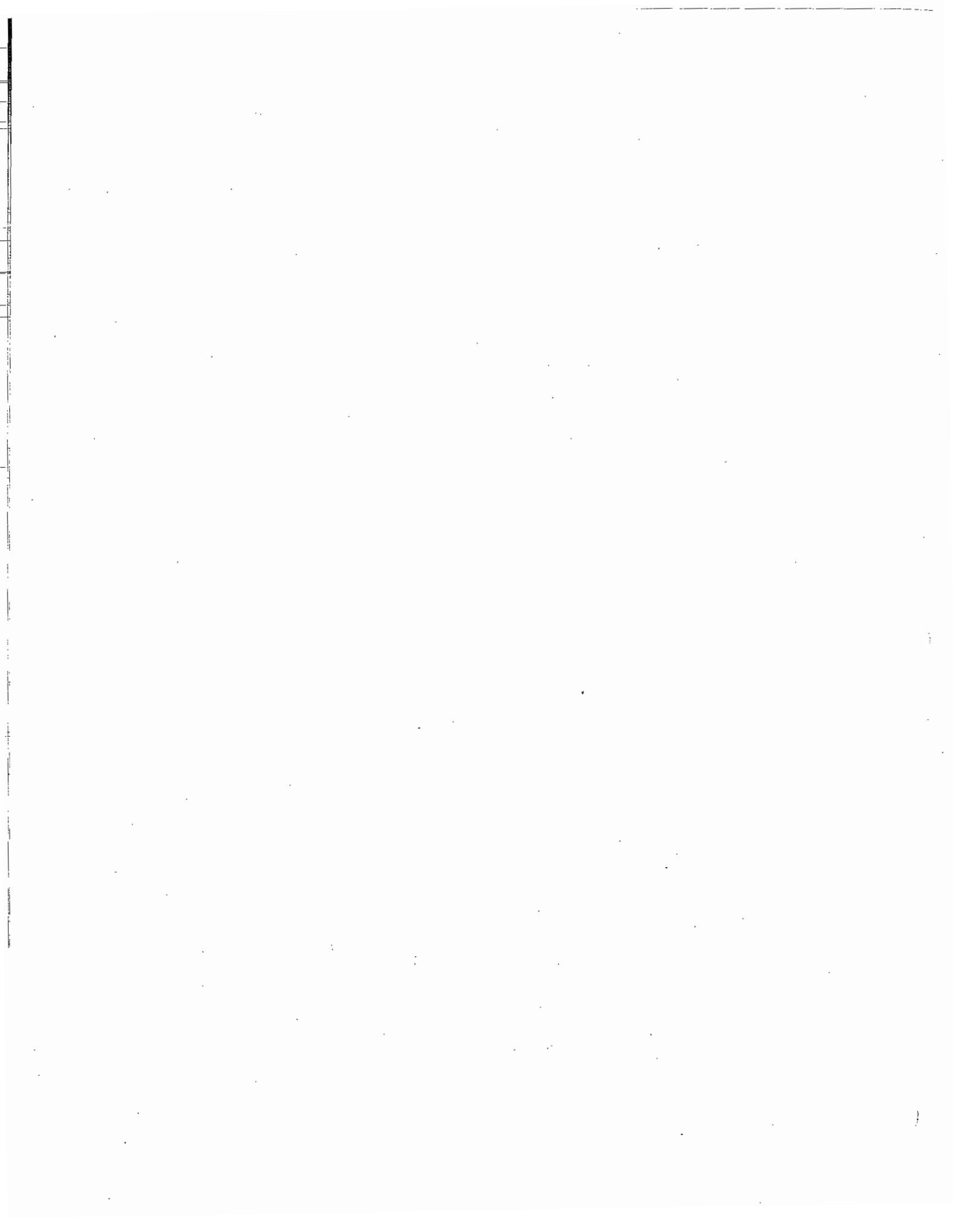


- All service locations maintain required inventory to service their fleet.
- All technicians maintain a car-stock of parts to increase first call issue resolution.
- We proactively manage the recommended PM cycles of all in-field equipment, ensuring increased reliability and prolonged equipment life

## Conclusion

The overall goal of our program offering to the County is to deliver the greatest value to you. We are proposing to act as your business partner, not just "another supplier. Your goals will become our goals. Our National Account Management Team, based in Chicago, will coordinate all available Konica Minolta resources to properly implement and support our solution throughout your enterprise. By drawing from our vast experience and knowledge in providing Total Document Solutions to a wide array of customers, we are confident that our proposed solution; award winning products, comprehensive service management programs, competitive prices, financing structure and our overall proposed partnership approach, will achieve the goal of providing to you, Complete Customer Satisfaction. Konica Minolta looks forward to the opportunity to further discuss our capabilities with the County and to proving our value to you as your business partner.









BIDDER: Konica Minolta

CONTRACT FOR SERVICE

DOCUMENT NO. 1384-12815



**LEASING OF MULTI-FUNCTION DIGITAL (MFD) PHOTOCOPIERS ON A COST PER COPY BASIS  
FOR  
VARIOUS COOK COUNTY AGENCIES**

**THERE WILL NOT BE A PRE-BID CONFERENCE FOR THIS SOLICITATION**

**BIDS TO BE EXECUTED IN TRIPLICATE  
BID OPENING WILL BE ON FRIDAY, AUGUST 9, 2013 AT 10:00 A.M.  
LATE BIDS WILL NOT BE CONSIDERED  
DELIVER BIDS TO 118 N. CLARK ST., ROOM 1018, CHICAGO, IL, 60602**

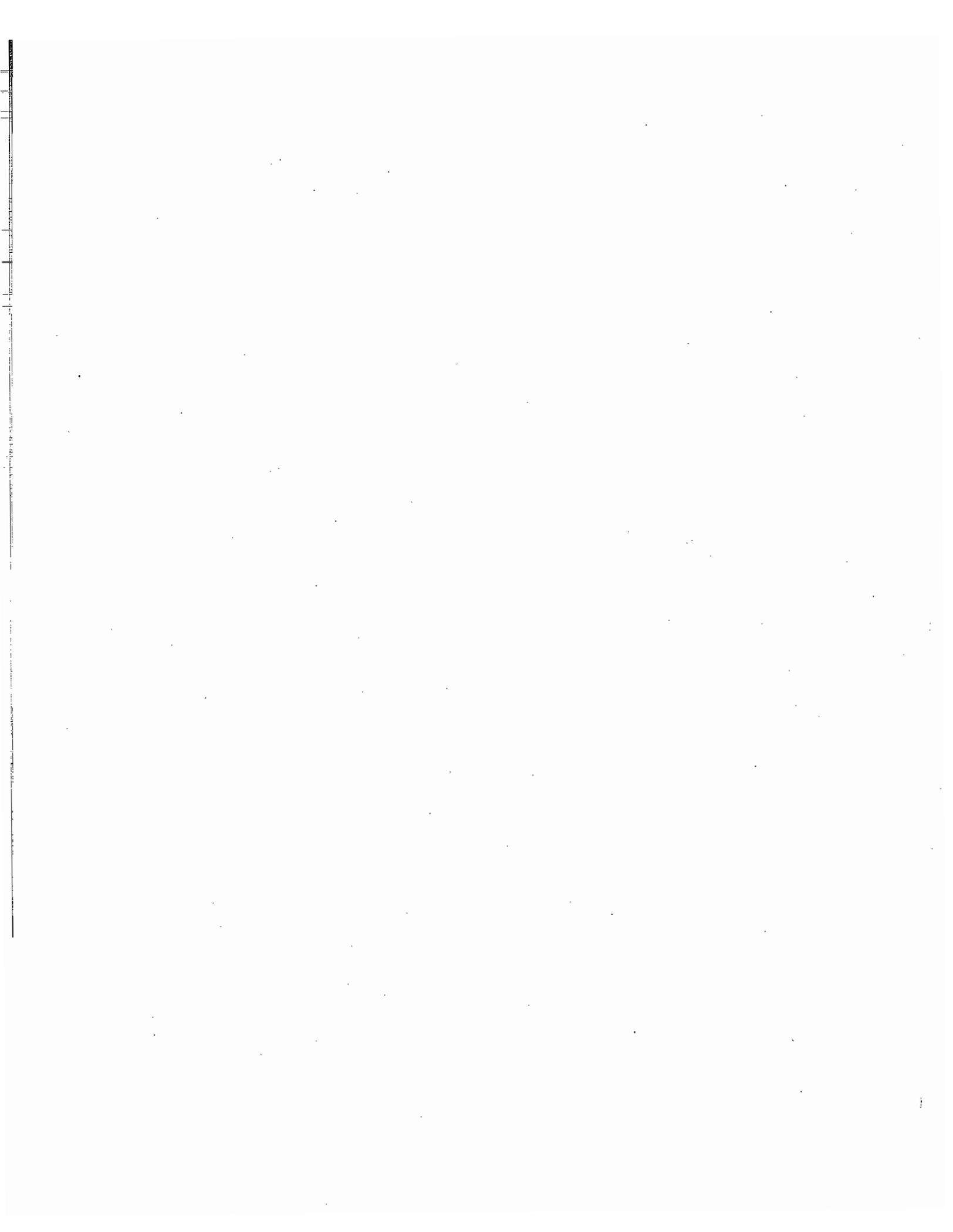
**CONTACT: BARBIE FLOCK, SPECIFICATIONS ENGINEER, AT 312-603-6828  
EMAIL: [barbie.flock@cookcountyl.gov](mailto:barbie.flock@cookcountyl.gov)**

**ISSUED BY THE  
OFFICE OF THE CHIEF PROCUREMENT OFFICER**

**BOARD OF COMMISSIONERS  
COUNTY OF COOK  
TONI PRECKWINKLE, PRESIDENT**

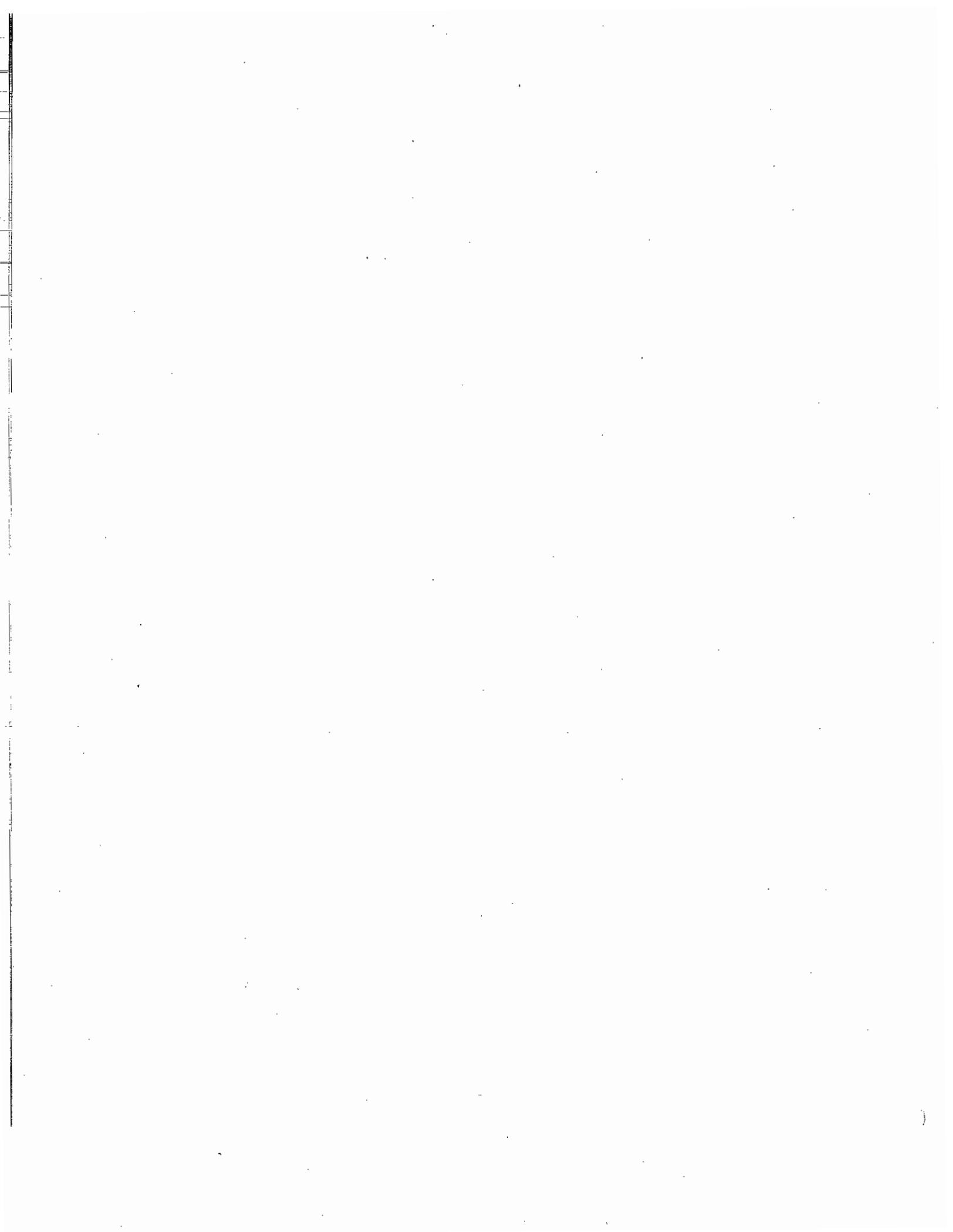
**REQ# 109374**

**Addendum # 1**



**INSTRUCTIONS TO BIDDERS  
BID CONTRACTS  
INDEX**

<b><u>Section</u></b>	<b><u>Subject</u></b>	<b><u>Page</u></b>
IB-01	Definitions	IB-1
IB-02	Preparation of Bid Proposals	IB-1
IB-03	Site Inspection Certificate	IB-1
IB-04	Bid Deposit	IB-2
IB-05	Exceptions	IB-2
IB-06	Bidder Warranties	IB-2
IB-07	Submission of Bid Proposals	IB-3
IB-08	Bid Proposals to Conform to Requirements of Legal Advertising	IB-3
IB-09	Competency of Bidder	IB-3
IB-10	Local Business Preference	IB-3
IB-11	Consideration of Bid Proposals	IB-3
IB-12	Withdrawal of Bid Proposals	IB-4
IB-13	Acceptance of Bid Proposals	IB-4
IB-14	Performance and Payment Bond	IB-4
IB-15	Prices Firm	IB-4
IB-16	Cash Billing Discounts	IB-4
IB-17	Catalogs	IB-4
IB-18	Authorized Dealer/Distributor	IB-4
IB-19	Trade Names	IB-5
IB-20	Samples	IB-5
IB-21	Notices	IB-5
IB-22	Compliance with Laws - Public Contracts	IB-5
IB-23	Cooperation with Inspector General	IB-5



## INSTRUCTIONS TO BIDDERS

### IB-01 DEFINITIONS

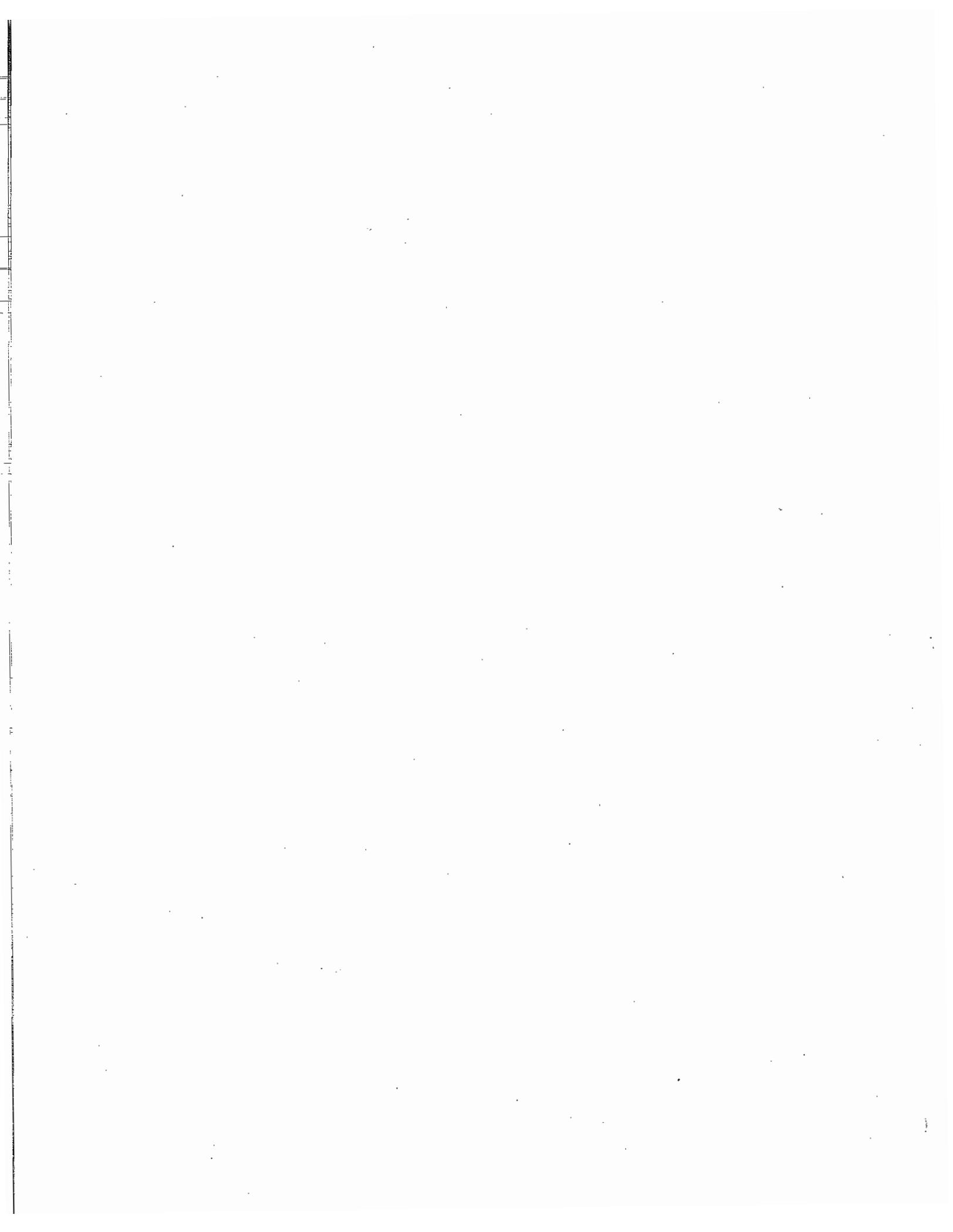
- A. **BIDDER** shall mean the individual or business entity submitting a Bid Proposal to supply any or all of the services or goods required by the Contract Documents.
- B. **BID PROPOSAL** shall mean the Contract Documents as completed by the Bidder which constitutes the Bidder's offer.
- C. **CONTRACT** shall mean the agreement between the County and Contractor as set forth in the Contract Documents and as awarded by the Cook County Board of Commissioners.
- D. **CONTRACT DOCUMENTS** shall mean collectively the Instructions to Bidders, General Conditions, Special Conditions, Specifications, Attachments, Addenda, if any, Bid Proposal, Site Inspection Certificate, Contractor Certifications and Forms for Minority Participation. The above documents shall be considered as one integrated document setting forth the obligations of the parties.
- E. **CONTRACTOR** shall mean the individual or business entity submitting a Bid Proposal and to whom the Cook County Board of Commissioners awards the Contract.
- F. **COUNTY** shall mean the County of Cook, a body politic and corporate of the State of Illinois.
- G. **DIRECTOR** shall mean the person or persons authorized by the County to act in connection with this Contract. Such authorization shall not include any power to change the scope of the Contract or to obligate the County to pay additional sums beyond the amount of the Contract awarded by the Cook County Board of Commissioners.
- H. **CHIEF PROCUREMENT OFFICER** shall mean the Chief Procurement Officer of the County of Cook whose duties and responsibilities are more particularly described in the Illinois Compiled Statutes 1994, 55 ILCS 5/5-36003.
- I. **SPECIFICATIONS** shall mean the description of the required services, Contract Goods, equipment, personnel, volume and use statistics and all requirements for the scope of work set forth in the Contract Documents.

### IB-02 PREPARATION OF PROPOSALS

The Bidder shall prepare one (1) copy of its Bid Proposal on the proposal forms within the Contract Documents and three (3) execution pages, all with original signatures in the back of the document. Unless otherwise stated, all blank spaces on the proposal forms shall be fully completed. Bidder bears all responsibility for error or omissions in the submission of the Bid Proposal.

### IB-03 SITE INSPECTION CERTIFICATE

When required in the legal advertisement or the Special Conditions, the Bidder shall visit the job-site and shall carefully examine and become familiar with all conditions which may in any way affect the performance of the Contract and shall submit certification of such inspection along with the Bid Proposal. The dates and conditions of the site inspection are determined by County.



**IB-04 BID DEPOSIT**

When required in the legal advertisement, the Bid Proposal shall be accompanied by cash, cashier's check, certified check, bank draft or surety bond in the amount shown in the legal advertisement or as may be prescribed in these Contract Documents. A certified or cashier's check shall be drawn on a responsible bank doing business in the United States and shall be made payable to the order of the County of Cook. The Surety issuing the bond must have a general rating of "A", and shall be a Class VII or higher in the financial size category as defined by Best's Key Rating Guide - Property and Casualty. Failure to submit the bid deposit shall constitute an informal Bid Proposal and such Bid Proposal shall be rejected.

The Bidder hereby agrees that the bid deposit shall be forfeited to the County as liquidated damages and not as penalty in the event Bidder fails to comply with IB-11, IB-13, or otherwise fails or refuses to honor the Bid Proposal upon award of the Contract by the County.

The bid deposit of all bidders will be returned, with the exception of the Contractor, after the County has awarded the Contract. The bid deposit of the Contractor will be returned after the Contract has been awarded and the Contractor has submitted all insurance documentation and the Performance and Payment Bond, as required by the Contract Documents.

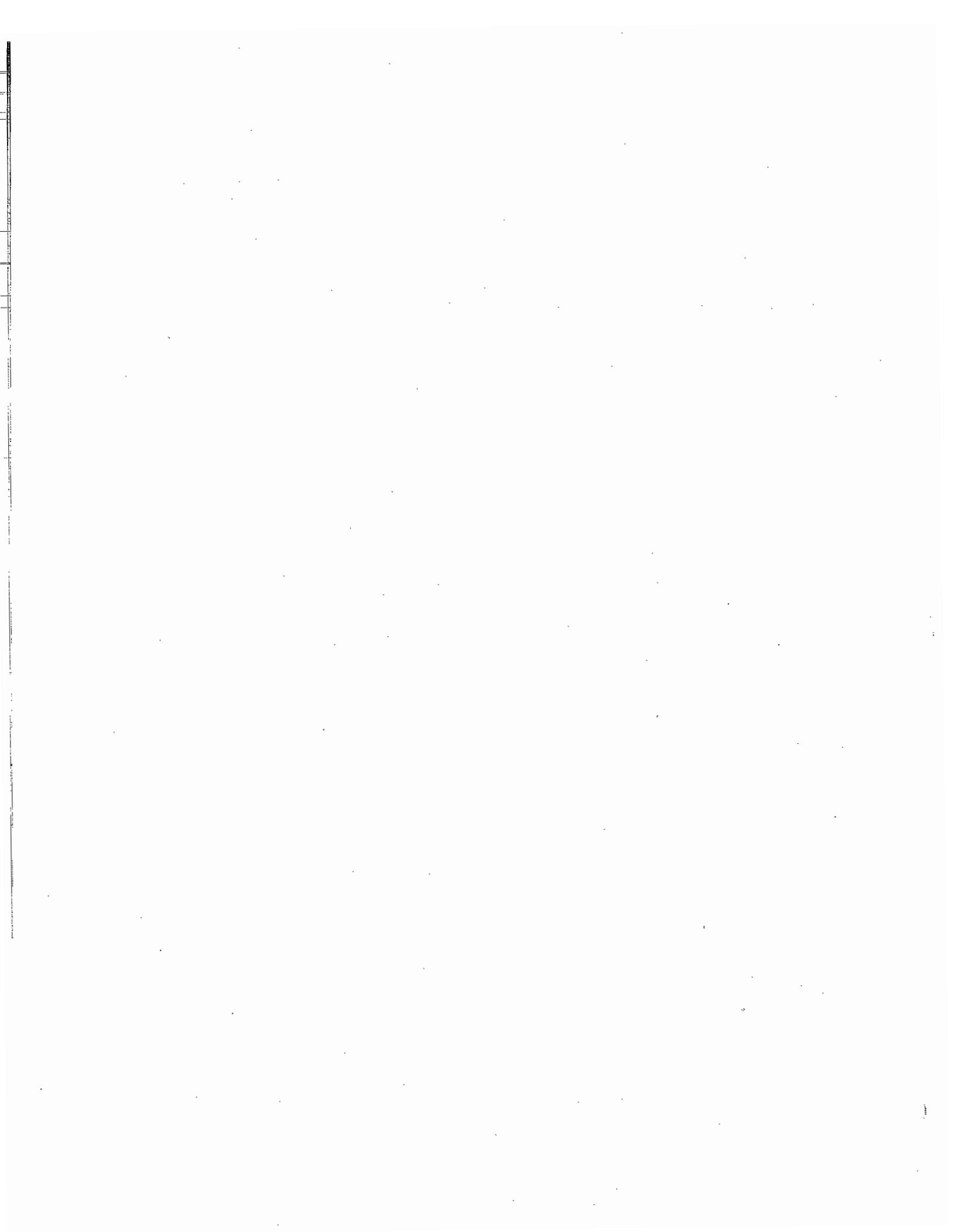
**IB-05 EXCEPTIONS**

If any Bidder intends to take any deviations or exceptions from the Specifications or other Contract Documents, Bidder shall submit to the Chief Procurement Officer a written request for a deviation or exception prior to the date and time of Bid Opening. If the Chief Procurement Officer considers such deviation or exception acceptable, the Chief Procurement Officer shall issue an Addendum setting forth such deviation or exception from the Specifications or other Contract Documents which shall be applicable to all Bidders submitting a Bid Proposal. If no Addendum is issued by the Chief Procurement Officer, then such deviation or exception shall be deemed rejected. The County may reject any Bid Proposal containing deviations or exceptions not previously accepted through a written Addendum. A copy of such Addendum will be mailed or delivered to each Bidder receiving a set of such Contract Documents. Bidder shall acknowledge receipt of each Addendum issued in the space provided on the proposal form. All written requests for deviations or exceptions shall be addressed to:

Chief Procurement Officer  
Office of the Chief Procurement Officer  
118 North Clark Street, Room 1018  
Chicago, Illinois 60602  
(Reference the Project Title and Contract Number)

**IB-06 BIDDER WARRANTIES**

The submission of a Bid Proposal shall constitute a warranty that: (i) Bidder has carefully and thoroughly reviewed the Contract Documents and has found them complete and free from ambiguities and sufficient to describe the Contract work; (ii) Bidder and all workmen and/or employees it intends to use in the performance of this Contract are skilled and experienced in the type of work or services called for by the Contract Documents; and (iii) neither the Bidder nor any of its employees, agents, suppliers or subcontractors have relied on any verbal representations from the County, or any of the County's employees, agents, or consultants, in preparing the Bid Proposal.



**IB-07 SUBMISSION OF BID PROPOSALS**

All Bidders shall submit the bound copy of the sealed Bid Proposal in an envelope and shall deposit them in the bid box located in the County Board Office of the Chief Procurement Officer, Room 1018, County Building, 118 North Clark Street, Chicago, Illinois 60602 by the date and hour for the Bid Opening as shown in the legal advertisement. The sealed envelope submitted by the Bidder shall carry the following information on the face of the envelope: Bidder's name, address, subject matter of Bid Proposal, advertised date of Bid Opening and the hour designated for Bid Opening as shown in the legal advertisement.

**IB-08 BID PROPOSALS TO CONFORM TO REQUIREMENTS OF LEGAL ADVERTISING**  
**COOK COUNTY ORDINANCE CHAPTER 34, ARTICLE IV, DIVISION 2, SECTION 34-151.**

The County will not entertain or consider any Bid Proposals: (i) received after the exact time specified in the legal advertisements; (ii) not accompanied by the required bid deposit; or (iii) in any other way failing to comply fully with the conditions stated in the legal advertisement therefore.

**IB-09 COMPETENCY OF BIDDER**

No Bid Proposal will be accepted from or Contract awarded to a Bidder that is in arrears or is in default to the County upon any debt or Contract, or that is a defaulter, as surety or otherwise upon any obligation to said County, or has failed to perform faithfully any previous contract with the County.

**IB-10 LOCAL BUSINESS PREFERENCE**  
**COOK COUNTY ORDINANCE CHAPTER 34, ARTICLE IV, DIVISION 2, SECTION 34-151(p).**

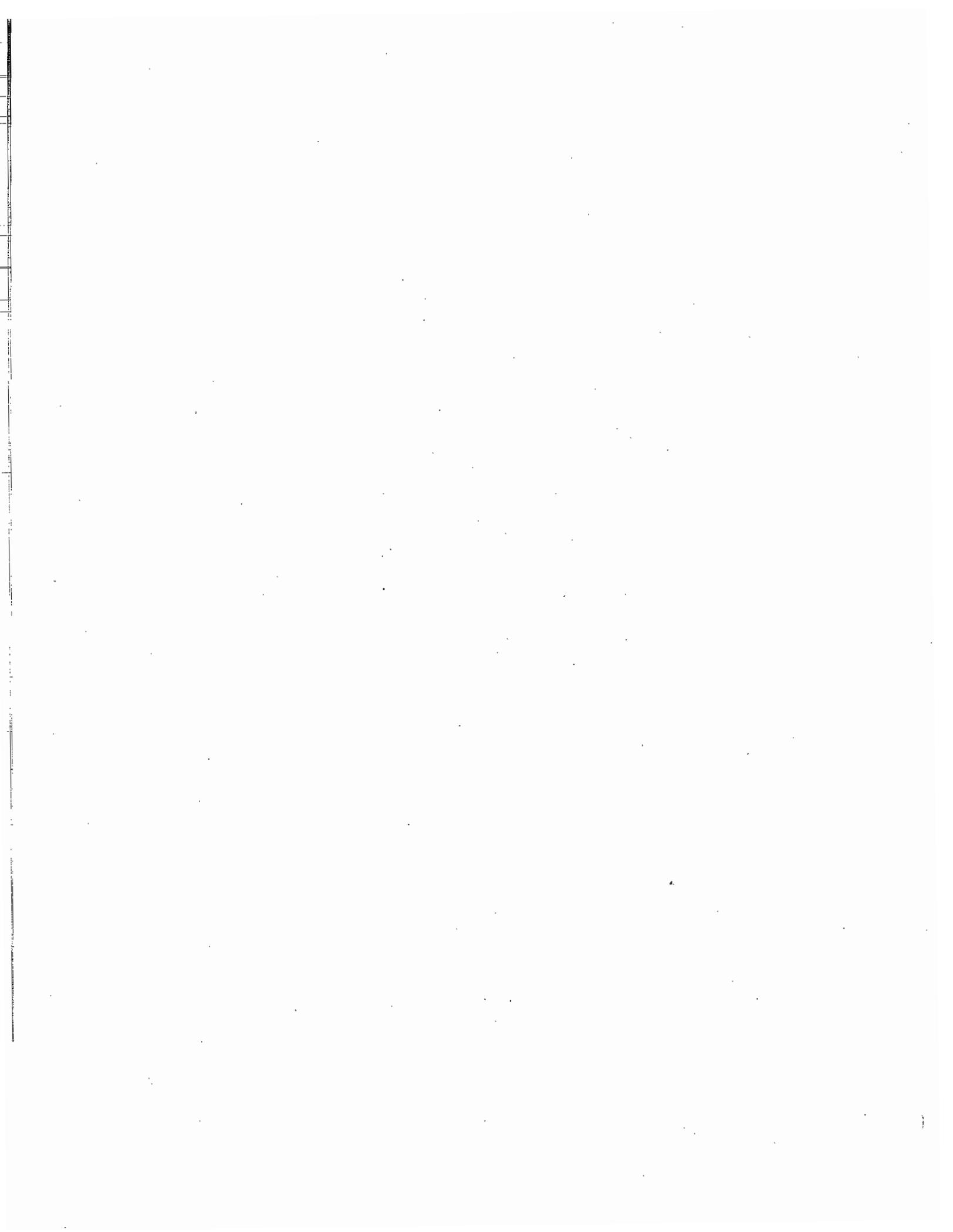
The Chief Procurement Officer shall, in the purchase of all supplies and services funded with County dollars by competitive sealed bidding, accept the lowest bid price or lowest evaluated bid price from a responsive or responsible local business, provided that the bid does not exceed the lowest bid price or lowest evaluated bid price from a responsive and responsible non-local business by more than five percent (5%).

"Local Business" shall mean a person authorized to transact business in this State and having a bona fide establishment for transacting business located within Cook County at which it was actually transacting business on the date when any competitive solicitation for a public contract is first advertised or announced and further which employs the majority of its regular, full time work force within Cook County, including a foreign corporation duly authorized to transact business in this State and which has a bona fide establishment for transacting business located within Cook County at which it was actually transacting business on the date when any competitive solicitation for a public contract is first advertised or announced and further which employs the majority of its regular, full time work force within Cook County.

**IB-11 CONSIDERATION OF BID PROPOSALS**

The County reserves the right to reject or accept any or all Bid Proposals, to extend the bidding period, to waive technicalities in the Contract Documents and/or to direct that the project be abandoned or rebid prior to award of the Contract.

After Bid Proposals are opened and read aloud, they will be evaluated based on the price, conformance with Specifications, the responsibility of the various Bidders taking into consideration factors including, but not limited to, those noted in IB-09, IB-10 and responsiveness to the County's Minority and Female Owned Business Ordinance.



**IB-12 WITHDRAWAL OF BID PROPOSALS**

Bidders may withdraw their Bid Proposals at any time prior to the time specified in the legal advertisement as the date and hour set for the Bid Opening. However, no Bidder shall withdraw, cancel or modify its Bid Proposal for a period of ninety (90) calendar days after said advertised Bid Opening.

**IB-13 ACCEPTANCE OF PROPOSALS**

The Chief Procurement Officer shall notify the successful Bidder, in writing, of award of the Contract by the County within ninety (90) days from the Bid Opening date. Upon receipt of the Notice of Award, the Contractor shall promptly secure, execute and deliver to the Chief Procurement Officer any documents required herein.

**IB-14 PERFORMANCE AND PAYMENT BOND**

When required in the legal advertisement or Special Conditions, the successful Bidder shall furnish a Performance and Payment Bond in the full amount of the Contract on the County Form, a specimen of which is provided herein. The Surety issuing the Performance and Payment Bond must have a general rating of "A" and shall be a Class VII or higher in the financial size category as defined by Best's Key Rating Guide-Property and Casualty.

In the event that the Bidder fails to furnish the Performance and Payment Bond within fourteen (14) calendar days after service of the Notice of Award, the County may elect to retain Bidder's bid deposit as liquidated damages and not as a penalty and the Contract may be terminated. The parties agree that the sum of the bid deposit is a fair estimate of the amount of damages that the County will sustain due to the Bidder's failure to furnish the Performance and Payment Bond and the termination of the Contract.

**IB-15 PRICES FIRM**

All prices quoted in the Bid Proposal shall be firm and will not be subject to increase during the term of the Contract awarded to the Contractor, except as otherwise provided in these Contract Documents.

**IB-16 CASH BILLING DISCOUNTS**

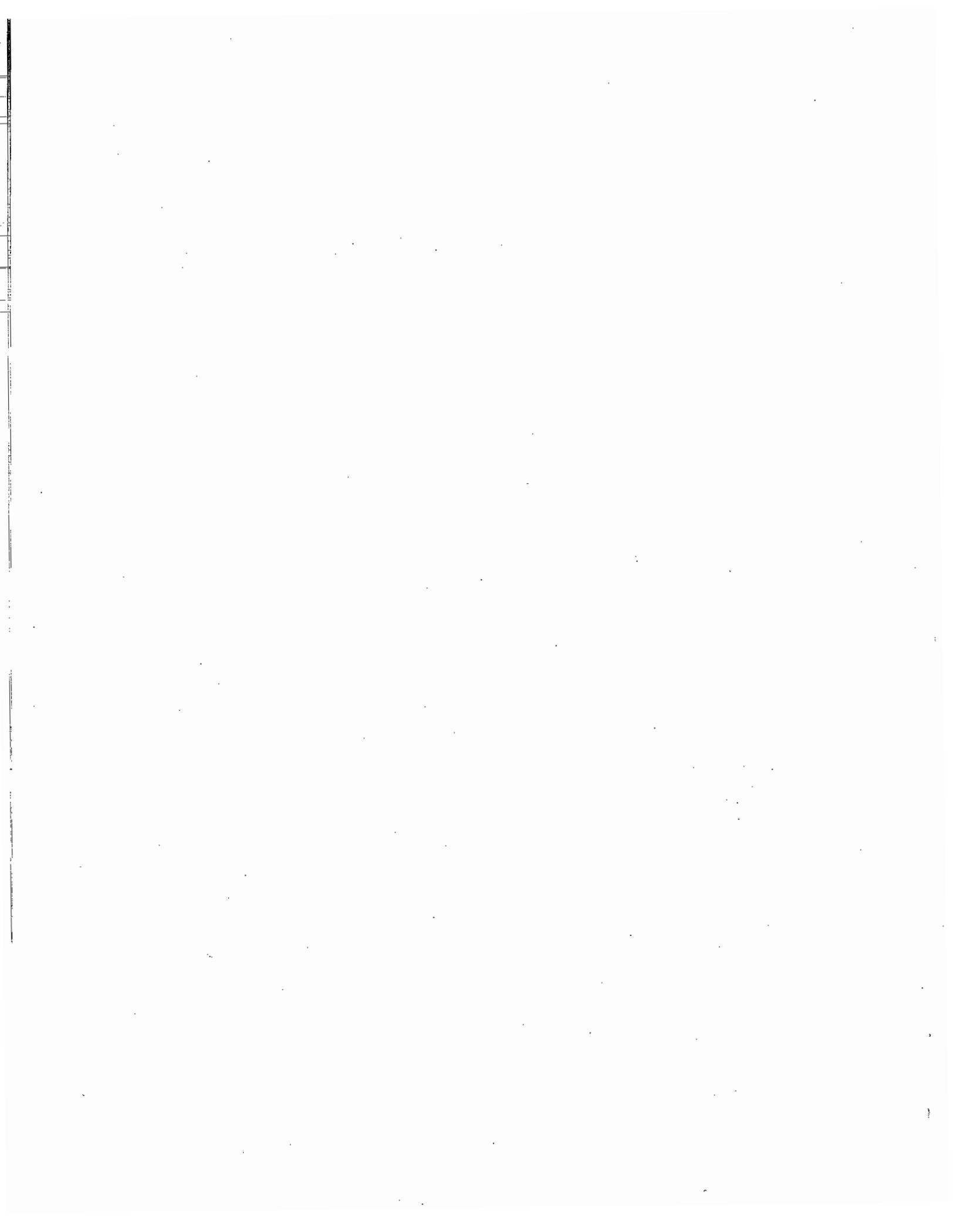
Cash billing or percentage discounts for payment will not be considered in evaluating Bid Proposals.

**IB-17 CATALOGS**

Each Bidder shall submit in TRIPPLICATE, where necessary or when requested catalogs, descriptive literature, and detailed drawings, fully detailing features, designs, construction, appointment and finishes not covered in the Specifications but necessary to fully describe the materials, Contract Goods or work proposed to be furnished.

**IB-18 AUTHORIZED DEALER/DISTRIBUTOR**

The Bidder must be: (i) the manufacturer; (ii) an authorized dealer/distributor; or (iii) able to promptly secure the necessary genuine parts, assemblies and/or accessories as supplied by the original equipment manufacturer (O.E.M.), along with any necessary schematics or drawings to fulfill the contractual obligations. Further, the Bidder must be able to furnish original product warranty and manufacturer's related services such as product information, product re-call notices, etc. Proof of ability to transfer product warranty to the County is to be submitted with the Bid Proposal.



**IB-19 TRADE NAMES**

In cases where an item is identified by a manufacturer's name, trade name, catalog number, or reference, it is understood that the Bidder proposes to furnish the item identified and does not propose to furnish an "equal" unless the proposed "equal" is definitely indicated therein by the Bidder. The County reserves the right to review and award alternate Contracts, if the commodity and/or service is suitable to its requirement.

The reference to the above catalog is intended to be descriptive and not restrictive and to indicate to the prospective Bidder articles that shall be satisfactory. Bid Proposals on other makes and catalogs shall be considered, provided each Bidder states on the face of the Bid Proposal exactly what is being proposed to be furnished or forwards with the Bid Proposal an illustration, or other descriptive matter which shall clearly indicate the character of the article covered by the Bid Proposal.

The County reserves the right to approve as an equal, or to reject as not being an equal, any article the Bidder proposes to furnish which contains major or minor variations from Specifications but which may comply substantially.

**IB-20 SAMPLES**

Bidders may be asked upon request of the Chief Procurement Officer or the Director to furnish and deliver a representative sample sufficient to effectively evaluate each item listed in the Bid Proposal. All samples must be delivered F.O.B. DESTINATION, FREIGHT PREPAID to an identified delivery location within five (5) business days of the request. Samples submitted must be identical to those specified in the Bid Proposal. Submission of other than the samples reflected in the Bid Proposal or failure to furnish samples within the required time period shall be cause for rejection of the Bid Proposal. All samples are subject to mutilation and will not be returned. Bidders shall bear the cost of any samples and shipping or delivery costs related thereto.

**IB-21 NOTICES**

All communications and notices between the County and Bidders regarding the Contract Documents shall be in writing and hand delivered or delivered via first class United States mail, postage prepaid. Notices to the Bidders shall be addressed to the name and address provided by the Bidders; notices to the Chief Procurement Officer shall be addressed to Room 1018, County Building, 118 North Clark Street, Chicago, Illinois 60602.

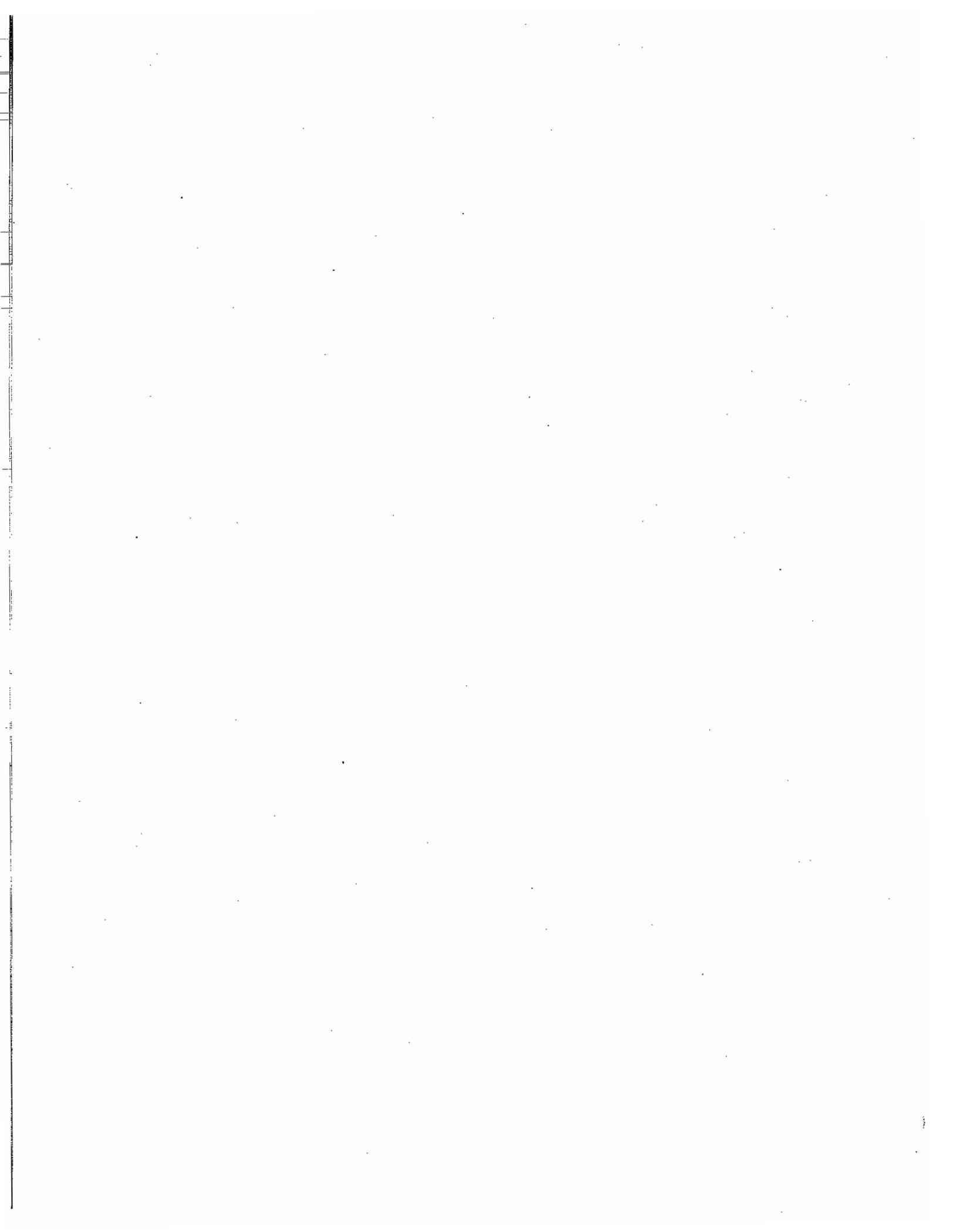
**IB-22 COMPLIANCE WITH LAWS - PUBLIC CONTRACTS**

This Contract is a competitively bid public contract of Cook County government subject to laws and ordinances governing public contracts. The Bidder shall at all times observe and comply with all laws, ordinances, regulations and codes of the Federal, State, County and other local government agencies which may in any manner effect the preparation of the Bid Proposal or the performance of the Contract. If the Bidder observes that any of the Contract Documents are at variance therewith, it shall promptly notify the Chief Procurement Officer in writing and necessary changes shall be effected by appropriate modification.

**IB-23 COOPERATION WITH INSPECTOR GENERAL**

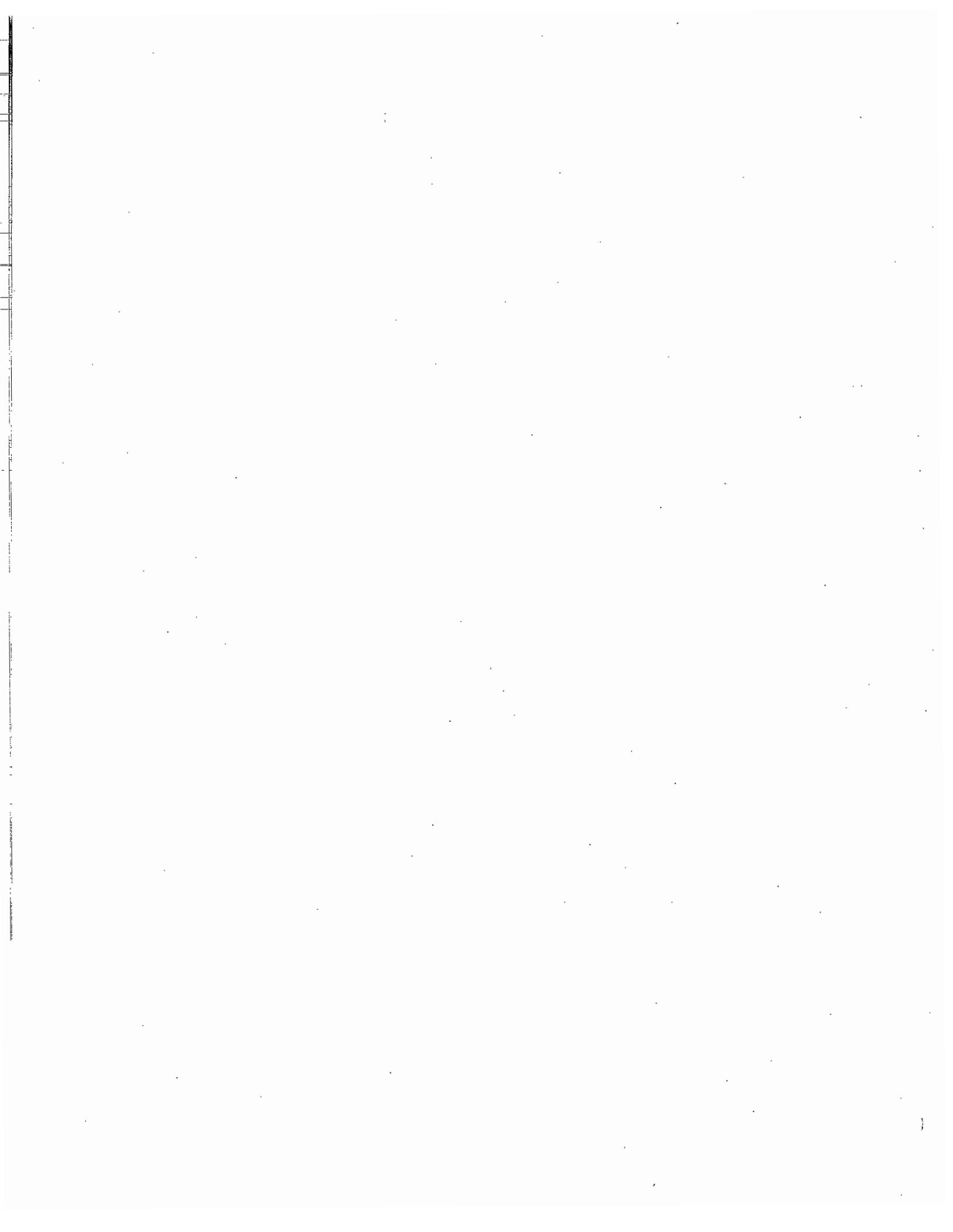
Persons or businesses seeking County contracts are required to abide by all of the applicable provisions of the Office of the Independent Inspector General Ordinance (Section 2-281 et. seq. of the Cook County Code of Ordinances). Failure to cooperate as required may result in monetary and/or other penalties.

**END OF SECTION**



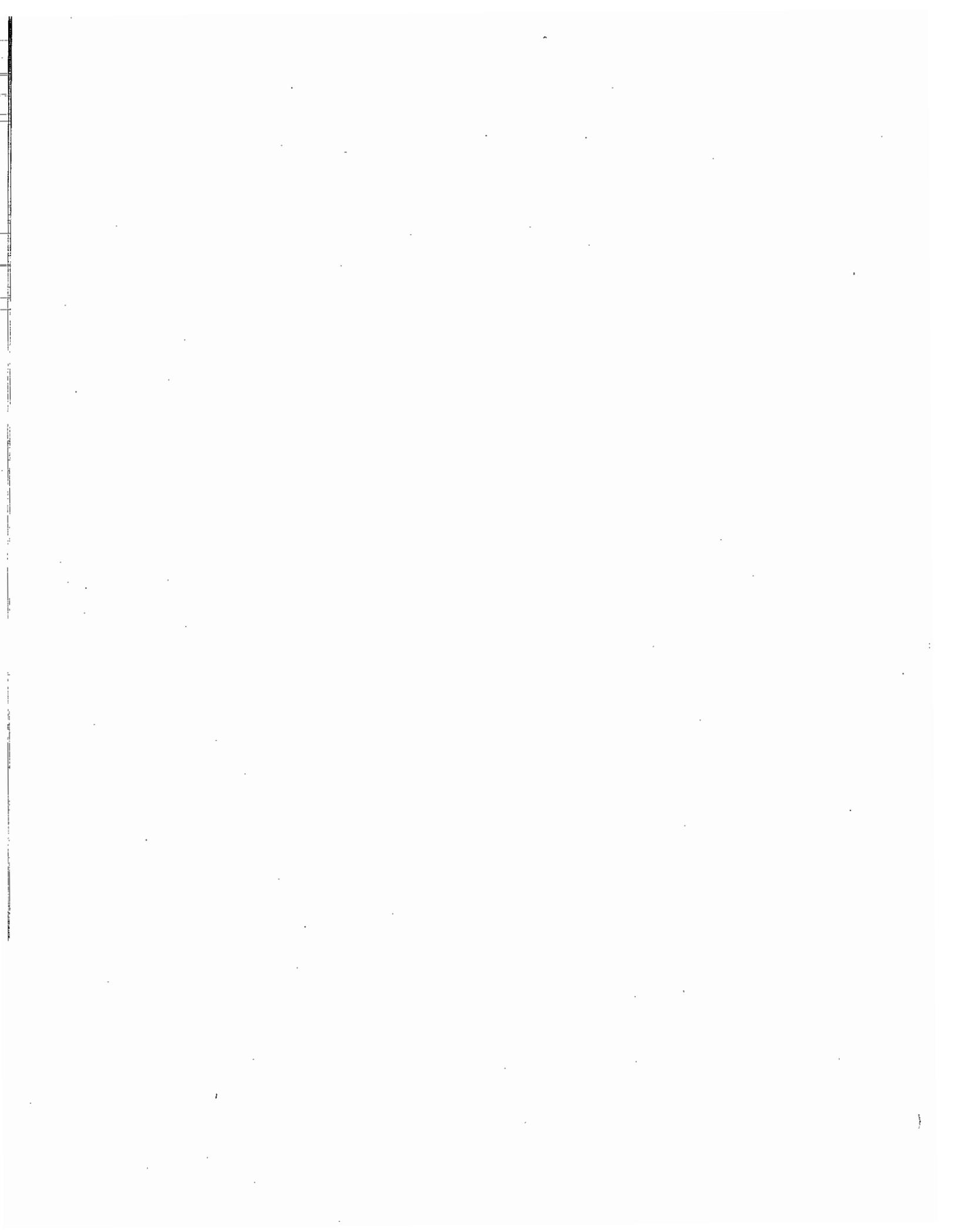
**GENERAL CONDITIONS  
BID CONTRACTS  
INDEX**

<b><u>Section</u></b>	<b><u>Subject</u></b>	<b><u>Page</u></b>
GC-01	Subcontracting or Assignment of Contract or Contract Funds	GC-1
GC-02	Indemnification	GC-1
GC-03	Inspection and Responsibility	GC-1
GC-04	Payment	GC-1
GC-05	Prepaid Fees	GC-1
GC-06	Taxes	GC-2
GC-07	Price Reduction	GC-2
GC-08	Contractor Credits	GC-2
GC-09	Disputes	GC-2
GC-10	Modifications and Amendments	GC-2
GC-11	Default	GC-3
GC-12	County's Remedies	GC-3
GC-13	Contractor's Remedies	GC-3
GC-14	Delays	GC-3
GC-15	Insurance Requirements	GC-4/6
GC-16	Patents, Copyrights and Licenses	GC-6
GC-17	Compliance with Laws	GC-6
GC-18	Delivery	GC-6
GC-19	MBE/WBE Cook County Ordinance	GC-7/10
GC-20	Material Safety Data Sheet	GC-10
GC-21	Conduct of the Contractor	GC-10
GC-22	Accident Reports	GC-11
GC-23	Use of Premises	GC-11
GC-24	General Notice	GC-11
GC-25	Termination for Convenience	GC-11



**GENERAL CONDITIONS  
BID CONTRACTS  
INDEX**

<b><u>Section</u></b>	<b><u>Subject</u></b>	<b><u>Page</u></b>
GC-26	Guarantees and Warranties	GC-11
GC-27	Standard of Contract Goods	GC-12
GC-28	Confidentiality And Ownership Of Documents	GC-12
GC-29	Quantities	GC-12
GC-30	Audit; Examination of Records	GC-12
GC-31	Governing Law	GC-13
GC-32	Cooperation with Inspector General	GC-13
GC-33	Waiver	GC-13
GC-34	Entire Agreement	GC-13
GC-35	Force Majeure	GC-13
GC-36	Governmental Joint Purchasing Agreement	GC-13
GC-37	Cooperative Purchasing	GC-13
GC-38	Federal Clauses	GC-14/21
GC-39	Contract Interpretation	GC-22



## GENERAL CONDITIONS

### GC-01 SUBCONTRACTING OR ASSIGNMENT OF CONTRACT OR CONTRACT FUNDS

Once awarded, this Contract shall not be subcontracted or any part thereof assigned without the express written approval of the County Chief Procurement Officer ("Chief Procurement Officer"). In no case, however, shall such approval relieve the Contractor from his obligations or change the terms of the Contract. The Contractor shall not transfer or assign any Contract funds or claims due or to become due without the advance written approval of the Chief Procurement Officer. The unauthorized subcontracting or assignment of the Contract, in whole or in part, or the unauthorized transfer or assignment of any Contract funds, either in whole or in part, or any interest therein, which shall be due or are to become due the Contractor shall have no effect on the County and are null and void.

The Contractor shall identify any and all contractors and subcontractors it intends to use in the performance of the Contract. All such persons shall be subject to the prior approval of the County.

The Contractor and its employees, contractors, subcontractors, agents and representatives are, for all purposes arising out of this Contract, independent contractors and are not employees of the County. It is expressly understood and agreed that the Contractor and its employees, contractors, subcontractors, agents and representatives shall in no event as a result of a contract be entitled to any benefit to which County employees are entitled, including, but not limited to, overtime, retirement benefits, worker's compensation benefits and injury leave or other leave benefits.

### GC-02 INDEMNIFICATION

The Contractor covenants and agrees to indemnify and save harmless the County and its commissioners, officials, employees, agents and representatives, and their respective heirs, successors and assigns, from and against any and all costs, expenses, attorney's fees, losses, damages and liabilities incurred or suffered directly or indirectly from or attributable to any claims arising out of or incident to the performance or nonperformance of the Contract by the Contractor, or the acts or omissions of the officers, agents, employees, contractors, subcontractors, licensees or invitees of the Contractor. The Contractor expressly understands and agrees that any Performance Bond or insurance protection required of the Contractor, or otherwise provided by the Contractor, shall in no way limit the responsibility to indemnify the County as hereinabove provided.

### GC-03 INSPECTION AND RESPONSIBILITY

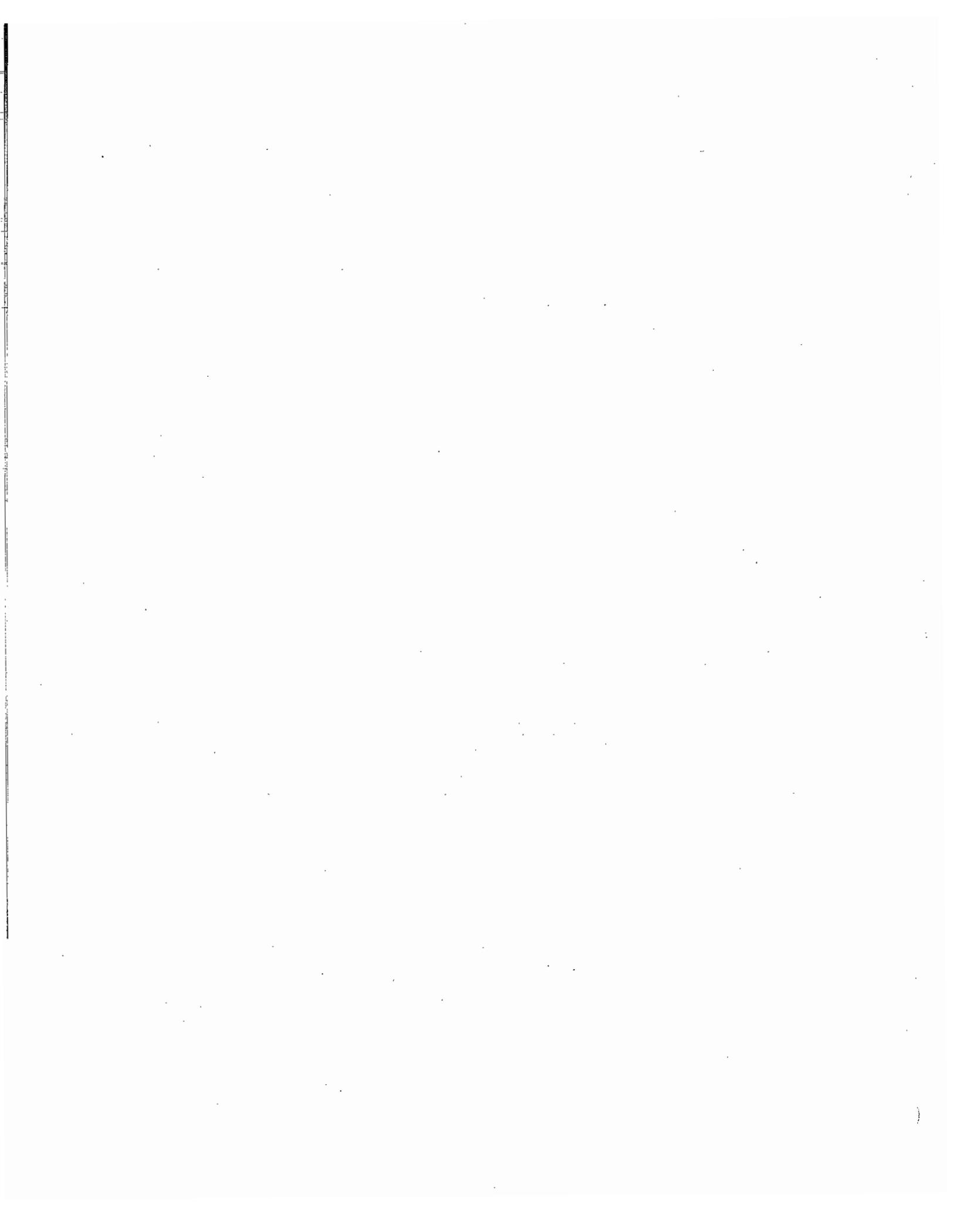
The County shall have a right to inspect any Contract Goods used in carrying out this Contract and shall be responsible for the quality and standards of all materials or completed work furnished under this Contract. Contract Goods or completed work not complying herewith may be rejected by the Chief Procurement Officer and/or the Director and shall be replaced and/or re-performed by the Contractor at no cost to the County. Any Contract Goods rejected shall be removed within a reasonable time from the premises of the County at the entire expense of the Contractor, after notice has been given by the County to the Contractor that such Contract Goods have been rejected.

### GC-04 PAYMENT

All invoices submitted by the Contractor shall be in accordance with the cost provisions contained in the Contract Documents. No payments shall be made without such invoices having been submitted along with a County Voucher Form.

### GC-05 PREPAID FEES

In the event this Contract is terminated by either party, for cause or otherwise, and the County has prepaid for any service or Contract Good to be provided pursuant to this Contract, Contractor shall refund to the County, on a prorated basis to the effective date of termination, all amounts prepaid for such service or Contract Good not actually provided as a result of the termination. The refund shall be made within fourteen (14) days of the effective date of termination.



#### **GC-06 TAXES**

Federal Excise Tax does not apply to materials purchased by the County by virtue of Exemption Certificate No. 36-75-0038K. Illinois Retailers' Occupation Tax, Use Tax and Municipal Retailers' Occupation Tax do not apply to materials or services purchased by the County by virtue of statute. The price or prices quoted herein shall include any and all other federal and/or state, direct and/or indirect taxes which apply to this Contract. The County's State of Illinois Sales Tax Exemption Identification No. is E-9998-2013-05.

#### **GC-07 PRICE REDUCTION**

If at any time after the contract award, Contractor makes a general price reduction in the price of any goods covered by the Contract, the equivalent price reduction based on similar quantities and/or considerations shall apply to this Contract for the duration of the Contract period. Such price reductions shall be effective at the same time and in the same manner as the reduction in the price to customers generally.

#### **GC-08 CONTRACTOR CREDITS**

To the extent the Contractor gives credits toward future purchases of goods or services, financial incentives, discounts, value points or other benefits based on the purchase of the materials or services provided for under this Contract, such credits belong to the County and not any specific using department. Contractor shall report any such credits to the Chief Procurement Officer.

#### **GC-09 DISPUTES**

Any dispute arising under the Contract between the County and Contractor shall be decided by the Chief Procurement Officer. The complaining party shall submit a written statement detailing the dispute and specifying the specific relevant Contract provision(s) to the Chief Procurement Officer. Upon request of the Chief Procurement Officer, the party complained against shall respond to the complaint in writing within five days of such request. The Chief Procurement Officer will reduce his decision to writing and mail or otherwise furnish a copy thereof to the Contractor and Director. Dispute resolution as provided herein shall be a condition precedent to any other action at law or in equity. Notwithstanding a dispute, Contractor shall continue to discharge all its obligations, duties and responsibilities set forth in the Contract during any dispute resolution proceeding unless otherwise agreed to by the County in writing.

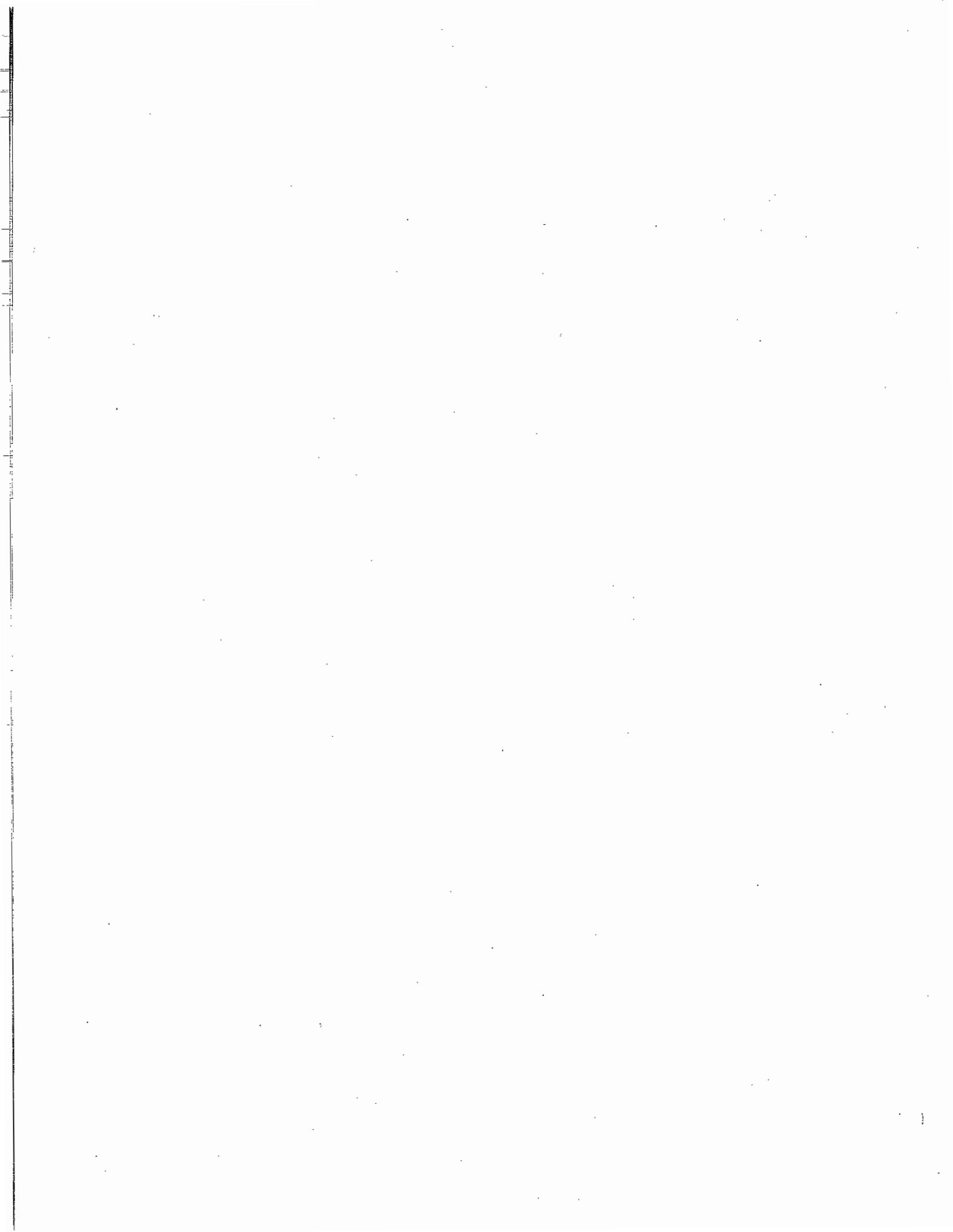
#### **GC-10 MODIFICATIONS AND AMENDMENTS**

The parties may during the term of the Contract make modifications and amendments to the Contract but only as provided in this section. Such modifications and amendments shall only be made by mutual agreement in writing. In the case of Contracts not approved by the Board, the Chief Procurement Officer may amend a contract provided that any such amendment does not extend the Contract by more than one (1) year, and further provided that the total cost of all such amendments does not increase the total amount of the Contract beyond \$150,000. Such action may only be made with the advance written approval of the Chief Procurement Officer. If the amendment extends the Contract beyond one (1) year or increases the total award amount beyond \$150,000, then Board approval will be required.

In the case of Contracts approved by the Board, the total cost of all such amendments shall not increase the Contract by more than 10% of the original contract award and the term may only be extended for up to one (1) year. Such action may only be made with the advance written approval of the Chief Procurement Officer.

In the case of Contracts approved by the Board, modifications and amendments which individually or cumulatively result in additional costs of greater than 10% of the original awarded amount or which extend the term of the Contract by more than one (1) year shall be deemed as authorized with the advance approval of the Cook County Board of Commissioners.

No County department or employee thereof has authority to make any modifications or amendments to this Contract. Any modifications or amendments to this Contract made without the express written approval of the Chief Procurement Officer is void and unenforceable.



### **GC-11 DEFAULT**

Contractor shall be in default hereunder in the event of a material breach by Contractor of any term or condition of this Contract where Contractor has failed to cure such breach within ten (10) days after written notice of breach is given to Contractor by the County, setting forth the nature of such breach.

A material breach of the contract by the Contractor includes but is not limited to the following:

1. Failure to begin performance under this Contract within the specified time;
2. Failure to perform under this Contract with sufficient personnel, equipment, or materials to ensure completion of said performance within the specified time or failure to assign qualified personnel to ensure completion within the specified time;
3. Performance of this contract in an unsatisfactory manner;
4. Refusal to perform services deemed to be defective or unsuitable;
5. Discontinuance of performance of Contractor's obligations under the Contract or the impairment or the reasonable progress of performance;
6. Becoming insolvent, being declared bankrupt or committing any act of bankruptcy or insolvency;
7. Any assignment of this contract for the benefit of creditors;
8. Any cause whatsoever which impairs performance in an acceptable manner; or
9. Any other material breach of any term or condition of this Contract.

County shall be in default hereunder if any material breach of the Contract by the County occurs which is not cured by the County within forty-five (45) days after written notice of breach has been given by Contractor to the County, setting forth the nature of such breach.

### **GC-12 COUNTY'S REMEDIES**

If the Contractor fails to remedy a material breach during the ten (10) day cure period pursuant to General Condition GC-11, Default, the County shall have the right to terminate this Contract provided, however, that the County shall give Contractor prior written notice of its intent to terminate. Following notice of breach to Contractor, the County reserves the right to withhold payments owed to Contractor until such time as Contractor has cured the breach which is the subject matter of the notice. In addition, the County shall have the right to pursue all remedies in law or equity.

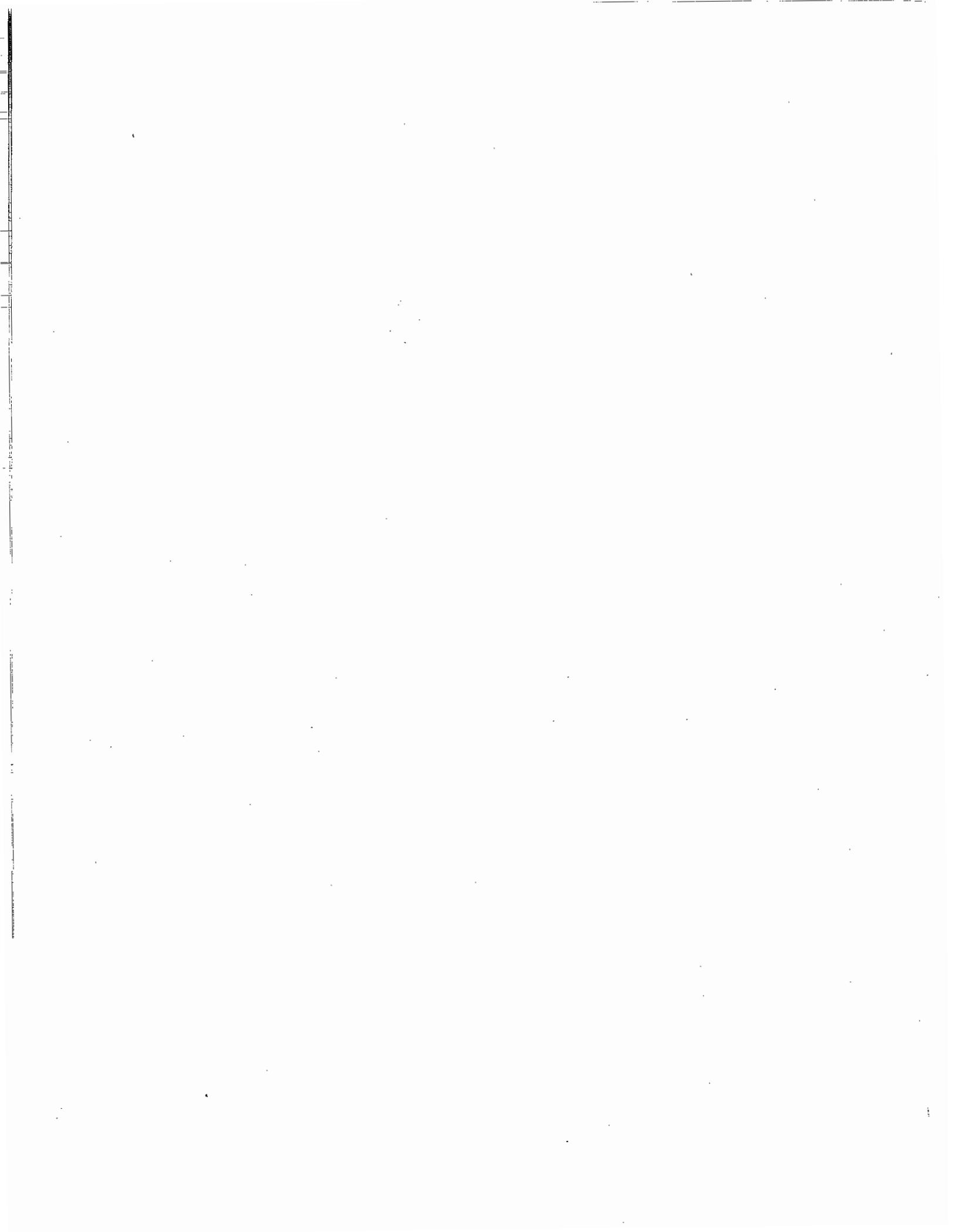
### **GC-13 CONTRACTOR'S REMEDIES**

If the County has been notified of breach and fails to remedy the breach during the forty-five (45) day cure period pursuant to General Condition GC-11, Default, the Contractor shall have the right to terminate this Contract providing, however, that Contractor shall give the County thirty (30) days prior written notice of termination.

Contractor shall have the right to pursue all remedies available in law or equity. In all cases the Contractor's damages shall be those provable damages not to exceed the value of the Contract as awarded by the Cook County Board of Commissioners. Contractor shall not disrupt the operation or repossess any component thereof.

### **GC-14 DELAYS**

Contractor agrees that no charges or claims for damages shall be made by Contractor for any delays or hindrances from any cause whatsoever during the progress of any portion of this Contract.



**GC-16 INSURANCE REQUIREMENTS**

- 1) The Contractor shall require all policies of insurance that are in any way related to the work and are secured and maintained by Contractor and all tiers of subcontractors to include clauses providing that each underwriter shall waive all of its rights of recovery, under subrogation or otherwise, against Cook County, Board of Commissioners and employees of the County.
- 2) The Contractor shall waive all rights of recovery against Cook County, Board of Commissioners, employees of the County and other Contractors and subcontractors which Contractor may have or acquired because of deductible clauses in or inadequacy of limits of any policies of insurance that are in any way related to the work and that are secured and maintained by Contractor.
- 3) The Contractor shall require all tiers of subcontractors to waive the rights of recovery against Cook County and all tiers of subcontractors.

**Insurance Requirements of the Contractor**

Prior to the effective date of this Contract, the Contractor, at its cost, shall secure and maintain at all times, unless specified otherwise, until completion of the term of this Contract the insurance specified below.

Nothing contained in these insurance requirements is to be construed as limiting the extent of the Contractor's responsibility for payment of damages resulting from its operations under this Contract. The insurance purchased and maintained by the Contractor shall be primary and not excess or pro rata to any other insurance issued to the County.

The Contractor's insurance shall apply separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the Insurer's liability.

The limits of liability shall be as stated below, unless, prior to the effective date of this Contract, written approval is granted by the Cook County Department of Risk Management for variance from those limits.

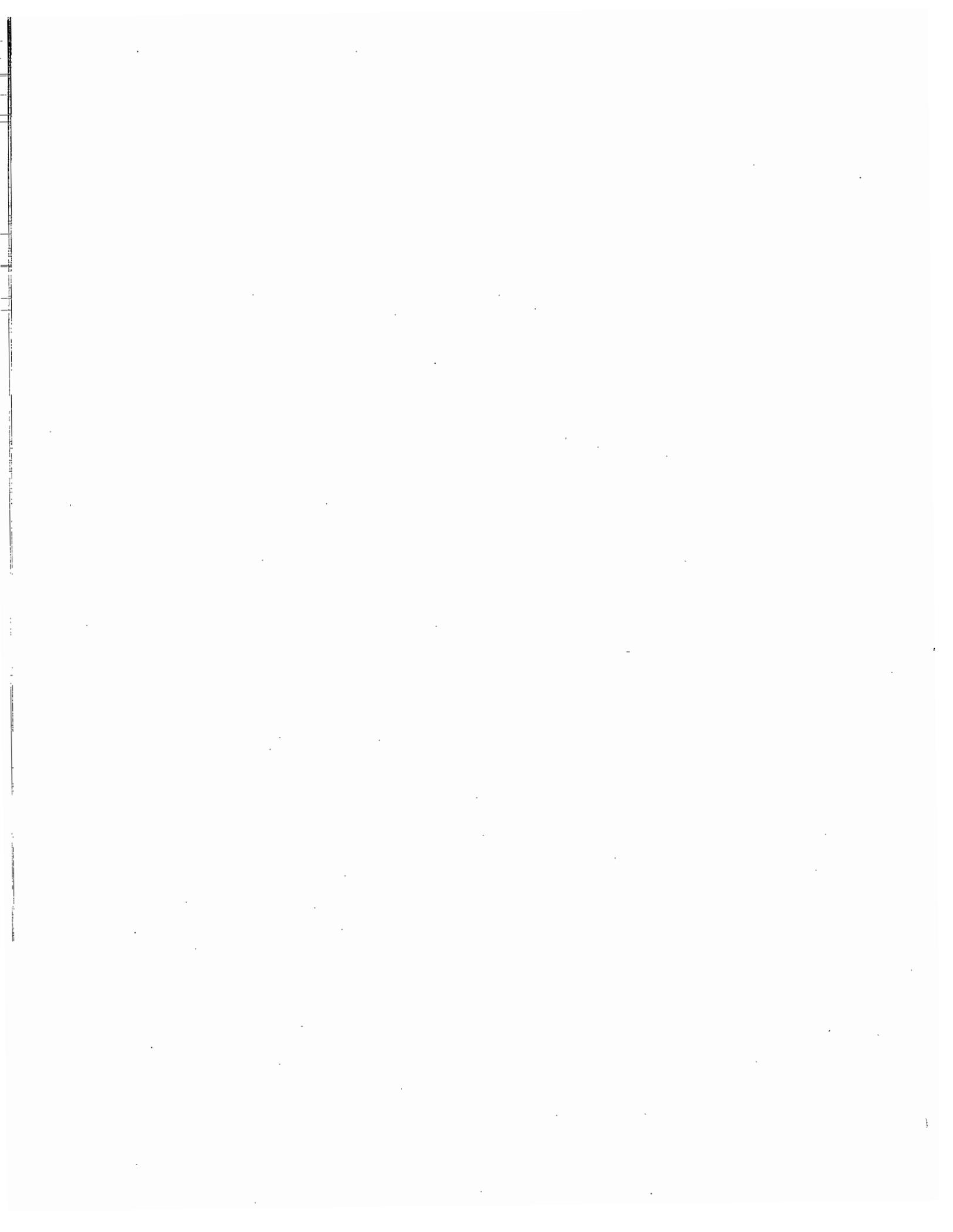
**1. Coverages**

**(a) Workers Compensation Insurance**

Workers' Compensation shall be in accordance with the laws of the State of Illinois or any other applicable jurisdiction.

The Workers Compensation policy shall also include the following provisions:

- (1) Employers' Liability coverage with a limit of  
\$500,000 each Accident  
\$500,000 each Employee  
\$500,000 Policy Limit for Disease
- (2) Broad form all states coverage



**GC-16 INSURANCE REQUIREMENTS (CON'T.)**

(b) **Commercial General Liability Insurance**

- (1) The Commercial General Liability shall be on an occurrence form basis to cover bodily injury and property damage including loss of use.

General Liability limits shall not be less than \$1,000,000 per occurrence and \$2,000,000 aggregate combined single limit for bodily injury and property damage. The General Liability policy shall include, without limitation the following coverages:

- (a) All premises and operations;
- (b) Broad Form Blanket Contractual Liability;
- (c) Products/Completed Operations;
- (d) Broad Form Property Damage Liability;
- (e) Cross Liability.

(c) **Comprehensive Automobile Liability Insurance**

Comprehensive Automobile Liability to cover all owned, non-owned and hired automobiles, trucks and trailers. The Comprehensive Automobile Liability limits shall not be less than the following:

- 1) Liability - All Autos: Bodily Injury & Property Damage - \$1,000,000 per Occurrence
- 2) Uninsured/Motorists: Per Illinois Requirements

(d) **Umbrella/Excess Liability Insurance**

In addition to the coverages and limits specified above, Contractor and Sub-Contractors of any tier shall secure and maintain a limit of liability no less than:

- 1) \$2,000,000 each occurrence for all liability
- 2) \$2,000,000 in the aggregate per policy year separately with respect to products and completed operations

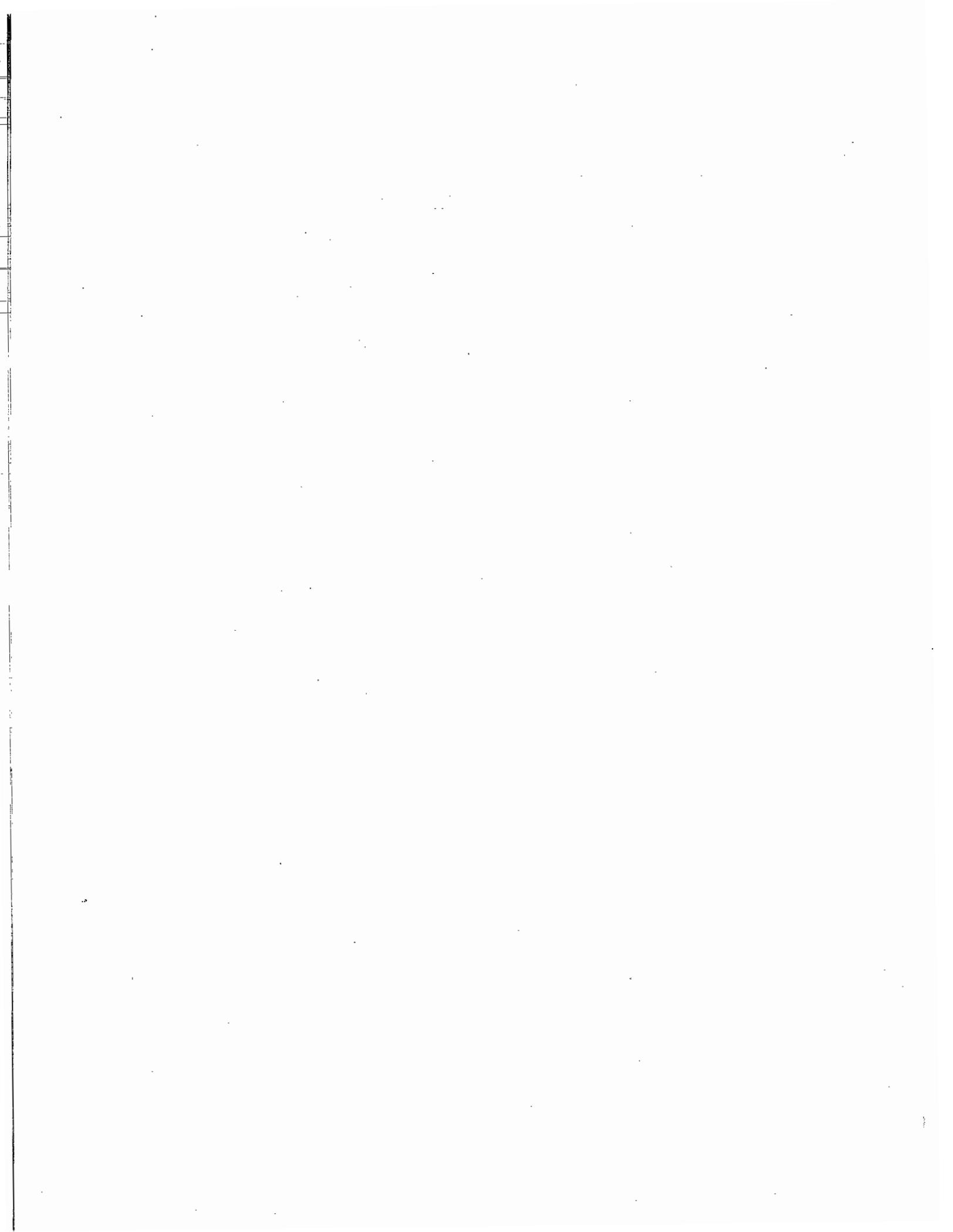
**2. Additional requirements**

(a) **Additional Insured**

Cook County, its officials, employees and agents shall be named as additional insureds under the Commercial General Liability policy.

(b) **Qualification of Insurers**

All insurance companies providing coverage shall be licensed or approved by the Department of Insurance, State of Illinois, and shall have a financial rating no lower than (A-) VII as listed in A.M. Best's Key Rating Guide, current edition or interim report. Companies with ratings lower than (A-) VII will be acceptable only upon written consent of the Cook County Department of Risk Management.



## **GC-15 INSURANCE REQUIREMENTS (CONT.)**

### **(c) Insurance Notices**

All policies of Insurance which may be required under terms of this Contract shall be endorsed to provide that the insurance company shall notify the Cook County Office of the Chief Procurement Officer, 118 North Clark Street, Room 1018, Chicago, Illinois 60602 at least 30 days prior to the effective date of any cancellation or modification of such policies. Prior to the date on which Contractor commences performance of its part of the work, Contractor shall furnish to the County certificates of insurance maintained by Contractor.

In no event shall any failure of the County to receive Certificates of Insurance required hereof or to demand receipt of such Certificates of Insurance be construed as a waiver of Contractor's obligations to obtain insurance pursuant to these insurance requirements.

## **GC-16 PATENTS, COPYRIGHTS AND LICENSES**

Contractor agrees to hold harmless and indemnify the County, its officers, agents, employees and affiliates from and defend, at its own expense (including reasonable attorneys', accountants' and consultants' fees), any suit or proceeding brought against County based upon a claim that the ownership and/or use of equipment, hardware and software or any part thereof utilized in performing Contractor's services constitutes an infringement of any patent, copyright or license or any other intellectual property right.

In the event the use of any equipment, hardware or software or any part thereof is enjoined, Contractor with all reasonable speed and due diligence shall provide or otherwise secure for County, at the Contractor's election, one of the following: the right to continue use of the equipment, hardware or software; an equivalent system having the Specifications as provided in this Contract; or to modify the system or its component parts so that it becomes non-infringing while performing in a substantially similar manner to the original system, meeting the Specifications of this Contract.

## **GC-17 COMPLIANCE WITH LAWS**

The Contractor shall observe and comply with the laws, ordinances, regulations and codes of the Federal, State, County and other local government agencies which may in any manner affect the performance of the Contract, including but not limited to those County Ordinances set forth in the Certifications attached hereto and incorporated herein. Assurance of compliance with this requirement by the Contractor's employees, agents or subcontractors shall be the responsibility of the Contractor.

The Contractor shall secure and pay for all federal, state and local licenses, permits and fees required hereunder.

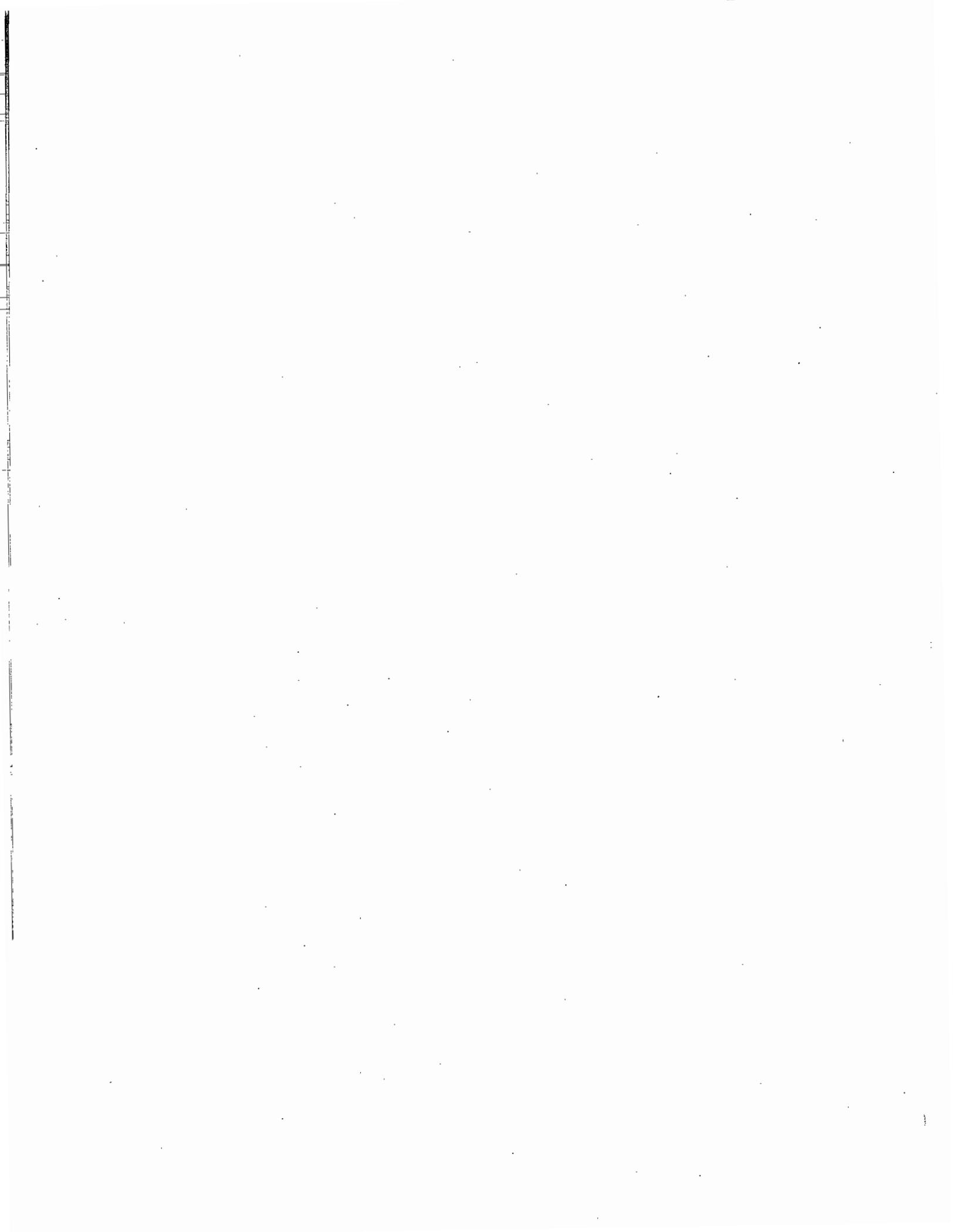
## **GC-18 DELIVERY**

All Contract Goods shipped to the County shall be shipped F.O.B., DESTINATION, FREIGHT PREPAID. Arrangements shall be made in advance by the Contractor in order that the County may arrange for receipt of the materials.

Truck deliveries will be accepted before 3:00 P.M. on weekdays only. No deliveries will be accepted on Saturdays, Sundays or County Holidays. The County is not responsible for delivery delays due to waiting times for loading and unloading at dock locations.

The quantity of Contract Goods delivered by truck will be ascertained from a weight certificate issued by a duly licensed Public Weight-Master. In the case of delivery by rail, weight will be ascertained from bill of lading from originating line, but the County reserves the right to re-weigh at the nearest available railroad scale.

The County reserves the right to add new delivery locations or delete previously listed delivery locations as required during the Contract period. The only restriction regarding the County's right to add new delivery locations shall be that any new or additional location shall be within the geographical boundaries of the County of Cook.

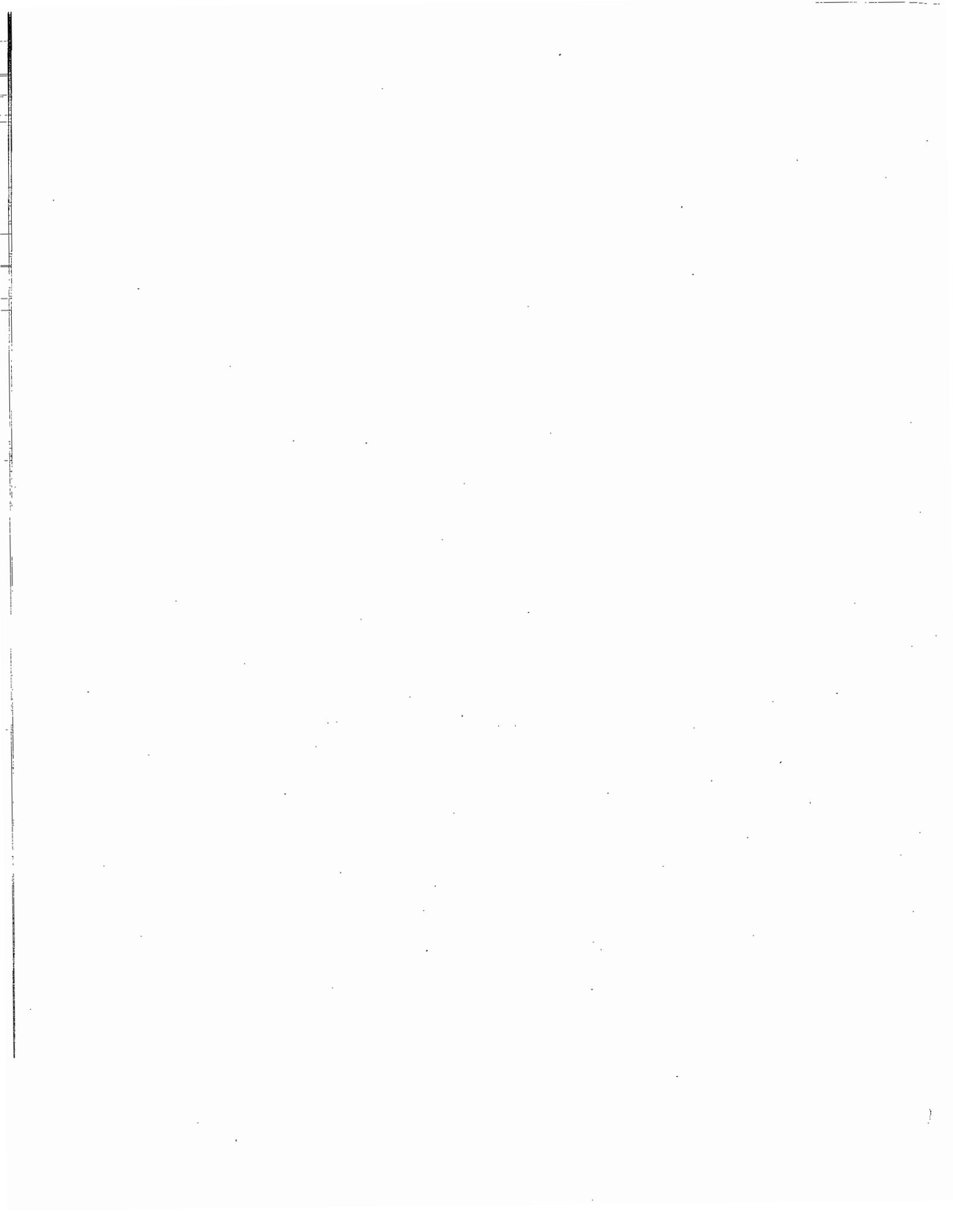


**GC-19 MINORITY AND WOMEN BUSINESS ENTERPRISES**

**COOK COUNTY ORDINANCE CHAPTER 34, DIVISION 6, SECTION 34-275 to SECTION 34-303**

**I. POLICY AND GOALS**

- A. It is the policy of the County of Cook to prevent discrimination in the award of or participation in County contracts and to eliminate arbitrary barriers for participation, as both prime and sub-contractors, in such contracts by local businesses certified as Minority Business Enterprises (MBE) and Women-owned Business Enterprises (WBE). In furtherance of this policy, the Cook County Board of Commissioners has adopted a Minority- and Women-owned Business Enterprise Ordinance (the "Ordinance") which establishes a goal of awarding not less than twenty-five percent (25%) of the annual total dollar amount of contracts to certified MBEs and ten percent (10%) of the annual dollar value of all such contracts to certified WBEs.
- B. **The County may set contract-specific goals for each contract, based on the commodities or services specified in this bid document. The MBE/WBE percentages required for this contract are stated in the Special Conditions.** A Bid or Quotation shall be rejected if the County determines that a Bid or Quotation fails to comply with this General Condition, including but not limited to, commitments to achieve for this contract, the MBE/ WBE goals of the contract amount or to include a Petition for Reduction/Waiver documenting why the goals are not attainable despite the contractor's Good Faith Efforts. A Bid or Quotation may be rejected and a new Bid or Quotation may be solicited if the public interest is served thereby. Unless otherwise specified in the Bid or Quotation Documents, for purposes of this GC-19, the contract amount is the amount that has been entered on the Proposal page of the Bid or Quotation Documents.
- C. Except to the extent that a Bid or Quotation includes a Reduction/Waiver request, the contract MBE and WBE participation goals may be achieved by the Bid or Quotation entities' status as a MBE or WBE; by entering into a joint venture with one or more MBEs and/or WBEs; by subcontracting a portion of the work to one or more MBEs and WBEs; by establishing and carrying out a mentor/protégé agreement; by the Indirect Participation of one or more MBEs and WBEs used by the entity submitting a Bid or Quotation in other aspects of its business; or by any combination of the foregoing so long as the Utilization Plan evidences a commitment to the MBE and WBE contract goals set forth in (B) above.
- D. The same Business Enterprise, whether as a contractor, subcontractor or supplier, cannot be utilized as both a MBE and a WBE on the same contract.
- E. To the extent that the Ordinance does not apply to this Bid or Quotation, unless specifically waived in the Bid or Quotation Documents, this GC-19 and the wording of the Ordinance shall apply. If there is a conflict between this GC-19 and the Ordinance or the wording of the Ordinance, the Ordinance or its wording controls.
- F. A Contractor's failure to carry out its commitments in the course of the Contract's performance shall constitute a material breach of the Contract and if such breach is not appropriately cured, may result in the termination of the Contract or such remedy authorized by the Ordinance as the County deems appropriate.



**GC-19 MINORITY AND WOMEN BUSINESS ENTERPRISES**  
**COOK COUNTY ORDINANCE CHAPTER 34. DIVISION 6. SECTION 34-275 to SECTION 34-303**

**II. REQUIRED BID OR QUOTATION SUBMITTALS**

To be considered responsive, a Bid or Quotation shall meet the MBE and WBE goals by submitting a Utilization Plan with the Bid or Quotation, which shall be (1) supported by Letters of Intent from the MBEs and WBEs together with the MBEs/WBEs Letters of Certification, and/or (2) Include a written Petition for Reduction/Waiver with the Bid or Quotation supported by documentation of Good Faith Efforts to meet the goals. Failure to submit the documents set forth in (A) and (B) of this Section II in accordance with these guidelines will cause the Bid or Quotation to be considered non-responsive and shall be cause to reject the Bid or Quotation.

**A. MBE/WBE Utilization Plan**

Each Bid or Quotation shall include with the Bid or Quotation a complete Utilization Plan. The Utilization Plan shall list the names, mail and email addresses, telephone number and contact persons of businesses intended to be used as MBEs and WBEs on the Contract. If the entity submitting a Bid or Quotation, or any of its subcontractors, suppliers or consultants, are certified MBEs or WBEs they shall be identified as an MBE or WBE within the Utilization Plan.

**1. Letter(s) of Intent**

Except as set forth below, a Bid or Quotation shall include with its Utilization Plan, Letter(s) of Intent executed by each MBE and WBE included in the Utilization Plan and by the entity submitting the Bid or Quotation, which sets forth that each MBE and WBE intends to perform as a subcontractor, supplier, joint venture partner and/or consultant on the contract. The Letters of Intent must accurately detail the work to be performed by the MBE or WBE firm and the agreed rates and/or prices to be paid.

If the Bid or Quotation does not include all Letter(s) of Intent with its Utilization Plan, such Letter(s) of Intent may be submitted to the Office of Contract Compliance within three (3) business days after the date of the Bid or Quotation Opening. Failure to submit all Letter(s) of Intent as required shall result in the Contract Compliance Administrator's determination that a Bid or Quotation is not responsive and shall be cause to reject the Bid or Quotation.

All commitments made by a Bid or Quotation in its Utilization Plan must conform to those included in the submitted Letter(s) of Intent. The Contract Compliance Administrator reserves the right to request supplemental information regarding the Letter(s) of Intent submitted with a Bid or Quotation and such information shall be furnished. (Reference pages EDS-2 for a format sample of a Letter of Intent)

**2. Letter(s) of Certification**

Only a Letter of Certification from one of the following entities shall be accepted as certification of MBE/WBE status:

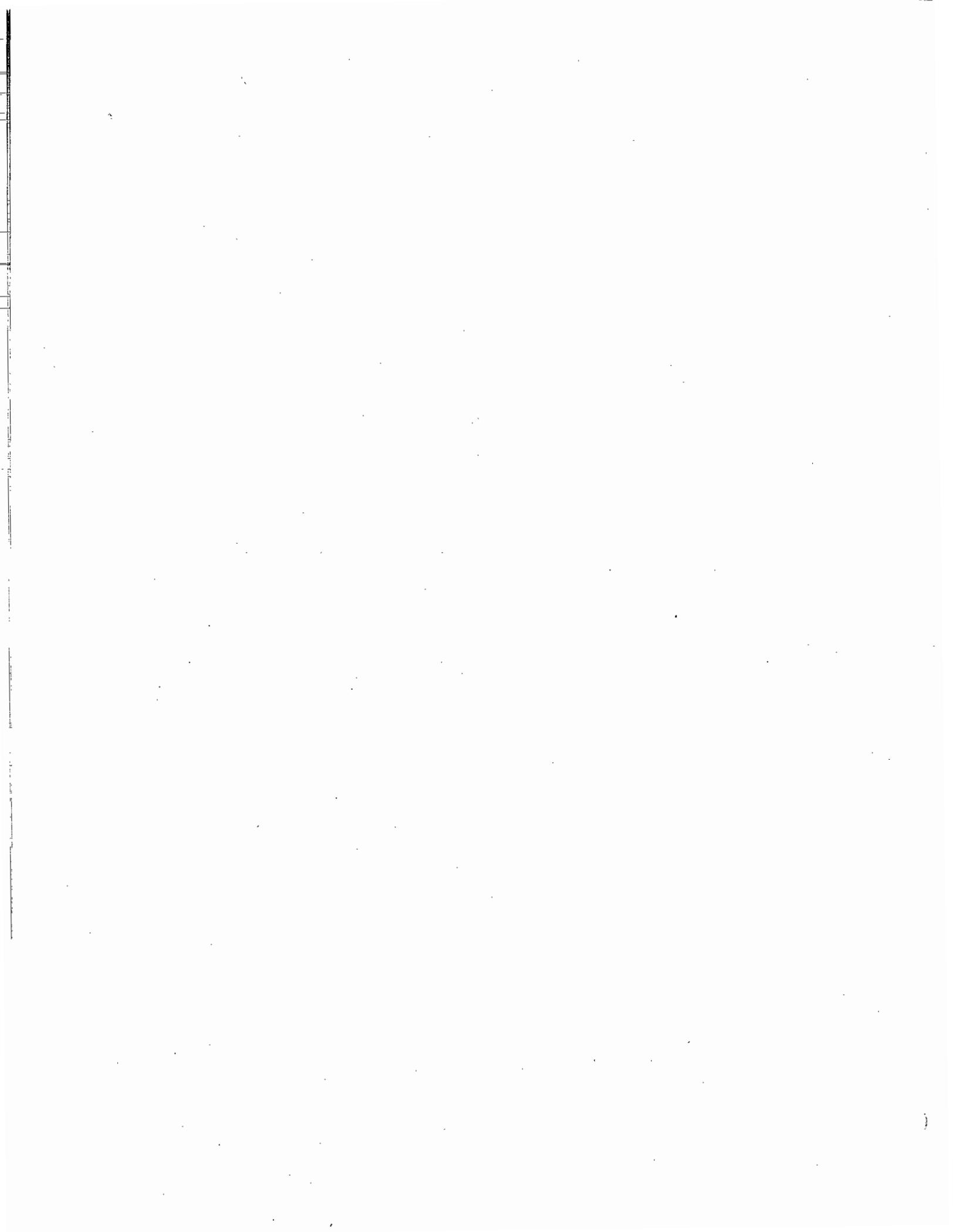
County of Cook

Small Business Administration 8A Program

Illinois Unified Certification Program

or any other governmental body or agency approved by the Contract Compliance Administrator as applying certification standards substantially similar to those applied by the County of Cook may also be accepted.

The Contract Compliance Administrator retains the right to reject the certification of any MBE or WBE on the ground that it does not meet the County's definition of a MBE or WBE.



**GC-19 MINORITY AND WOMEN BUSINESS ENTERPRISES**  
**COOK COUNTY ORDINANCE CHAPTER 34, DIVISION 6, SECTION 34-275 to SECTION 34-303**

**3. Joint Venture Affidavit**

In the event a Bid or Quotation achieves MBE and/or WBE participation by entering into a Joint Venture, the Bid or Quotation shall include the required Joint Venture Affidavit which is available in the Office of Contract Compliance. Such Joint Venture Affidavit shall be submitted with the Bid or Quotation along with Letter(s) of Certification.

**B. Reduction/Waiver Petition**

In the event a Bid or Quotation is unable to meet the applicable contract MBE and WBE participation goals, the Bid or Quotation must include a Petition for Reduction/Waiver and submit the Petition with its Bid or Quotation. The Petition for Reduction/Waiver shall be supported with evidence and sufficient documentation to demonstrate the Bid's or Quotation's Good Faith Efforts in attempting to achieve the applicable MBE and WBE goals. If a Bid or Quotation does not include all documentation in support of the Petition with its Bid or Quotation, such documentation must be submitted to the Office of Contract Compliance within three (3) business days after the date of the Bid or Quotation opening.

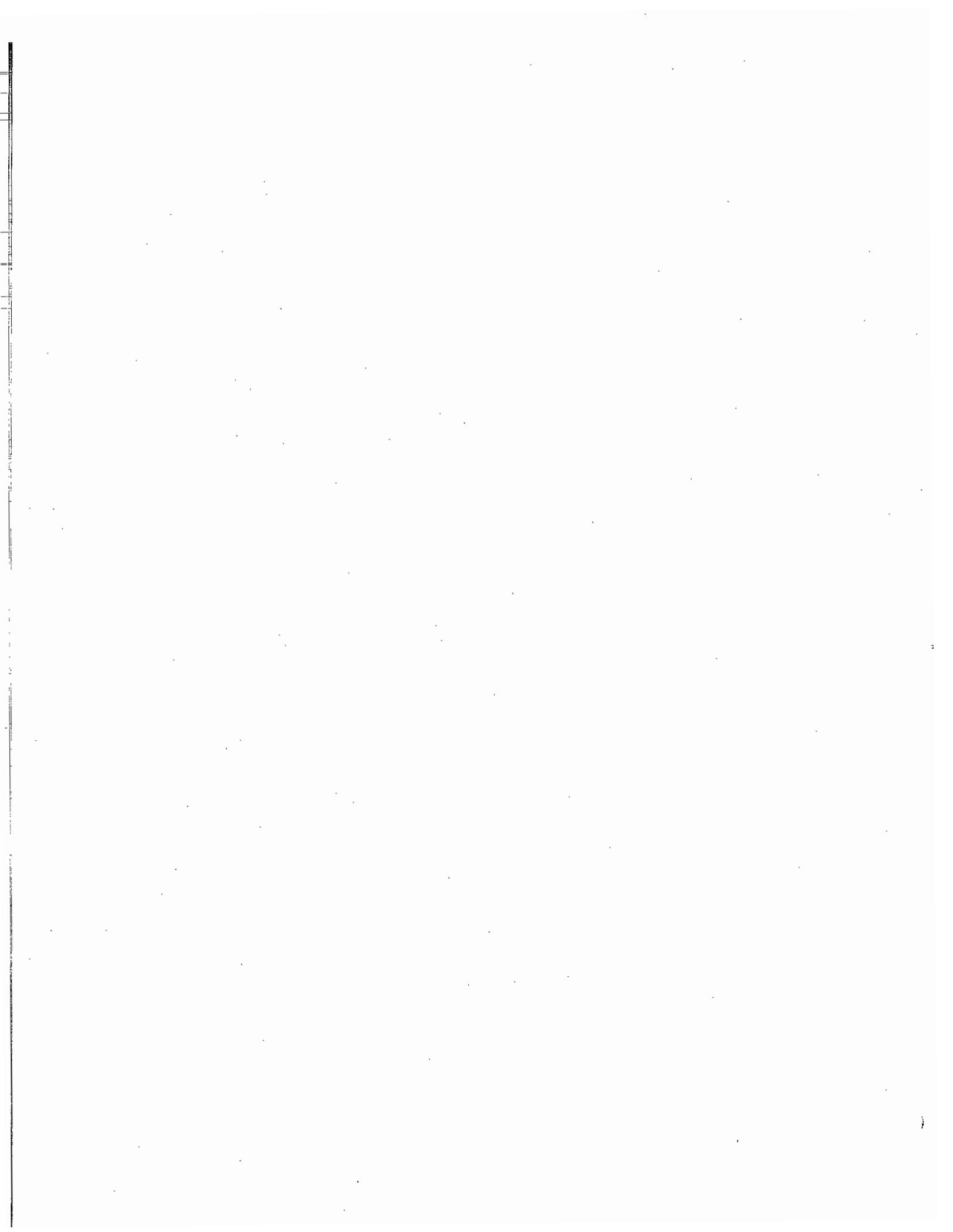
**III. REDUCTION/WAIVER OF MBE/WBE GOALS**

**A. Granting a Reduction/Waiver Request.**

1. The determination of the adequacy of the Good Faith Efforts to utilize MBEs and WBEs in a Bid or Quotation will be evaluated on the basis of the actions in attempting to achieve MBE and WBE participation goals set forth in the Bid or Quotation. Examples of actions constituting Good Faith Efforts for a Bid or Quotation are set forth within the Ordinance and in the "Petition for Reduction/Waiver of MBE/WBE Participation Goals" contained in the Bid or Quotation Documents.
2. The Contract Compliance Administrator may grant the Petition for Reduction/Waiver based upon the following criteria: (a) sufficient qualified MBEs and WBEs capable of providing the goods or services required by the contract are unavailable despite the good faith efforts of the contractor; (b) the specifications and the reasonable and necessary requirements for performing the contract make it impossible or economically infeasible to divide the contract into sufficiently small tasks or quantities to enable the contractor to utilize MBEs and WBEs in accordance with the applicable goals; (c) the price(s) quoted by any potential MBE or WBE source of goods or services is more than 10% above competitive levels; and (d) any other factor determined to be relevant by the Contract Compliance Administrator.

**B. Denying a Reduction/Waiver Request.**

1. If the Contract Compliance Administrator determines that a Bid or Quotation has not demonstrated adequate Good Faith Efforts to meet the applicable contract MBE and WBE goals, the Contract Compliance Administrator may deny a Petition for Reduction/Waiver and declare the Bid or Quotation non-responsive and recommend rejection of the Bid or Quotation.
2. Failure to undertake and/or to document adequate Good Faith Efforts shall be cause to deny a Petition for Reduction/Waiver. Determination of the adequacy of a Bid's or Quotation's Good Faith Effort will be evaluated on the basis of the Bid's or Quotation's actions as of the date of the Bid or Quotation opening.



**GC-19 MINORITY AND WOMEN BUSINESS ENTERPRISES**

**COOK COUNTY ORDINANCE CHAPTER 34, DIVISION 6, SECTION 34-275 to SECTION 34-303**

**IV. CHANGES IN CONTRACTOR'S UTILIZATION PLAN**

- A. Contractor, during its performance of the Contract, may not change the MBE or WBE commitments specified in its Utilization Plan, including but not limited to, terminating a MBE or WBE contract, reducing the scope of the work to be performed by a MBE/WBE, or decreasing the price to a MBE/WBE, except as otherwise provided by the Ordinance.
- B. Where an enterprise under the Contract was previously considered to be a MBE or WBE but is later found not to be, or work is found not to be creditable toward the MBE or WBE goals as stated in the Utilization Plan, the Contractor shall seek to discharge the disqualified enterprise, upon proper written notification to the Contract Compliance Administrator, and make every effort to identify and engage a qualified MBE or WBE as its replacement. Failure to obtain a MBE or WBE replacement within 30 working days of the Contract Compliance Administrator's written approval of the removal of a MBE or WBE may result in the termination of the contract or the imposition of such remedy authorized by the Ordinance, unless a written Petition for Reduction/Waiver is granted to Contractor allowing Contractor to award the work to a non-MBE or WBE.

**V. NON-COMPLIANCE**

If the County determines that the Contractor has failed to comply with its contractual commitments or any portion of the Ordinance or this GC-19, the Contract Compliance Administrator will notify the Contractor of such noncompliance and may take any and all appropriate actions as set forth within the Ordinance.

**VI. REPORTING/RECORD-KEEPING REQUIREMENTS**

The Contractor is required to comply with the reporting and record-keeping requirements as set forth in the Ordinance and as established by the Contract Compliance Administrator. Upon award of a Contract, Contractor is responsible for acquiring all necessary County reporting and record-keeping forms which will be made available in the Office of Contract Compliance.

**VII. EQUAL EMPLOYMENT OPPORTUNITY**

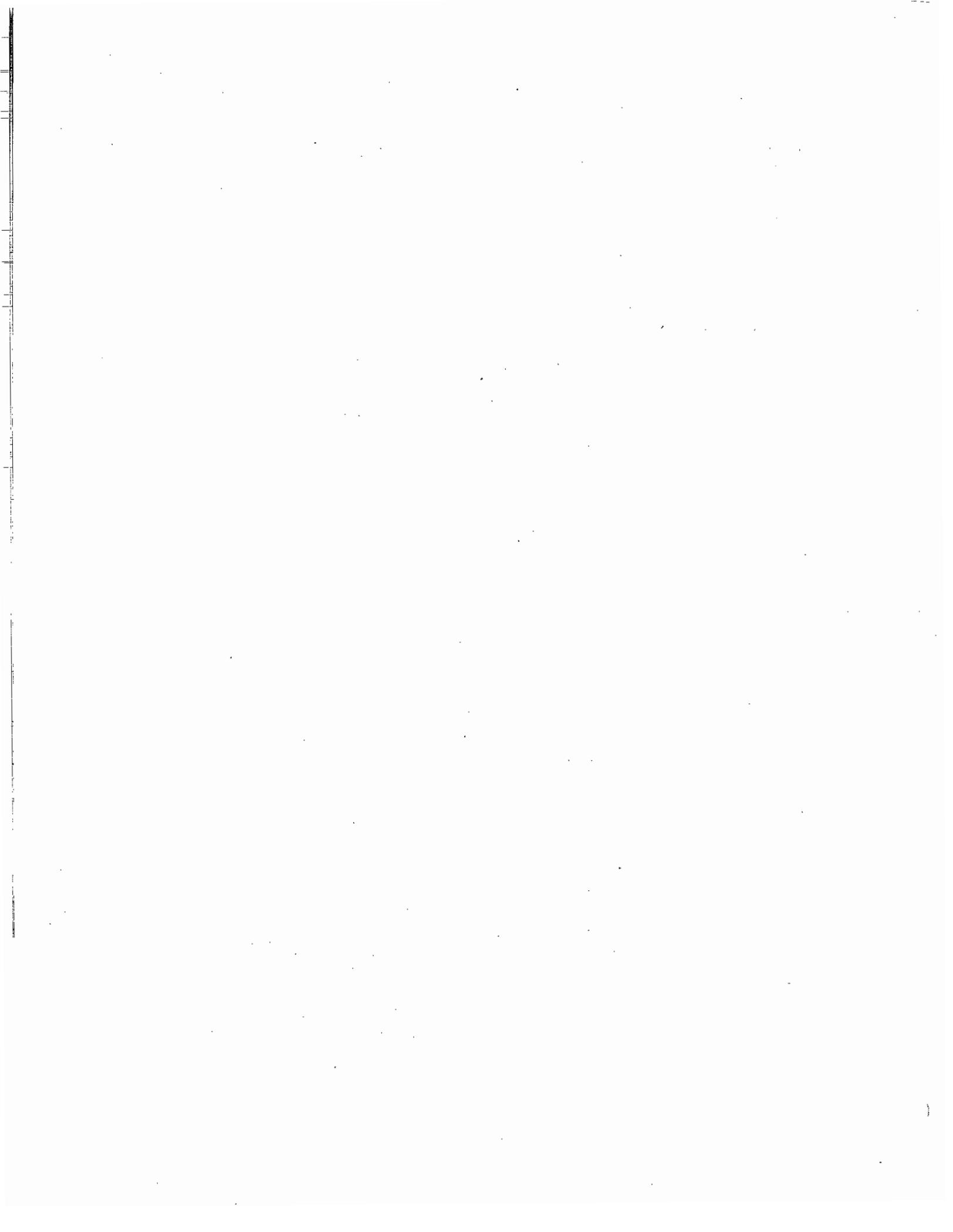
Compliance with MBE and WBE requirements will not diminish or supplant Equal Employment Opportunity and Civil Rights provisions as required by law as they relate to contractor and subcontractor obligations.

**GC-20 MATERIAL DATA SAFETY SHEET**

Where required under the Illinois "Toxic Substance Disclosure To Employees Act", Illinois Compiled Statutes, 1994, 820 ILCS 255/1, Contractor shall submit with each delivery of Contract Goods, a Material Safety Data Sheet.

**GC-21 CONDUCT OF THE CONTRACTOR**

The Contractor agrees to inform the County on a timely basis of all of the Contractor's interests, if any, which are or which the Contractor reasonably believes may be incompatible with any interest of the County. The Contractor shall take notice of and comply with the Cook County Lobbyist Registration Ordinance (No. 93-0-22, 6-22-93). The Contractor shall not use for personal gain or make other improper use of privileged information which is acquired in connection with the Contract.



**GC-22 ACCIDENT REPORTS**

The Chief Procurement Officer and Director shall be given written notification within twenty-four (24) hours of any occurrence, on the site or otherwise, which pertains in any way to this Contract and involves the Contractor's personnel, or those of any of his subcontractors or others whether said occurrence be in the nature of bodily injury to employees or third parties or property damage.

The report shall include the name of person(s) injured, name of his employer, date, time and location of occurrence, extent of injury and/or damage, name(s) of eyewitnesses, and who treated the person(s) for injuries sustained, and such other information as may be relevant. The Contractor shall notify the local police any occurrence requiring an official police record. The accident report should indicate whether the police were notified and, if so, the number of the police report.

**GC-23 USE OF PREMISES**

Contractor shall confer with the Director to ascertain full knowledge of all rules and regulations of the County facilities relative to this Contract and shall comply therewith. The Contractor shall confine the operations of its employees to the limits indicated by laws, ordinances, permits and/or direction of the Director and shall not encumber the premises with materials or debris. The Contractor shall not load or permit any part of the structure to be loaded with a weight that will endanger its safety.

The County reserves the right to prohibit any person from entering any County facility for any reason. All subcontractors, agents and employees of the Contractor shall be accountable to the Director while on any County property and shall abide by all security regulations imposed by the County.

**GC-24 GENERAL NOTICE**

All notices required pursuant to this Contract shall be in writing and addressed to the parties at their respective addresses set forth below. All such notices shall be deemed duly given if hand delivered or if deposited in the United States mail, registered or certified, return receipt requested. Notice as provided herein does not waive service of summons or process.

TO THE COUNTY:

Chief Procurement Officer  
County of Cook  
Room 1018 County Building  
118 North Clark Street  
Chicago, Illinois 60602  
(Reference County Contract Number)

TO THE CONTRACTOR:

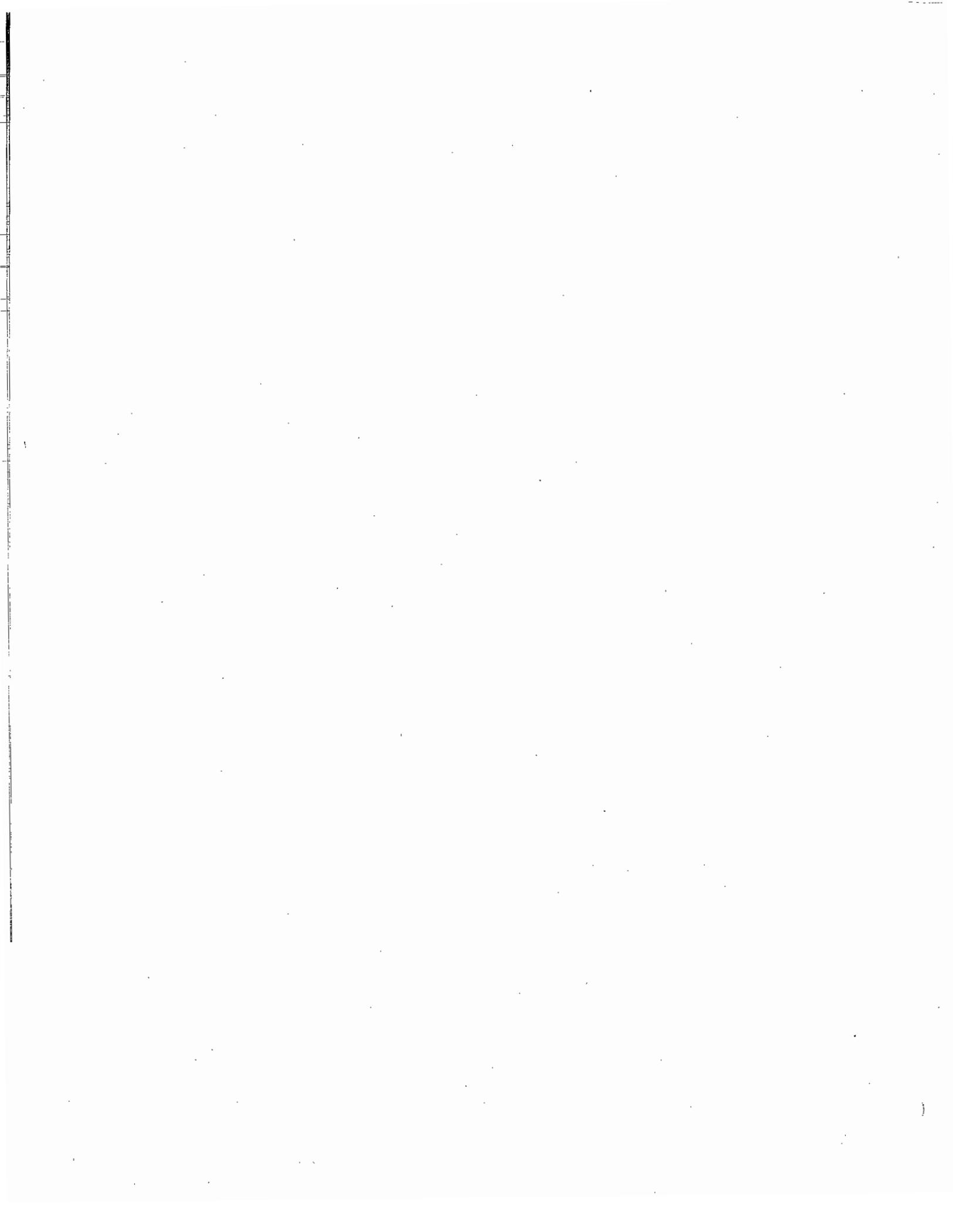
At address provided in its bid document or as otherwise indicated in writing to County.

**GC-25 TERMINATION FOR CONVENIENCE**

The County may terminate this Contract, or any portion, at any time by notice in writing from the County to the Contractor.

**GC-26 GUARANTEES AND WARRANTIES**

All guarantees and warranties required shall be furnished by the Contractor and shall be delivered to the Director before final voucher on the Contract is issued. The Contractor agrees that the Contract Goods or services to be furnished shall be covered by the most favorable commercial warranties the Contractor gives to any customer for the same or substantially similar Contract Goods or services and that the rights and remedies so provided are in addition to and do not limit any rights afforded to County.



#### **GC-27 STANDARD OF CONTRACT GOODS**

Only new, originally manufactured Contract Goods will be accepted by the County. The County will not accept any Contract Goods that have been refurbished, rebuilt, restored or renovated in any manner. In addition, experimental materials will not be acceptable. Contract Goods not produced by regular production methods and/or which have not been offered for sale to the public through accepted industry trade channels for a reasonable period of time prior to the offering of the proposal, will be considered experimental.

#### **GC-28 CONFIDENTIALITY AND OWNERSHIP OF DOCUMENTS**

Contractor acknowledges and agrees that information regarding this Contract is confidential and shall not be disclosed, directly, indirectly or by implication, or be used by Contractor in any way, whether during the term of this Contract or at any time thereafter, except solely as required in the course of Contractor's performance of Services hereunder. Contractor shall comply with the applicable privacy laws and regulations affecting Owner and will not disclose any of Owner's records, materials, or other data to any third party. Contractor shall not have the right to compile and distribute statistical analyses and reports utilizing data derived from information or data obtained from Owner without the prior written approval of Owner. In the event such approval is given, any such reports published and distributed by Contractor shall be furnished to Owner without charge.

All documents, data, studies, reports, work product or product created as a result of the performance of Service(s) shall be the property of the County of Cook. It shall be a breach of this Contract for the Contractor to reproduce or use, any documents, data, studies, report, work product or product obtained from the County of Cook or created hereby for its own purposes or to be copied and used by any third party. During the performance of the Services herein provided for, the Contractor shall be responsible of any loss or damage to the documents herein enumerated while they are in his possession, and any such document lost or damaged shall be restored at the expense of the Contractor. Full access to the work during the preparation of the plans shall be available to the County and other public agencies interested in this work.

#### **GC-29 QUANTITIES**

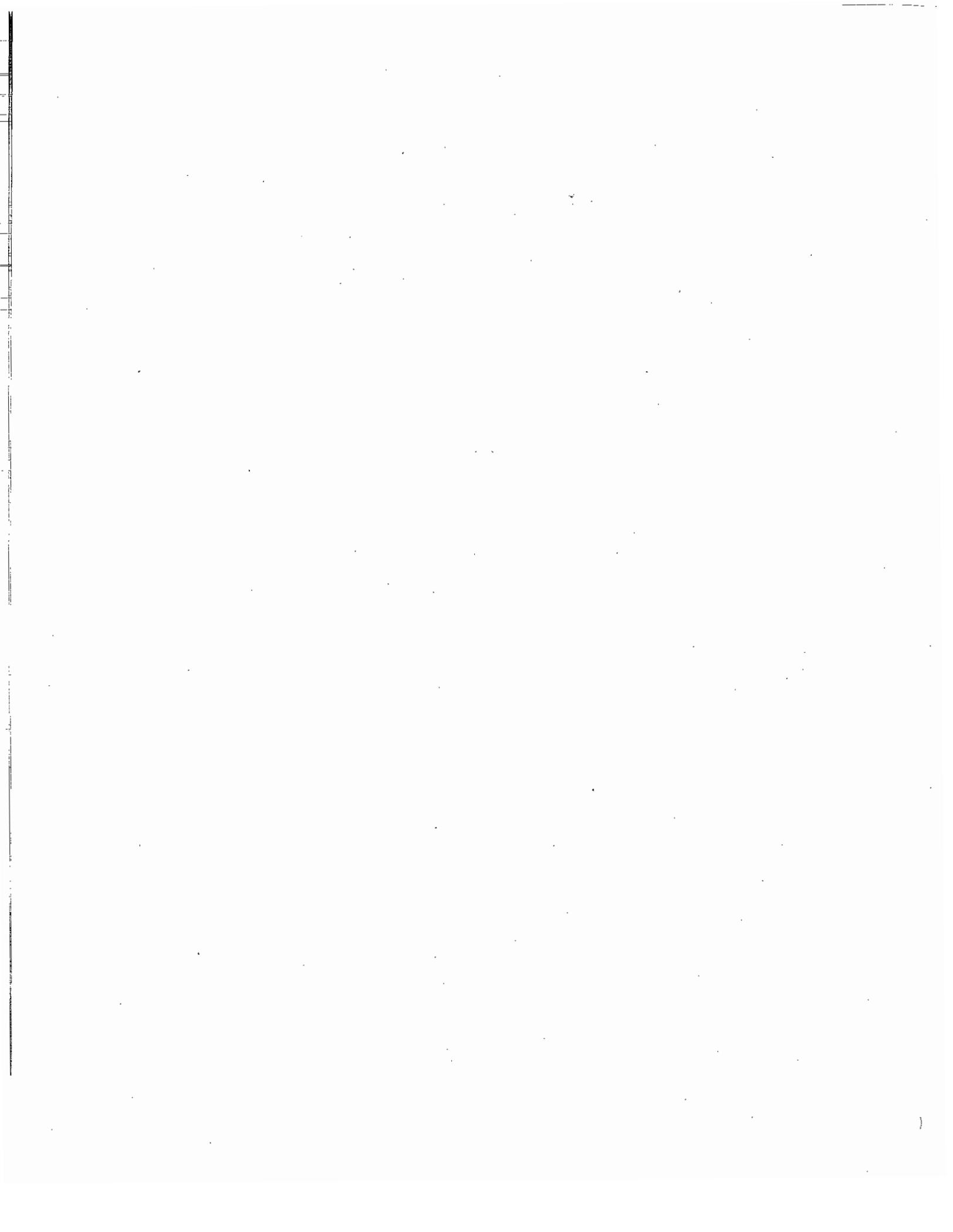
The quantities of materials required for the performance of the Contract are estimates for the purpose of determining an approximate total Contract amount and may not be the actual quantities required during the term of the Contract. The County reserves the right to increase or decrease the quantities at the Contract price, to correspond to the actual needs of the County. The County will be obligated to order and pay for only such quantities as are from time to time ordered, delivered, and accepted on purchase orders issued by the Chief Procurement Officer.

#### **GC-30 AUDIT: EXAMINATION OF RECORDS**

The Contractor agrees that the Cook County Auditor or any of its duly authorized representatives shall, until expiration of three (3) years after the final payment under the Contract, have access and the right to examine any books, documents, papers, canceled checks, bank statements, purveyor's and other invoices, and records of the Contractor related to the Contract, or to Contractor's compliance with any term, condition or provision thereof. The Contractor shall be responsible for establishing and maintaining records sufficient to document the costs associated with performance under the terms of this Contract.

The Contractor further agrees that it shall include in all of its subcontracts hereunder a provision to the effect that the subcontractor agrees that the Cook County Auditor or any of its duly authorized representatives shall, until expiration of three (3) years after final payment under the subcontract, have access and the right to examine any books, documents, papers, canceled checks, bank statements, purveyor's and other invoices and records of such subcontractor involving transactions relating to the subcontract, or to such subcontractor's compliance with any term, condition or provision thereunder or under the Contract.

In the event the Contractor receives payment under the Contract, reimbursement for which is later disallowed by the County, the Contractor shall promptly refund the disallowed amount to the County on request, or at the County's option, the County may credit the amount disallowed from the next payment due or to become due to the Contractor under any contract with the County.



**GC-31 GOVERNING LAW**

This Contract shall be governed by and construed under the laws of the State of Illinois. The Contractor irrevocably agrees that, subject to the County's sole and absolute election, any action or proceeding in any way, manner or respect arising out of the Contract, or arising from any dispute or controversy arising in connection with or related to the Contract, shall be litigated only in courts within the City of Chicago, County of Cook, State of Illinois, and the Contractor consents and submits to the jurisdiction thereof. In accordance with these provisions, Contractor waives any right it may have to transfer or change the venue of any litigation brought against it by the County pursuant to this Contract.

**GC-32 COOPERATION WITH INSPECTOR GENERAL**

Contractors, subcontractors, licensees, grantees or persons or businesses who have a County contract, grant, license, or certification of eligibility for County contracts shall abide by all of the applicable provisions of the Office of the Independent Inspector General Ordinance (Section 2-281 et. seq. of the Cook County Code of Ordinances). Failure to cooperate as required may result in monetary and/or other penalties.

**GC-33 WAIVER**

No term or provision of this Contract shall be deemed waived and no breach consented to unless such waiver or consent shall be in writing and signed by the party claimed to have waived or consented. The waiver of any such provision shall be strictly limited to the identified provision.

**GC-34 ENTIRE CONTRACT**

It is expressly agreed that the provisions set forth in this Contract constitute all the understandings and agreements between the parties. Any prior agreements, promises, negotiations, or representations not expressly set forth in this Contract are of no force and effect.

**GC-35 FORCE MAJEURE**

Neither Contractor nor County shall be liable for failing to fulfill any obligation under this Contract if such failure is caused by an event beyond such party's reasonable control and which is not caused by such party's fault or negligence. Such events shall be limited to acts of God, acts of war, fire, lightning, floods, epidemics, or riots.

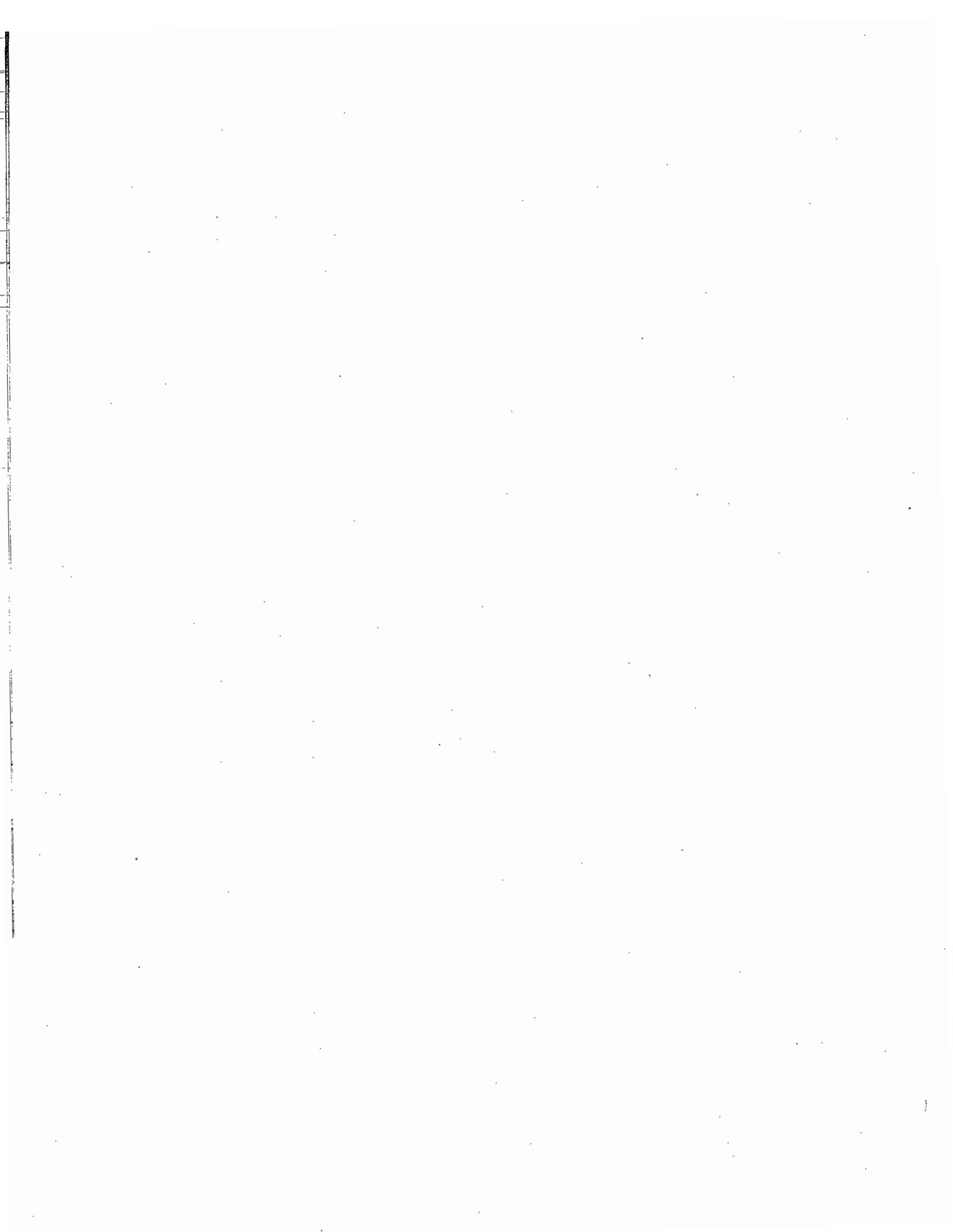
**GC-36 GOVERNMENTAL JOINT PURCHASING AGREEMENT**

Pursuant to Section 4 of the Illinois Governmental Joint Purchasing Act (30 ILCS 525) and the Joint Purchase Agreement approved by the Cook County Board of Commissioners (April 9, 1985), other units of government may purchase goods or services under this contract.

In the event that other agencies participate in a joint procurement, the County reserves the right to renegotiate the price to accommodate the larger volume.

**GC-37 COOPERATIVE PURCHASING**

As permitted by the County of Cook, other government entities may wish to also participate under the same terms and conditions contained in this contract (piggyback). Each entity wishing to piggyback must have prior authorization from the County of Cook and vendor. If such participation is authorized, all purchase orders will be issued directly from and shipped directly to the entity requiring supplies/services. The County shall not be held responsible for any orders placed, deliveries made or payment for supplies/services ordered by these entities. Each entity reserves the right to determine their participation in this contract.



## **GC-38 FEDERAL CLAUSES**

### **1. Interest of Members of or Delegates to the United States Congress**

In accordance with 41 U.S.C. § 22, the Contractor agrees that it will not admit any member of or delegate to the United States Congress to any share or part of the Contract or any benefit derived therefrom.

### **2. False or Fraudulent Statements and Claims**

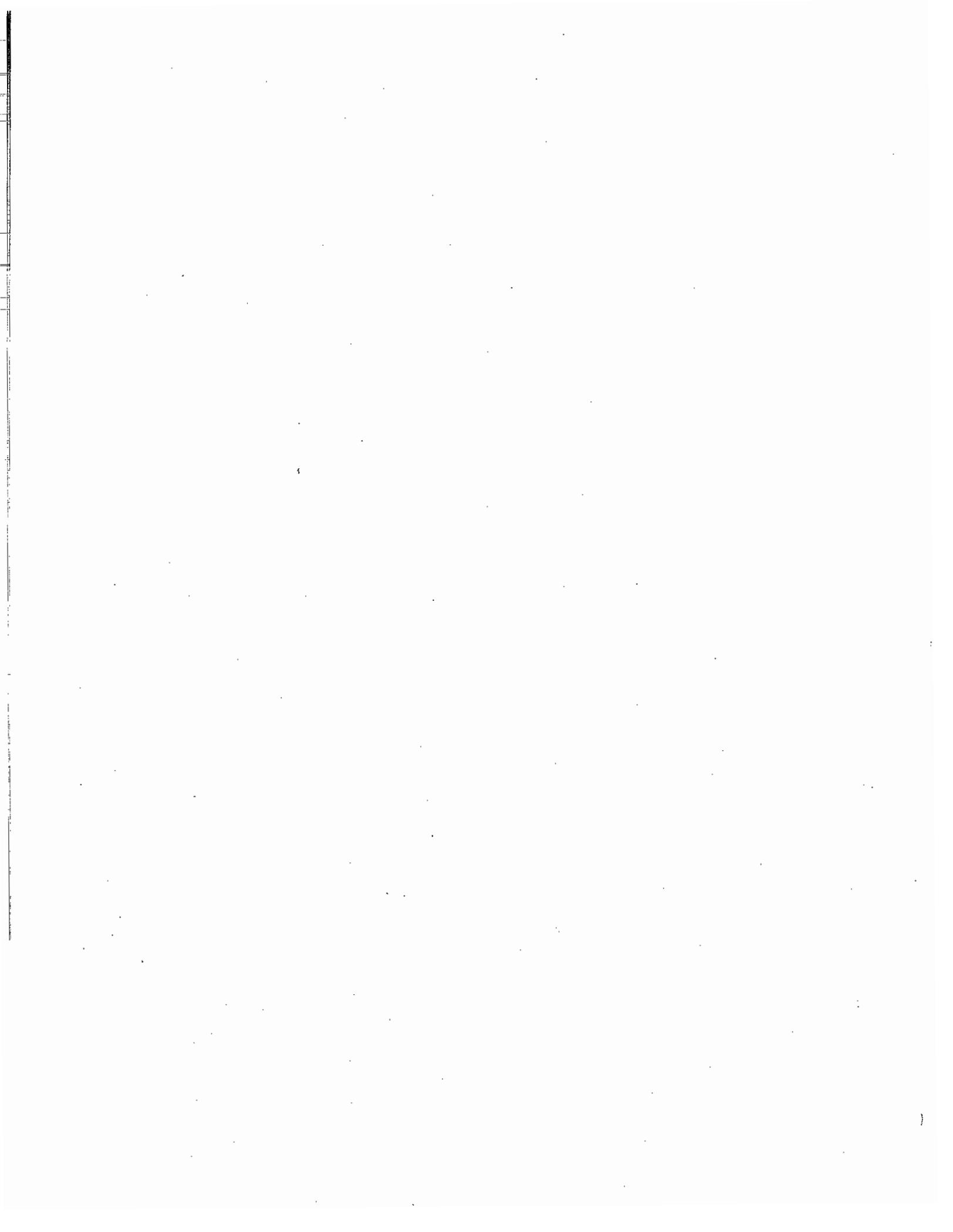
- (a) The Contractor recognizes that the requirements of the Program Fraud Civil Remedies Act of 1986, as amended, 49 U.S.C. §§ 3081 et seq and U.S. DOT regulations, "Program Fraud Civil Remedies," 49 C.F.R. Part 31, apply to its actions pertaining to the Contract. Accordingly, by signing the Contract, the Contractor certifies or affirms the truthfulness and accuracy of any statement it has made, it makes, or it may make pertaining to the Contract, including without limitation any invoice for its services. In addition to other penalties that may be applicable, the Contractor also acknowledges that if it makes a false, fictitious, or fraudulent claim, statement, submission, or certification, the Federal Government reserves the right to impose the penalties of the Program Fraud Civil Remedies Act of 1986, as amended, on the Contractor to the extent the Federal Government deems appropriate.
- (b) The Contractor also acknowledges that if it makes a false, fictitious, or fraudulent claim, statement, submission, or certification to the County or Federal Government in connection with an urbanized area formula project financed with Federal assistance authorized by 49 U.S.C. § 5307, the Government reserves the right to impose on the Contractor the penalties of 18 U.S.C. § 1001 and 49 U.S.C. § 5307(n)(1), to the extent the Federal Government deems appropriate.

### **3. Federal Interest in Patents**

- (a) **General.** If any invention, improvement, or discovery of the Contractor is conceived or first actually reduced to practice in the course of or under the Contract, and that invention, improvement, or discovery is patentable under the laws of the United States of America or any foreign country, the Contractor agrees to notify County immediately and provide a detailed report.
- (b) **Federal Rights.** Unless the Federal Government later makes a contrary determination in writing, the rights and responsibilities of the County, Contractor, and the Federal Government pertaining to that invention, improvement, or discovery will be determined in accordance with applicable Federal laws and regulations, including any waiver thereof. Unless the Federal Government later makes a contrary determination in writing, the Contractor agrees that, irrespective of its status or the status of any subcontractor at any tier (e.g., a large business, small business, non-profit organization, institution of higher education, individual), the Contractor agrees it will transmit to the Federal Government those rights due the Federal Government in any invention resulting from the contract.

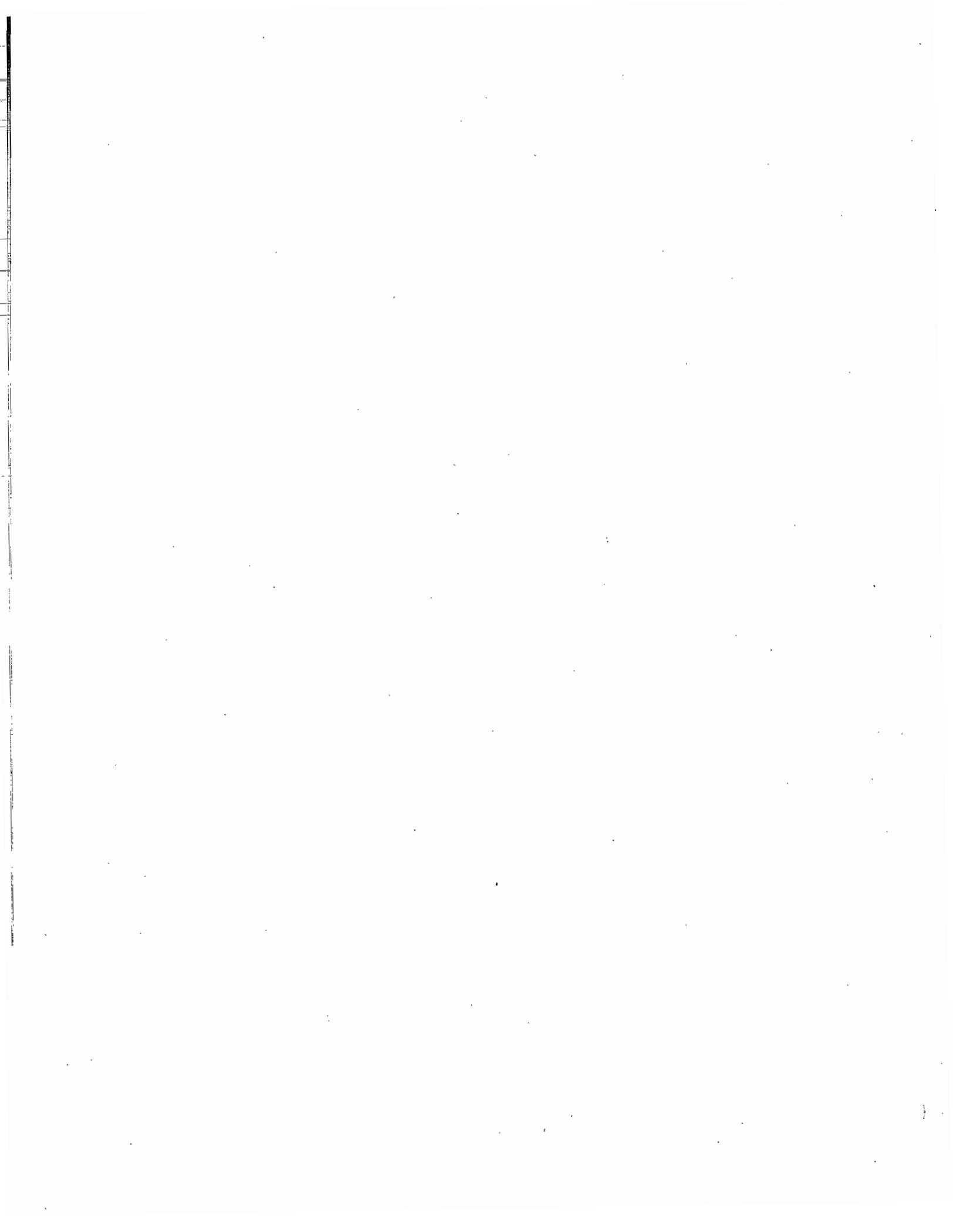
### **4. Federal Interest in Data and Copyrights**

- (a) **Definition.** The term "subject data" used in this section means recorded information, whether or not copyrighted, that is delivered or specified to be delivered under the Contract. Examples include, but are not limited, to: computer software, engineering drawings and associated lists, specifications, standards, process sheets, manuals, technical reports, catalog item identifications, and related information. The term "subject data" does not include financial reports, cost analyses, and similar information incidental to Contract administration.
- (b) **Federal Restrictions.** The following restrictions apply to all subject data first produced in the performance of the Contract. Except as provided in the Contract and except for its own internal use, the Contractor may not publish or publicly reproduce subject data in whole or in part, or in any manner or form, nor may the Contractor authorize others to do so, without the written consent of the County and the Federal Government, until such time as the Federal Government may have either released or approved the release of such data to the public.



**GC-38 FEDERAL CLAUSES (CON'T.)**

- (c) **Federal Rights in Data and Copyrights.** In accordance with subparts 34 and 36 of the Common Rule, the County and the Federal Government reserve a royalty-free, non-exclusive and irrevocable license to reproduce, publish, or otherwise use, and to authorize others to use, for County or Federal Government purposes, the types of subject data described below. Without the copyright owner's consent, the County and Federal Government may not extend their license to other parties.
- (1) Any subject data developed under the contract or subagreement financed by a federal Grant Agreement or Cooperative Agreement, whether or not a copyright has been obtained; and
  - (2) Any rights of copyright which the Contractor purchases ownership with Federal assistance.
- (d) **Special Federal Rights for Planning Research and Development Projects.** When the Federal Government provides financial assistance for a planning, research, development, or demonstration project, its general intention is to increase public knowledge, rather than limit the benefits of the project to participants in the project. Therefore, unless the Federal Government determines otherwise, the Contractor on a planning, research, development, or demonstration project agrees that, in addition to the rights in data and copyrights set forth above, the County or Federal Government may make available to any third party either a license in the copyright to the subject data or a copy of the subject data. If the project is not completed for any reason whatsoever, all data developed under the project will become subject data and will be delivered as the County or Federal Government may direct. This subsection, however, does not apply to adaptations of automatic data processing equipment or previously existing software programs for the County's use whose costs are financed with Federal transportation funds for capital projects.
- (e) **Hold Harmless.** Unless prohibited by state law, upon request by the County or the Federal Government, the Contractor agrees to indemnify, save, and hold harmless the County and the Federal Government and their officers, agents, and employees acting within the scope of their official duties against any liability, including costs and expenses, resulting from any willful or intentional violation by the Contractor of proprietary rights, copyrights, or right of privacy, arising out of the publication, translation, reproduction, delivery, use, or disposition of any data furnished under the Contract. The Contractor will not be required to indemnify the County or Federal Government for any such liability arising out of the wrongful acts of employees or agents of the County or Federal Government.
- (f) **Restrictions on Access to Patent Rights.** Nothing contained in this section on rights in data will imply a license to the County or Federal Government under any patent or be construed as affecting the scope of any license or other right otherwise granted to the County or Federal Government under any patent.
- (g) **Application on Materials Incorporated into Project.** The requirements of Subsections 2, 3, and 4 of this Section do not apply to material furnished by the County and incorporated into the work.



**GC-38 FEDERAL CLAUSES (CONT.)**

5. **Records and Audits**

Contractor will deliver or cause to be delivered all documents (including but not limited to all Deliverables and supporting data, records, graphs, charts and notes) prepared by or for the County under the terms of this Agreement to the County promptly in accordance with the time limits prescribed in this Contract, and if no time limit is specified, then upon reasonable demand therefor or upon termination or completion of the Services hereunder. In the event of the failure by the Contractor to make such delivery, then and in that event, the Contractor will pay to County reasonable damages the County may sustain by reason thereof.

The County and the Federal Government will have the right to audit all payments made to the Contractor under this Agreement. Any payments to the Contractor which exceed the amount to which the Contractor is entitled under the terms of this Agreement will be subject to set-off.

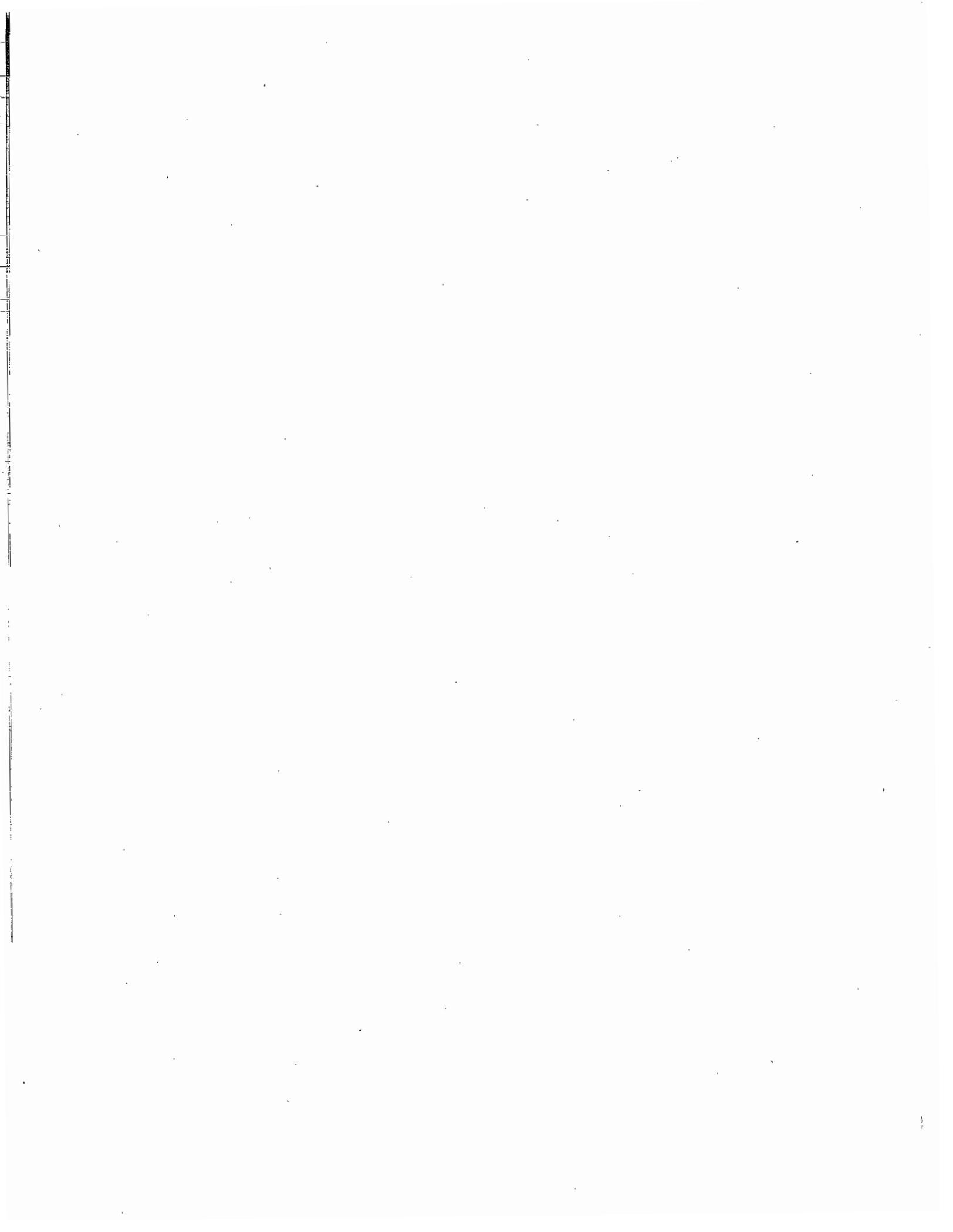
The Contractor will keep and retain records relating to this Agreement and will make such records available to representatives of the County and the Federal Government, including without limitation the sponsoring federal agency, other participating agencies, and the Comptroller General of the United States, at reasonable times during the performance of this Agreement and for at least five years after termination of this Agreement for purposes of audit, inspection, copying, transcribing and abstracting.

No provision in this Agreement granting the County or the Federal Government a right of access to records is intended to impair, limit or affect any right of access to such records which the County or the Federal Government would have had in the absence of such provisions.

6. **Environmental Requirements**

The Contractor recognizes that many Federal and state laws imposing environmental and resource conservation requirements may apply to the Contract. Some, but not all, of the major Federal Laws that may affect the Contract include: the National Environmental Policy Act of 1969, as amended, 42 U.S.C. §§ 4321 et seq.; the Clean Air Act, as amended, 42 U.S.C. §§ 7401 et seq. and scattered sections of 29 U.S.C.; the Clean Water Act, as amended, scattered sections of 33 U.S.C. and 12 U.S.C.; the Resource Conservation and Recovery Act, as amended, 42 U.S.C. §§ 6901 et seq.; and the Comprehensive Environmental Response, Compensation, and Liability Act, as amended, 42 U.S.C. §§ 9601 et seq. The Contractor also recognizes that U.S. EPA, U.S. DOT and other agencies of the Federal Government have issued and are expected in the future to issue regulations, guidelines, standards, orders, directives, or other requirements that may affect the Contract. Thus, the Contractor agrees to adhere to, and impose on its subcontractors, any such Federal requirements as the Federal Government may now or in the future promulgate. Listed below are requirements of particular concern. The Contractor acknowledges that this list does not constitute the Contractor's entire obligation to meet all Federal environmental and resource conservation requirements. The Contractor will include these provisions in all subcontracts.

- (a) **Environmental Protection.** The Contractor agrees to comply with the applicable requirements of the National Environmental Policy Act of 1969, as amended, 42 U.S.C. §§ 4321 et seq. in accordance with Executive Order No. 12898, "Federal Actions to Address Environmental Justice in Minority Populations and Low-Income Populations," 59 Fed. Reg. 7629, Feb. 16, 1994; U.S. DOT statutory requirements on environmental matters at 49 U.S.C. § 5324(b); Council on Environmental Quality regulations on compliance with the National Environmental Policy Act of 1969, as amended, 40 C.F.R. Part 1500 et seq.; and U.S. DOT regulations, "Environmental Impact and Related Procedures," 23 C.F.R. Part 771 and 49 C.F.R. Part 622.



**GC-38 FEDERAL CLAUSES (CON'T.)**

- (b) **Air Quality.** The Contractor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act, as amended, 42 U.S.C. §§ 7401 et seq. Specifically, the Contractor agrees to comply with applicable requirements of U.S. EPA regulations, "Conformity to State of Federal Implementation Plans of Transportation Plans, Programs, and Projects Developed, Funded or Approved Under Title 23 U.S.C. or the Federal Transit Act," 40 C.F.R. Part 51, Subpart T; and "Determining Conformity of Federal Actions to State or Federal Implementation Plans," 40 C.F.R. Part 93. The Contractor further agrees to report and require each subcontractor at any tier to report any violation of these requirements resulting from any Contract implementation activity to the County and the appropriate U.S. EPA Regional Office.
- (c) **Clean Water.** The Contractor agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Federal Water Pollution Control Act, as amended, 33 U.S.C. §§ 1251 et seq. The Contractor further agrees to report and require each subcontractor at any tier to report any violation of these requirements resulting from any Contract implementation activity to the County and the appropriate U.S. EPA Regional Office.
- (d) **List of Violating Facilities.** The Contractor agrees that any facility to be used in the performance of the Contract or to benefit from the Contract will not be listed on the U.S. EPA List of Violating Facilities ("List"), and the Contractor will promptly notify the County if the Contractor receives any communication from the U.S. EPA that such a facility is under consideration for inclusion on the List.
- (e) **Preference for Recycled Products.** To the extent practicable and economically feasible and to the extent that it does not reduce or impair the quality of the work, the Contractor agrees to use recycled products in performance of the Contract pursuant to U.S. Environment Protection Agency (U.S. EPA) guidelines at 40 C.F.R. Parts 247-253, which implement section 6002 of the Resource Conservation and Recovery Act, as amended, 42 U.S.C. § 6962.

7. **No Exclusionary or Discriminatory Specifications**

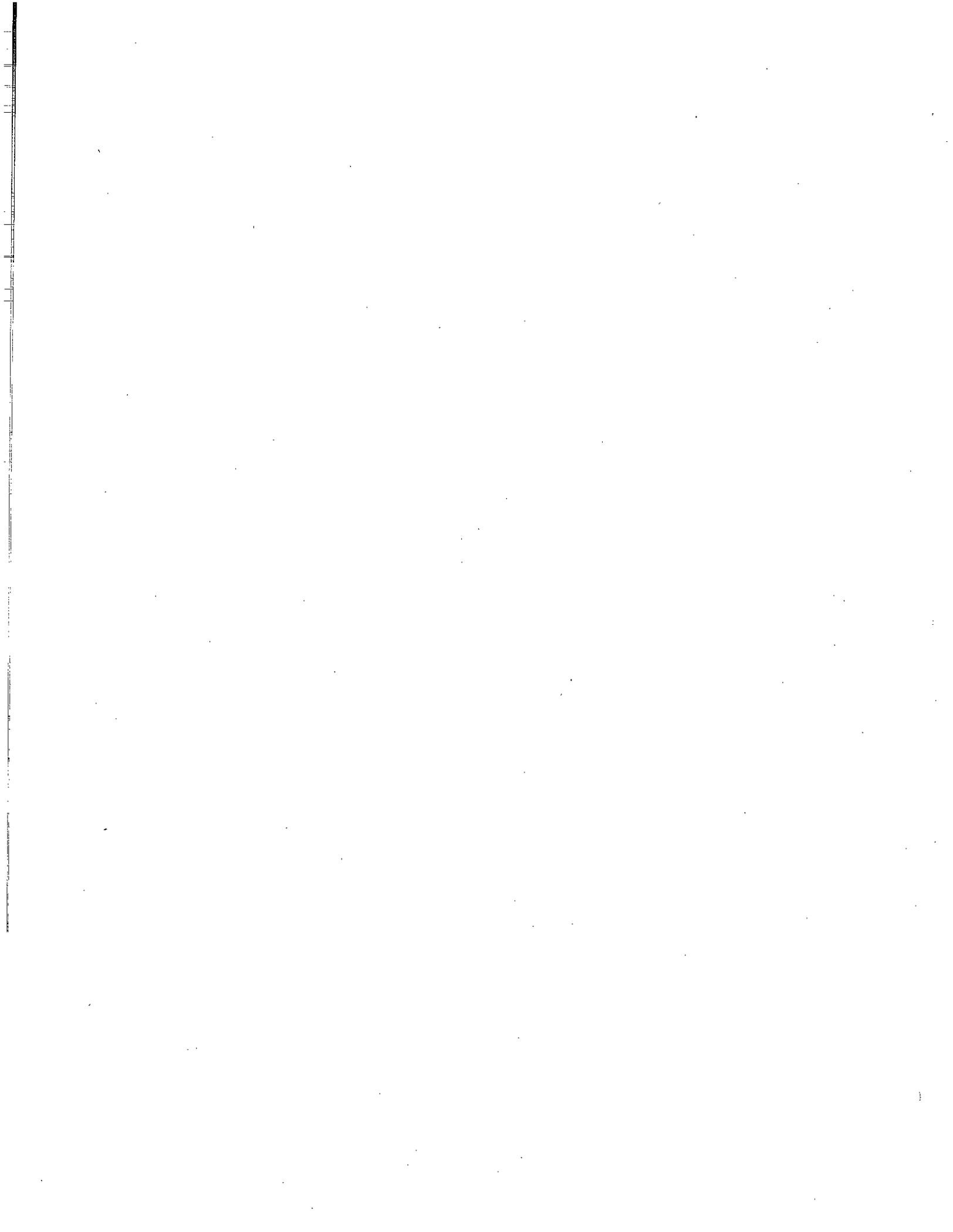
Apart from inconsistent requirements imposed by Federal statute or regulations, the Contractor agrees that it will comply with the requirements of 49 U.S.C. § 5323(h)(2) by refraining from using any Federal assistance to support subcontracts procured using exclusionary or discriminatory specifications.

8. **Cargo Preference - Use of United States Flag Vessels**

The Contractor agrees to comply with U.S. Maritime Administration regulations, "Cargo-Preference - U.S. Flag Vessels," 49 C.F.R. Part 381, and to include the clauses required by those regulations, modified as necessary to identify the affected parties, in each subcontract or subagreement involving equipment, materials, or commodities suitable for transport by ocean vessel.

9. **Fly America**

Section 14.c of the Master Agreement states that if the contract or subcontracts may involve the international transportation of goods, equipment, or personnel by air, the contract must require Contractors and subcontractors at every tier to use U.S.-flag air carriers, to the extent service by these carriers is available. 49 U.S.C. 40118 and 4 C.F.R. Part 52.



**GC-38 FEDERAL CLAUSES (CONT.)**

**10. No Federal Government Obligations to Third Parties**

The Contractor agrees that, absent the Federal Government's express written consent, the Federal Government will not be subject to any obligations or liabilities to any contractor or any other person not a party to the Grant Agreement or Cooperative Agreement between the County and the Federal Government which is a source of funds for this Contract. Notwithstanding any concurrence provided by the Federal Government in or approval of any solicitation, agreement, or contract, the Federal Government continues to have no obligations or liabilities to any party, including the Contractor.

**11. Allowable Costs**

Notwithstanding any compensation provision to the contrary, the Contractor's compensation under this Contract will be limited to those amounts which are allowable and allocable to the Contract in accordance with OMB Circular A-87 and the regulations in 49 C.F.R. Part 18. To the extent that an audit reveals that the Contractor has received payment in excess of such amounts, the County may offset such excess payments against any future payments due to the Contractor and, if no future payments are due or if future payments are less than such excess, the Contractor will promptly refund the amount of the excess payments to the County.

**12. Trade Restrictions**

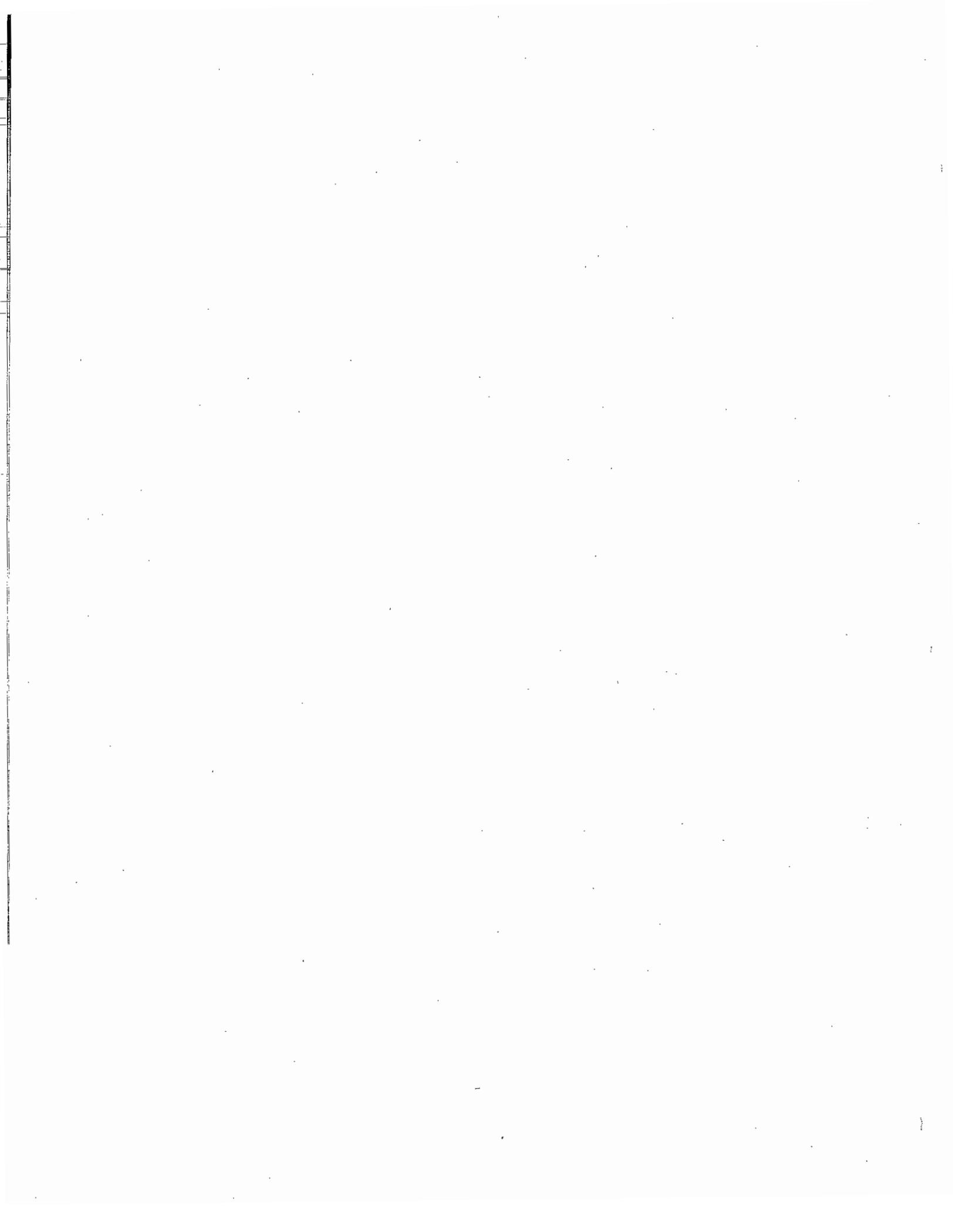
Contractor certifies that neither it nor any Subcontractor:

- (a) is owned or controlled by one or more citizens of a foreign country included in the list of countries that discriminate against U.S. firms published by the Office of the United States Trade Representative (USTR);
- (b) has knowingly entered into any contract or subcontract with a person that is a citizen or national of a foreign country on said list, nor is owned or controlled directly or indirectly by one or more citizens or nationals of a foreign country on said list;
- (c) will procure, subcontract for, or recommend any product that is produced in a foreign country on said list.

Unless the restrictions of this clause are waived by the Secretary of Transportation in accordance with 49 CFR 30.17, no Notice-to-Proceed will be issued to an entity who is unable to certify to the above. If Contractor knowingly procures or subcontracts for the supply of any product or service of a foreign country on said list for use on the project, the USDOT may direct, through the County, cancellation of the Contract at no cost to the Government.

Further, Contractor agrees that it will incorporate this provision for certification without modification in each subcontract. Contractor may rely on the certification of a prospective Subcontractor unless it has knowledge that the certification is erroneous. Contractor will provide immediate written notice to the County if it learns that its certification or that of a Subcontractor was erroneous when submitted or has become erroneous by reason of changed circumstances. Each Subcontractor must agree to provide written notice to Contractor if at any time it learns that its certification was erroneous by reason of changed circumstances. Nothing contained in the foregoing will be construed to require establishment of a system of records in order to render, in good faith, the certification required by this provision. The knowledge and information of the Contractor is not required to exceed that which is normally possessed by a prudent person in the ordinary course of business dealings.

This certification concerns a matter within the jurisdiction of an agency of the United States of America and the making of a false, fictitious, or fraudulent certification may render the maker subject to prosecution under Title 18, United States Code, Section 100



**GC-38 FEDERAL CLAUSES (CONT.)**

**13. Contract Work Hours and Safety Standards Act**

If applicable according to their terms, the Contractor agrees to comply and assures compliance with sections 102 and 107 of the Contract Work Hours and Safety Standards Act, as amended, 40 U.S.C. §§ 327 through 333, and implementing U.S. DOL regulations, "Labor Standards Provisions Applicable to Contracts Governing Federally Financed and Assisted Construction (also Labor Standards Provisions Applicable to Nonconstruction Contracts Subject to the Contract Work Hours and Safety Standards Act)," 29 C.F.R. Part 5; and U.S. DOL regulations, "Safety and Health Regulations for Construction," 29 C.F.R. Part 1926. In addition to other requirements that may apply:

- (a) In accordance with section of the Contract Work Hours and Safety Standards Act, as amended, 40 U.S.C. §§ 327 through 332, the Contractor agrees and assures that, for the Contract, the wages of every mechanic and laborer will be computed on the basis of a standard work week of 40 hours, and that each worker will be compensated for work exceeding the standard work week at a rate of not less than 1.5 times the basic rate of pay for all hours worked in excess of 40 hours in the work week. The Contractor agrees that determinations pertaining to these requirements will be made in accordance with applicable U.S. DOL regulations, "Labor Standards Provisions Applicable to Contracts Governing Federally Financed and Assisted Construction (also Labor Standards Provisions Applicable to Nonconstruction Contracts Subject to the Contract Work Hours and Safety Standards Act)," 29 C.F.R. Part 5.
- (b) In accordance with section 107 of the Contract Work Hours and Safety Standards Act, as amended, 40 U.S.C. § 333, the contractor agrees and assures that no laborer or mechanic working on a construction contract will be required to work in surroundings or under working conditions that are unsanitary, hazardous, or dangerous to his or her health and safety, as determined in accordance with U.S. DOL regulations, "Safety and Health Regulations for Construction," 29 C.F.R. Part 1926.

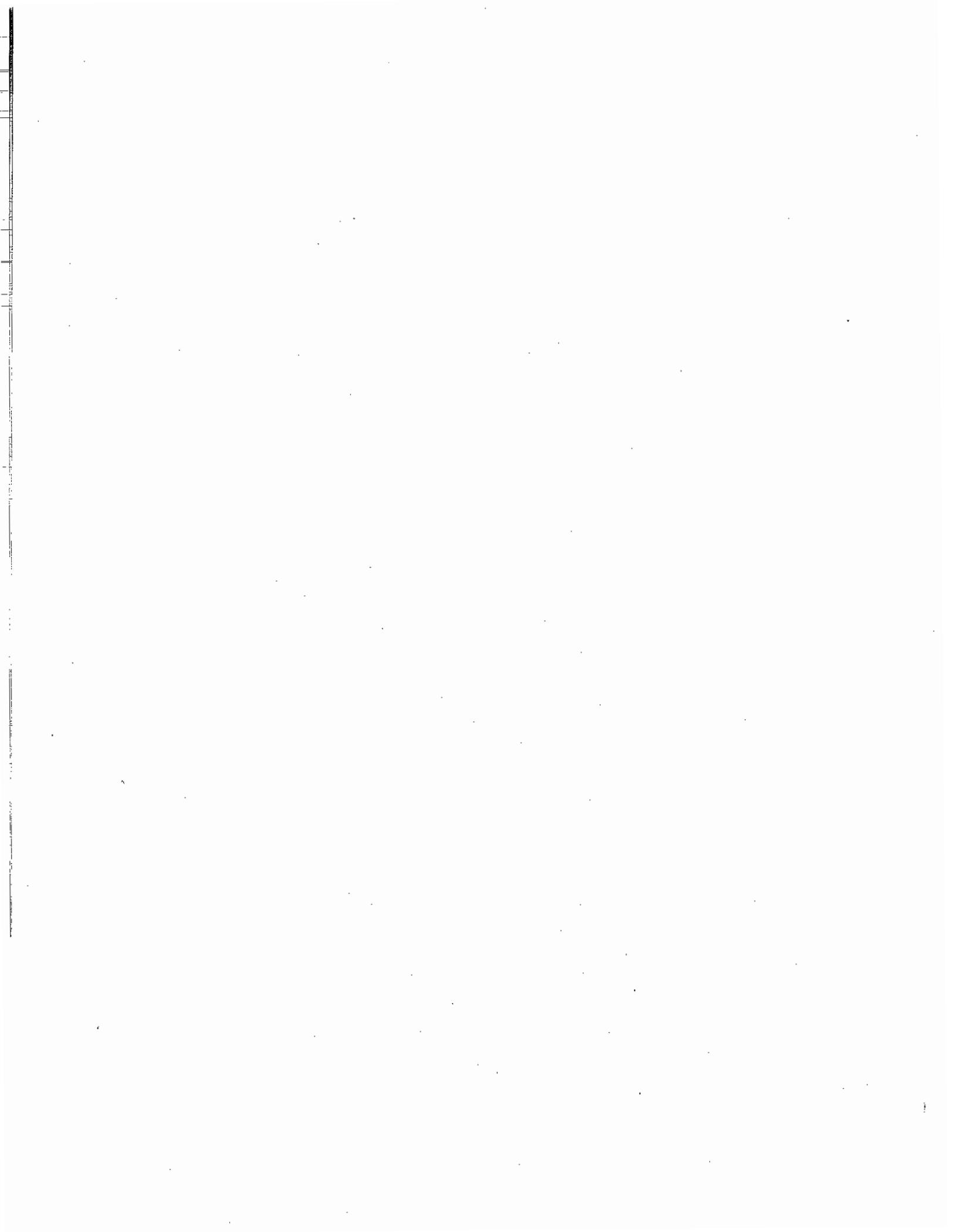
**14. Veteran's Preference**

In the employment of labor (except in executive, administrative, and supervisory positions), preference will be given to Vietnam-era veterans and disabled veterans. However, this preference may be given only where individuals are available and qualified to perform the work to which employment relates.

**15. Copyright Ownership**

Consultant and the County intend that, to the extent permitted by law, the Deliverables to be produced by Consultant at the County's instance and expense pursuant to this Agreement are conclusively deemed "works made for hire" within the meaning and purview of Section 101 of the United States Copyright Act, 17 U.S.C. §101 et seq. (the "Copyright Act"), and that the County will be the copyright owner of the Deliverables and of all aspects, elements and components of them in which copyright can subsist.

To the extent that any Deliverable does not qualify as a "work made for hire," Consultant irrevocably grants, conveys, bargain, sells, assigns, transfers and delivers to the County, its successors and assigns, all right, title and interest in and to the copyrights and all U.S. and foreign copyright registrations, copyright applications and copyright renewals for them, and other intangible, intellectual property embodied in or pertaining to the Deliverables prepared for the County under this Agreement, free and clear of any liens, claims or other encumbrances, to the fullest extent permitted by law. Consultant will execute all documents and perform all acts that the County may reasonably request in order to assist the County in perfecting its rights in and to the copyrights relating to the Deliverables, at the sole expense of the County. Consultant warrants to County, its successors and assigns, that on the date of transfer Consultant is the lawful owner of good and marketable title in and to the copyrights for the Deliverables and has the legal rights to fully assign them. Consultant further warrants that it has not assigned any copyrights nor granted any licenses, exclusive or nonexclusive, to any other party, and that it is not a party to any other agreements or subject to any other restrictions with respect to the Deliverables. Consultant warrants and represents that the Deliverables are complete and comprehensive, and the Deliverables are a work of original authorship.



**GC-38 FEDERAL CLAUSES (CONT.)**

16. **Accessibility Compliance**

If this Agreement involves design for construction, the Consultant warrants that all design documents produced or utilized under this Agreement and all construction or alterations undertaken under this Agreement will comply with all federal, state and local laws and regulations regarding accessibility standards for persons with disabilities or environmentally limited persons including, but not limited to, the following: the Americans with Disabilities Act of 1990, 42 U.S.C. § 12101 et seq. and the Americans with Disabilities Act Accessibility Guidelines for Buildings and Facilities ("ADAAG"); the Architectural Barriers Act, Pub. L. 90-480 (1968), and the Uniform Federal Accessibility Standards ("UFAS"); and the Illinois Environmental Barriers Act, 410 ILCS 25/1 et seq., and all regulations promulgated thereunder, see Illinois Administrative Code, Title 71, Chapter 1, Section 400.110. If the above standards are inconsistent, the Consultant must comply with the standard providing the greatest accessibility. Also, the Consultant must, prior to construction, review the plans and specifications to insure compliance with the above referenced standards. If the Consultant fails to comply with the foregoing standards, the Consultant must perform again, at no expense, all services required to be re-performed as a direct or indirect result of such failure.

17. **Visual Rights Act Waiver**

The Consultant/Contractor waives any and all rights that may be granted or conferred under Section 106A and Section 113 of the United States Copyright Act, (17 U.S.C. § 101 et seq.) (the "Copyright Act") in any work of visual art that may be provided pursuant to this Agreement. Also, the Consultant/Contractor represents and warrants that the Consultant/Contractor has obtained a waiver of Section 106A and Section 113 of the Copyright Act as necessary from any employees and subcontractors, if any.

18. **Equal Employment Opportunity**

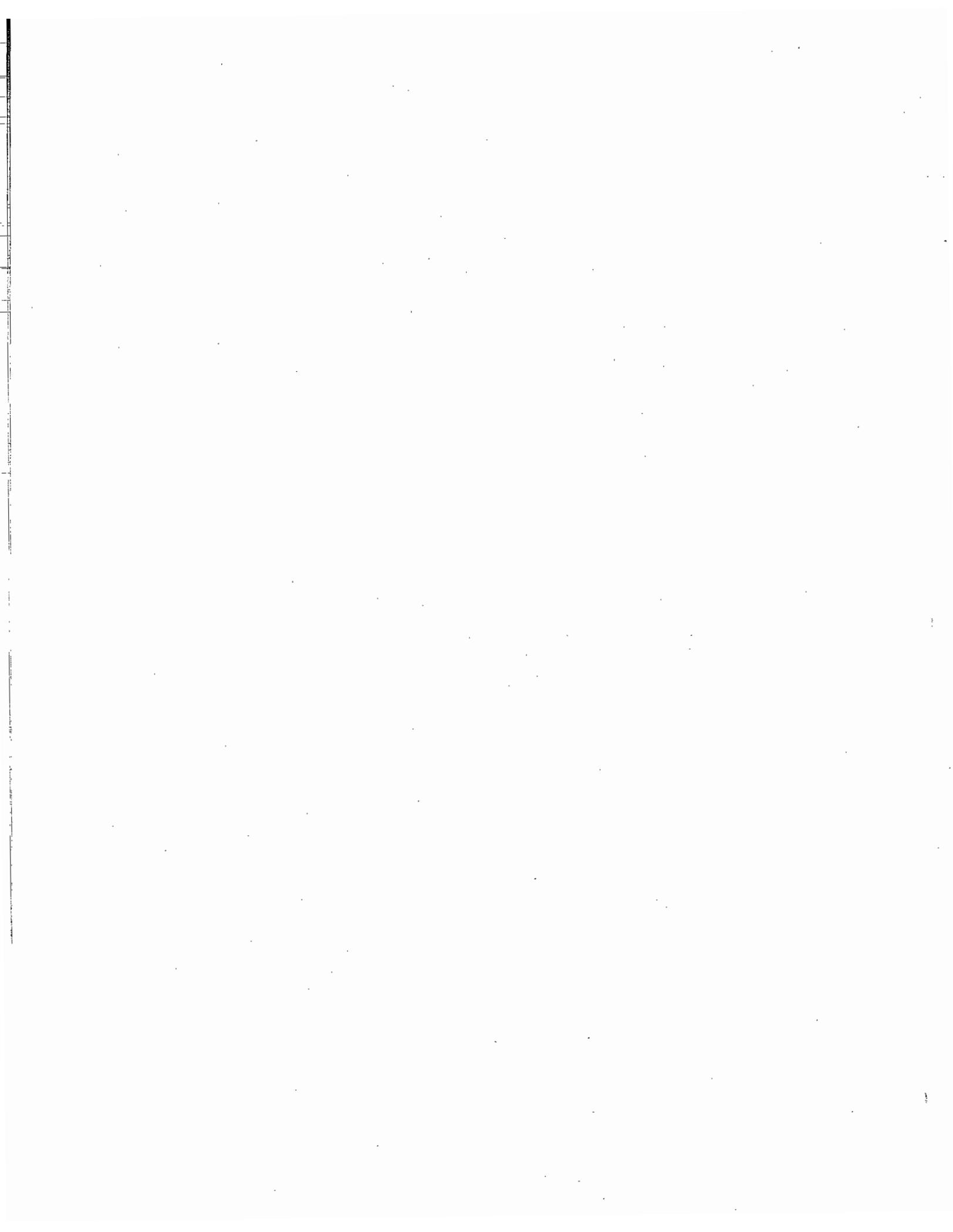
All contracts shall contain a provision requiring compliance with E.O. 11246, "Equal Employment Opportunity," as amended by E.O. 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and as supplemented by regulations at 41 CFR part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

19. **Copeland "Anti-Kickback" Act (18 U.S.C. 874 and 40 U.S.C. 276c)**

All contracts and subgrants in excess of \$2000 for construction or repair awarded by recipients and subrecipients shall include a provision for compliance with the Copeland "Anti-Kickback" Act (18 U.S.C. 874), 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 shall 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 is otherwise entitled. The recipient shall report all suspected or reported violations to the Federal awarding agency.

20. **Davis-Bacon Act, as amended (40 U.S.C. 276a to a-7)**

When required by Federal program legislation, all construction contracts awarded by the recipients and subrecipients of more than \$2000 shall include a provision for compliance with the Davis-Bacon Act (40 U.S.C. 276a to a-7) and as supplemented by Department of Labor regulations (29 CFR part 5, "Labor Standards Provisions Applicable to Contracts Governing Federally Financed and Assisted Construction"). Under this Act, contractors shall be required to pay wages to laborers and mechanics at a rate not less than the minimum wages specified in a wage determination made by the Secretary of Labor. In addition, contractors shall be required to pay wages not less than once a week. The recipient shall place a copy of the current prevailing wage determination issued by the Department of Labor in each solicitation and the award of a contract shall be conditioned upon the acceptance of the wage determination. The recipient shall report all suspected or reported violations to the Federal awarding agency.



**GC-38 FEDERAL CLAUSES (CONT.)**

21. **Contract Work Hours and Safety Standards Act (40 U.S.C. 327-333)**

Where applicable, all contracts awarded by recipients in excess of \$2000 for construction contracts and in excess of \$2500 for other contracts that involve the employment of mechanics or laborers shall include a provision for compliance with Sections 102 and 107 of the Contract Work Hours and Safety Standards Act (40 U.S.C. 327-333), as supplemented by Department of Labor regulations (29 CFR part 5). Under Section 102 of the Act, each contractor shall be 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 1 ½ times the basic rate of pay for all hours worked in excess of 40 hours in the work week. Section 107 of the Act is applicable to construction work and provides that no laborer or mechanic shall 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.

22. **Rights to Inventions Made Under a Contract or Agreement**

Contracts or agreements for the performance of experimental, developmental, or research work shall provide for the rights of the Federal Government and the recipient in any resulting invention in accordance with 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.

23. **Clean Air Act (42 U.S.C. 7401 et seq.) and the Federal Water Pollution Control Act (33 U.S.C. 1251 et seq.), as amended**

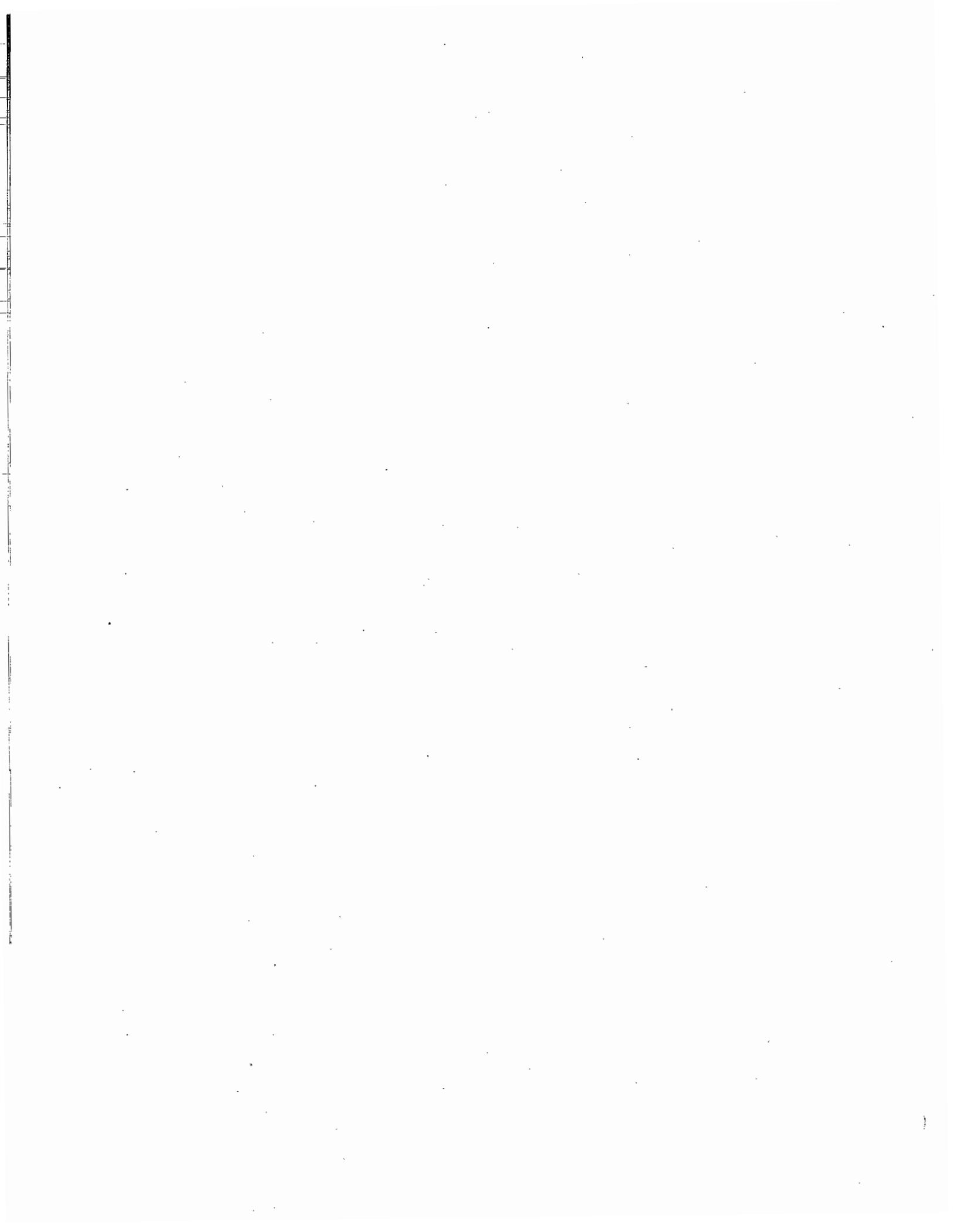
Contracts and subgrants of amounts in excess of \$100,000 shall contain a provision that requires the recipient to agree to comply with all applicable standards, orders or regulations issued pursuant to the Clean Air Act (42 U.S.C. 7401 et seq.) and the Federal Water Pollution Control Act as amended (33 U.S.C. 1251 et seq.). Violations shall be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

24. **Byrd Anti-Lobbying Amendment (31 U.S.C. 1352)**

Contractors who apply or bid for an award of \$100,000 or more shall 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 U.S.C. 1352. Each tier shall 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 recipient.

25. **Debarment and Suspension (E.O.s 12549 and 12689)**

No contract shall be made to parties listed on the General Services Administration's List of Parties Excluded from Federal Procurement or Nonprocurement Programs in accordance with E.O.s 12549 and 12689, "Debarment and Suspension." This list contains the names of parties debarred, suspended, or otherwise excluded by agencies, and contractors declared ineligible under statutory or regulatory authority other than E.O. 12549. Contractors with awards that exceed the small purchase threshold shall provide the required certification regarding its exclusion status and that of its principal employees.



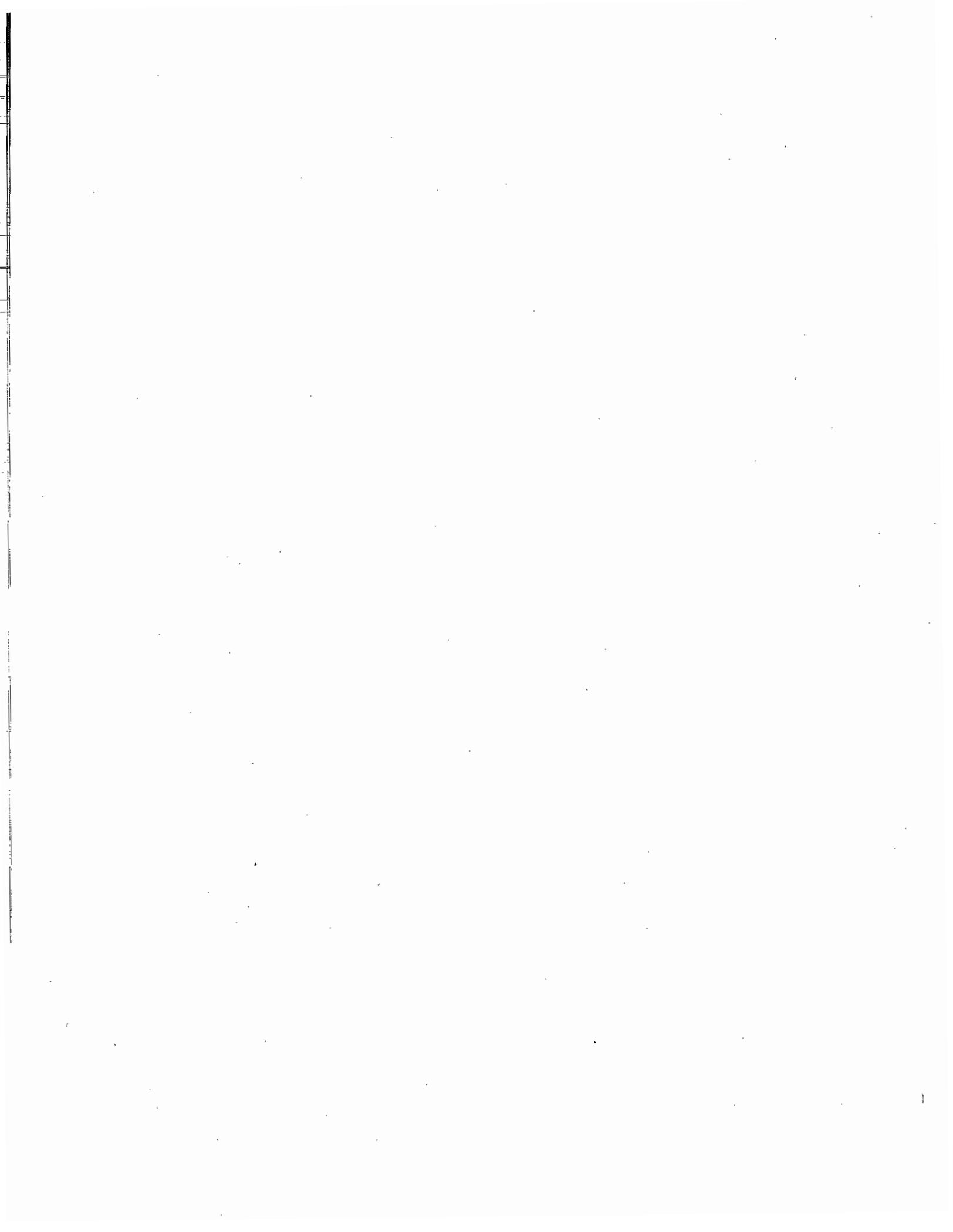
**GC-39 CONTRACT INTERPRETATION**

Whenever the singular is used herein, the masculine, feminine and neuter gender shall be deemed to include the others. The headings of articles, paragraphs and sections in this Contract are included for convenience only and shall not be considered by either party in construing the meaning of this Contract. If any provision or clause of this Contract shall be held to be invalid, such provision or clause shall be deleted from the Contract and the Contract shall be construed to give effect to the remaining portions thereof.

This Contract shall be interpreted and construed based upon the following order of precedence of component parts. Such order of precedence shall govern to resolve all cases of conflict, ambiguity or inconsistency.

1. Addenda, if any.
2. Execution Forms
3. Specification.
4. Special Conditions.
5. General Conditions.
6. Instruction to Bidders.
7. Legal Advertisement.
8. Bid Proposal.

**END OF SECTION**



SPECIAL CONDITIONS

SC-01 SCOPE

The Contractor shall furnish LEASING OF MULT-FUNCTION DIGITAL (MFD) PHOTOCOPIERS ON A COST PER COPY BASIS for VARIOUS COOK COUNTY AGENCIES all in accordance with the Contract Documents, Specifications and Proposal herein.

SC-02 CONTRACT PERIOD

This is a requirement contract for sixty (60) months effective after award by the Board of Commissioners and after proper execution of the Contract Documents.

SC-03 AWARD OF CONTRACT

The contract shall be awarded to the lowest responsible and responsive bidder whose bid meets the requirements and criteria set forth in the Request for Sealed for the total amount of Group A and B for evaluation purposes. All items, unless otherwise stated, will be assumed to meet all specifications and requirements as set forth in the Request for Sealed Bid. Ambiguous bids which are uncertain as to terms, delivery, quantity, or compliance with specifications may be rejected or declared non-responsive. The County shall be sole determinant of the relevant and appropriate cost factors used in evaluating any Base, Options and/or Alternate bids. Bidders must quote all lines in each group for consideration. Group B may or may be awarded at the County's discretion, but will be used in determining the apparent low bidder.

SC-04 MBE/WBE REQUIREMENTS FOR THIS CONTRACT

The bidder shall have a subcontracting goal of not less than 25 percent (25%) MBE and 10 percent (10%) WBE of the awarded contract price for work to be performed.

The bidder must comply with the County's MBE/WBE participation requirements. The County has issued MBE/WBE goals for this project. The bidder shall submit with its proposal, a MBE/WBE Utilization Plan indicating how it proposes to meet these goals. If the bidder has not met the goals or made good faith efforts to meet the goals, the bidder's response may be deemed non-responsive and will not be considered for award.

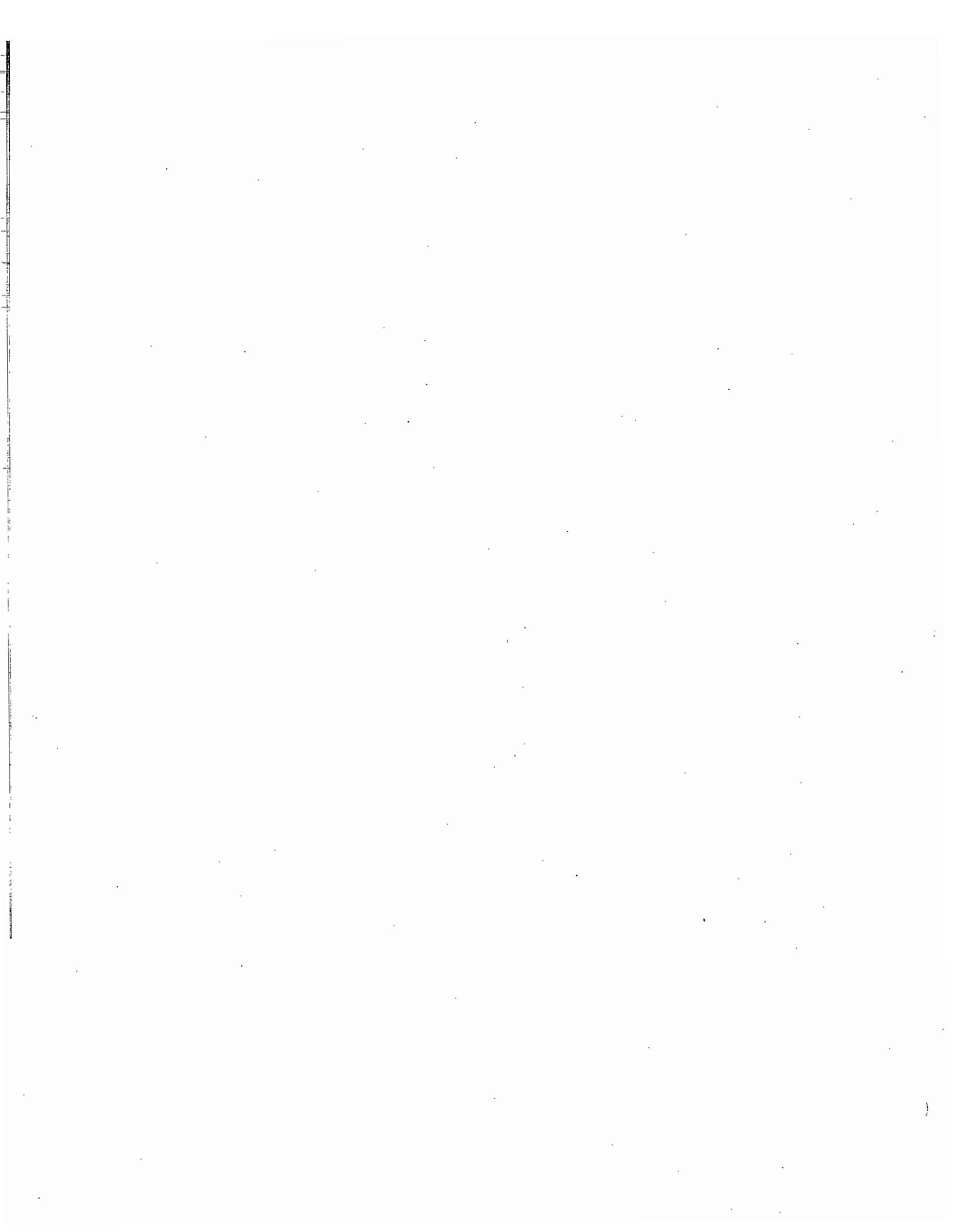
Certified MBE/WBE bidders may count their own participation, however, a female firm certified as both a MBE and WBE may be counted towards the MBE or WBE goal, but not both. (Designations cannot be changed after submission of the compliance plan.)

Unless otherwise specified in the Bid Documents, for purpose of this contract, the contract amount is the total bid amount that has been entered on the Proposal Page of the Bid Documents.

SC-05 RENEWALS/PRICE ADJUSTMENT

All prices quoted in the Bid Proposal shall be firm and will not be subject to increase during the first twelve months of the Contract. Thereafter either the Contractor or the County shall be entitled to request an annual price adjustment every twelve (12) months which shall be calculated in the manner provided for in this section. The request for a price adjustment by the Contractor shall be submitted to the Office of the Chief Procurement Officer of Cook County within sixty (60) days after the end of the contract's twelve month term. The County shall notify the Contractor of its request for price adjustment within the same time period.

Price adjustments shall be based upon the Index for Computer and Office Equipment for all Urban Consumers for United States City Average, of the Consumer Price Index, as published by the United States Department of Labor, Bureau of Labor Statistics.



SPECIAL CONDITIONS

SC-05 RENEWALS/PRICE ADJUSTMENT(CON'D)

The price increase or decrease will be calculated by subtracting the same month's prior year index from the current index, and dividing the difference by the prior year index. The percentage change will then be multiplied by the current price to determine the cost per item for the term of any extension or contract renewal which may be mutually agreed upon. The Consumer Price Index figures will be carried to three (3) decimal places ONLY, with no rounding off to the next digit. The final New Cost per Item will be carried to two decimal places.

$$\frac{(\text{Current Index} - \text{Last Year's Month Index})}{\text{Last Year's Month Index}} = \text{Percentage Increase}$$

EXAMPLE:

\$3.00 = Current Item Price

353.098 = Current Index (February 2012)

310.128 = Last Year Month Index (February 2011)

42.97 = Increase

$$\frac{(353.098 - 310.128)}{310.128} = \frac{42.97}{310.128} = 13.86\% \text{ Increase}$$

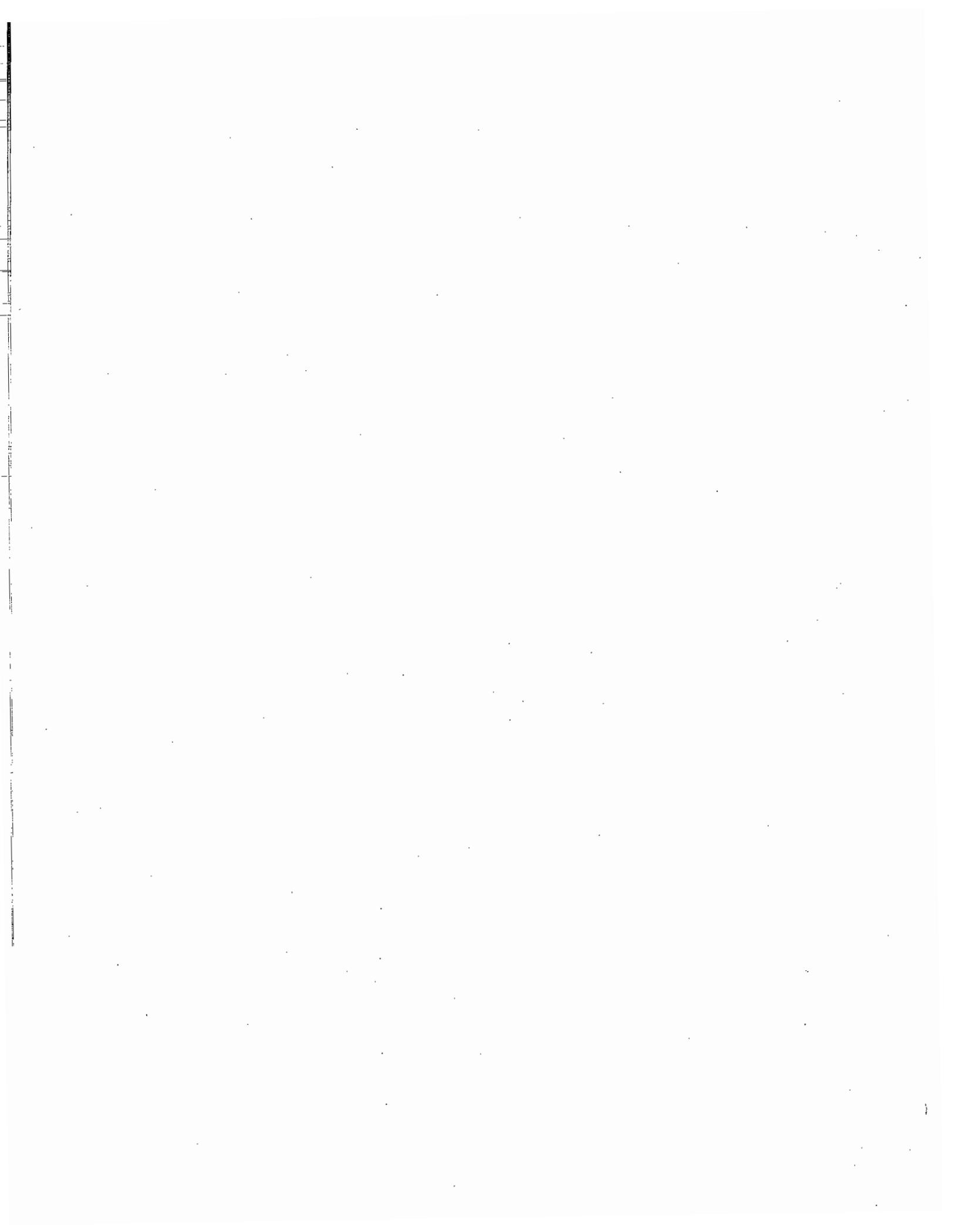
$$\$3.00 \times 1.1386 = \$3.415$$

\$3.42 New Cost Per Item

This formula shall be the basis for determining the cost per item for the term of any extension or contract renewal which may be mutually agreed upon

SC-06 PRE-BID CONFERENCE

There will not be a pre-bid conference for this solicitation.



SPECIAL CONDITIONS

SC-07 INQUIRIES

A copy of any written request for interpretation of documents shall be provided to the Office of the Chief Procurement Officer at the address set forth below.

Inquiries about the interpretation of the Specifications must be made only in writing and shall be directed to the Office of the Chief Procurement Officer. Inquiries will be answered in writing, if deemed necessary, by means of an Addendum issued by the Office of the Chief Procurement Officer. (Reference Instructions to Bidders, Section IB-04 "Exceptions", page IB-2). Inquiries must be received no later than 5:00 p.m. on Wednesday, July 31, 2013. Inquiries will be answered by the close of business on Friday, August 2, 2013.

**DURING THE BID PROCESS, ALL INQUIRIES MUST BE DIRECTED, IN WRITING, TO THE OFFICE OF THE CHIEF PROCUREMENT OFFICER AS FOLLOWS:**

SHANNON ANDREWS  
CHIEF PROCUREMENT OFFICER  
C/O BARBIE FLOCK, SPECIFICATIONS ENGINEER  
118 N. CLARK STREET, ROOM 1018  
CHICAGO, IL 60602

Contact Info for Barbie Flock: 312-603-6828 or via email at [barbie.flock@cookcountyil.gov](mailto:barbie.flock@cookcountyil.gov)

SC-08 NOTIFICATION

Do not start service until notified by Using Department.

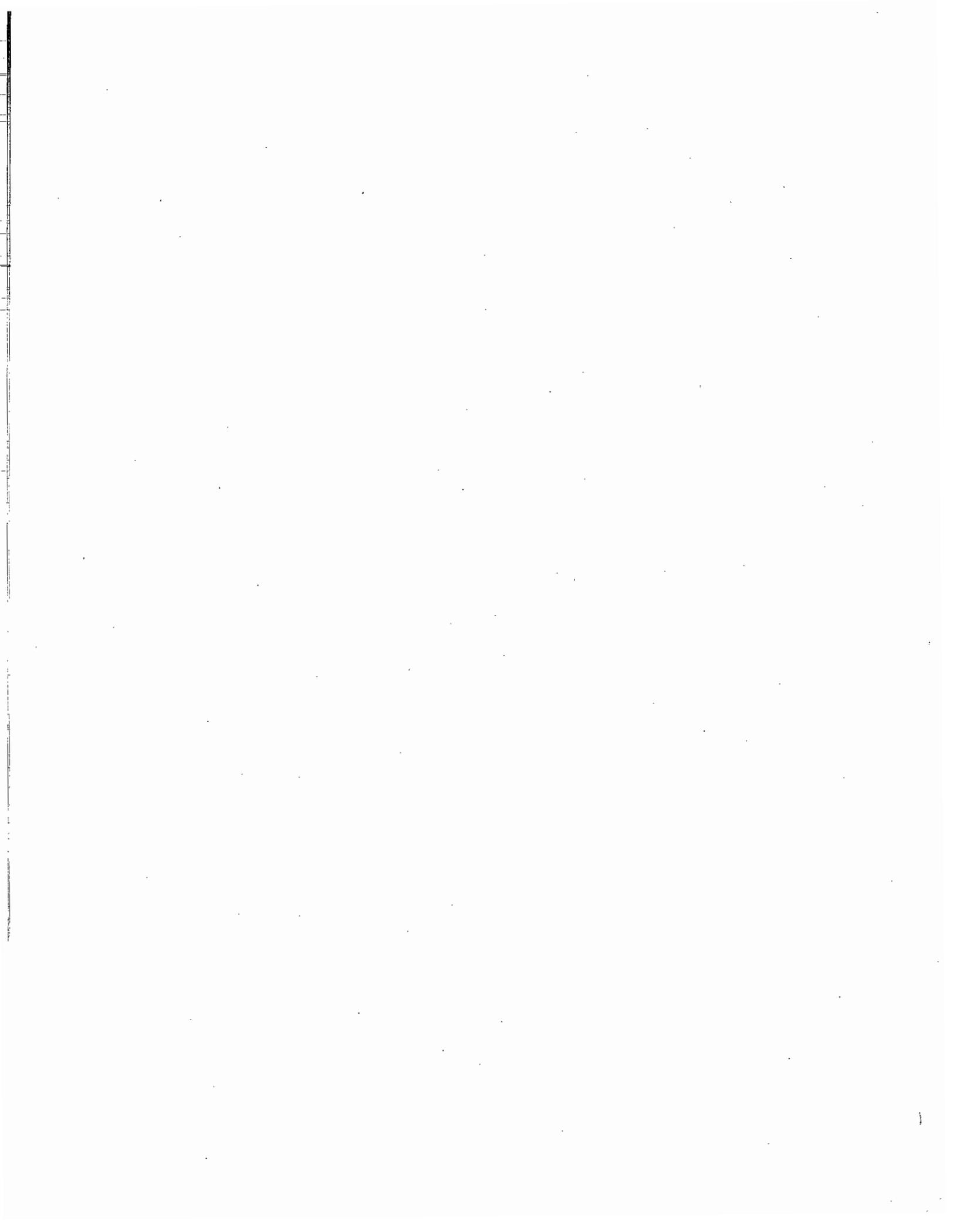
SC-09 COOPERATIVE PURCHASING

As permitted by the County of Cook, other government entities may wish to also participate under the same terms and conditions contained in this contract (piggyback). Each entity wishing to piggyback must have prior authorization from the County of Cook and Contractor. If such participation is authorized, all purchase orders will be issued directly from and shipped directly to the entity requiring supplies/services. The County shall not be held responsible for any orders placed, deliveries made or payment for supplies/services ordered by these entities. Each entity reserves the right to determine their participation in this contract.

SC-10 INSIDE DELIVERY

Vendor is responsible for inside delivery.

SC-3A



SPECIAL CONDITIONS

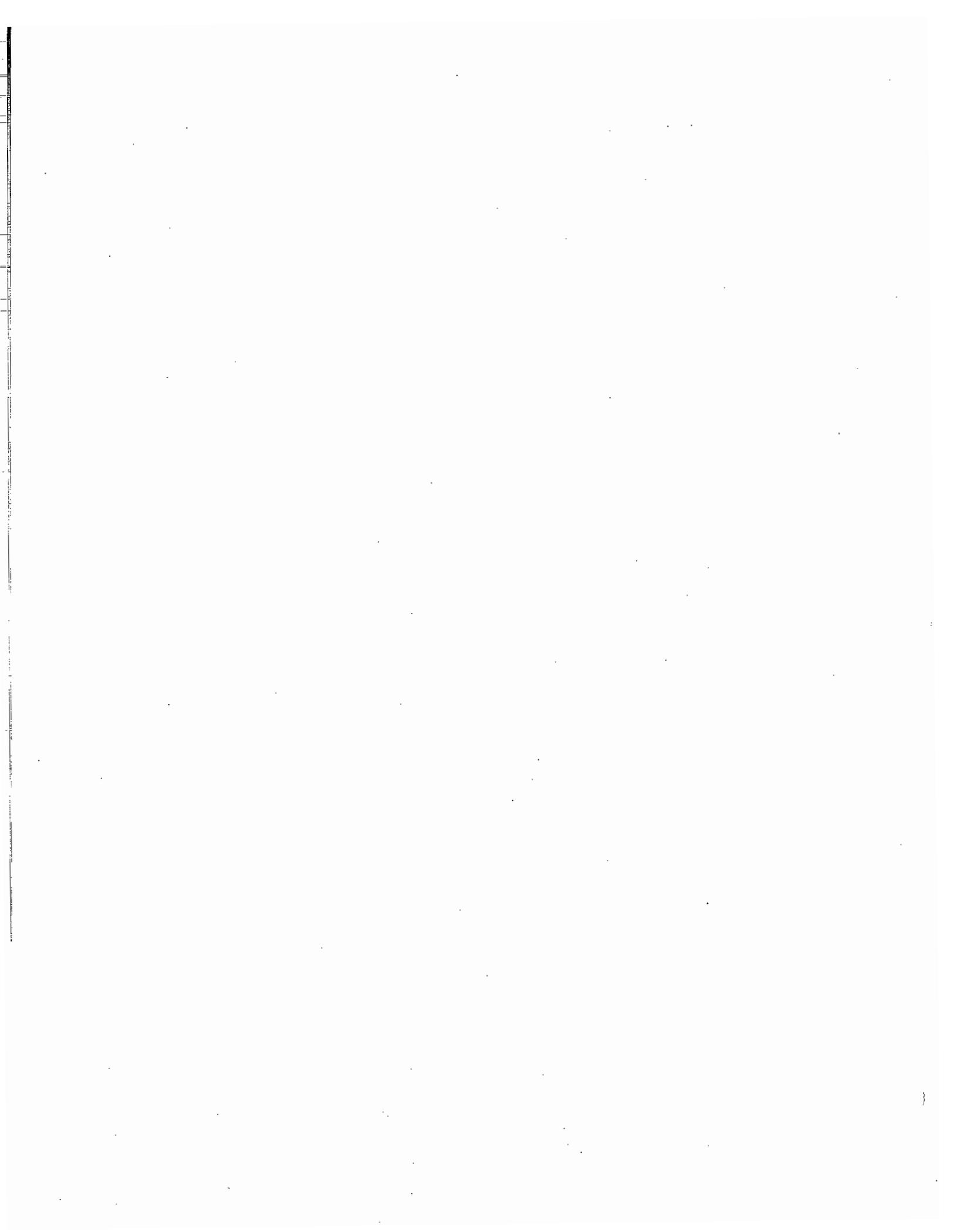
SC-11 SUPPLEMENTAL DELIVERY INSTRUCTIONS/REQUIREMENTS

Procedures for deliveries utilizing the dock for R.J. Daley Center, 50 West Washington Street, are as follows:

- All deliveries must be pre-arranged, utilizing the attached form. Notification must be provided at least 48 hours in advance during the week and at least 72 hours in advance for weekends and Mondays. Copy the form as needed. A form will need to be filled out for each and every delivery. Fax completed forms to the Richard J. Daley Center, Office of the Building at (312) 603-6950.
- Every delivery made to the building will need to be made by a pre-approved driver from your company. We require that your company furnish legible photocopies of your staff's valid driver's license. In addition, the County will be taking photographs of approved drivers for its own records.
- Delivery personnel will receive a temporary identification badge to be worn at all times while in the building.
- Delivery vehicles will be searched prior to gaining access to the dock area.
- ← • Kindly send all legible photocopies of pertinent documents to the following:

EDWARD CARIK  
Director of Security-Security Command Center  
Richard J. Daley Center  
50 West Washington Street  
Chicago, Illinois 60602

No driver will be allowed to gain access to the building without prior authorization. Therefore, please fill out the "Request for Dock Access" form and fax it in a timely manner to the number listed above. In addition, replacement drivers not recognized by County staff as being pre-approved will not be allowed entrance into the building. It is imperative that the County is notified, in advance, of staffing changes. The County requires these notifications to be in writing, accompanied by a photocopy of the replacement's personal driver's license.



Please type or print

SPECIAL CONDITIONS

**REQUEST FOR DOCK ACCESS  
RICHARD J. DALEY CENTER**

Date(s) of Delivery:	Time:
----------------------	-------

Delivery Company/Agency:	Contact:
Address:	Phone:

Items to be Delivered:
------------------------

Intended Delivery Location (please check one):

Building	X	Room	Contact:	Phone No. of Contact:
Daley Center	<input type="checkbox"/>			
City Hall	<input type="checkbox"/>			
County Building	<input type="checkbox"/>			

**FAX COMPLETED FORM TO OFFICE OF THE BUILDING at (312) 603 - 6950**

To be filled out by Daley Center Security ONLY:  
**DELIVERY PERSONNEL INFORMATION:**

Date:	Time:
-------	-------

	Last	First	Middle
Driver			
Helper			

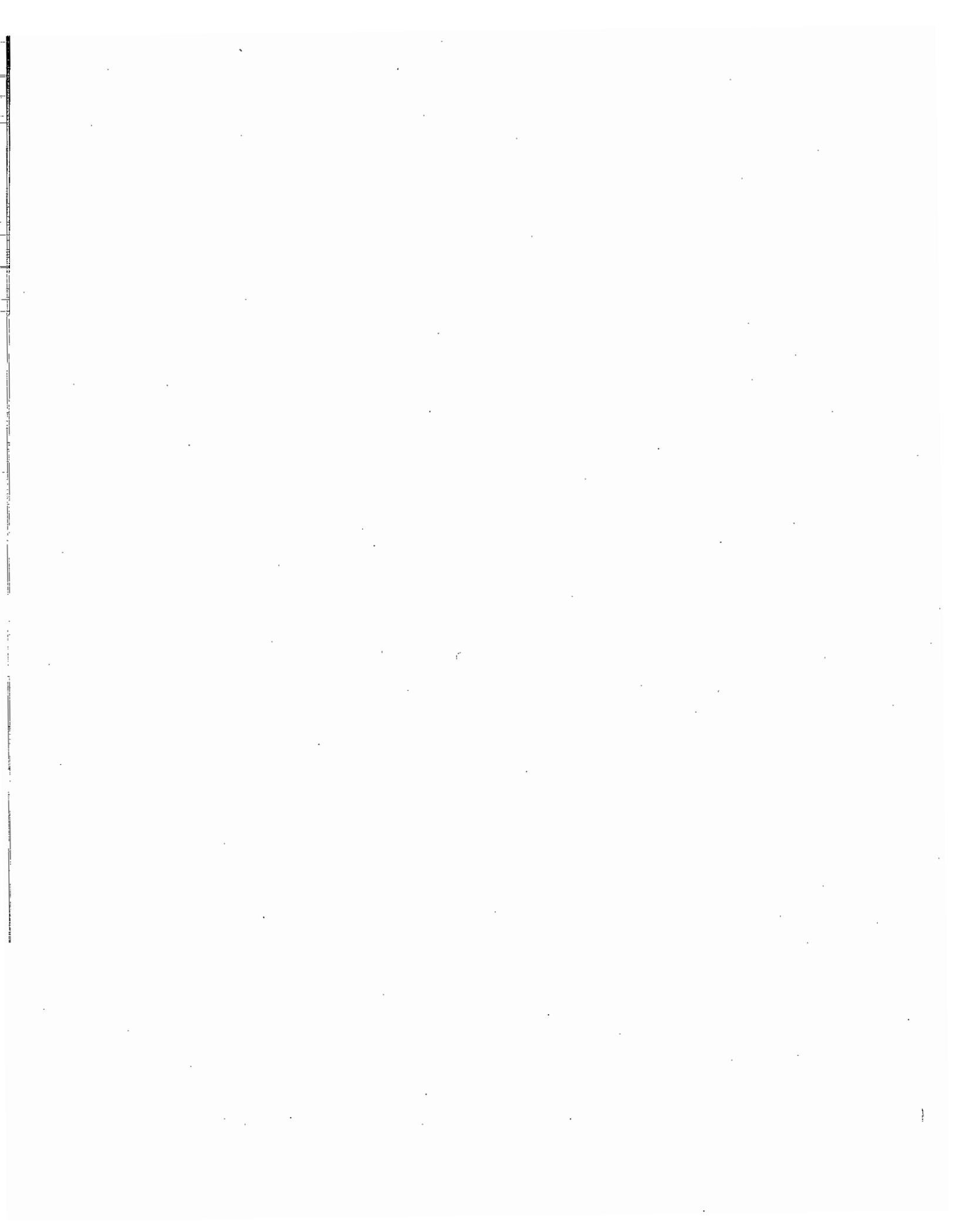
License No.	State:
-------------	--------

**VEHICLE INFORMATION:**

Vehicle	Make:	Model:	Year:
---------	-------	--------	-------

License Plate	No.:	State:
---------------	------	--------

Transport License	No.:
-------------------	------



SPECIFICATIONSGROUP A: BLACK AND WHITE MULT-FUNCTION DIGITAL (MFD) PHOTOCOPIER1. Scope of Work

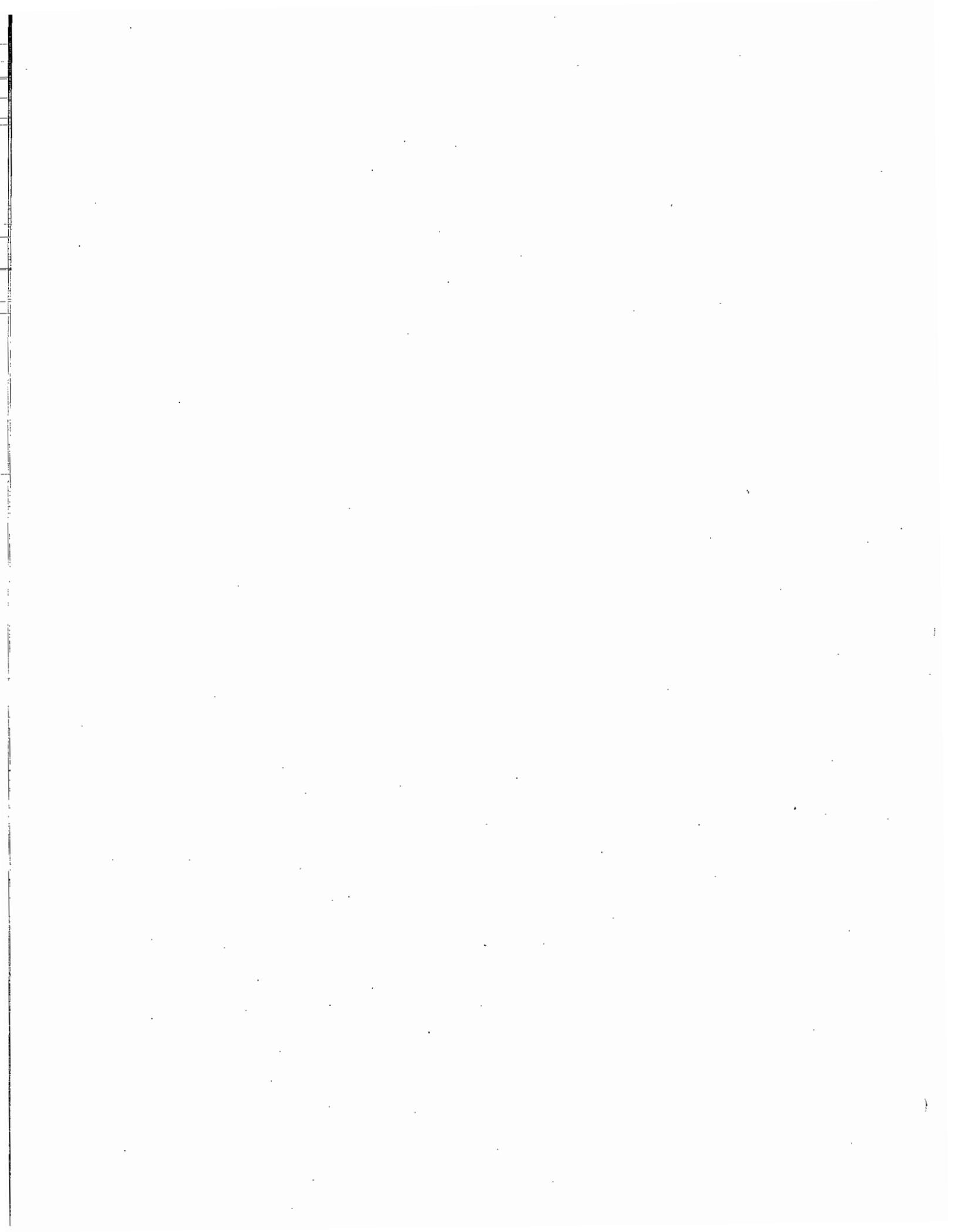
The Contractor must provide up to 325 multi-function, digital (MFD) photocopiers on a cost per copy basis for 31 agencies which currently require 278 initial installations and an estimated 47 future installations within the first 24 months. The new copiers will be installed in November 2013.

All MFD photocopiers must have network printing, faxing, and scanning hardware installed and operational at the time of delivery. Less than 25 percent (25%) of the current copiers are connected for printing, scanning and fax capability. Contractor must provide technical support for these additional features at no additional cost. The total average anticipated copy volume is approximately 1,910,000 copies per month, or 22,920,000 copies per year. The distribution of multi-functional copiers by department is shown in Exhibit 1. The Contractor shall charge the County on a cost-per-copy basis. The price per copy shall include, but not be limited to, all copiers, delivery, installation, all supplies (excluding paper) needed to operate the copiers (toner, developer, fuser oil, etc.), delivery of supplies, training and removal of the machines upon termination of the Contract. The cost per copy shall also include all parts necessary for repair and preventative maintenance throughout the contract period.

2. Transition of Old/Delivery of New MFD photocopiers

- a. The transition between old equipment removal and new equipment installation must be peaceful with a minimum of disruption to the County users.
- b. The existing MFD photocopiers are being replaced from a previous cost per copy contract. This equipment is the property of the present Contractor. The Contractor must ensure that no department or location is without use of a photocopier at any time during the installation. Special Coordination with the Bureau of Administration will be required.
- c. The transition/delivery phase of all of the copiers in this request must be completed within three (3) weeks.
- d. Contractor shall provide an operator's manual with each unit at time of delivery.
- e. Contractor shall be responsible for all material(s) shipped prior to and during installation until the County gives acceptance in writing. All risk, loss, or expense associated with storing material(s) prior to the date of acceptance by the County is the responsibility of the Contractor.
- f. All MFD photocopiers must have a tag or label affixed to the front or top of the equipment showing the model number, serial number, and phone-number(s) to call for service and supplies.
- g. Prior to the installation and delivery of the equipment, the County Administrator will provide the Contractor with information for each machine including:
  - i. Location Address and Room #
  - ii. Location Contact
  - iii. Location Phone Number
  - iv. Location Fax Number

Addendum No. 2



SPECIFICATIONS

**GROUP A: BLACK AND WHITE MULT-FUNCTION DIGITAL (MFD) PHOTOCOPIER (CONTINUED)**

The Contractor will be required to verify/update the given information for each machine to ensure that it is correct, and to notify the individual location contact of the meter reading procedures. The County Administrator will provide this information electronically, and after all installations are complete, the Contractor shall return an updated file for each machine installed. This will help both the Contractor and the County collect meter reads in a more streamlined manner.

h. At delivery/installation, the Contractor must verify and provide the following information to the County Administrator for each unit placed including, but not limited to:

- i. Model Number
- ii. Serial Number
- iii. Location Address
- iv. Location Contact Name, Phone, Email, and Fax

i. Contractor shall be required to install the equipment with default double-sided copying (1 to 2 sided).

j. Contractor shall provide and pay for all materials, labor, tools, transportation and handling, and other facilities necessary for the furnishing, delivery, assembly plus inspection before and after installation of all items specified herein.

k. Contractor shall provide any surge suppressor required for the operation, or protection, of equipment covered by this contract.

l. Contractor may be required to bring in equipment for a demonstration at a County Complex or may be required to demonstrate the equipment at the Contractor's site, to be determined, at no cost to the County, before contract award is made. The County reserves the right to visit and inspect the premises and operation of any Contractor.

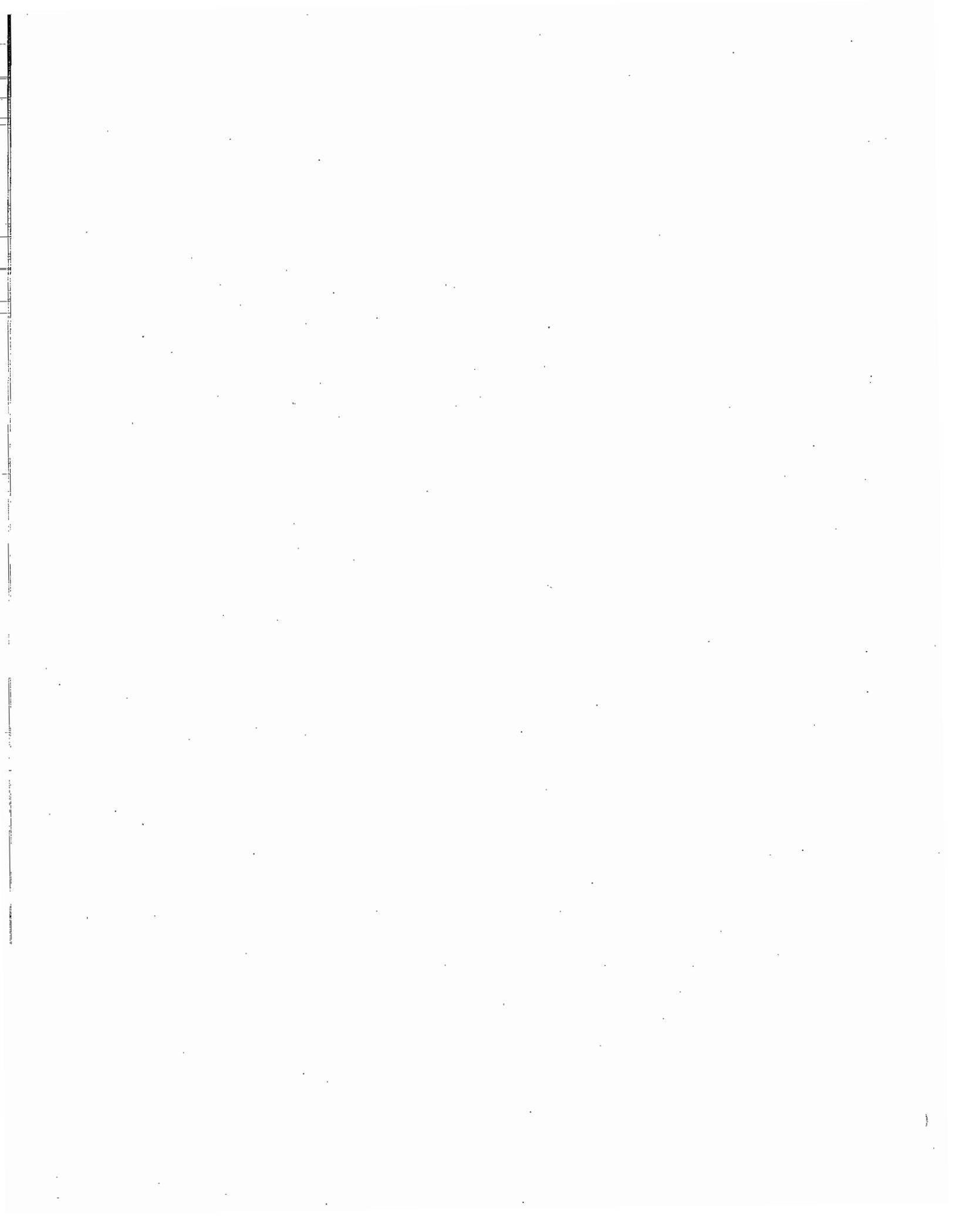
m. Contractor shall be responsible for removal of all debris associated with the installation of new MFD photocopiers.

n. Contractor must provide industrial grade digital power filters for all equipment installed.

o. Contractor must provide a certification from the manufacturer, executed by a corporate officer, stating that the Contractor is an authorized representative of the manufacturer.

3. Implementation/Installation Plan

- a. Provide an Implementation/Installation Plan for delivering/installing the new equipment, and the training of end users on the new equipment for Cook County.
- b. Provide a plan for the networking/scanning training for the County's IT staff so that the County's staff can network the machines without direct assistance from the Contractor.

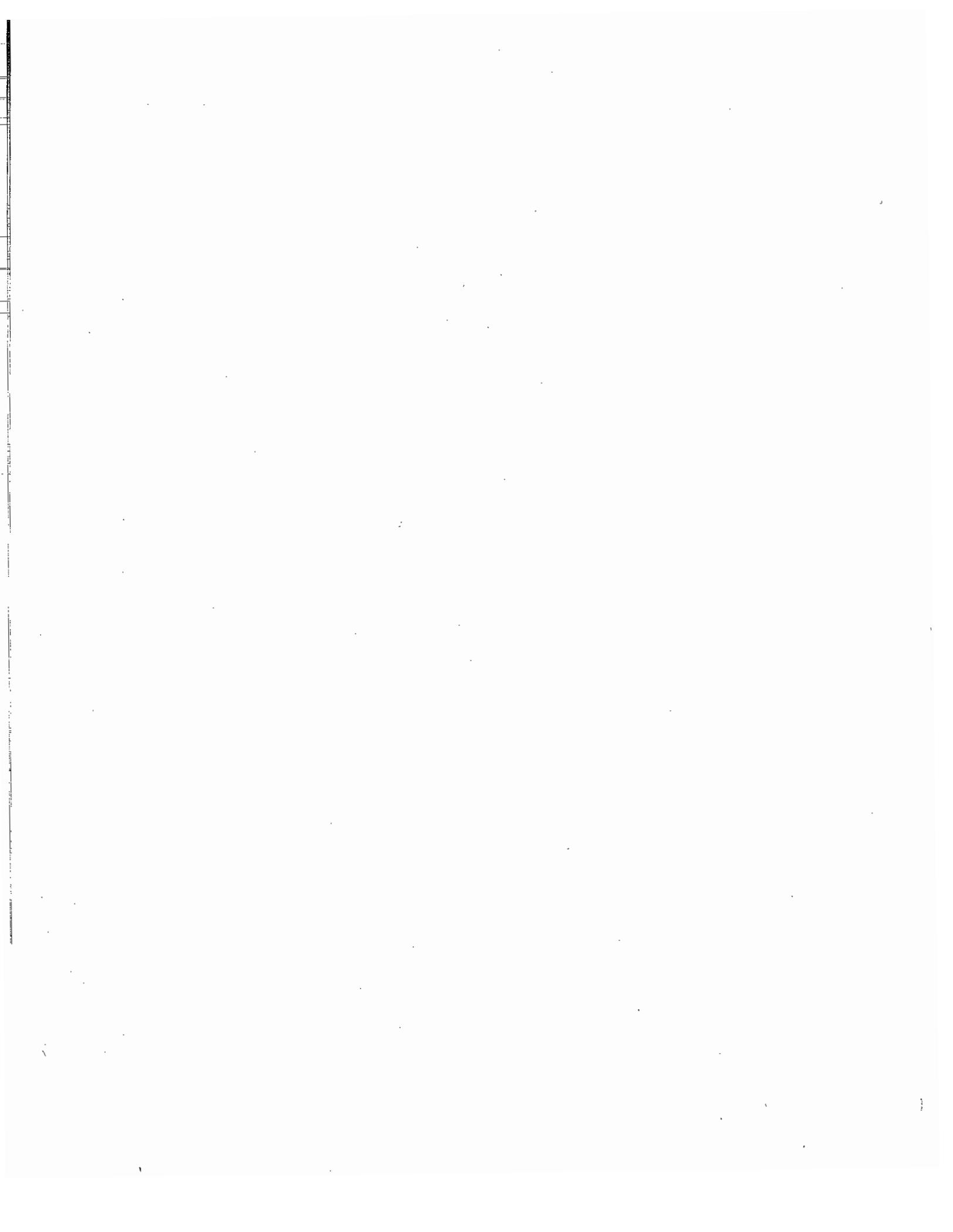


SPECIFICATIONS

**GROUP A: BLACK AND WHITE MULT-FUNCTION DIGITAL (MFD) PHOTOCOPIER (CONTINUED)**

4. Service and Maintenance

- a. The Contractor shall hold title to all equipment and accessories provided under the contract. Even though the copiers and accessories will be installed on County premises, the County shall be relieved from risk, loss, or damage during the period of transportation, installation and during the entire time the equipment is in the possession of the County.
- b. It will be the responsibility of the Contractor to have qualified, trained sales/service personnel to provide technical assistance at any location, including assistance in problem solving, maintenance, machine operation, etc. Contractor must also have access to manufacturer's technical resources for problems that are beyond the ability of the Contractor's personnel. Such assistance shall be available at no cost and within a reasonable period of time, as determined by the County Administrator.
- c. The successful Contractor shall provide dedicated service technicians, trained and qualified by the equipment manufacturer on the equipment installed.
- d. Response times for copiers shall be within two business hours of request in which the Contractor must call the department.
- e. Equipment that cannot be repaired within one business day shall be replaced with a loaner of equal performance until the original equipment is properly functioning.
- f. Contractor shall provide service call request procedures, the number of dedicated technicians, and the factory certification of the technicians in the proposal.
- g. The Contractor shall provide replacement machines equal to the machines being replaced at no additional cost to the County if any machine must be removed from its installation location for repairs. The Contractor shall permanently replace any equipment, which is mutually deemed ineffective or faulty. Replacement machines shall be provided at no additional charge to the County.
- h. If five (5) or more service calls are placed on the same machine within a two (2) month period, the County reserves the right to have that machine replaced.
- i. Maintenance and service shall include all parts (including drums, rollers, circuit boards, etc.) necessary to service and repair copy machines.
- j. Contractor must include the Manufacturer's recommended preventative maintenance schedule for each piece of equipment proposed.
- k. Contractor shall be required to default all devices to double-sided copying (1 to 2 sided) whenever service is rendered.
- l. Contractor shall be required to provide all supplies necessary to operate the copiers (including toner, developer, fuser oil, staples, etc.) with the exception of paper.



SPECIFICATIONS

**GROUP A: BLACK AND WHITE MULT-FUNCTION DIGITAL (MFD) PHOTOCOPIER (CONTINUED)**

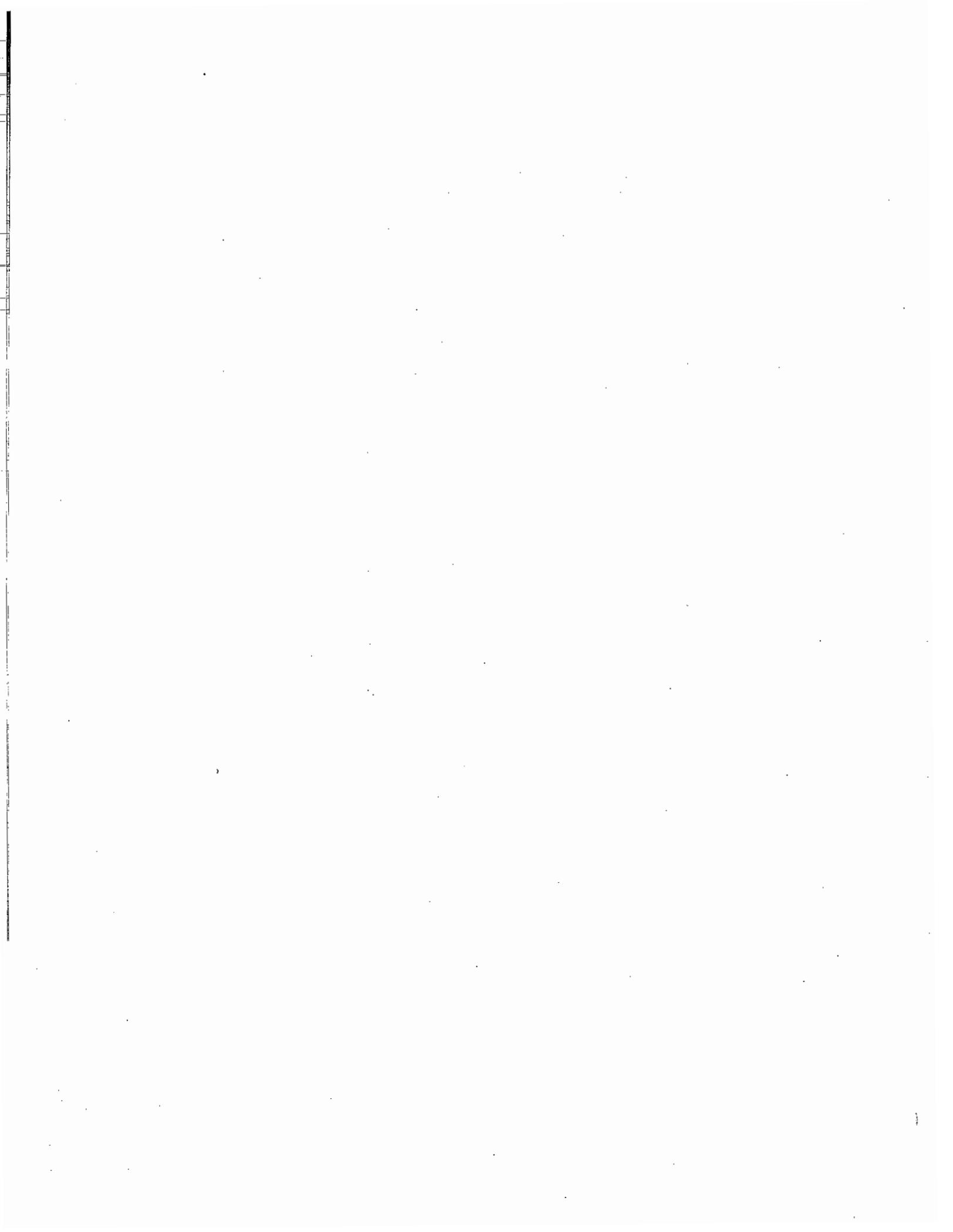
- m. The County will provide all paper. Contractor's equipment must produce legible, clean copies. The determination of copy legibility will be made solely by the County. The County will not be responsible for payment associated with illegible copies. County Agencies will be instructed to keep those copies to be picked up and counted by the Contractor's personnel. Credit should be shown on monthly invoice and voucher.
- n. Supplies shall be delivered in sufficient quantities to operate all equipment for a minimum of thirty (30) days based upon projected usages indicated herein. All supplies shall be those which are recommended for use by the original equipment manufacturer. Contractor shall ship latest expiration date available for all supplies.
- o. Contractor must include the procedures for requesting maintenance and/or supplies for the equipment with the proposal.
- p. Contractor shall provide the County with the technical literature for each proposed Item.
- q. Contractor shall wipe out hard drive/erase all information after each photocopier is removed at the end of the contract term.

5. Network Printing and Scanning

- a. Proposed equipment must be able to be connected to the County's existing network so that agencies can print as well as scan documents to file or email.
- b. Cook County's standard Network Interface is 100MB Ethernet. Compatible Operating Systems currently supported are Windows XP, 2000, Windows 7, Server 2003, and Server 2008. The communication protocols currently supported are TCP/IP, SMTP, and POP3. Cook County's technical support is currently decentralized in some areas, therefore, certain protocols and processes may not be supported by specific departments.
- c. Contractor must train the County's IT staff on the networking and scanning features so that these connections can be done in-house.

6. Training

- a. The Contractor will be responsible for all "casual user" and "key operator" training required for operation of the proposed equipment at the County sites. Contractor will also provide training for new employees and/or equipment, in a timely manner as required for the proper operation of said equipment. All training shall be at no additional cost to the County. Training must be performed within two weeks after installation. Product trainers must be certified by the manufacturer and provide Proof of Factory Authorization and Training, as well as the Manufacturers Certification.
- b. Key Operators shall be trained in the removal of simple misfeeds, the addition of supplies and toner, and the cleaning disciplines required of the specific machine. They must also be instructed in the routine necessary to request service, phone numbers to call, and people to reach.
- c. Contractor is responsible for training the County's IT staff on the networking and scanning features of the equipment.



SPECIFICATIONS

**GROUP A: BLACK AND WHITE MULT-FUNCTION DIGITAL (MFD) PHOTOCOPIER (CONTINUED)**

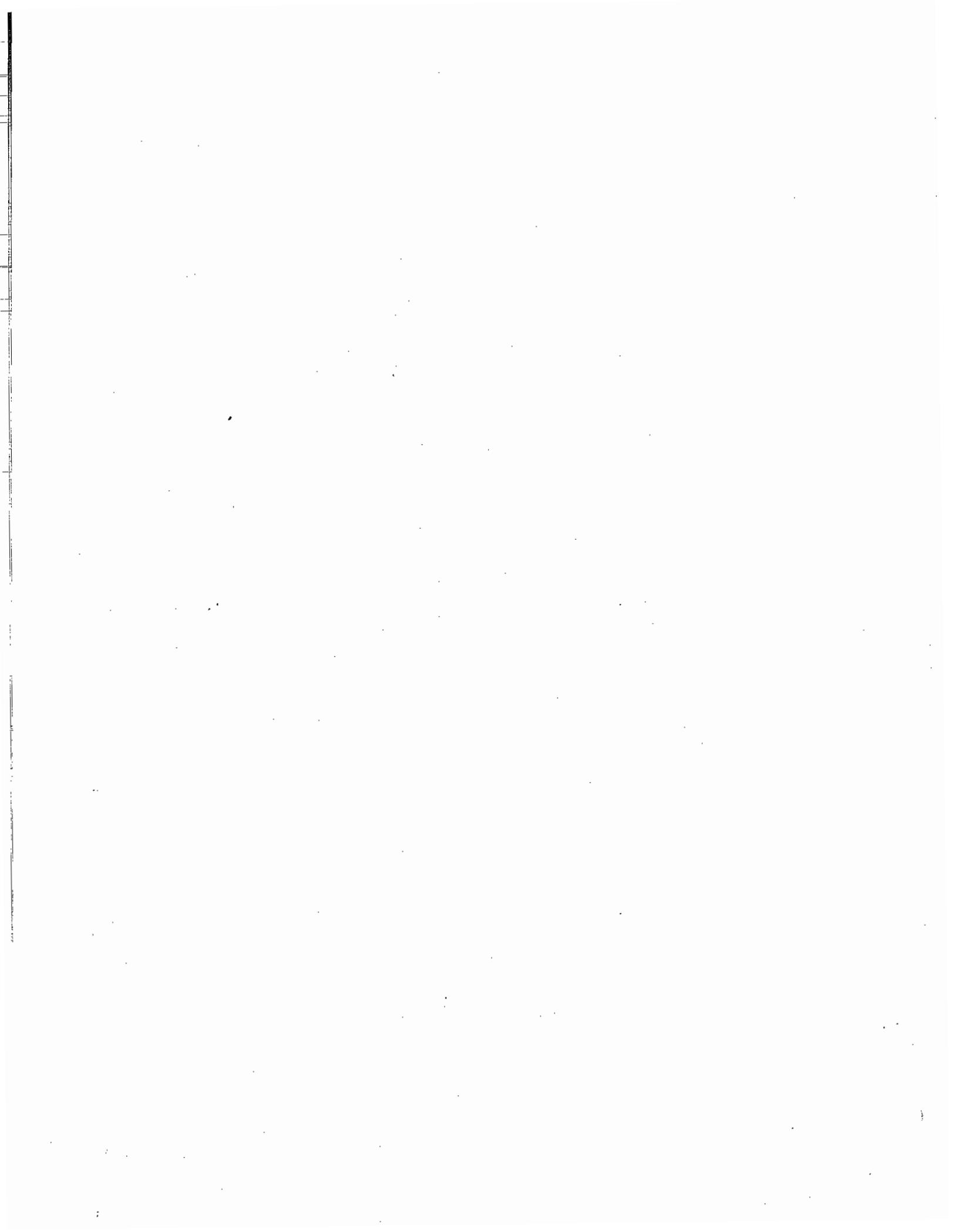
**7. Billing, Meter Reads and Reports**

- a. Contractor will submit one monthly invoice to the County for payment. The invoice shall reflect the number of copies at the base rate and the number of copies at the overage rate. Contractor shall submit with the invoice and voucher form an itemization showing, at a minimum, the location of each machine, the serial number, the number of copies run on each machine during the billing period, and the beginning and ending monthly meter reading for each machine. A sample invoice must be included in the proposal.
- b. Base monthly usage will be determined by multiplying the number of base copies per item by the number of installed machines. The County reserves the right to increase or decrease installed machines as necessary. The monthly charge will be determined by multiplying the grand total number of base copies times the base cost per copy rate. Meter readings will be taken on a monthly basis to determine actual usage. If the total actual monthly usage for all machines is higher than the monthly base, the County will be billed for those copies at the overage rate.

Equipment added to the contract shall be done so by adding corresponding monthly base volume to the monthly grand total.

Equipment deleted and removed from the contract shall be done so by subtracting the corresponding monthly base volume from the monthly grand total.

- c. Contractor shall be responsible for obtaining meter readings on a monthly basis. Contractor must submit proposed procedures on how meter reading will be obtained. Contractor must have system to retrieve meter readings remotely. Contractor must provide information related to this remote meter reading system with the proposal.
- d. Contractor must provide the County with the meter reading procedures, and a sample monthly invoice. Also, provide a description of any remote meter reading system that the Contractor currently utilizes.
- e. Contractor must provide reports to the County on a semi-annual basis including information related to the usage (average monthly usage, projected annual usage) of the equipment as well as the Contractor's record of performed maintenance and repair, including a record of all traceable calls and the time each copier was out of service for repair. A sample of this report must be included with the proposal.
- f. Contractor shall provide software or web based system with the ability to compile usage data as well as information on consumables and operating status.
- g. The County must be able to access usage and other data remotely for all equipment connected to the County network.

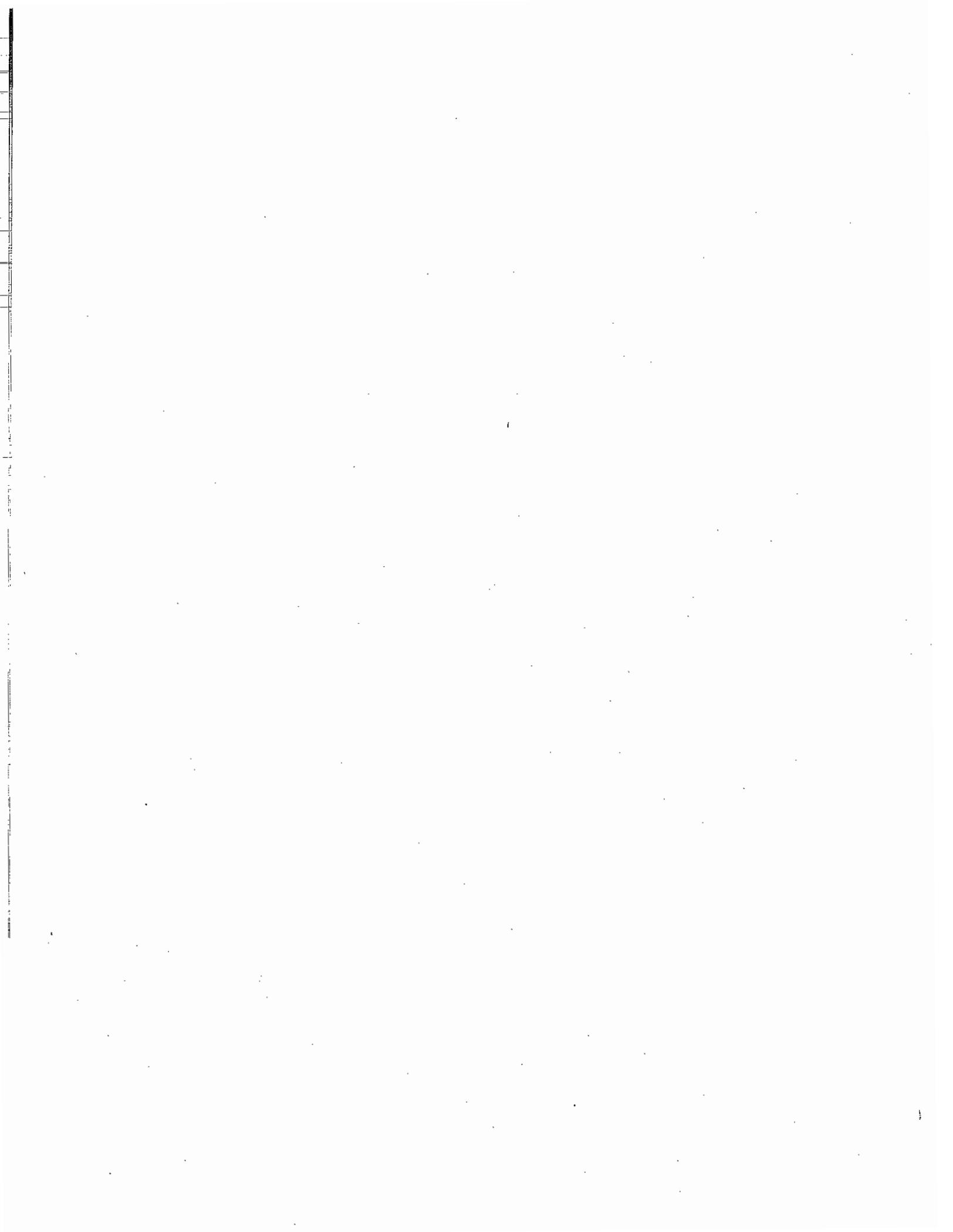


SPECIFICATIONS

GROUP A: BLACK AND WHITE MULT-FUNCTION DIGITAL (MFD) PHOTOCOPIER (CONTINUED)

8. MFD Photocopier Relocations, Removals, Additions and Right Sizing

- a. The County shall make every effort to ensure that the placement of MFD photocopiers, by volume classification, are directly related to the estimated average monthly volume of copies produced at a given copier location. After the initial three month transition period, if there is overuse/underuse for three (3) consecutive months at any location, the Contractor may recommend in writing, with supporting documentation of the usage history, to replace with a correct volume machine. The Contractor may also request that a copier be replaced by one of greater technology and enhanced features. The final decision, however, as to the volume classification machine or advanced technology replacement that is appropriate for any site shall be solely that of the County. After the initial three (3) month review between the County and Contractor of the initial equipment installed, recommended replacement equipment must be new. Thereafter, replacement equipment must meet or exceed the specifications, conditions and degree of the past use of the present machine.
- b. During the course of this contract, it may be necessary for various reasons to relocate installed copiers. After the initial installation, up to one hundred (100) photocopiers may be relocated at no additional charge. Prior approval is needed in writing from the Bureau of Administration in the event the relocation exceeds one hundred (100) photocopiers. Relocation will be done by the Contractor unless the Contractor determines the relocation would not require trained personnel.
- c. All additions and deletions of equipment, accessories and all services shall be handled in the form of a written notification subject to approval by the County. All equipment and accessory additions shall be coterminous with the balance of the contract. Delivery of additional equipment and/or accessories shall be made in two weeks or less; the reason for any deliveries taking in excess of two weeks must be submitted to the County, in writing, within the two-week time frame. The County expects a minimal amount of photocopier additions being made to this contract. Such additions will be made within the first 24 months of the contract period.
- d. The County reserves the right to delete equipment from the Contract at any time during the Contract Period if it is deemed not necessary or needed.
- e. The County reserves the right to add equipment as needed up to 24 months after the beginning of the contract. All machines, regardless of the installation date, will be co-terminus at the end of the contract.
- f. On occasion during the course of the contract, the County may require temporary MFD's for special projects. Historically, the County only requires 3-5 black and white machines for a period of time from one month to three months during any given year. This temporary equipment does not need to be new when installed and will be billed by including it in cost matrix, not as a separate bill.



SPECIFICATIONS

**GROUP A: BLACK AND WHITE MULT-FUNCTION DIGITAL (MFD) PHOTOCOPIER (CONTINUED)**

- g. It will be the responsibility of the Contractor to notify the County when a photocopier model is discontinued by the manufacturer and becomes unavailable. The County must approve the replacement model being offered by the Contractor. Such approval is contingent upon compliance with the following conditions:
- i. The replacement request must be in writing to the County.
  - ii. The replacement copier is of equal or greater capability and offers the same or more features than the discontinued model.
  - iii. The replacement copier has the same cost-per-copy price as the discontinued model.
  - iv. Such changes will be approved through a written amendment signed by the Chief Procurement Officer.

9. Accessory Pricing

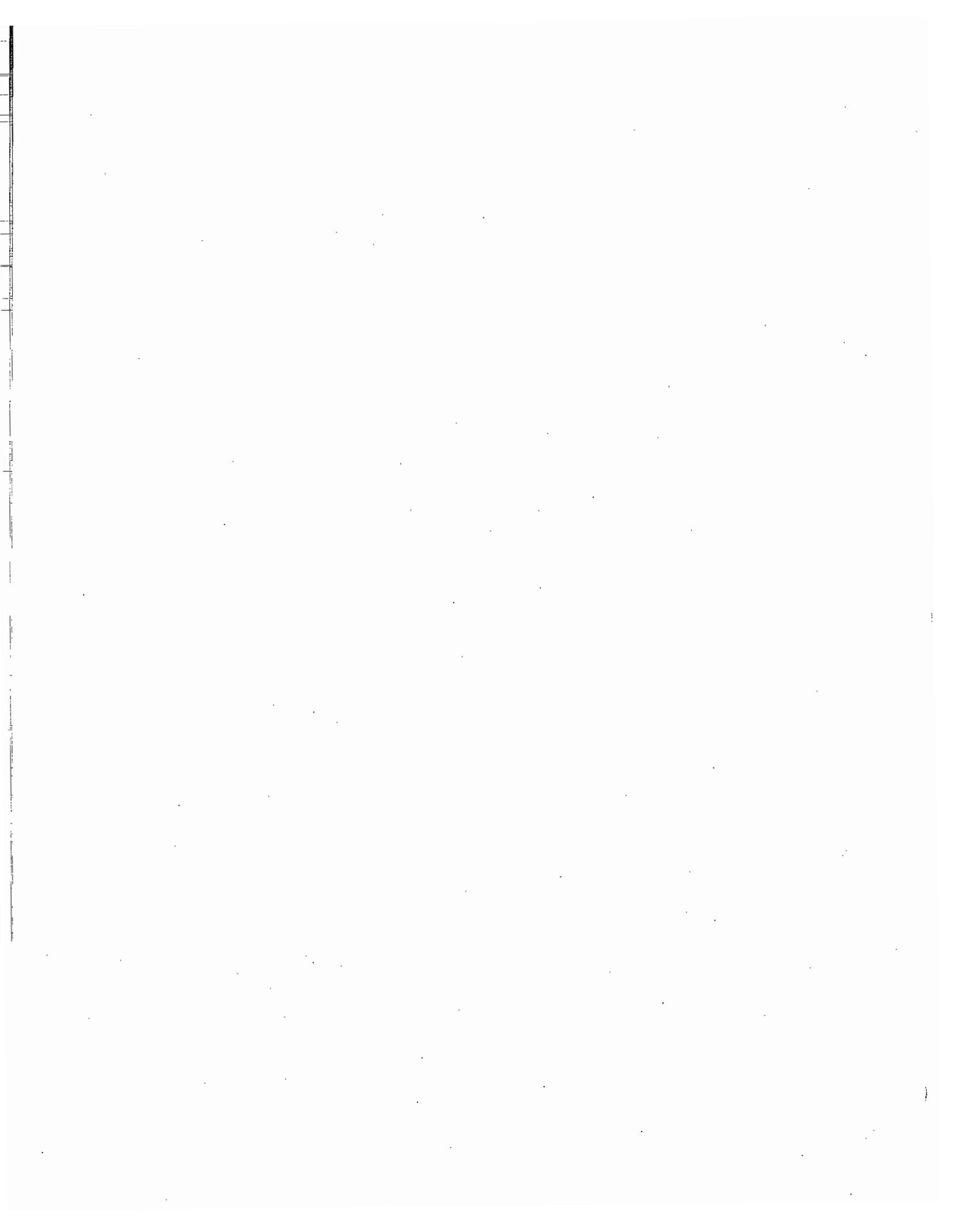
Provide a list of all optional accessories for all proposed equipment and their associated cost per copy charge and/or purchase price if any of these accessories are added at a later date. For bid evaluation purposes, the bidder shall submit with its bid three (3) copies of price lists/catalogs. Failure to furnish price lists may be cause for rejection of the bid for being non responsive to this requirement.

Before a contract can be awarded, the Contractor must submit copies of all current manufacturer's or other accepted published price lists/catalogs for use by the Office of the Chief Procurement Officer and the Bureau of Administration to facilitate audit of all invoices and orders off the contract. The Contractor will be responsible for forwarding new price lists or supplements of latest revision to all participating County departments, the Bureau of Administration and the Office of the Chief Procurement Officer during the contract period.

All pricing shall be governed by the latest editions or supplements to current manufacturer's published price lists unless specified otherwise. The Contractor shall be responsible for notifying the Chief Procurement Officer, at least thirty (30) days in advance of any price changes and/or issuance of revised price lists prior to submittal of invoices with new prices for written approval.

10. Submittals:

- Implementation/Installation Plan
- Accessory Pricing
- Technical Literature for each proposed item
- Sample of Monthly/Meter Read Procedures
- Proof of Factory Authorization and Training/Manufacture Certification
- Preventative Maintenance Schedule
- Call Request Procedures
- References – Provide at least three references where similar services have been performed.
- Financial Stability – Provide the audited financial statements for the last three fiscal years. Include the letter of opinion, balance sheet, schedules, and related auditor's notes and any other documents that demonstrates financial stability.
- Legal Actions – Provide a list of any pending litigation in which the bidder may experience significant financial settlement and include a brief description of the reason for legal action.
- Plan for the networking/scanning training for the County's IT Staff.
- Service call request procedures
- Procedures for requesting maintenance and/or supplies
- Sample invoice
- Sample reports of average monthly usage and projected annual usage
- Three (3) copies of price lists/catalogs



SPECIFICATIONS

GROUP B: COLOR MULT-FUNCTIONAL DIGITAL (MFD) PHOTOCOPIER

1. Color MFD photocopiers

The County is interested in increasing the number of color multifunction devices up to twenty (20) in agencies that absolutely require color reproduction and printing. The County is mindful of the additional cost of color and does not plan on placing unnecessary color machines.

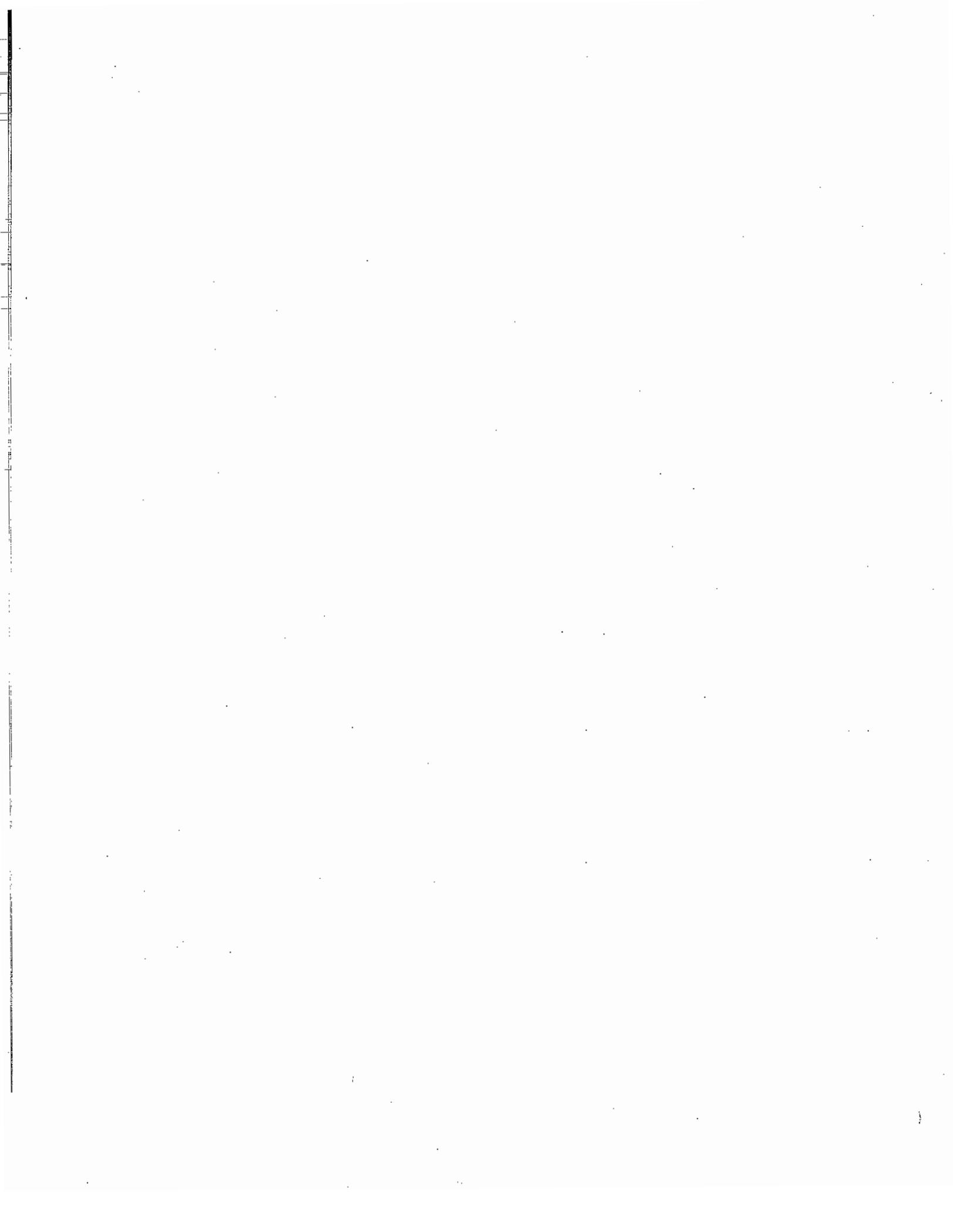
Provide information and the proposed associated cost per copy for all standard/base model color photocopier products offered by your company between 20-50 copies per minute. The standard/base model would include a feeder and basic finisher. Information related to the equipment should include the typical number of monthly and annual copies that should be produced on the equipment as well as a description of all standard features.

All MFD color photocopiers must have network printing, faxing, and scanning hardware installed and operational at the time of delivery. Contractor must provide technical support for these additional features at no additional cost.

The Contractor shall charge the County on a cost-per-copy basis. The price per copy shall include, but not be limited to, all copiers, delivery, installation, all supplies (excluding paper) needed to operate the copiers (toner, developer, fuser oil, etc.), delivery of supplies, training and removal of the machines upon termination of the Contract. The cost per copy shall also include all parts necessary for repair and preventative maintenance throughout the contract period.

2. Transition of Old/Delivery of New MFD color photocopiers

- a. The transition between old equipment removal and new equipment installation must be peaceful with a minimum of disruption to the County users.
- b. The existing MFD color photocopiers are being replaced from a previous cost per copy contract. This equipment is the property of the present Contractor. The Contractor must ensure that no department or location is without use of a photocopier at any time during the installation. Special Coordination with the Bureau of Administration will be required.
- c. The transition/delivery phase of all of the copiers in this request must be completed within three (3) weeks.
- d. Contractor shall provide an operator's manual with each unit at time of delivery.
- e. Contractor shall be responsible for all material(s) shipped prior to and during installation until the County gives acceptance in writing. All risk, loss, or expense associated with storing material(s) prior to the date of acceptance by the County is the responsibility of the Contractor.
- f. All MFD color photocopiers must have a tag or label affixed to the front or top of the equipment showing the model number, serial number, and phone number(s) to call for service and supplies.
- g. Prior to the installation and delivery of the equipment, the County Administrator will provide the Contractor with information for each machine including:
  - i. Location Address and Room #
  - ii. Location Contact
  - iii. Location Phone Number
  - iv. Location Fax Number

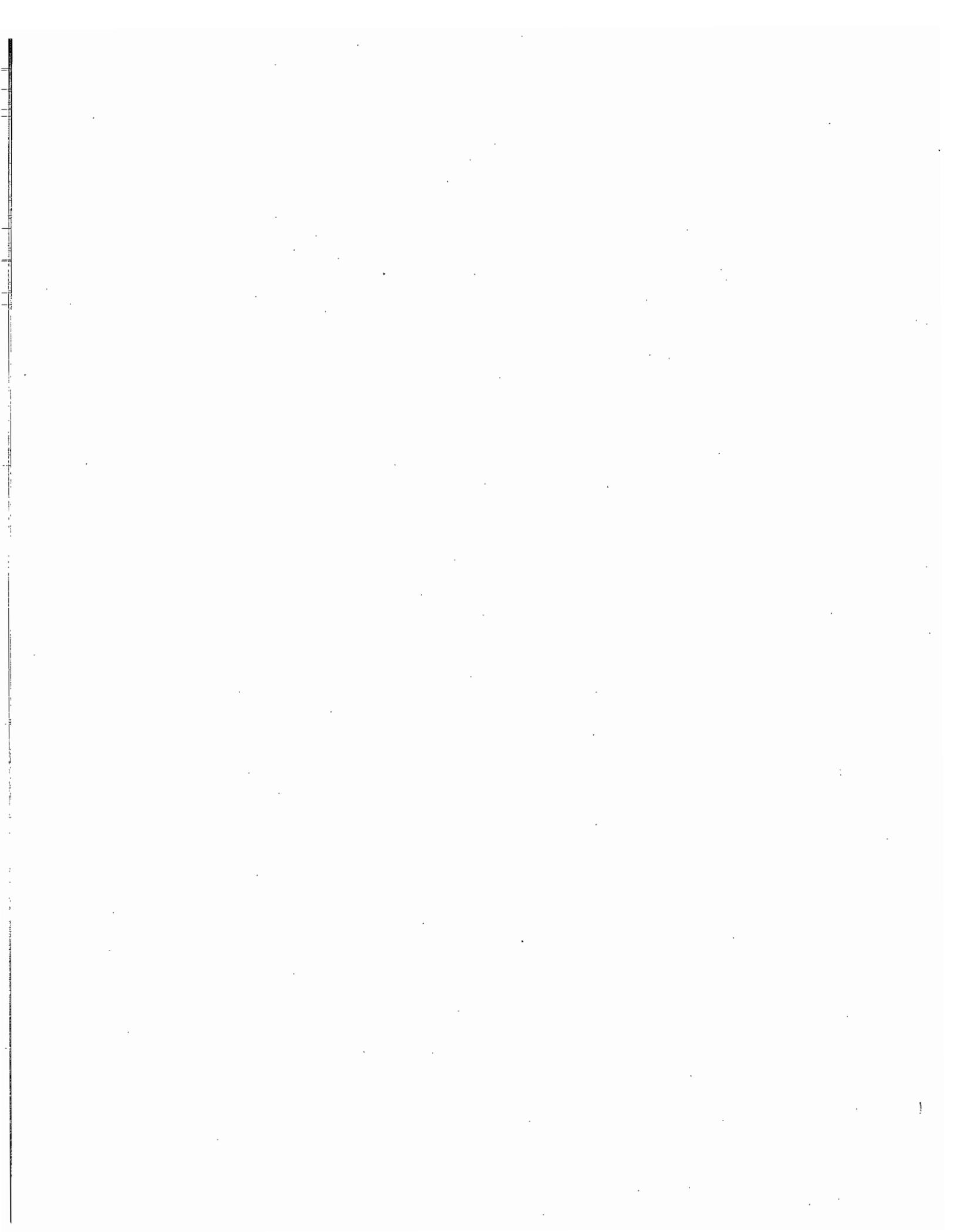


**SPECIFICATIONS**

**GROUP B: COLOR MULT-FUNCTIONAL DIGITAL (MFD) PHOTOCOPIER (CONTINUED)**

The Contractor will be required to verify/update the given information for each machine to ensure that it is correct, and to notify the individual location contact of the meter reading procedures. The County Administrator will provide this information electronically, and after all installations are complete, the Contractor shall return an updated file for each machine installed. This will help both the Contractor and the County collect meter reads in a more streamlined manner.

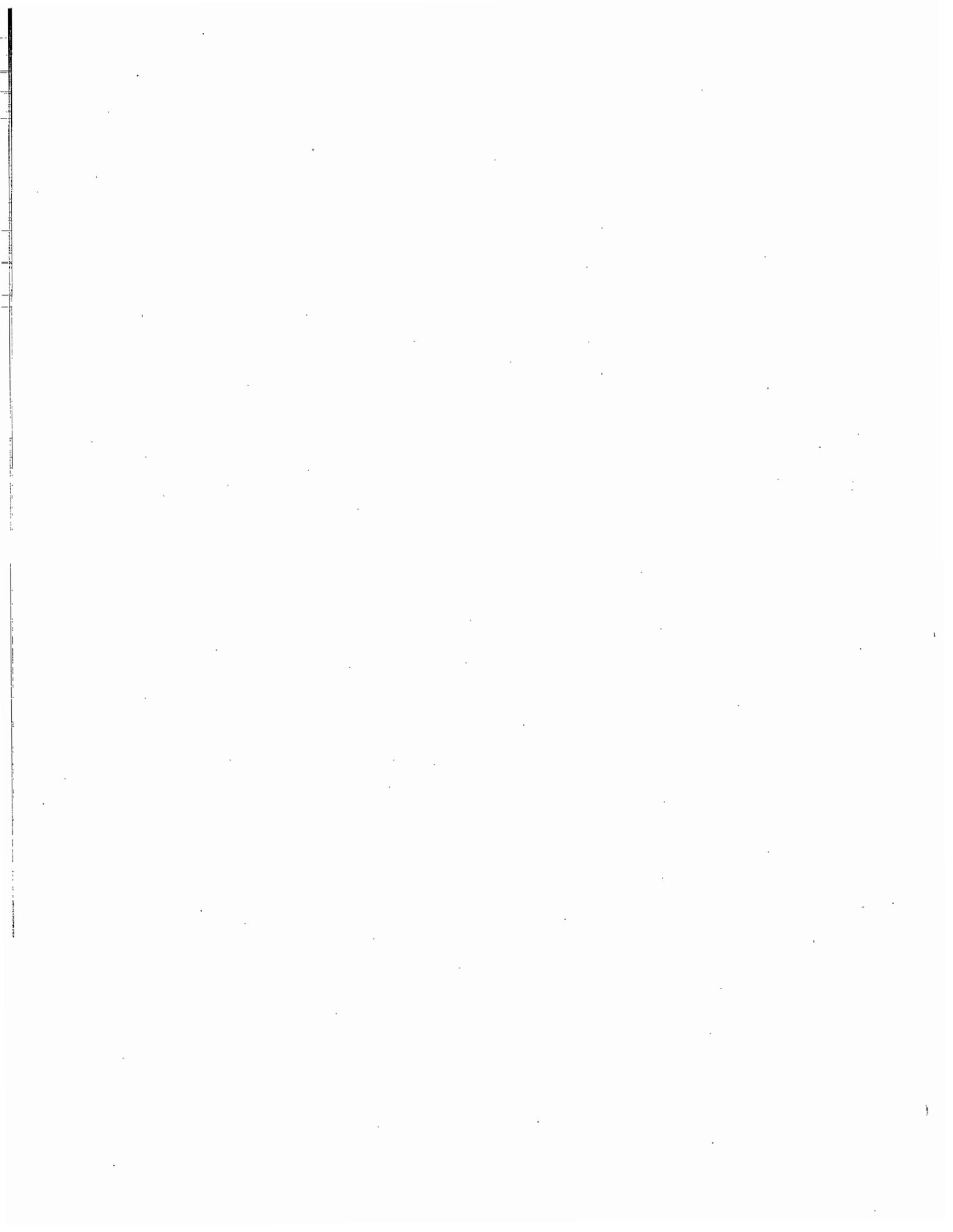
- h. At delivery/installation, the Contractor must verify and provide the following information to the County Administrator for each unit placed including, but not limited to:
  - i. Model Number
  - ii. Serial Number
  - iii. Location Address
  - iv. Location Contact Name, Phone, Email, and Fax
- i. Contractor shall be required to install the equipment with default double-sided copying (1 to 2 sided).
- j. Contractor shall provide and pay for all materials, labor, tools, transportation and handling, and other facilities necessary for the furnishing, delivery, assembly plus inspection before and after installation of all items specified herein.
- k. Contractor shall provide any surge suppressor required for the operation, or protection, of equipment covered by this contract.
- l. Contractor may be required to bring in equipment for a demonstration at a County Complex or may be required to demonstrate the equipment at the Contractor's site, to be determined, at no cost to the County, before contract award is made. The County reserves the right to visit and inspect the premises and operation of any Contractor. Contractor shall be responsible for removal of all debris associated with the installation of new MFD color photocopiers.
- m. Contractor shall be responsible for removal of all debris associated with the installation of new MFD photocopiers.
- n. Contractor must provide industrial grade digital power filters for all equipment installed.
- o. Contractor must provide a certification from the manufacturer, executed by a corporate officer, stating that the Contractor is an authorized representative of the manufacturer.
- 3. **Implementation/Installation Plan**
  - a. Provide an Implementation/Installation Plan for delivering/installing the new equipment, and the training of end users on the new equipment for Cook County.
  - b. Provide a plan for the networking/scanning training for the County's IT staff so that the County's staff can network the machines without direct assistance from the Contractor.
- 4. **Service and Maintenance**
  - a. The Contractor shall hold title to all equipment and accessories provided under the contract. Even though the copiers and accessories will be installed on County premises, the County shall be relieve from risk, loss, or damage during the period of transportation, installation and during the entire time the equipment is in the possession of the County.



SPECIFICATIONS

GROUP B: COLOR MULT-FUNCTIONAL DIGITAL (MFD) PHOTOCOPIER (CONTINUED)

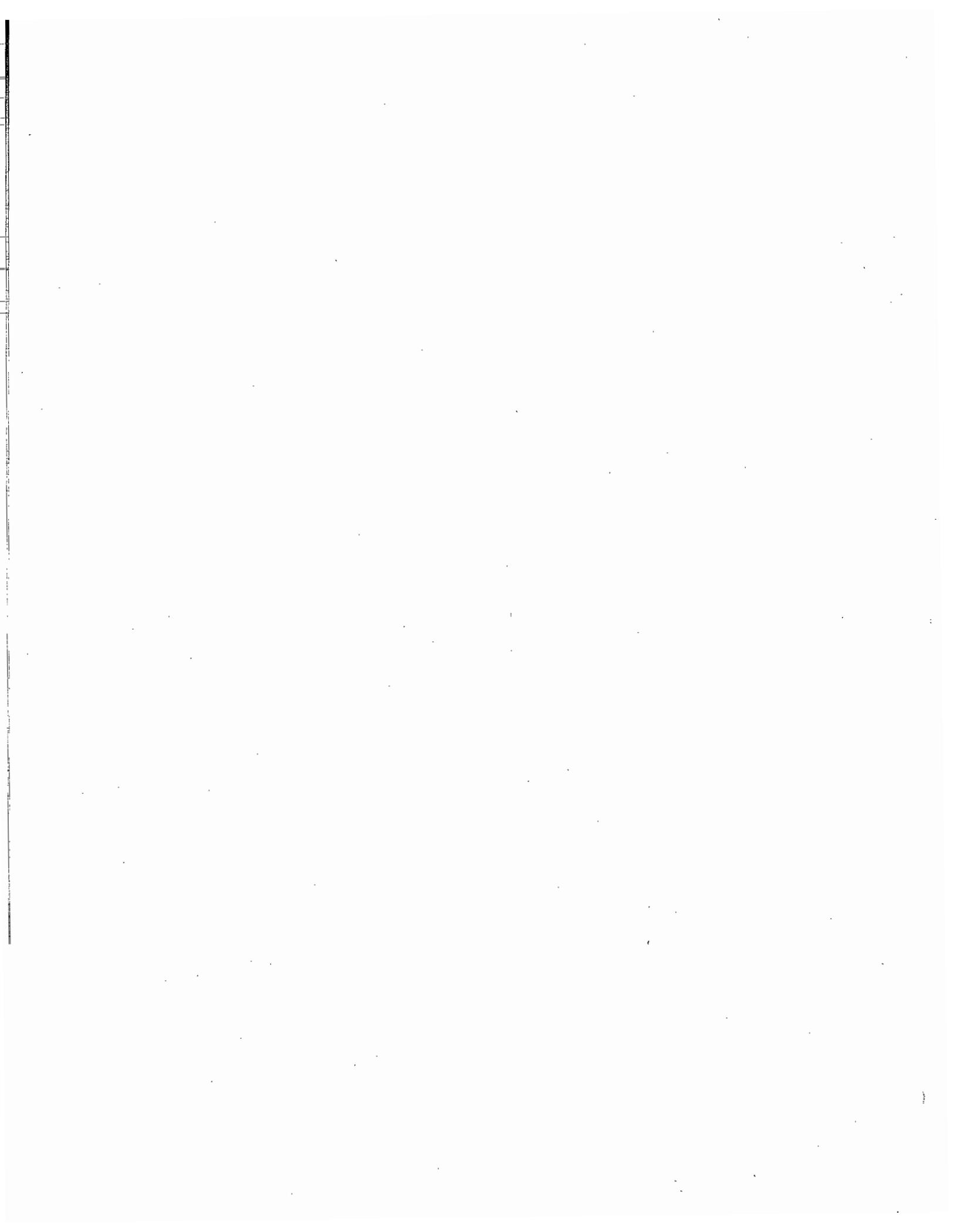
- b. It will be the responsibility of the Contractor to have qualified, trained sales/service personnel to provide technical assistance at any location, including assistance in problem solving, maintenance, machine operation, etc. Contractor must also have access to manufacturer's technical resources for problems that are beyond the ability of the Contractor's personnel. Such assistance shall be available at no cost and within a reasonable period of time, as determined by the County Administrator.
- c. The successful Contractor shall provide dedicated service technicians, trained and qualified by the equipment manufacturer on the equipment installed.
- d. Response times for copiers shall be within two business hours of request in which the Contractor must call the department.
- e. Equipment that cannot be repaired within one business day shall be replaced with a loaner of equal performance until the original equipment is properly functioning.
- f. Contractor shall provide service call request procedures, the number of dedicated technicians, and the factory certification of the technicians in the proposal.
- g. The Contractor shall provide replacement machines equal to the machines being replaced at no additional cost to the County if any machine must be removed from its installation location for repairs. The Contractor shall permanently replace any equipment; which is mutually deemed ineffective or faulty. Replacement machines shall be provided at no additional charge to the County.
- h. If five (5) or more service calls are placed on the same machine within a two (2) month period, the County reserves the right to have that machine replaced.
- i. Maintenance and service shall include all parts (including drums, rollers, circuit boards, etc.) necessary to service and repair copy machines.
- j. Contractor must include the Manufacturer's recommended preventative maintenance schedule for each piece of equipment proposed.
- k. Contractor shall be required to default all devices to double-sided copying (1 to 2 sided) whenever service is rendered.
- l. Contractor shall be required to provide all supplies necessary to operate the copiers (including toner, developer, fuser oil, staples, etc.) with the exception of paper.
- m. The County will provide all paper. Contractor's equipment must produce legible, clean copies. The determination of copy legibility will be made solely by the County. The County will not be responsible for payment associated with illegible copies. County Agencies will be instructed to keep those copies to be picked up and counted by the Contractor's personnel. Credit should be shown on monthly invoice and voucher.



SPECIFICATIONS

GROUP B: COLOR MULT-FUNCTIONAL DIGITAL (MFD) PHOTOCOPIER (CONTINUED)

- n. Supplies shall be delivered in sufficient quantities to operate all equipment for a minimum of thirty (30) days based upon projected usages indicated herein. All supplies shall be those which are recommended for use by the original equipment manufacturer. Contractor shall ship latest expiration date available for all supplies.
  - o. Contractor must include the procedures for requesting maintenance and/or supplies for the equipment with the proposal.
  - p. Contractor shall provide the County with the technical literature for each proposed item.
  - q. Contractor shall wipe out hard drive/erase all information after each photocopier is removed at the end of the contract term.
5. Network Printing and Scanning
- a. Proposed equipment must be able to be connected to the County's existing network so that agencies can print as well as scan documents to file or email.
  - b. Cook County's standard Network Interface is 100MB Ethernet. Compatible Operating Systems currently supported are Windows XP, 2000, Windows 7, Server 2003, and Server 2008. The communication protocols currently supported are TCP/IP, SMTP, and POP3. Cook County's technical support is currently decentralized in some areas, therefore, certain protocols and processes may not be supported by specific departments.
  - c. Contractor must train the County's IT staff on the networking and scanning features so that these connections can be done in-house.
6. Training
- a. The Contractor will be responsible for all "casual user" and "key operator" training required for operation of the proposed equipment at the County sites. Contractor will also provide training for new employees and/or equipment, in a timely manner as required for the proper operation of said equipment. All training shall be at no additional cost to the County. Training must be performed within two weeks after installation. Product trainers must be certified by the manufacturer and provide Proof of Factory Authorization and Training, as well as the Manufacturers Certification.
  - b. Key Operators shall be trained in the removal of simple misfeeds, the addition of supplies and toner, and the cleaning disciplines required of the specific machine. They must also be instructed in the routine necessary to request service, phone numbers to call, and people to reach.
  - c. Contractor is responsible for training the County's IT staff on the networking and scanning features of the equipment.



SPECIFICATIONS

GROUP B: COLOR MULT-FUNCTIONAL DIGITAL (MFD) PHOTOCOPIER (CONTINUED)

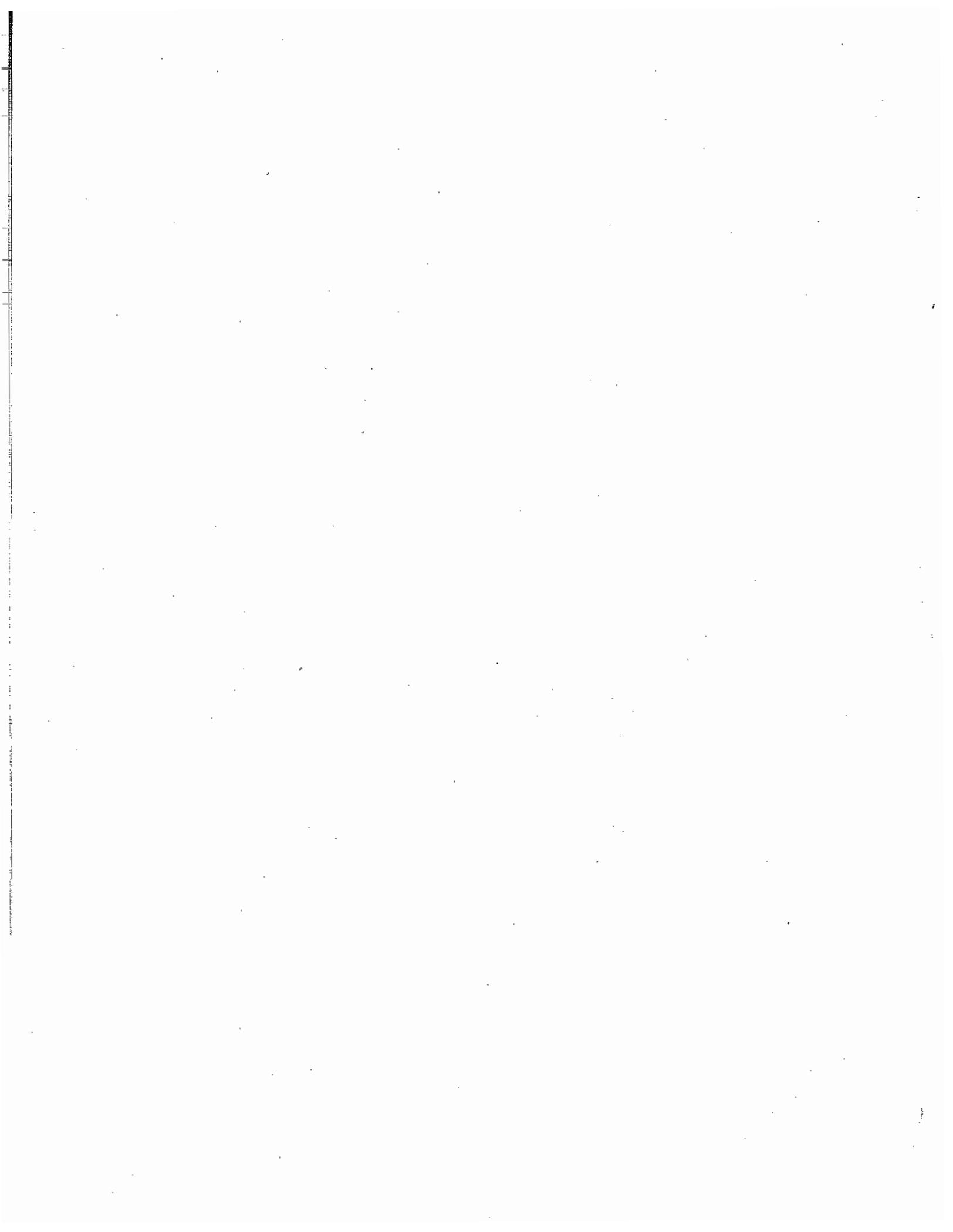
7. Billing, Meter Reads and Reports

- a. Contractor will submit one monthly invoice to the County for payment. The invoice shall reflect the number of copies at the base rate and the number of copies at the overage rate. Contractor shall submit with the invoice and voucher form an itemization showing, at a minimum, the location of each machine, the serial number, the number of copies run on each machine during the billing period, and the beginning and ending monthly meter reading for each machine. A sample invoice must be included in the proposal.
- b. Base monthly usage will be determined by multiplying the number of base copies per item by the number of installed machines. The County reserves the right to increase or decrease installed machines as necessary. The monthly charge will be determined by multiplying the grand total number of base copies times the base cost per copy rate. Meter readings will be taken on a monthly basis to determine actual usage. If the total actual monthly usage for all machines is higher than the monthly base, the County will be billed for those copies at the overage rate.

Equipment added to the contract shall be done so by adding corresponding monthly base volume to the monthly grand total.

Equipment deleted and removed from the contract shall be done so by subtracting the corresponding monthly base volume from the monthly grand total.

- c. Contractor shall be responsible for obtaining meter readings on a monthly basis. Contractor must submit proposed procedures on how meter reading will be obtained. Contractor must have system to retrieve meter readings remotely. Contractor must provide information related to this remote meter reading system with the proposal.
- d. Contractor must provide the County with the meter reading procedures, and a sample monthly invoice. Also, provide a description of any remote meter reading system that the Contractor currently utilizes.
- e. Contractor must provide reports to the County on a semi-annual basis including information related to the usage (average monthly usage, projected annual usage) of the equipment as well as the Contractor's record of performed maintenance and repair, including a record of all traceable calls and the time each copier was out of service for repair. A sample of this report must be included with the proposal.
- f. Contractor shall provide software or web based system with the ability to compile usage data as well as information on consumables and operating status.
- g. The County must be able to access usage and other data remotely for all equipment connected to the County network.

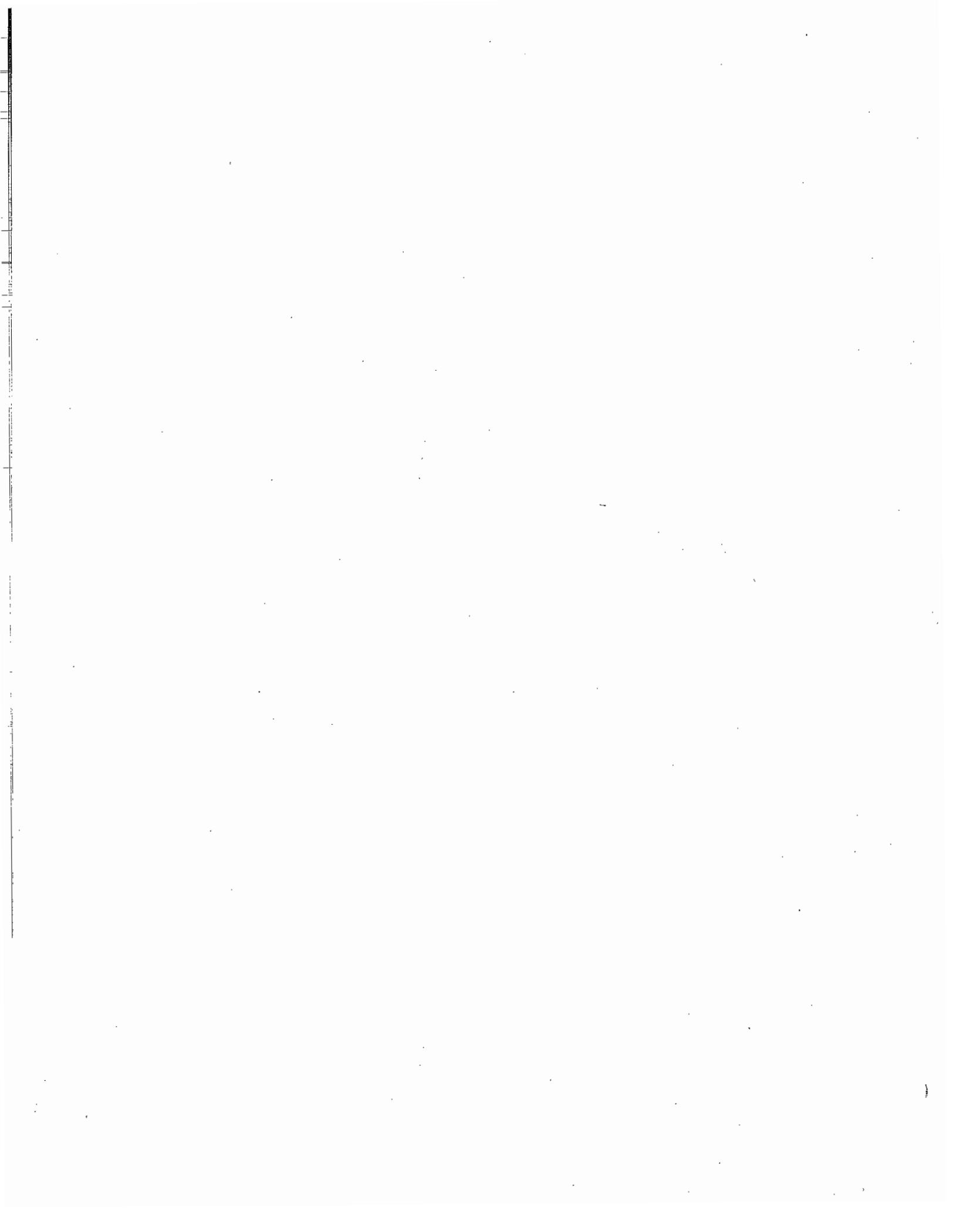


SPECIFICATIONS

GROUP B: COLOR MULT-FUNCTIONAL DIGITAL (MFD) PHOTOCOPIER (CONTINUED)

8. MFD Color Photocopier Relocations, Removals, Additions and Right Sizing

- a. The County shall make every effort to ensure that the placement of MFD color photocopiers, by volume classification, are directly related to the estimated average monthly volume of copies produced at a given copier location. After the initial three month transition period, if there is overuse/underuse for three (3) consecutive months at any location, the Contractor may recommend in writing, with supporting documentation of the usage history, to replace with a correct volume machine. The Contractor may also request that a copier be replaced by one of greater technology and enhanced features. The final decision, however, as to the volume classification machine or advanced technology replacement that is appropriate for any site shall be solely that of the County. After the initial three (3) month review between the County and Contractor of the initial equipment installed, recommended replacement equipment must be new. Thereafter, replacement equipment must meet or exceed the specifications, conditions and degree of the past use of the present machine.
- b. During the course of this contract, it may be necessary for various reasons to relocate installed copiers. After the initial installation, color photocopiers may be relocated at no additional charge. Prior approval is needed in writing from the Bureau of Administration in the event the relocation exceeds one hundred (100) photocopiers. Relocation will be done by the Contractor unless the Contractor determines the relocation would not require trained personnel.
- c. All additions and deletions of equipment, accessories and all services shall be handled in the form of a written notification subject to approval by the County. All equipment and accessory additions shall be coterminous with the balance of the contract. Delivery of additional equipment and/or accessories shall be made in two weeks or less; the reason for any deliveries taking in excess of two weeks must be submitted to the County, in writing, within the two-week time frame. The County expects a minimal amount of photocopier additions being made to this contract. Such additions will be made within the first 24 months of the contract period.
- d. The County reserves the right to delete equipment from the Contract at any time during the Contract Period if it is deemed not necessary or needed.
- e. The County reserves the right to add equipment as needed up to 24 months after the beginning of the contract. All machines, regardless of the installation date, will be co-terminus at the end of the contract.
- f. It will be the responsibility of the Contractor to notify the County when a photocopier model is discontinued by the manufacturer and becomes unavailable. The County must approve the replacement model being offered by the Contractor. Such approval is contingent upon compliance with the following conditions:
  - i. The replacement request must be in writing to the County.
  - ii. The replacement copier is of equal or greater capability and offers the same or more features than the discontinued model.
  - iii. The replacement copier has the same cost-per-copy price as the discontinued model.
  - iv. Such changes will be approved through a written amendment signed by the Chief Procurement Officer.



SPECIFICATIONS

**GROUP B: COLOR MULT-FUNCTIONAL DIGITAL (MFD) PHOTOCOPIER (CONTINUED)**

9. Accessory Pricing

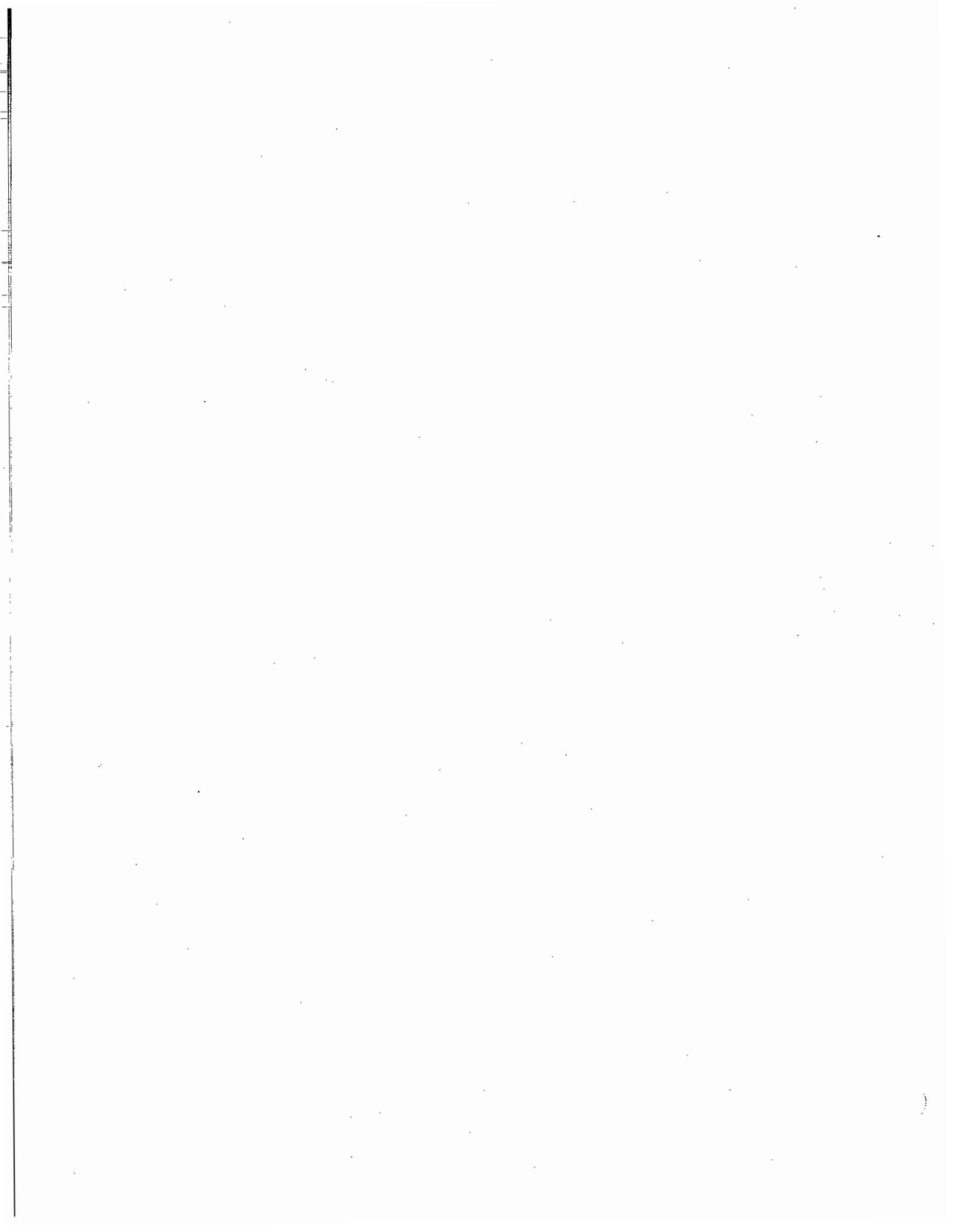
Provide a list of all optional accessories for all proposed equipment and their associated cost per copy charge and/or purchase price if any of these accessories are added at a later date. For bid evaluation purposes, the bidder shall submit with its bid three (3) copies of price lists/catalogs. Failure to furnish price lists may be cause for rejection of the bid for being non responsive to this requirement.

Before a contract can be awarded, the Contractor must submit copies of all current manufacturer's or other accepted published price lists/catalogs for use by the Office of the Chief Procurement Officer and the Bureau of Administration to facilitate audit of all invoices and orders off the contract. The Contractor will be responsible for forwarding new price lists or supplements of latest revision to all participating County departments, the Bureau of Administration and the Office of the Chief Procurement Officer during the contract period.

All pricing shall be governed by the latest editions or supplements to current manufacturer's published price lists unless specified otherwise. The Contractor shall be responsible for notifying the Chief Procurement Officer, at least thirty (30) days in advance of any price changes and/or issuance of revised price lists prior to submittal of invoices with new prices for written approval.

10. Submittals:

- Implementation/Installation Plan
- Accessory Pricing
- Technical Literature for each proposed item
- Sample of Monthly/Meter Read Procedures
- Proof of Factory Authorization and Training/Manufacture Certification
- Preventative Maintenance Schedule
- Call Request Procedures
- References – Provide at least three references where similar services have been performed.
- Financial Stability – Provide the audited financial statements for the last three fiscal years. Include the letter of opinion, balance sheet, schedules, and related auditor's notes and any other documents that demonstrates financial stability.
- Legal Actions – Provide a list of any pending litigation in which the bidder may experience significant financial settlement and include a brief description of the reason for legal action.
- Plan for the networking/scanning training for the County's IT Staff.
- Service call request procedures
- Procedures for requesting maintenance and/or supplies
- Sample invoice
- Sample reports of average monthly usage and projected annual usage
- Three (3) copies of price lists/catalogs



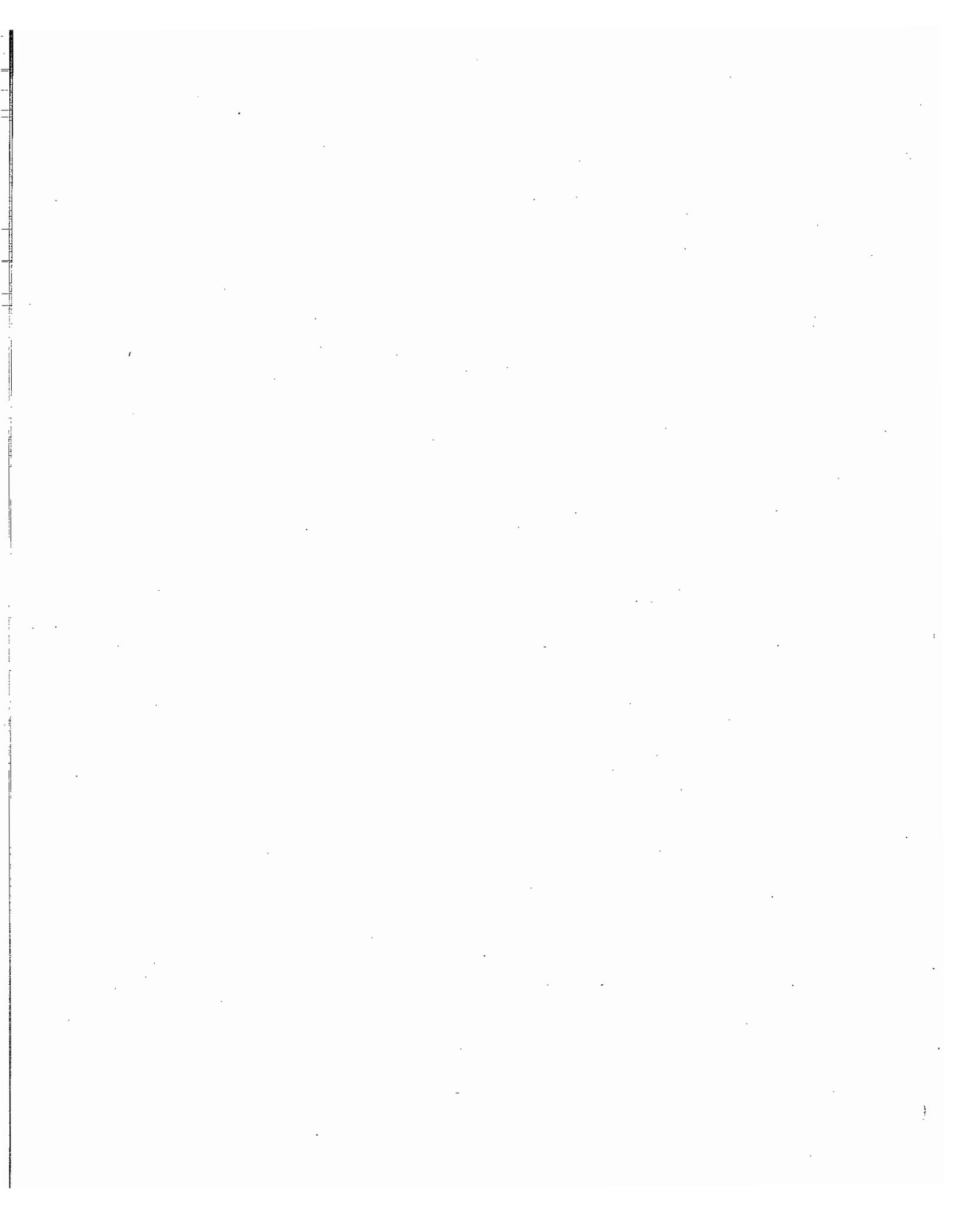
**SPECIFICATIONS**

The following table shows the minimum specifications for the black and white MFD photocopiers (Group A) and the Color MFD photocopiers (Group B).

**GROUP A: Black and White Multi-function Device Minimum Specifications By Item Number**

	Item #1	Item #2	Item #3	Item #4	Item #5	Item #6
Speed	20 cpm	30 cpm	40 cpm	50 cpm	65 cpm	75 cpm
Monthly Volume	Up to 30,000 pages	Up to 70,000 pages	Up to 100,000 pages	Up to 150,000 pages	Up to 250,000 pages	Up to 350,000 pages
Duplexing	Automatic (1:2, 2:2, 2:1) 10 sheet capacity	Automatic (1:2, 2:2, 2:1) 30 sheet capacity	Automatic (1:2, 2:2, 2:1) 30 sheet capacity	Automatic (1:2, 2:2, 2:1) 50 sheet capacity	Automatic (1:2, 2:2, 2:1) 50 sheet capacity	Automatic (1:2, 2:2, 2:1) 50 sheet capacity
Maximum Original Size	11" X 17"					
Maximum Output Size	11" X 17"					
Recirculating Document Feeder (RDF), Reversing Automatic Document Feeder (RADF) or equal	Yes	Yes	Yes	Yes	Yes	Yes
Staple Sorter	10-bin staple sorter; 10 sheets per bin/staple up to 10 sheets; or finisher to staple up to 10 sheets	10-bin staple sorter; 30 sheets per bin/staple up to 30 sheets; or finisher to staple up to 30 sheets	10-bin staple sorter; 30 sheets per bin/staple up to 30 sheets; or finisher to staple up to 30 sheets	20-bin staple sorter; 50 sheets per bin/staple up to 50 sheets; or finisher to staple up to 50 sheets	20-bin staple sorter; 50 sheets per bin/staple up to 50 sheets; or finisher to staple up to 50 sheets	20-bin staple sorter; 50 sheets per bin/staple up to 50 sheets; or finisher to staple up to 50 sheets
Margin Shift	Yes	Yes	Yes	Yes	Yes	Yes
Automatic Paper Selection	Yes	Yes	Yes	Yes	Yes	Yes
Paper Capacity	1,000 sheets	2,000 sheets	2,000 sheets	3,700 sheets	6,000 sheets	6,000 sheets
Bypass	1 sheet	1 sheet	50 sheets	50 sheets	50 sheets	50 sheets
Copier Resolution	400 X 400 dpi	400 X 400 dpi	400 X 400 dpi	600 X 600 dpi	600 X 600 dpi	400 X 400 dpi
Zoom	50% to 200%	50% to 200%	50% to 200%	50% to 200%	50% to 400%	50% to 400%
Copier Memory	16 MB	32 MB	32 MB	32 MB	32 MB	16 MB
Printer Memory	16 MB	32 MB	32 MB	32 MB	32 MB	16 MB
Network Printing Multifunction Mode	Yes	Yes	Yes	Yes	Yes	Yes
Facsimile Multifunction Mode	Yes	Yes	Yes	Yes	Yes	No
Scanning Multifunction Mode	Yes	Yes	Yes	Yes	Yes	Yes
Scan to File and Email	Yes	Yes	Yes	Yes	Yes	Yes

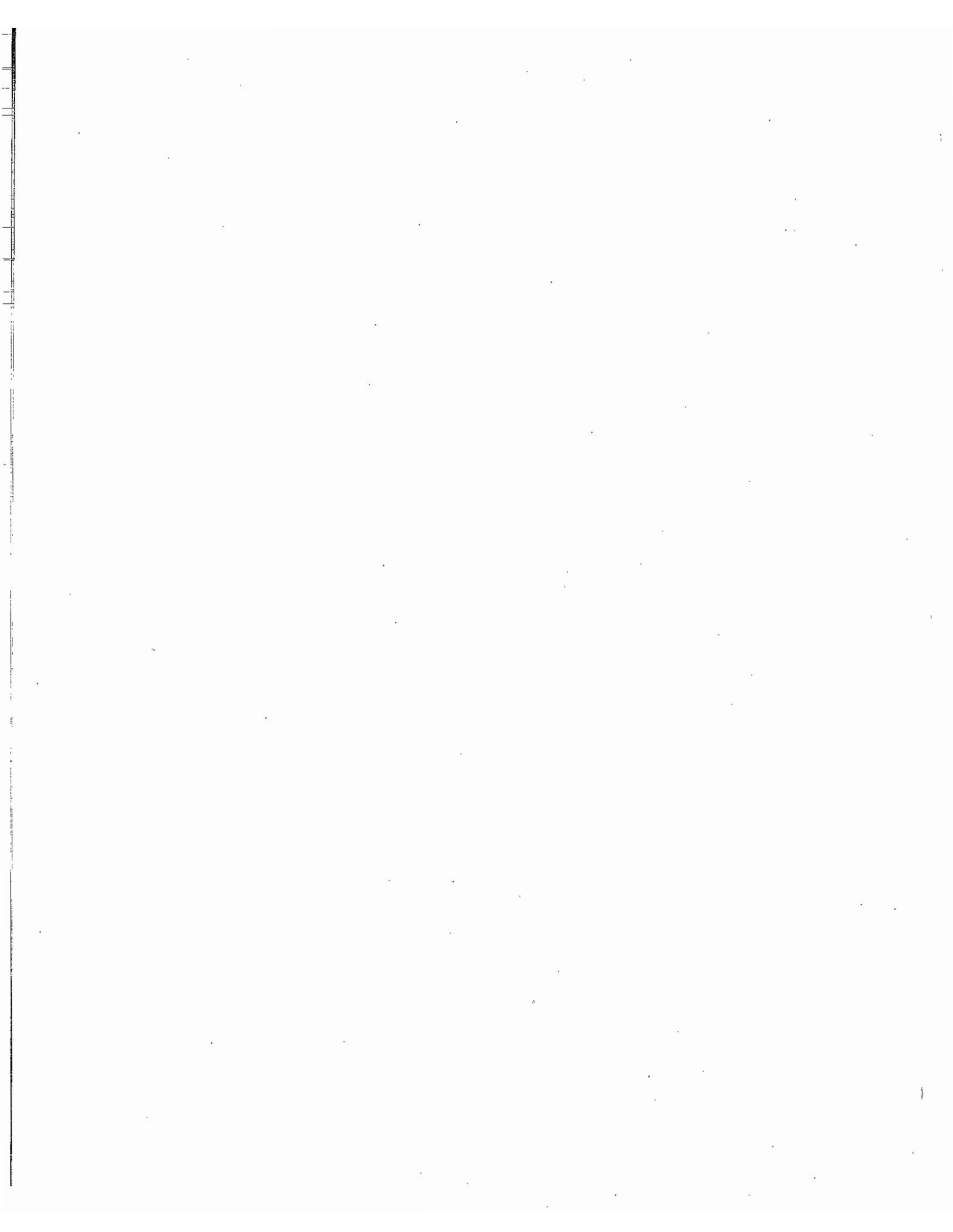
Addendum No. 2



**SPECIFICATIONS**

**GROUP B: Color Multi-function Device Minimum Specifications By Item Number**

	<b>Item #1</b>	<b>Item #2</b>
<b>Speed</b>	<b>30 cpm</b>	<b>40 cpm</b>
<b>Monthly Volume</b>	<b>Up to 70,000 pages</b>	<b>Up to 100,000 pages</b>
<b>Duplexing</b>	<b>Automatic (1:2, 2:2, 2:1) 30 sheet capacity</b>	<b>Automatic (1:2, 2:2, 2:1) 30 sheet capacity</b>
<b>Maximum Original Size</b>	<b>11" X 17"</b>	<b>11" X 17"</b>
<b>Maximum Output Size</b>	<b>11" X 17"</b>	<b>11" X 17"</b>
<b>Recirculating Document Feeder (RDF), Reversing Automatic Document Feeder (RADF) or equal</b>	<b>Yes</b>	<b>Yes</b>
<b>Staple Sorter</b>	<b>10-bin staple sorter; 30 sheets per bin/staple up to 30 sheets; or finisher to staple up to 30 sheets</b>	<b>10-bin staple sorter; 30 sheets per bin/staple up to 30 sheets; or finisher to staple up to 30 sheets</b>
<b>Margin Shift</b>	<b>Yes</b>	<b>Yes</b>
<b>Automatic Paper Selection</b>	<b>Yes</b>	<b>Yes</b>
<b>Paper Capacity</b>	<b>2,000 sheets</b>	<b>3,000 sheets</b>
<b>Bypass</b>	<b>1 sheet</b>	<b>50 sheets</b>
<b>Copier Resolution</b>	<b>600 X 600 dpi</b>	<b>600 X 600 dpi</b>
<b>Zoom</b>	<b>50% to 200%</b>	<b>50% to 200%</b>
<b>Copier Memory</b>	<b>32 MB</b>	<b>32 MB</b>
<b>Printer Memory</b>	<b>32 MB</b>	<b>32 MB</b>
<b>Network Printing Multifunction Mode</b>	<b>Yes</b>	<b>Yes</b>
<b>Facsimile Multifunction Mode</b>	<b>Yes</b>	<b>Yes</b>
<b>Scanning Multifunction Mode</b>	<b>Yes</b>	<b>Yes</b>
<b>Scan to File and Email</b>	<b>Yes</b>	<b>Yes</b>



**PROPOSAL**

**BIDDER:** Konica Minolta

The undersigned declares that they have carefully examined the Proposal Form, General and Special Conditions and Specifications identified as Contract Number-1384-12815 for LEASING OF MULTI-FUNCTIONAL DIGITAL (MFD) PHOTOCOPIERS for the COOK COUNTY VARIOUS DEPARTMENTS, as prepared by Cook County, and that they have familiarized themselves with all of the conditions under which it must be carried out and understand that in making this Proposal they waive all right to plead any misunderstanding regarding the same

**GROUP A: Black and White MFD photocopiers**

Based upon estimated monthly usage of 1,910,000 total copies, complete the following worksheet for the five year (60) month total contract amount.

**Monthly Billing, Determination of base, and Addition/Deletion of Equipment:**

Base monthly usage will be determined by multiplying the number of base copies per item by the number of installed machines. The County reserves the right to increase or decrease installed machines as necessary. The monthly charge will be determined by multiplying the grand total number of base copies times the base cost per copy rate. Meter readings will be taken on a monthly basis to determine actual usage. If the total actual monthly usage for all machines is higher than the monthly base, the County will be billed for those copies at the overage rate.

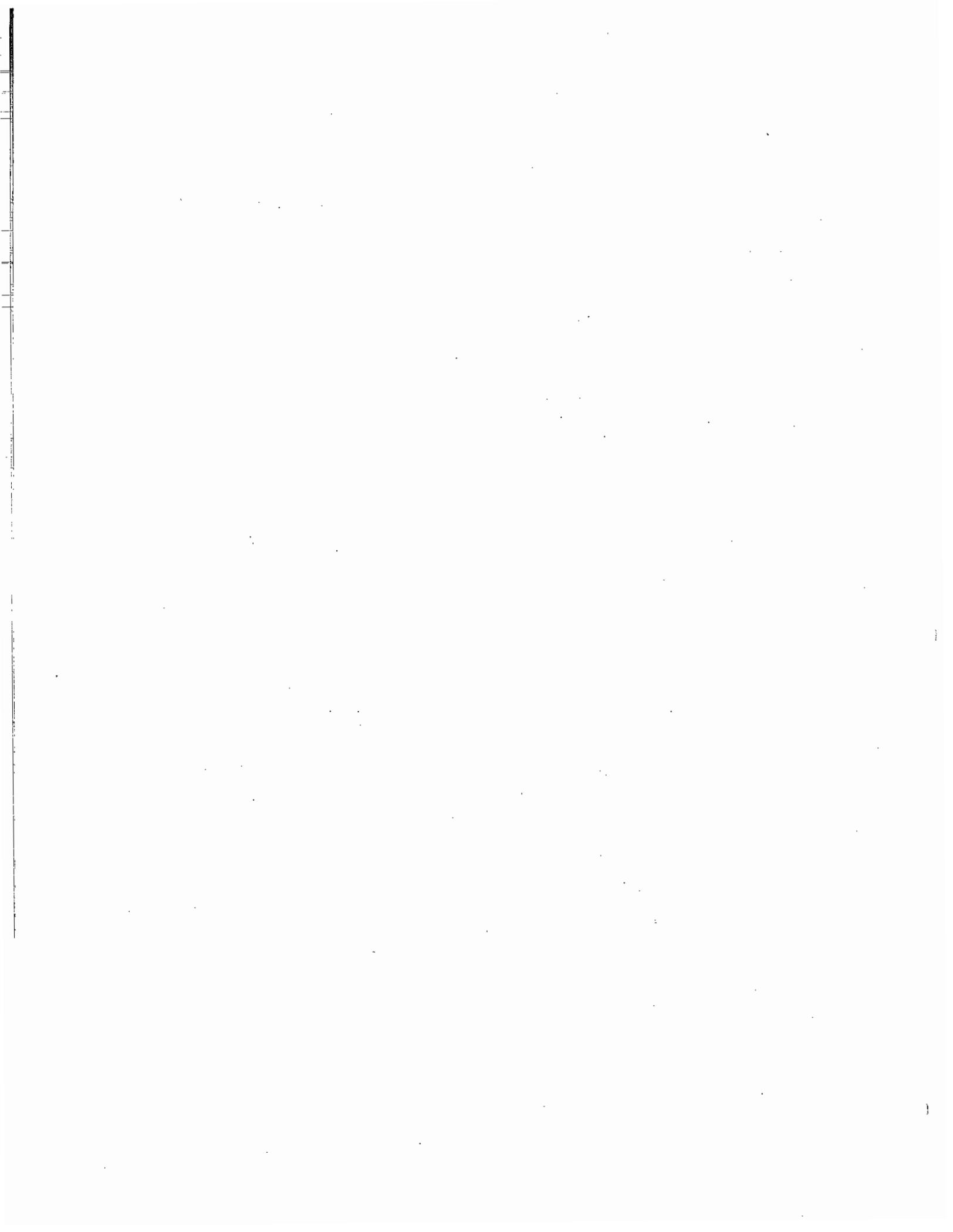
Equipment added to the contract shall be done so by adding corresponding monthly base volume to the monthly grand total. Equipment deleted and removed from the contract shall be done so by subtracting the corresponding monthly base volume from the monthly grand total.

**GROUP A: BLACK AND WHITE MFD PHOTOCOPIERS**

Complete the following table identifying the Make and Model proposed for each of the six categories. Enter the required monthly base number of copies for each item and multiply it by the number of proposed machines. Add all item base copy totals to determine the grand total monthly base not to exceed 1,910,000 copies.

Item No. and Description	Number Of Base Copies Per Month	X	# Of Machines	=	Total Base Copies Per Month	Make	Model
1.) 20 cpm-Up to 30,000 pages	3,000	X	77	=	231,000	Konica Minolta	bizhub 363
2.) 30 cpm-Up to 70,000 pages	5,000	X	137	=	685,000	Konica Minolta	bizhub 363
3.) 40 cpm-Up to 100,000 pages	7,500	X	58	=	435,000	Konica Minolta	bizhub 423
4.) 50 cpm-Up to 150,000 pages	10,000	X	26	=	260,000	Konica Minolta	bizhub 652
5.) 65 cpm-Up to 250,000 pages	25,000	X	3	=	75,000	Konica Minolta	bizhub 654
6.) 75 cpm-Up to 350,000 pages	56,000	X	4	=	224,000	Konica Minolta	bizhub 754
			<b>325</b>	<b>=</b>	<b>1,910,000</b>		

\*Not to exceed 1,910,000 copies per month per base number of copies that are billable for each type of copier installed.



**PROPOSAL**  
**GROUP A: BLACK AND WHITE MFD PHOTOCOPIERS**

**TABLE A**

1A. Monthly Total Base Copy Rate	\$ 0.01664
2A. Number of Total Base Monthly Copies (From Table Located on Page P-1)	\$ 1,910,000
3A. Total Cost for Base Copies for (1) Month (Multiply Line 1 x Line 2)	\$ 31,782.40
Enter Total Here for (1) Month Cost	
4A. Number of Months in the Contract	60
5A. Total Number of Copies for 60 Months (Multiply Line 3A x Line 4A)	\$ 1,906,944

**TABLE B**

1B. Overages/Copy Rate per Copy (Subtract 1,910,000 - Line 2A)	\$ 0.0045
2B. Number of Base Monthly Overages	0
3B. Total Monthly Overages Copy Rate (Multiply Line 1B x Line 2B)	\$ 0.00
4B. Number of Months in the Contract	60
5B. Total Overage Rate for 60 Months (Multiply Line 3B x Line 4B)	\$ 0.00

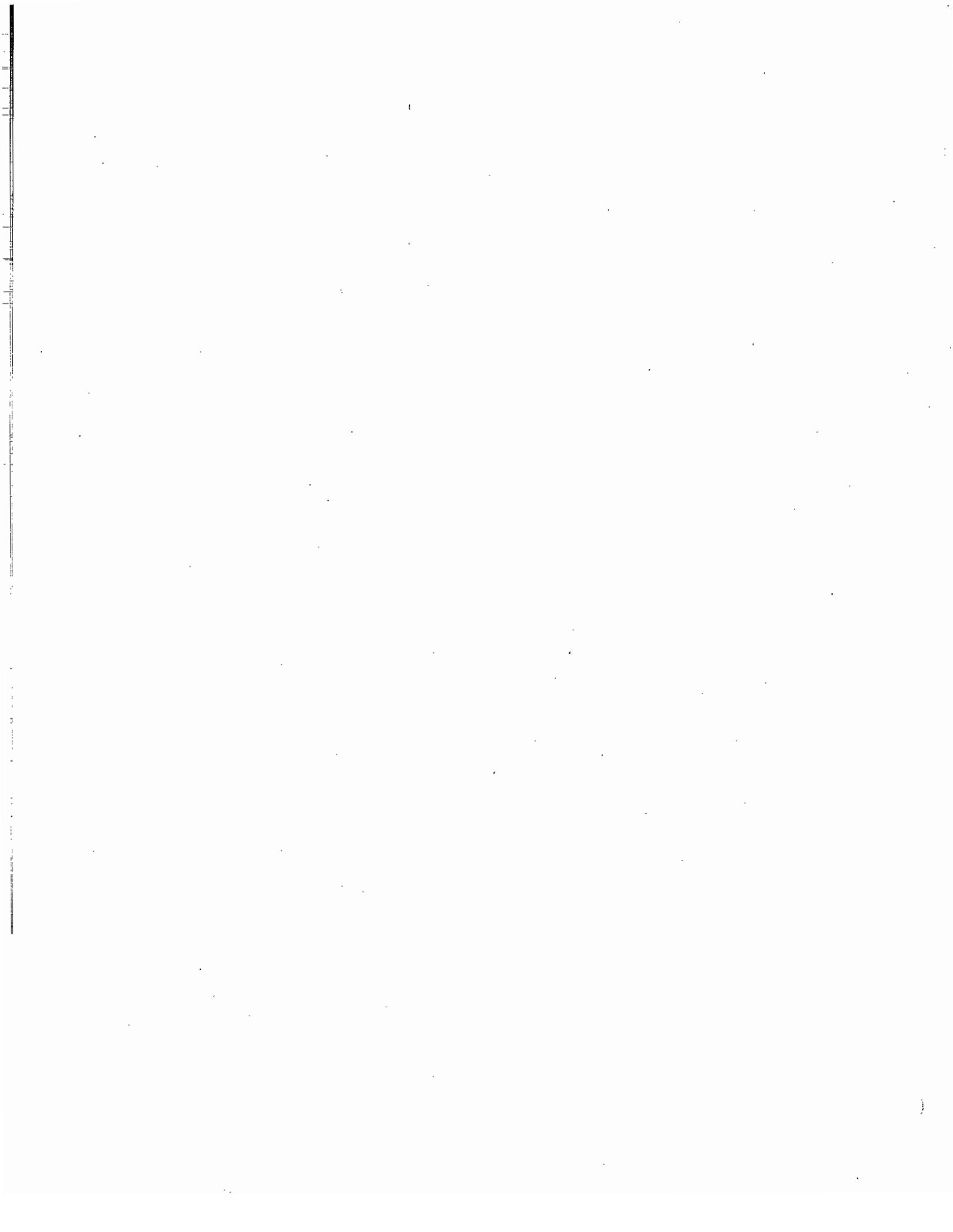
**TABLE C**

1C. Price to Relocate MFD Copier for in Excess of One Hundred (100) Moves	\$ 100.00
2C. Number of Moves in Excess of One Hundred (100)	10
3C. Total Cost for Relocating Copiers (Multiply Line 1A x Line 2B)	\$ 1,000.00

**TABLE D**

1D. Anticipated Spend for Black and White Copier Accessories	\$ 10,000
2D. % Markup/Discount (Circle One):	0 %
3D. Total Cost (\$10,000 +/- Line 2D)	\$ 10,000.00

**GROUP A: TOTAL CONTRACT AMOUNT: \$ 1,917,944.00**  
(Add 5A + 5B + 3C + 3D)



**PROPOSAL**  
**GROUP B: COLOR MFD PHOTOCOPIERS**

Provide the proposed associated cost per copy for all standard/base model color photocopier products offered by your company between 20-50 copies per minute. The standard/base model would include a feeder and basic finisher. Information related to the equipment should include the typical number of monthly and annual copies that should be produced on the equipment as well as a description of all standard features.

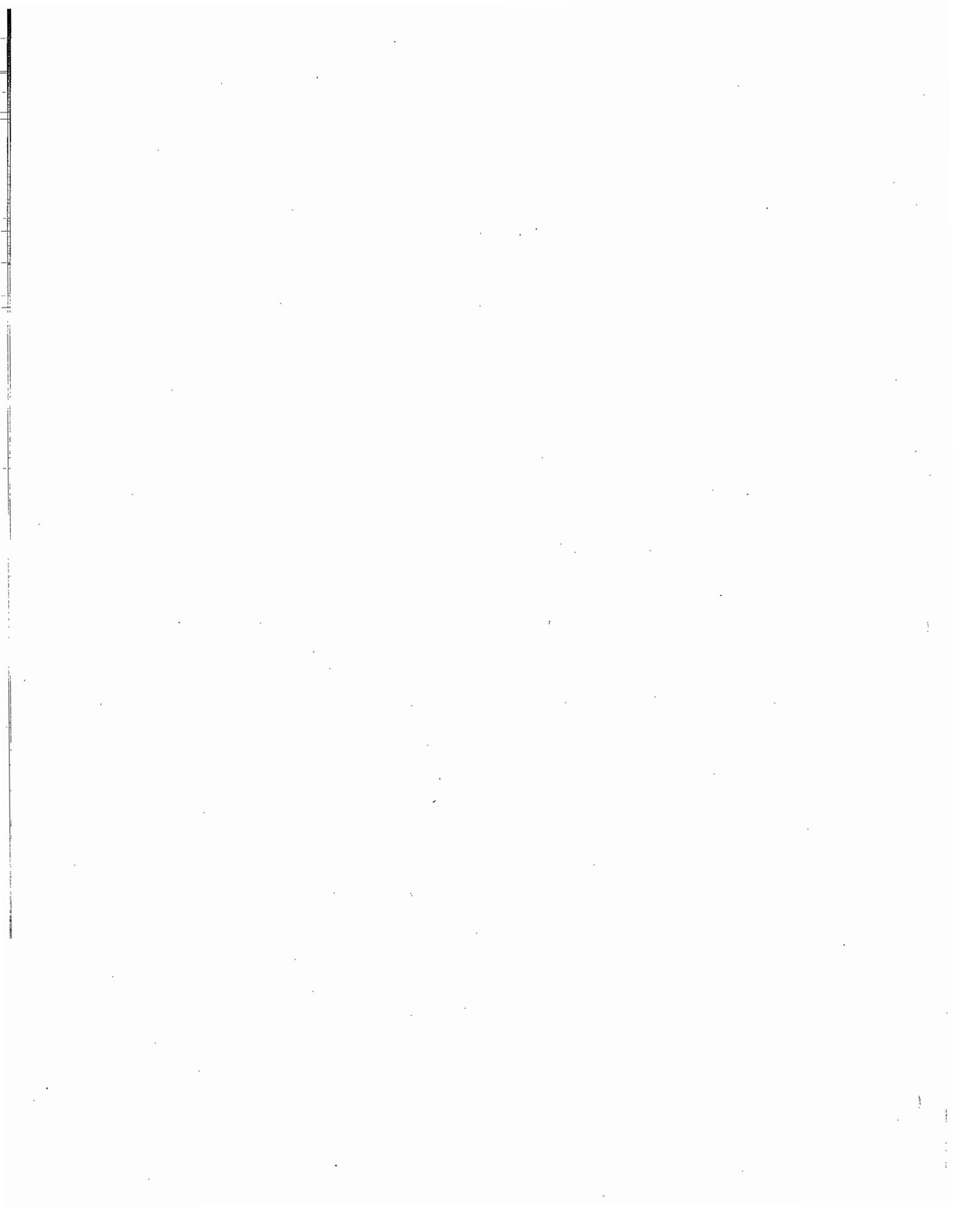
Complete the following table identifying the Make and Model proposed for each of the two categories. Enter the required monthly base number of copies for each item and multiply it by the number of proposed machines. Add all item base copy totals to determine the grand total monthly base not to exceed 80,000copies.

Item No. and Description	Number Of Base Copies Per Month	X	# Of Machines	=	Total Base Copies Per Month	Make	Model
1.) 30 cpm-Up to 70,000 pages	3,000	X	10	=	30,000	Konica Minolta	bizhub C364e
2.) 40 cpm-Up to 100,000 pages	5,000	X	10	=	50,000	Konica Minolta	bizhub C454e
			20	=	80,000		

\*Not to exceed 80,000 copies per month per base number of copies that are billable for each type of copier installed.

**TABLE A**

<b>1A. Monthly Total Base Copy Rate</b>	\$ 0.0321
<b>2A. Number of Total Base Monthly Copies (From Table Above)</b>	80,000
<b>3A. Total Cost for Base Copies for (1) Month (Multiply Line 1 x Line 2)</b>	\$ 2,568
<b>Enter Total Here for (1) Month Cost</b>	
<b>4A. Number of Months in the Contract</b>	60
<b>5A. Total Number of Copies for 60 Months (Multiply Line 3A x Line 4A)</b>	154,080.00



PROPOSAL

**TABLE B**

1B. Overages/Copy Rate per Copy (Subtract 80,000 - Line 2A)	\$ 0.0045
2B. Number of Overages Monthly	0
3B. Total Monthly Overages Copy Rate (Multiply Line 1B x Line 2B)	\$ 0.00
4B. Number of Months in the Contract	60
5B. Total Overages Rate for 60 Months (Multiply Line 3B x Line 4B)	\$ 0.00

**TABLE C**

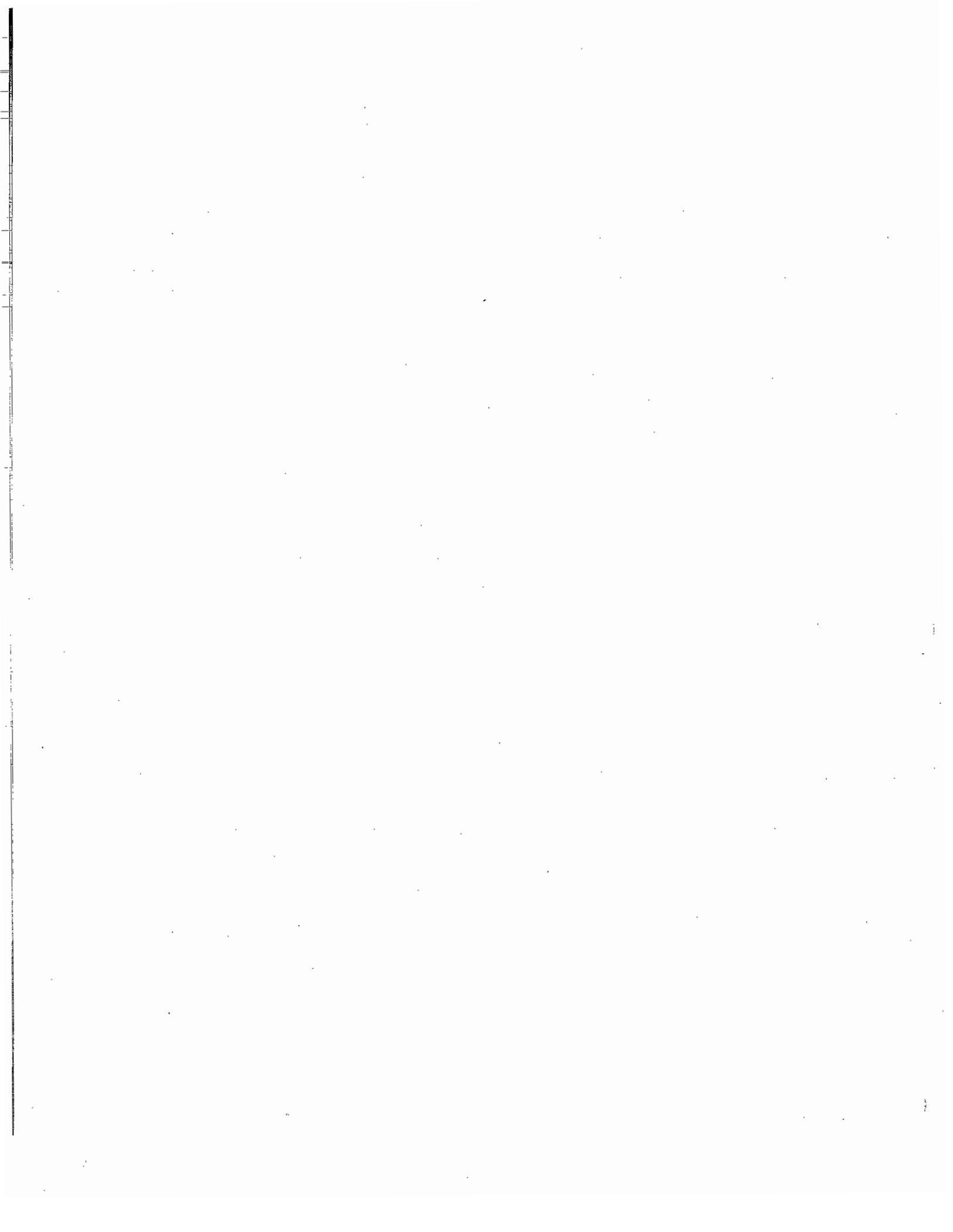
1C. Price to Relocate Color MFD Copier for in Excess of One Hundred (100) Moves	\$ 100.00
2C. Number of Moves in Excess of One Hundred (100)	10
3C. Total Cost for Relocating Copiers (Multiply Line 1A x Line 2B)	\$ 1,000.00

**TABLE D**

1D. Anticipated Spend for Color Copier Accessories	\$ 10,000
2D. % Markup/Discount (Circle One):	0 %
3D. Total Cost (\$10,000 +/- Line 2D)	\$ 10,000

GROUP B: TOTAL CONTRACT AMOUNT: \$ 165,080.00  
(Add 5A + 5B + 3C + 3D)

GRAND TOTAL CONTRACT AMOUNT (GROUP A AND GROUP B): \$ <u>2,083,024</u>
--



**PROPOSAL**

**SERVICE START**

**DATE:** TBD  
 (NUMBER OF CALENDAR DAYS AFTER AWARD OF CONTRACT)

THE RECEIPT OF THE FOLLOWING ADDENDA TO THE SPECIFICATIONS IS ACKNOWLEDGED:

ADDENDUM NO. 1                      DATE: 7/30/13  
 ADDENDUM NO. 2                      DATE: 8/6/13  
 ADDENDUM NO. \_\_\_\_\_              DATE: \_\_\_\_\_  
 ADDENDUM NO. \_\_\_\_\_              DATE: \_\_\_\_\_

**QUICK PAYMENT DISCOUNTS**

Cook County is working hard to reduce budgets, engage in strategic sourcing, and streamline internal processes. Consequently, Cook County has initiated a Quick Payment program. The Quick Payment program serves the purpose of both benefiting Cook County and the Contractor community. The County will be able to purchase goods and services in a timelier manner while improving Contractor relations. Contractors will benefit from reduced collection periods and improved capital charges. This will allow the Contractor community to also reduce opportunity costs and improve strategic planning capabilities. In the chart below please provide what quick payment discounts your company is willing to offer. This will be used for informational purposes.

**Quick Payment Discounts**

1	What payment terms would your company propose for this program?	<i>Net 30 days from date of invoice</i>	
2	Is there a quick payment discount that your company would be willing to offer? If so, please provide details	EARLY PAYMENT	% DISCOUNT
		NET 30	<i>N/A</i>
		NET 20	<i>N/A</i>
		OTHER	<i>N/A</i>

