Department of Information Resources
IBM Branded, Fujitsu Branded and Panasonic Branded Products, Related Services, and Cloud Services
Request for Offer RFO NO. DIR-CPO-TMP-565
PRICING SHEET

PRODUCTS AND RELATED SERVICES PRICING SHEET

IMPORTANT INSTRUCTIONS! PLEASE READ!

-Insert additional rows as needed

RESPONDING VENDOR COMPANY NAME: Flores and Associates, LLC

PROPOSED BRAND: Fujitsu

BRANDED PRODUCTS AND RELATED SERVICES

SOFTWARE

Product Category or SubCategory or Services*	Product Description and/or Service Description	Part Number	MSRP	DIR Customer Discount % off MSRP* (2 Decimals)	DIR CUSTOMER PRICE (MSRP-DIR CUSTOMER DISCOUNT Plus Admin Fee)	Description of MSRP
EXAMPLE of proposing by Category): IBM Passport Advantage	*IBM Passport Advantage software*	*ALL*	*$299.00*	*30.00%*	*$210.87*	*Standard Commercial Pricing*
					$0.00	
					$0.00	
					$0.00	
					$0.00	
					$0.00	
					$0.00	
					$0.00	
					$0.00	
					$0.00	
Insert additional rows as needed					$0.00	

HARDWARE

Product Category or SubCategory or Services*	Product Description and/or Service Description	Part Number	MSRP	DIR Customer Discount % off MSRP* (2 Decimals)	DIR CUSTOMER PRICE (MSRP-DIR CUSTOMER DISCOUNT Plus Admin Fee)	Description of MSRP
EXAMPLE - Servers	*FUJITSU Server PRIMERGY*	*ALL*	*$2,990.00*	*30.00%*	*$2,108.70*	
Scanners	FUJITSU FI-7600 SHTFEDSCAN 12X17 100PPM	PA03740-B505	$6,365.00	25.00%	$4,802.00	Standard Commercial Pricing
Scanners	FUJITSU FI-7900 PRIOD COL SHTFEDSCAN 12X17 140PPM	PA03800-B005	$16,955.00	25.00%	$12,811.62	Standard Commercial Pricing
Scanners	FUJITSU FI-8150 COL SHTFEDSCAN 50PPM USB DUPLX	PA03810-B105	$1,073.00	25.00%	$810.79	Standard Commercial Pricing
Scanners	FUJITSU FI-8170 IMAGE SCANNER COL SHTFEDSCAN 70PPM USB DUPLEX BRDLACES ELITELI EMBSDDLEDR	PA03810-B055	$1,348.00	25.00%	$1,018.58	Standard Commercial Pricing
Scanners	FUJITSU FI-8190 IMAGE SCANNER COL SHTFEDSCAN 90PPM USB DUPLEX BRDLACES ELITELI EMBSDDLEDR	PA03810-B005	$2,195.00	25.00%	$1,658.60	Standard Commercial Pricing
Scanners	FUJITSU SCANSNAP IX1600 SHTFDSCAN 40PPM WLS BLK	PA03770-B635	$554.00	25.00%	$418.62	Standard Commercial Pricing
Scanners	Fujitsu fi-7700 - Document scanner - Triple CCD - Duplex - ARCH B - 600 dpi x 600 dpi - up to 100 ppm (mono) / up to 100 ppm (color) - ADF (300 sheets) - up to 30000 scans per day - USB 3.1 Gen 1	PA03740-B005	$8,475.00	25%	$6,403.92	Standard Commercial Pricing
Scanners	FUJITSU RICOH FI-8040 SCANNER: COMPACT LETTER-SIZED WORKGROUP SCANNER WITH BOTH LAN & USB 3.2 CONNECTIVITY, DIRECT SCAN CAPABILITIES, ALLOWING FOR SCANNING TO NETWORK DEST INATIONS SUCH AS EMPAIL, NETWORK FOLDERS, FTP/SFTP/SMB SERVERS, 40PPM/80IPM SCANNING IN EITHE	PA03836-B005	$695.00	25%	$525.16	Standard Commercial Pricing
Scanners	FUJITSU RICOH COMPACT A6 FLATBED SCANNER WITH USB 2.0 CONNECTIVITY, 0.9 SECOND MONOCHROME/GRAYSCALE SCANNING AT 200DPI, 1.0 SECOND AT 300 DPI, 1.3 SECOND COLOR SCANNING AT 200 DPI, CONTACT IMAGE SENSOR (CIS) CAPABLE OF SCANNING UP TO 600 DPI, OPTIONAL COVERLESS SCANNIN	PA03841-B005	$435.00	25%	$328.70	Standard Commercial Pricing
Insert additional rows as needed					$0.00	

Accessories, Peripherals, Etc..

Product Category or SubCategory or Services*	Product Description and/or Service Description	Part Number	MSRP	DIR Customer Discount % off MSRP* (2 Decimals)	DIR CUSTOMER PRICE (MSRP-DIR CUSTOMER DISCOUNT Plus Admin Fee)	Description of MSRP
EXAMPLE -Toughbook Accessories	*Mounting Equipment*	*All*	*$29.00*	*30.00%*	*$20.45*	
					$0.00	
					$0.00	
					$0.00	
					$0.00	
					$0.00	
					$0.00	
					$0.00	
					$0.00	

Related Services

Product Category or SubCategory or Services*	Product Description and/or Service Description	Part Number	MSRP	DIR Customer Discount % off MSRP* (2 Decimals)	DIR CUSTOMER PRICE (MSRP-DIR CUSTOMER DISCOUNT Plus Admin Fee)	Description of MSRP
EXAMPLE -Technical Services -	*Installation Services*		*$129.00*	*30.00%*	*$90.88*	
Extended Warranty	FUJITSU 1 YR BASIC NBD FI-7600	S7600-BAPWNBD-1	$1,095.00	20.00%	$882.57	Standard Commercial Pricing
Extended Warranty	FUJITSU 1 YR SCANCARE NBD FI-7600	S7600-SCPWNBD-1	$1,695.00	20.00%	$1,366.17	Standard Commercial Pricing
Extended Warranty	FUJITSU 3 YR BASIC NBD FI-7600	S7600-BAMYNBD-3	$2,705.00	20.00%	$2,180.23	Standard Commercial Pricing
Extended Warranty	FUJITSU 3 YR SCANCARE NBD FI-7600	S7600-SCMYNBD-3	$4,150.00	20.00%	$3,344.90	Standard Commercial Pricing
Extended Warranty	FUJITSU BASIC NBD 1YR FI-7900	S7900-BAPWNBD-1	$2,290.00	20.00%	$1,845.74	Standard Commercial Pricing
Extended Warranty	FUJITSU BASIC NBD 3YR FI-7900	S7900-BAMYNBD-3	$5,330.00	20.00%	$4,295.98	Standard Commercial Pricing
Extended Warranty	FUJITSU SCANCARE NBD 1YR FI-7900	S7900-SCPWNBD-1	$4,755.00	20.00%	$3,832.53	Standard Commercial Pricing
Extended Warranty	FUJITSU SCANCARE NBD 3YR FI-7900	S7900-SCMYNBD-3	$11,330.00	20.00%	$9,131.98	Standard Commercial Pricing
Extended Warranty	FUJITSU FI-8150 3YR ADVANCE EXCHANGE	S8150-AEMYNBD-3	$99.00	20.00%	$79.79	Standard Commercial Pricing
Extended Warranty	FI-8150 5YR ADV EXCG NBD	S8150-AEMYNBD-5	$159.00	20.00%	$128.15	Standard Commercial Pricing
Extended Warranty	FUJITSU FI-8170 3YR ADV EXCG	S8170-AEMYNBD-3	$199.00	20.00%	$160.39	Standard Commercial Pricing
Extended Warranty	fi-8170 5 Year Advance Exchange	S8170-AEMYNBD-5	$329.00	20.00%	$265.17	Standard Commercial Pricing
Extended Warranty	FUJITSU FI-8190 3YR ADVANCE EXCHANGE	S8190-AEMYNBD-3	$199.00	20.00%	$160.39	Standard Commercial Pricing
Extended Warranty	fi-8190 5 Year Advance Exchange	S8190-AEMYNBD-5	$329.00	20.00%	$265.17	Standard Commercial Pricing
Extended Warranty	FUJITSU Basic Next Business Day 1 Year Fi-7700 Includes 1 Cleaning, Parts, Labor, Travel. Response time 8x5x24	S7700-BAPWNBD-1	$1,150.00	20.00%	$926.90	Standard Commercial Pricing
Extended Warranty	FUJITSU SCANCARE Next Business Day 1 Year Fi-7700 Includes 2 Preventative Maintenances, Consumables, Training, Parts, Labor, Travel. Response time 8x5x24	S7700-SCPWNBD-1	$1,750.00	20.00%	$1,410.50	Standard Commercial Pricing
Extended Warranty	FUJITSU Basic Next Business Day 3 Year Fi-7700 Includes 1 Cleaning per year, Parts, Labor, Travel. Response time 8x5x24	S7700-BAMYNBD-3	$2,795.00	20.00%	$2,252.77	Standard Commercial Pricing
Extended Warranty	FUJITSU SCANCARE Next Business Day 3 Year Fi-7700 Includes 2 Preventative Maintenances per year Consumables, Training, Parts, Labor, Travel. Response time 8x5x24	S7700-SCMYNBD-3	$4,250.00	20.00%	$3,425.50	Standard Commercial Pricing
Extended Warranty	FI-8040 3 YEAR ADVANCE EXCHANGE	S8040-AEMYNBD-3	$75.00	20.00%	$60.45	Standard Commercial Pricing
Extended Warranty	FI-70F 3 YEAR ADVANCE EXCHANGE	S70F-AEMYNBD-3	$49.00	20.00%	$39.49	Standard Commercial Pricing
Extended Warranty	FUJITSU IX1600 3 YR DEPOT	SIX1600-DEPWSDY-3	$199.00	20.00%	$160.39	Standard Commercial Pricing