



State of Georgia Contract Profile

GENERAL INFORMATION

AWARD PARAMETERS	SPECIFICATIONS
Contract Model	Hybrid 1.0 (Purchase w/ CUSA - Lease w/ CFS)
Contract Title	State of Georgia - Single-Use Printers, MFPs & Related Technologies
Contract Number	99999-SPD0000137-0005
Scope	<p><u>Mandatory Use for State Agencies</u></p> <ul style="list-style-type: none"> - Light-Use Printers & MFPs ('Desktop Printers' were moved to Optional) - Moderate-Use Printers & MFPs - High-Use Production Printers & MFPs <p><u>Optional Use for State Agencies</u></p> <ul style="list-style-type: none"> - Related / Emerging Print Technologies (LFP / Scanners / High End Production / Software) - Devices that can be classified as 'Desktop Printers'
Effective Period	4/1/2018 - 6/30/2020
Number of Renewal Options	Four (4) one (1) year option(s) to renew - [1 used - 6/20/23 final option]
Eligible Users	<p>Mandatory for State offices, agencies, departments, boards, bureaus, commissions, institutions and colleges and universities (sometimes referred to as "User Agencies") unless DOAS grants a waiver. Contract is mandatory specifically for Printer & MFP categories only. Not Related/Emerging Technologies or devices classified as 'Desktop Printers'.</p> <p>Convenience basis to other Governmental entities such as State authorities, local government, municipalities, cities, townships, counties and other political subdivisions of the State of Georgia.</p>
Cooperative Purchase / "Piggyback"	N/A
Agreement Type (i.e. Single Source, Multiple Award, Mandatory, Non-Mandatory)	Multiple
Other Contract Holders	Ricoh / Sharp / Toshiba / Xerox
PRODUCT REQUIREMENTS, RESTRICTIONS AND EXCEPTIONS	
Products	B/W and Color imageRUNNER / imageCLASS / imagePRESS / imageFORMULA / imagePROGRAF / VarioPrint / Oce Plotwave / Oce Colorwave / Software
Software/Third Party Solutions	All associated software that goes with the product listed above. See Price Sheet.
Warranty	<p><u>Without a maintenance plan</u> - Standard product warranty applies</p> <p><u>With a maintenance plan</u> - Maintenance starts day 1 and runs parallel to warranty</p>
Product Substitutions/Discontinuations	Products will be added/removed over the course of the contract with the State's approval. Should a device become discontinued or inventory depleted, etc. substitution products may be offered on a case-by-case basis pending State approval. Please reach out to the Canon contract manager for assistance.

Hard Drive (Erase, Remove, Certification)	<p>Dealer will facilitate the electronic wiping of Customer hard drives at the end of term at no additional cost.</p> <p>Additional security options such as HDD Replacement service may be offered at a cost that does not exceed the Contractor's published price.</p>
ACQUISITION PLANS AND PRICING PARAMETERS	
Acquisition Plans	<p>Purchase, Maintenance Lease: 24 / 36 / 48 / 60 Months (FMV & LTOP)</p>
Pricing Model	<p>Not to Exceed Pricing</p> <p>Discounts on outright purchases are subject to Canon approval as these devices come from Canon's inventory.</p>
Maintenance Plan(s)	<p>-No base CPC -Custom plans with copies included based on Contract CPC</p>
Supplies- Toner/ Staples/ Paper	<p>Maintenance is inclusive of toner and all supplies other than paper or staples</p>
Contract Fee / Frequency	<p>Canon pays a 1.5% admin fee to the State on all contract sales each quarter. Canon reserves the right to charge back dealers based on their reported sales & service.</p>
ORDER MANAGEMENT/ COMPLIANCE	
Purchase Order Requirements	<p>-All POs are to be made out directly to Canon U.S.A., Inc. Never to the Dealer. -All POs should properly reference the State contract # 99999-SPD0000137-0005 -All lease POs should also be accompanied by the 'User Agency Lease Agreement'</p> <p>The Vendor block should appear as follows:</p> <p>Canon U.S.A., Inc. 4100 N. Fairfax Drive, Suite 200 Arlington, VA, 22203 fgsd_government_orders@cusa.canon.com</p>
Open Market Items	<p>May be allowed on a case by case basis. Please reach out to the Contracts team for approval.</p>
Purchase Methods Accepted (PO, Credit Card, Electronic)	<p>State of Georgia Purchasing Card, PO</p>
Invoice/Billing Requirements	<p>All invoicing will be done either directly through Canon U.S.A., Inc. or Canon Financial Services, Inc. depending on products / services being provided. Remit Addresses will read as follows:</p> <p><u>Purchase w/ Maintenance & Maintenance Only</u> Canon U.S.A., Inc. PO Box 841023 Dallas, TX 75284</p> <p><u>Lease w/ Maintenance</u> Canon Financial Services, Inc. 14904 Collections Center Dr. Chicago, IL 60693</p>
Payment	<p>Net 30</p>

Sales Reports	At this time, Dealers are not required to provide any monthly sales reporting as all invoicing is through CUSA / CFS. Service logs and additional information may be requested however.
FINANCING	
Authorized Leasing Partner	CFS Only
Cancellation Terms / Penalties	<p>Georgia's User Agency Lease Agreement is governed by the following:</p> <ul style="list-style-type: none"> - Termination for breach / default - Termination for non-appropriation - Termination for convenience (remaining fiscal year is owed) <p>In addition, the GA Lease Agreement has additional terms regarding insolvency, Contractor suspension/debarment and protection against fraud. Please see the lease agreement for specifics.</p> <p>User Agency Lease & Maintenance Agreements shall survive termination of the Statewide Contract.</p>
End of Term Options	<ul style="list-style-type: none"> - Equipment Return - Equipment Purchase - Lease Renewal
Upgrade/Downgrade Terms	N/A
Customer Purchase within Term	Yes
Customer Purchase at the end of Lease	Yes
Lease Renewal after lease term	Yes
Reduced Price for Renewal	No
Lease Renewal after contract term	Open Market
Equipment Return at EOL	Included in CFS Rate. CFS to arrange for return. Dealer to coordinate removal and assist with any de-install.
Risk of Loss	CUSA until equipment is accepted by the User Agency.
SERVICE PERFORMANCE REQUIREMENTS	
Delivery, Install & Training	<ul style="list-style-type: none"> - F.O.B. Destination. - Pricing includes Basic Delivery, Installation & Initial Training. - Excess rigging and/or unique delivery requirements may be an additional charge. - Additional / Advanced training may be an additional charge.
Meter Collection	Dealer must submit meter readings to either CUSA (purchased equipment) or CFS (leased equipment) depending on who is invoicing the customer.
Response Time	4 Hours
Service Performance (Uptime/Downtime)	95%
Device Failure & Replacement	Dealer will replace the equipment with a new or used device, if equipment incurs re-occurring failure, while under a continuous service agreement. Canon, will determine whether to replace the unit with a new unit or a "like for like" unit.
Demos/Loaners	<p><u>Demos</u> - Demo models may be provided if requested</p> <p><u>Loaners</u> - If Dealer has not corrected the problem so that the equipment is in normal operation satisfactory to the Authorized User by 48 hours after the time the Authorized User Agency first placed the request for service to Dealer, Dealer will, at no additional charge to the Authorized User, deliver and provide a loaner Printer or MFP with at least the capacity and functionality of the equipment being serviced until Dealer has repaired the subject equipment to normal working condition and operation satisfactory to the Authorized User.</p>
Relocation of Equipment	May be provided if requested. Pricing to be quoted and agreed to prior to relocation.

Service / Usage Reports

Dealer will maintain a Maintenance and Service log for each Printer & MFP and will provide copies of the Maintenance & Service log to Canon, Authorized User Agencies and to DOAS upon request.

These are separate from the Sales Reports required above.