

**AMENDMENT #1 TO AGREEMENT BY AND BETWEEN  
COUNTY OF MONTEREY & MONTEREY BAY OFFICE  
PRODUCTS, INC.**

**THIS AMENDMENT** is made to the AGREEMENT for the provision of lease, maintenance, repair, and supplies of networked multi-function copier/printers by and between **Monterey Bay Office Products, INC., dba Monterey Bay Systems (MBS)**, hereinafter "CONTRACTOR", and the County of Monterey, a political subdivision of the State of California, hereinafter referred to as "County".

**WHEREAS**, the County and CONTRACTOR wish to amend the AGREEMENT to change one black and white multi-function copier, extend the term of the agreement for 36 months commencing at the date of final signature, and increase the total amount of the contract due to the term extension.

**NOW THEREFORE**, the County and CONTRACTOR hereby agree to amend the AGREEMENT in the following manner:

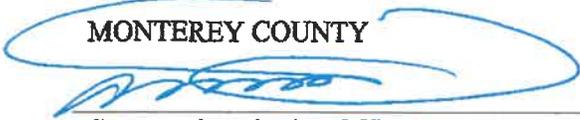
1. Section 2.0, "PAYMENT PROVISIONS" shall be amended by removing, "*The total amount payable by County to CONTRACTOR under this Agreement shall not exceed the sum of \$50,000.*" and replacing it with "*The total amount payable by County to CONTRACTOR under this AGREEMENT shall not exceed \$100,000.*"
2. Section 3.0, "TERM OF AGREEMENT" shall be amended by replacing, "*The term of this agreement is from August 1, 2015 to July 31, 2018*" with, "*The term of this agreement is from July 1, 2018 to June 30, 2021*"
3. Section 4.0, "SCOPE OF SERVICES AND ADDITIONAL PROVISIONS" shall be amended by replacing "*one Konica Minolta Bizhub 951 multi-function copiers with 100 Sheet Staple Finisher, 2/3 Hole Punch and 20 AMP Surge Protector options as noted on attached quote form*" with "*one Konica Minolta Bizhub 958 MFP with 300 sheet dual scan ADF with options as noted on attached quote form, Exhibit A1.*" Such change to be effective in July, 2018 at the time of machine exchange.
4. Except as provided herein, all remaining terms, conditions and provisions of the AGREEMENT are unchanged and unaffected by this AMENDMENT and shall continue in full force and effect as set forth in the AGREEMENT.
5. A copy of the AMENDMENT shall be attached to the original AGREEMENT executed by the County on August 3, 2015.

*This space left blank intentionally*

IN WITNESS WHEREOF, the parties have executed this AMENDMENT on the day and year written below.

MONTEREY COUNTY

CONTRACTOR

  
Contracts/Purchasing Officer

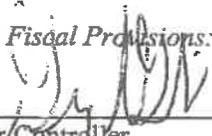
By:   
Signature of Chair, President, or  
Vice-President

Dated: 7-12-18

DAVID PARARA COO  
Printed Name and Title

Approved as to Fiscal Provisions:

Dated: 7.3.18

  
Deputy Auditor/Controller

By:   
(Signature of Secretary, Asst. Secretary, CFO,  
Treasurer or Asst. Treasurer)\*

Dated: 7-12-18

Approved as to Liability Provisions:

ARMANDO GONZALEZ TREASURER  
Printed Name and Title

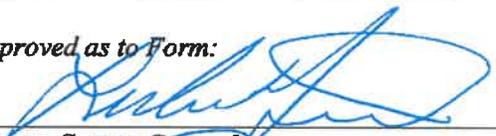
N/A

Risk Management

Dated: 7.3.18

Dated:

Approved as to Form:

  
Deputy County Counsel

ch. ent. 7/5/18  
Dated:

\*INSTRUCTIONS: If CONTRACTOR is a corporation, including limited liability and non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two specified officers. If CONTRACTOR is a partnership, the name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this Agreement on behalf of the partnership. If CONTRACTOR is contracting in an individual capacity, the individual shall set forth the name of the business, if any, and shall personally sign the Agreement.

INC0110497

Exhibit A1

# COUNTY OF MONTEREY, CONTRACTS/PURCHASING DIVISION

168 W. Alisal Street 3<sup>rd</sup> Floor, Salinas CA 93901  
Phone (831) 755-4990



## PRINTER/COPIER/MULTIFUNCTION MACHINE QUOTE FORM

Date: July 1, 2018	Sales Rep Name: Julie Ann Lozano
Company Name: MBS	Sales Rep Phone: (831) 206-9826
Company Address: 325 Victor St, Suite A Salinas, CA 93907	Sales Rep Signature: <i>Julie Ann Lozano</i>

\*NETWORKED:  Yes  No

The following equipment shall be provided on a;  36 month term  24 month term  12 month term  
Term begins on: July 1, 2018

Copier Model:	Konica Minolta 958	\$499.94/month	<p><b>Note:</b> Do not list standard features as Add-ons.</p> <p><b>Security Note:</b> The County requires full hard disk encryption and data overwrite capabilities. If these are standard features do not list them as add-ons. However, if add-ons are required to meet these requirements, please list those.</p>
Finisher Model:	Floor w/100 Sheet Stapling	\$ <del>0</del> /month	
Add-on:	Punch kit	\$ <del>0</del> /month	
Add-on:		\$ /month	
Add-on:		\$ /month	
Add-on:		\$ /month	
Add-on:		\$ /month	
Add-on:		\$ /month	
Security Add-on:		\$ /month	
Security Add-on:		\$ /month	
Other:		\$ /month	
<b>Total Monthly Rental:</b>		\$ 499.94 /month	

Monthly Copies Included (if any): \_\_\_\_\_ /month  
Cost-Per-Copy: \$ .0042 /copy

- All maintenance and repair costs shall be included in pricing above, including drums & rollers
- All delivery, installation, and machine pick-up shall be included in pricing above
- Toner included as needed (no limitations)       Staples included as needed (no limitations)

**Ship To:** County of Monterey, County Counsel  
168 West Alisal Street, 3<sup>rd</sup> Floor  
Salinas, CA 93901

**Bill To:** County of Monterey, County Counsel  
168 West Alisal Street, 3<sup>rd</sup> Floor  
Salinas, CA 93901

Equip Contact: Valerie Shapton, 755-5685

Billing Contact: Valerie Shapton, 755-5685

**\*IF THIS DEVICE WILL BE CONNECTED TO THE COUNTY NETWORK AND USED AS A SHARED PRINTING DEVICE, ITD REVIEW AND APPROVAL IS REQUIRED. PLEASE ROUTE THIS FORM TO "IT SUPPORT SERVICES" TO FACILITATE IT APPROVAL AND ASSURE TIMELY ASSISTANCE FOR INSTALLATION.**

ITD Technical and Security Review Approved by: *[Signature]* Date: 7-9-18  
(Security review summary shall be attached to this form if machine is networked)

ITD Management Approval: *[Signature]* Date: 7-9-18  
ITD Manager, County of Monterey Information Technology Department

MBS Contract Summary

Machine Type	Description	Monthly	Quarterly	Annual	Contract Expiration
Konica Minolta Bizhub C754e	County Counsel Color - Base Lease (*Including 9.25% Tax)	\$ 278.13	\$ 837.40	\$ 3,119.61	6/30/2021
	County Counsel Color - Overage B&W	\$ 75.00	\$ 225.00	\$ 900.00	
SUBTOTAL	County Counsel Color - Overage Color	\$ 390.00	\$ 990.00	\$ 3,960.00	
				\$ 8,209.61	
Konica Minolta Bizhub 958	County Counsel B&W - Base Lease (*Including 9.25% Tax)	\$ 546.18	\$ 1,638.55	\$ 6,554.21	6/30/2021
SUBTOTAL	County Counsel B&W - Overage	\$ 100.00	\$ 300.00	\$ 1,200.00	
				\$ 7,754.21	
TOTAL Copiers		\$ 1,330.32	\$ 3,990.95	\$ 15,963.82	
96 Month Total Amount			\$	\$ 47,897.46	

\*\*\*IMPORTANT NOTE: The "overage" are partially considered labor, so the tax (9.25%) is only applied to 35% of the total invoice. The "base" or "rental" is all taxable, so 100% of the bill is charged 9.25% tax.

**COUNTY OF MONTEREY STANDARD AGREEMENT  
(NOT TO EXCEED \$100,000)**

This Agreement is made by and between the County of Monterey, a political subdivision of the State of California (hereinafter "County") and:

Monterey Bay Systems,  
(hereinafter "CONTRACTOR").

In consideration of the mutual covenants and conditions set forth in this Agreement, the parties agree as follows:

**1.0 GENERAL DESCRIPTION.**

1.01 The County hereby engages CONTRACTOR to perform, and CONTRACTOR hereby agrees to perform, the services described in Exhibit A in conformity with the terms of this Agreement. The goods and/or services are generally described as follows:

**Provide** Two networked multi-function copier/printers to include maintenance, repair and toner supplies.

**2.0 PAYMENT PROVISIONS.**

2.01 County shall pay the CONTRACTOR in accordance with the payment provisions set forth in Exhibit A, subject to the limitations set forth in this Agreement. The total amount payable by County to CONTRACTOR under this Agreement is not to exceed the sum of \$ 50,000.00.

**3.0 TERM OF AGREEMENT.**

3.01 The term of this Agreement is from August 1, 2015 to July 31, 2018, unless sooner terminated pursuant to the terms of this Agreement. This Agreement is of no force or effect until signed by both CONTRACTOR and County and with County signing last, and **CONTRACTOR may not commence work before County signs this Agreement.**

3.02 The County reserves the right to cancel this Agreement, or any extension of this Agreement, without cause, with a thirty day (30) written notice, or with cause immediately.

**4.0 SCOPE OF SERVICES AND ADDITIONAL PROVISIONS.**

4.01 The following attached exhibits are incorporated herein by reference and constitute a part of this Agreement:

**Exhibit A Scope of Services/Payment Provisions**

Provision of one Konica Minolta Bizhub 951 multi-function copiers with 100 Sheet Staple Finisher, 2/3 Hole Punch and 20 AMP Surge Protector options as noted on attached quote form, and

one Konica Minolta BizhubC454e multi-function copiers with 50 Sheet FS-534 Stapler, 3/3 Hole Punch and 15 AMP Surge Protector options as noted on attached quote form.

CONTRACTOR to perform the required services at the time and in the manner provided under this Agreement. If County terminates this Agreement for good cause, the County may be relieved of the payment of any consideration to CONTRACTOR, and the County may proceed with the work in any manner, which County deems proper. The cost to the County shall be deducted from any sum due the CONTRACTOR under this Agreement.

- 7.03 The County's payments to CONTRACTOR under this Agreement are funded by local, state and federal governments. If funds from local, state and federal sources are not obtained and continued at a level sufficient to allow for the County's purchase of the indicated quantity of services, then the County may give written notice of this fact to CONTRACTOR, and the obligations of the parties under this Agreement shall terminate immediately, or on such date thereafter, as the County may specify in its notice, unless in the meanwhile the parties enter into a written amendment modifying this Agreement.

## 8.0 INDEMNIFICATION.

- 8.01 Contractor shall indemnify, defend, and hold harmless the County of Monterey (hereinafter "County"), its officers, agents and employees from any claim, liability, loss, injury or damage arising out of, or in connection with, performance of this Agreement by Contractor and/or its agents, employees or sub-contractors, excepting only loss, injury or damage caused by the negligence or willful misconduct of personnel employed by the County. It is the intent of the parties to this Agreement to provide the broadest possible coverage for the County. The Contractor shall reimburse the County for all costs, attorneys' fees, expenses and liabilities incurred with respect to any litigation in which the Contractor is obligated to indemnify, defend and hold harmless the County under this Agreement.

## 9.0 INSURANCE REQUIREMENTS.

### 9.01 Evidence of Coverage:

Prior to commencement of this Agreement, the Contractor shall provide a "Certificate of Insurance" certifying that coverage as required herein has been obtained. Individual endorsements executed by the insurance carrier shall accompany the certificate. In addition, the Contractor upon request shall provide a certified copy of the policy or policies.

This verification of coverage shall be sent to the County's Contracts/Purchasing Department, unless otherwise directed. The Contractor shall not receive a "Notice to Proceed" with the work under this Agreement until it has obtained all insurance required and the County has approved such insurance. This approval of insurance shall neither relieve nor decrease the liability of the Contractor.

### 9.02 Qualifying Insurers:

All coverage's, except surety, shall be issued by companies which hold a current policy holder's alphabetic and financial size category rating of not less than A- VII, according to the current Best's Key Rating Guide or a company of equal financial stability that is approved by the County's Purchasing Manager.

- 9.03 Insurance Coverage Requirements: Without limiting CONTRACTOR's duty to indemnify, CONTRACTOR shall maintain in effect throughout the term of this Agreement a policy or policies of insurance with the following minimum limits of liability:

three years following the date CONTRACTOR completes its performance of services under this Agreement.

Each liability policy shall provide that the County shall be given notice in writing at least thirty days in advance of any endorsed reduction in coverage or limit, cancellation, or intended non-renewal thereof. Each policy shall provide coverage for Contractor and additional insureds with respect to claims arising from each subcontractor, if any, performing work under this Agreement, or be accompanied by a certificate of insurance from each subcontractor showing each subcontractor has identical insurance coverage to the above requirements.

Commercial general liability and automobile liability policies shall **provide an endorsement naming the County of Monterey, its officers, agents, and employees as Additional Insureds** with respect to liability arising out of the CONTRACTOR'S work, including ongoing and completed operations, and shall further provide that **such insurance is primary** insurance to any insurance or self-insurance maintained by the County and that the insurance of **the Additional Insureds shall not be called upon to contribute** to a loss covered by the CONTRACTOR'S insurance. The required endorsement form for Commercial General Liability Additional Insured is ISO Form CG 20 10 11-85 or CG 20 10 10 01 in tandem with CG 20 37 10 01 (2000). The required endorsement form for Automobile Additional Insured endorsement is ISO Form CA 20 48 02 99.

Prior to the execution of this Agreement by the County, CONTRACTOR shall file certificates of insurance with the County's contract administrator and County's Contracts/Purchasing Division, showing that the CONTRACTOR has in effect the insurance required by this Agreement. The CONTRACTOR shall file a new or amended certificate of insurance within five calendar days after any change is made in any insurance policy, which would alter the information on the certificate then on file. Acceptance or approval of insurance shall in no way modify or change the indemnification clause in this Agreement, which shall continue in full force and effect.

CONTRACTOR shall at all times during the term of this Agreement maintain in force the insurance coverage required under this Agreement and shall send, without demand by County, annual certificates to County's Contract Administrator and County's Contracts/Purchasing Division. If the certificate is not received by the expiration date, County shall notify CONTRACTOR and CONTRACTOR shall have five calendar days to send in the certificate, evidencing no lapse in coverage during the interim. Failure by CONTRACTOR to maintain such insurance is a default of this Agreement, which entitles County, at its sole discretion, to terminate this Agreement immediately.

## 10.0 RECORDS AND CONFIDENTIALITY.

- 10.01 **Confidentiality.** CONTRACTOR and its officers, employees, agents, and subcontractors shall comply with any and all federal, state, and local laws, which provide for the confidentiality of records and other information. CONTRACTOR shall not disclose any confidential records or other confidential information received from the County or prepared in connection with the performance of this Agreement, unless County specifically permits CONTRACTOR to disclose such records or information. CONTRACTOR shall promptly transmit to County any and all requests for disclosure of any such confidential records or information. CONTRACTOR shall not use any confidential information gained by

be deemed a part of this Agreement, as though fully set forth herein. Upon request, County will deliver a copy of said contract to CONTRACTOR, at no cost to CONTRACTOR.

**13.0 INDEPENDENT CONTRACTOR.**

13.01 In the performance of work, duties, and obligations under this Agreement, CONTRACTOR is at all times acting and performing as an independent contractor and not as an employee of the County. No offer or obligation of permanent employment with the County or particular County department or agency is intended in any manner, and CONTRACTOR shall not become entitled by virtue of this Agreement to receive from County any form of employee benefits including but not limited to sick leave, vacation, retirement benefits, workers' compensation coverage, insurance or disability benefits. CONTRACTOR shall be solely liable for and obligated to pay directly all applicable taxes, including federal and state income taxes and social security, arising out of CONTRACTOR's performance of this Agreement. In connection therewith, CONTRACTOR shall defend, indemnify, and hold County harmless from any and all liability which County may incur because of CONTRACTOR's failure to pay such taxes.

**14.0 NOTICES.**

14.01 Notices required under this Agreement shall be delivered personally or by first-class, postage pre-paid mail to the County and CONTRACTOR'S contract administrators at the addresses listed below:

<b>FOR COUNTY:</b>	<b>FOR CONTRACTOR:</b>
Mike Derr, Contracts/Purchasing Officer	Nic Trudeau
Name and Title 1488 Schilling Place Salinas, CA 93901	Name and Title 325 Victor Street Salinas, CA 93907
Address	Address
831-755-4992	831-206-5355
Phone	Phone

**15.0 MISCELLANEOUS PROVISIONS.**

15.01 Conflict of Interest. CONTRACTOR represents that it presently has no interest and agrees not to acquire any interest during the term of this Agreement, which would directly, or indirectly conflict in any manner or to any degree with the full and complete performance of the services required to be rendered under this Agreement.

15.02 Amendment. This Agreement may be amended or modified only by an instrument in writing signed by the County and the CONTRACTOR.

16.0 SIGNATURE PAGE.

IN WITNESS WHEREOF, County and CONTRACTOR have executed this Agreement as of the day and year written below.

COUNTY OF MONTEREY

CONTRACTOR

By: [Signature]  
Contracts/Purchasing Officer

Monterey Business Systems  
Contractor's Business Name\*

Date: 8/3/15

By: \_\_\_\_\_  
Department Head (if applicable)

By: [Signature]  
Signature of Chair, President, or Vice-President)\*

Date: \_\_\_\_\_

Approved as to Form<sup>1</sup>

President Kellie Murphy  
Name and Title

By: [Signature]  
County Counsel

Date: 7-30-15

Date: 7/30/15

By: [Signature]  
(Signature of Secretary, Asst. Secretary, CFO, Treasurer or Asst. Treasurer)\*

Approved as to Fiscal Provisions<sup>2</sup>

ARMANDO GONZALEZ V.P.  
Name and Title

By: [Signature]  
Auditor/Controller

Date: 7-30-15

Date: \_\_\_\_\_

Approved as to Liability Provisions<sup>3</sup>

By: \_\_\_\_\_  
Risk Management

Date: \_\_\_\_\_

\*INSTRUCTIONS: If CONTRACTOR is a corporation, including limited liability and non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two specified officers. If CONTRACTOR is a partnership, the name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this Agreement on behalf of the partnership. If CONTRACTOR is contracting in an individual capacity, the individual shall set forth the name of the business, if any, and shall personally sign the Agreement.

<sup>1</sup>Approval by County Counsel is required  
<sup>2</sup>Approval by Auditor/Controller is required  
<sup>3</sup>Approval by Risk Management is required only if changes are made in sections 7 or 8



**Monterey County Information Security & Privacy Team**  
**Security Analysis Document**

**Target:** Konica Bizhub 951 multi-function copier (ref: INC# 0030403)  
**Date:** July 17, 2015

The following steps should be executed on the Konica Bizhub 951 device in order to decrease its risk to the County's network environment:

- The default administrative password to the device should be changed to meet complexity standards and the password should be securely maintained at all times.
- Disable the SNMP service on the device.
- The USB interface on the device must be disabled (either physically, or via the software interface if that option is available)
- Unless required for a business need (and possibly subject to additional review), disable any unnecessary services such as FTP, SMTP, IPP, Novell PServer/RPrinter or any other services that are exposed to the network. Where required by business need, utilizing secured versions of these services (FTPS, SMTPS) should be used where possible.
- Configure the device to automatically receive Operating System and Application security updates from the appropriate source. This will require interfacing with the vendor for configuration instructions and methods.
- Appropriate DNS entries should be created in order to provide correct device identification in relation to its network traffic.
- The device listed in this request has the additional data security/encryption components included. The device should be configured with the Job Erase functionality enabled, at a minimum, to protect documents sent and queued on the device. Use of other data security functions available with this part is encouraged.
- A network scanning module is included with the standard configuration of the Bizhub 951. Security measures including, but not limited to, limited user access, encryption of data, removal of stored scan data in a timely manner, role-based user authentication, and any other additional security measures should be reviewed and implemented should this functionality be used.
- Refer to the current County of Monterey Information Security Standards document (particularly, standard 1.6), for additional requirements for network-connected devices

Additional recommendations may be required once the device is attached to the County network infrastructure and a thorough vulnerability scan is performed on the device utilizing the County's designated technical vulnerability scanning tools. These scans are performed on a regular basis to ensure the integrity of all devices connected to the County network infrastructure.

INC 0030403

COUNTY OF MONTEREY,  
CONTRACTS/PURCHASING DIVISION

168 W. Alisal Street 3<sup>rd</sup> Floor, Salinas CA 93901  
Phone (831) 755-4990



**PRINTER/COPIER/MULTIFUNCTION MACHINE QUOTE FORM**

Date: 2/13/15	Sales Rep Name: Nic Trudeau
Company Name: MBS Systems	Sales Rep Phone: 831.206.5355
Company Address: 325 Victor Street Salinas, CA 93907	Sales Rep Signature: <i>[Signature]</i>

\*NETWORKED:  Yes  No

The following equipment shall be provided on a:  36 month term -  24 month term  12 month term  
Term begins on: (enter date) ~~2/13/15~~ 6/03/15

Copier Model:	Konica Minolta Bizhub C454e	\$ 255.50/month	<p><b>Note:</b> Do not list standard features as Add-ons.</p> <p><b>Security Note:</b> The County requires full hard disk encryption and data overwrite capabilities. If these are standard features do not list them as add-ons. However, if add-ons are required to meet these requirements, please list those.</p>
Finisher Model:	50 Sheet Finisher Stapler FS-634	\$ Inc. /month	
Add-on:	Stylus Pen	\$ Inc. /month	
Add-on:	Surge Protector 15 AMP	\$ Inc. /month	
Add-on:	3/3 Hole Punch Kit	\$ Inc. /month	
Add-on:	Paper Feed Cassette (2,500) PC410	\$ Inc. /month	
Add-on:		\$ /month	
Add-on:		\$ /month	
Security Add-on:		\$ /month	
Security Add-on:		\$ /month	
Other:		\$ /month	
<b>Total Monthly Rental:</b>		<b>\$ 255.50/month</b>	

Monthly Copies Included (if any): None /month  
Cost-Per-Copy: \$ .005 /copy Black  
\$ .042 /copy Color

- All maintenance and repair costs shall be included in pricing above, including drums & rollers
- All delivery, installation, and machine pick-up shall be included in pricing above
- Toner included as needed (no limitations)  Staples included as needed (no limitations)

Ship To: County of Monterey - Office of the County Counsel  
168 West Alisal Street, 3rd Floor  
Salinas, CA 93901  
Bill To: County of Monterey - Office of the County Counsel  
168 West Alisal Street, 3rd Floor  
Salinas, CA 93901

Equip Contact (name & phone): Lynda Rodgers-Campos Billing Contact (name & phone): Lynda Rodgers-Campos 755-5036

\*IF THIS DEVICE WILL BE CONNECTED TO THE COUNTY NETWORK AND USED AS A SHARED PRINTING DEVICE, ITD REVIEW AND APPROVAL IS REQUIRED. PLEASE ROUTE THIS FORM TO "IT SUPPORT SERVICES" TO FACILITATE IT APPROVAL AND ASSURE TIMELY ASSISTANCE FOR INSTALLATION.

ITD Technical and Security Review Approved by: *Stephen Lucas* Date: 7-17-2015  
(Security review summary shall be attached to this form if machine is networked)

ITD Management Approval: *[Signature]* Date: 7-17-15  
ITD Manager, County of Monterey Information Technology Department

**Monterey County Information Security & Privacy Team**  
**Security Analysis Document**

**Target:** Konica Bizhub 454e multi-function copier (ref: INC# 0030403)  
**Date:** July 17, 2015

The following steps should be executed on the Konica Bizhub 454e device in order to decrease its risk to the County's network environment:

- The default administrative password to the device should be changed to meet complexity standards and the password should be securely maintained at all times.
- Disable the SNMP service on the device.
- The USB interface on the device must be disabled (either physically, or via the software interface if that option is available)
- Unless required for a business need (and possibly subject to additional review), disable any unnecessary services such as FTP, SMTP, IPP, Novell PServer/RPrinter or any other services that are exposed to the network. Where required by business need, utilizing secured versions of these services (FTPS, SMTPS) should be used where possible.
- Configure the device to automatically receive Operating System and Application security updates from the appropriate source. This will require interfacing with the vendor for configuration instructions and methods.
- Appropriate DNS entries should be created in order to provide correct device identification in relation to its network traffic.
- The device listed in this request has the additional data security/encryption components included. The device should be configured with the Job Erase functionality enabled, at a minimum, to protect documents sent and queued on the device. Use of other data security functions available with this part is encouraged.
- A network scanning module is included with the standard configuration of the Bizhub 454e. Security measures including, but not limited to, limited user access, encryption of data, removal of stored scan data in a timely manner, role-based user authentication, and any other additional security measures should be reviewed and implemented should this functionality be used.
- Refer to the current County of Monterey Information Security Standards document (particularly, standard 1.6), for additional requirements for network-connected devices

Additional recommendations may be required once the device is attached to the County network infrastructure and a thorough vulnerability scan is performed on the device utilizing the County's designated technical vulnerability scanning tools. These scans are performed on a regular basis to ensure the integrity of all devices connected to the County network infrastructure.

**Monterey Bay Systems**

**LEASETERM 08/01/2015-07/31/2018**

Contact: Nic Trudeau  
 Number: 206-5355

**FY16 Spendsheet**

**KM Bizhub 951      KM Bizhub C454e**

	Base	Overage	Base	Overage	Totals
<b>BLACK &amp; WHITE</b>					
Base Rate Cost	\$ 499.88	\$ 160.00	\$ 255.50	\$ 55.00	\$ 1,264.38
Cost Per Copy	\$ 0.0040	\$ 160.00	\$ 255.50	\$ 55.00	\$ 1,264.38
Average Usage*	40,000	\$ 160.00	\$ 255.50	\$ 55.00	\$ 1,264.38
<b>COPY COSTS</b>	\$ 160.00	\$ 160.00	\$ 255.50	\$ 55.00	\$ 1,264.38
<b>TOTAL</b>	<b>\$ 659.88</b>	<b>\$ 7,918.56</b>			
<b>KM Bizhub C454e</b>					
<b>COLOR</b>					
Base Rate Cost	\$ 255.50	\$ 160.00	\$ 255.50	\$ 55.00	\$ 1,264.38
Cost Per Copy	\$ 0.0420	\$ 160.00	\$ 255.50	\$ 55.00	\$ 1,264.38
Average Usage*	7,000	\$ 160.00	\$ 255.50	\$ 55.00	\$ 1,264.38
<b>COPY COSTS</b>	\$ 294.00	\$ 160.00	\$ 255.50	\$ 55.00	\$ 1,264.38
<b>Monthly</b>	<b>\$ 604.50</b>				
<b>Annual</b>	<b>\$ 7,254.00</b>				

\* Overage counts based on prior 3-month average

\$ 5,998.56    \$ 1,920.00    \$ 3,066.00    \$ 660.00    \$ 3,528.00    \$ 15,172.56

Annual    \$ 16,576.02

36 mo w/tax    \$ 49,728.07

**SUMMARY OF ESTIMATED COSTS (NET)**

Monthly 951	\$ 659.88
Monthly C45e	\$ 604.50
<b>Total Monthly Estimated Cost</b>	<b>\$ 1,264.38</b>
<b>Total Annual Estimated Cost</b>	<b>\$ 15,172.56</b>
<b>Total 36 mo Estimated Cost</b>	<b>\$ 45,517.68</b>

FY15 Encumbrance for Data Flow = \$22K

FY16 Budget for Copier/Printer Lease = \$25K