EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS, AND SOLUTIONS REQUEST

Company Name: _____*Sharp Electronics Corporation*_____

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS

Proposer's Signature: _____ Date: _*August 26, 2016*_

NJPA's clarification on exceptions listed above:

Formal Offering of Proposal
(To be completed only by the Proposer)

MULTI-FUNCTION COPIERS, PRINTERS, AND EQUIPMENT APPLICABLE TO SCANNED DATA AND MANAGEMENT, IMAGE DUPLICATING, AND RELATED SOLUTIONS, ACCESSORIES, SUPPLIES, AND SERVICES

In compliance with the Request for Proposal (RFP) for MULTI-FUNCTION COPIERS, PRINTERS, AND EQUIPMENT APPLICABLE TO SCANNED DATA AND MANAGEMENT, IMAGE DUPLICATING, AND RELATED SOLUTIONS, ACCESSORIES, SUPPLIES, AND SERVICES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: __Sharp Electronics Corporation__ Date: __August 26, 2016__

Company Address: __One Sharp Plaza, Suite 1__

City: __Mahwah__ State: __New Jersey__ Zip: __07495__

Contact Person: __Bruce Ogrodnik__ Title: __NJPA Business Development Manager__

Authorized Signature: _(signature)_   __Laura Blackmer__
                                        (Name printed or typed)

FORM E
CONTRACT ACCEPTANCE AND AWARD

(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)
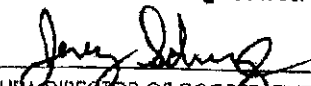
NJPA Contract #: 083116-SEC
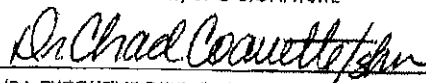
Proposer's full legal name: Sharp Electronics Corporation

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be October 19, 2016 and will expire on October 19, 2020 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:

_____
NJPA DIRECTOR OF COOPERATIVE CONTRACTS
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

_____
NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coauette
(NAME PRINTED OR TYPED)

Awarded on October 19, 2016

NJPA Contract # 083116-SEC

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name ____ Sharp Electronics Corporation

Authorized Signatory's Title ____ Senior Vice President

_____
VENDOR AUTHORIZED SIGNATURE

Laura Blackmer
(NAME PRINTED OR TYPED)

Executed on ____ October 19, 2016

NJPA Contract # 083116-SEC

PROPOSER ASSURANCE OF COMPLIANCE

Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.

2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.

3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.

4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.

5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.

6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.

7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.

8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: __Sharp Electronics Corporation__

Address: __One Sharp Plaza, Suite 1__

City/State/Zip: __Mahwah, NJ 07495__

Telephone Number: __(201) 529-8200 x 8529__

E-mail Address: __blackmerl@sharpsec.com__

Authorized Signature: _~~Laura Blackmer~~_

Authorized Name (printed): __Laura Blackmer__

Title: __Senior Vice President__

Date: __August 24, 2016__

Notarized

ROBERT MURPHY
NOTARY PUBLIC
STATE OF NEW JERSEY
ID # 2408545
MY COMMISSION EXPIRES MAY 12, 2021

Subscribed and sworn to before me this __26th__ day of __August__, 20 16

Notary Public in and for the County of __Passaic__ State of __New Jersey__

My commission expires: __May 12, 2021__

Signature: _~~Robert Murphy~~_

PROPOSER QUESTIONNAIRE
Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: _____ Sharp Electronics Corporation _____

Questionnaire completed by: _____ Erica Calise _____

Payment Terms and Financing Options

1) What are your payment terms (e.g., net 10, net 30)?

   Standard payment terms are net 30 days.

2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

   Sharp will provide NJPA and its members a number of different options for the financing of equipment.

   Currently, NJPA members the ability to use National Cooperative Leasing. NCL will offer leasing terms from 12 – 62 month terms on transactions from $5,000 and up. Programs will be offered with both Fair Market Value (FMV) and $1 Out purchase options, with the possibility to trade up equipment prior to end of term. The maximum percentage adjustment over the applicable index rate will be up to 7 percent for schools, city, county and state agencies. The adjustment for non-government entities such as 510(c)3 entities will be commensurate with the risk. National Cooperative Leasing reserves the right to include an additional "risk adjustment" to the above stated rate for such entities.

   In addition, NCL offers a FlexPlus Copier Lease option. National Cooperative Leasing's FlexPlus Program provides governmental entities with a very low monthly cost and in addition gives them maximum flexibility to either upgrade to new technology or keep their existing technology for a predetermined low cost, and the payments "Shut Off." The program terms offered are 40, 51 and 62 months with a Technology Refresh Window (TRW) at 36, 48 and 60 months respectively.

   As well, NCL offers a Purchase Order Only Program to NJPA members. This program enables the purchase order, the agreement and addendum constitute a finance lease.

   NCL reserves the right to change, modify or cancel any offered finance program without notice.

   There is no ownership, common ownership, or control between Sharp Electronics Corporation and National Cooperative Leasing.

   NJPA members are also offered financing options through SLUSA, Sharp's leasing company. Options range from 36, 48 and 60 LTOP or FMV depending upon customer preference.

   NJPA members also have the option of a direct leasing agreement with the local installing and servicing dealer.

   These financing options should be evaluated by NJPA members at the time of equipment selection.

3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders.

Sharp authorized dealers or SBS locations place orders on behalf of NJPA members. This process enables orders to include the MFP, as well as all related solutions, applications or other ancillary related products encompassed in the customer solution. Dealers place orders using Sharp's Tech Data portal which has been specifically designed for Sharp and our product offering. Sharp will require that the dealers provide copies of NJPA member purchase orders in order to maintain audit capability.

4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process?

Acceptance of the P-card procurement and payment process is at the discretion of the Sharp authorized dealer. Sharp SBS locations accept the P-card procurement and payment process. No additional fee is charged for this form of payment.

Warranty

5) Describe in detail your manufacture warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

Sharp Electronics provides NJPA Members the *Sharp Three Year Performance Guarantee*. This performance guarantee is a comprehensive guarantee of device performance which will be extended to NJPA Members.

The Three Year Performance Guarantee begins at the date of installation. The equipment purchased by NJPA members must be maintained under a full Service Maintenance Agreement offered through the NJPA contract with a Sharp Authorized Dealer and operated using only genuine Sharp supplies and parts. This guarantee applies to all products procured through and billed through the Sharp/NJPA contract, but is not applicable to equipment that has been damaged by accident or misuse, including improper voltage. If it is determined that the equipment was maintained using other than genuine Sharp supplies and parts, the Three Year Performance Guarantee will no longer be valid.

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

- Do your warranties cover all products, parts, and labor?

    Under the NJPA/ Sharp Electronics agreement, all products, parts and labor are included in the warranty, subject to the conditions stated above.

- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?

    Sharp does provide recommended volume levels for Sharp MFPs. This "right-sizing" will allow the device to properly function in its environment. However, overuse above and beyond the recommended volume level which causes excessive maintenance requirements could null and void the Sharp Three Year Performance Guarantee.

- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

    Based on the conditions listed in our warranty, the maintenance of installed devices under the NJPA contract is inclusive of any travel time encountered by our technicians to perform the required maintenance as stated in the agreement. Technicians are available to service devices located within a 25 mile radius of a Sharp Authorized

Dealer location or Sharp Business Systems (SBS) branch at no charge. For remote locations where devices are outside of a 25 mile radius from a support location, an additional charge may apply.

- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair?

  Through our network of Authorized dealers and SBS locations, Sharp Electronics will provide service including warranty repairs throughout the U.S. However, due to geographic restrictions some remote areas of the U.S. may require a longer response time. In these cases, Sharp will make best efforts to provide service by dispatching a Sharp Service technician.

- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?

  Proposed products and solutions not manufactured by Sharp will carry product warranties from the individual product manufacturer and are, therefore, not covered under any Sharp warranty.

- What are your proposed exchange and return programs and policies?

  Sharp's sales teams will work closely with NJPA members to insure that product selection is based upon current and projected departmental requirements. A needs assessment conducted by either the Sharp sales representative or local authorized dealer enables Sharp to provide a MFP that will best meet the needs of the NJPA user/department. If the Sharp MFP is not performing within the machine's design specifications and cannot be repaired by the authorized Sharp dealer and Sharp Service Technician, Sharp will replace, at no charge, the equipment with a like model with comparable features, as outlined in the Three Year Performance Guarantee.

6) Describe any service contract options for the items included in your proposal.

Sharp is providing NJPA with standard, competitive service and supply pricing for all proposed MFPs. These maintenance plans include all parts, labor and consumables.

NJPA members may source a customized service contract directly from the installing authorized Sharp dealer or SBS location. This contract would be designed to meet the needs of the particular equipment placement with billing managed by the Sharp dealer or SBS location.

Pricing, Delivery, Audits, and Administrative Fee

7) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

Sharp Electronics is submitting line item pricing discounts. We have provided a detailed price booklet which contains current MSRP and our proposed NJPA contract price for all products proposed. The pricing proposed reflects a 3% reduction from pricing currently on Sharp's NJPA contract.

8) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

MFP discounts range from 48 to 70% from MSRP, with an average discount of 62.5%. A/V product discounts range from 34 to 41% from MSRP, with an average discount of 35%.

9) The pricing offered in this proposal is

_____a. the same as the Proposer typically offers to an individual municipality, university, or school district.

_____b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.

____X_____c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.

_____d. other than what the Proposer typically offers (please describe).

10) Describe any quantity or volume discounts or rebate programs that you offer.

Sharp offers the following discounts:

MFP Products: $50K+ Pricing, $100K+ Pricing and Negotiated Pricing for large opportunities

A/V Products: 25 Unit Pricing

11) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

"Sourced" products and related services will be sourced from Sharp authorized dealers or SBS locations. Through a needs analysis it will be determined what additional products or related services will be required to fulfill a solution. The ability for Sharp dealers to source product from Tech Data provides NJPA greater access to all required ancillary products.

12) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer.

The pricing submitted includes the cost of shipping charges for all orders valued at $5,000+. Standard installation is included, however additional charges may apply for special rigging or extenuating circumstances (e.g., second floor delivery without elevator). On-site introductory training is included at no additional charge and is for a period of no more than 2 - 4 hours depending on the model and number of key operator participants. Additional charges, if any, will be imposed by the installing and servicing authorized dealer or SBS location.

13) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program.

The pricing submitted includes the cost of shipping charges for all orders valued at $5,000+. In most instances, the NJPA member order exceeds this dollar amount. In those cases where the order does not meet the $5,000 requirement, the installing dealer or SBS location has the option to waive shipping charges. Delivery is included for all NJPA members located within 25 miles of a Sharp authorized dealer or SBS location. In instances where the NJPA member location is outside of a 25 mile radius from an authorized support location, there may be an additional delivery charge.

14) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

For Alaska and Hawaii delivery is included for all NJPA members located within 25 miles of a Sharp authorized dealer or SBS location. In instances where the NJPA member location is outside of a 25 mile radius from an authorized support location, there may be an additional delivery charge.

Delivery programs for Canada and offshore delivery will developed based on the location of the NJPA member. Additional costs incurred by the authorized dealer or SBS location will be passed on to the NJPA member.

15) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Sharp's third party logistics business model enables us to provide delivery of product in a most efficient manner. Sharp leverages the strength of Tech Data who has built a reputation as a leader in the distribution channel for more than 35 years by focusing on service, cost savings and continuous development. Tech Data's state-of-the-art logistics centers are strategically located to enable next-day service to most major metropolitan areas and because of their volume of business, their carrier partners provide our dealers with the latest outbound pull times possible.

16) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA.

Sharp currently has a process in place to capture all necessary fields to verify compliance with our NJPA contract. This process ensures that NJPA members obtain the proper pricing, the sales are reported quarterly and the proper administrative fee is remitted to NJPA.

17) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

Sharp Electronics proposes a **2% administrative fee** for all MFP and A/V pricing at the following price levels:

- MFP Products: Standard Pricing, $50K+ Pricing and $100K+ Pricing
- A/V Products: Standard Pricing and 25 Unit Pricing

Sharp Electronics proposes a **1% administrative fee** for all MFP and A/V pricing at the following price levels:

- MFP and A/V Products: Negotiated Pricing (based upon competition and circumstances)

Industry-Specific Questions

NOTE: When answering some of the industry-specific questions, a simple "yes" or "no" may seem to sum up your answer. But in order to create a more complete answer, please explain with enough detail to give the evaluation team sufficient substance to properly assess your answer.

18) Describe your overall US market share for the digital imaging, copiers, duplicators, and related equipment solutions that you are proposing in this response.

According to IDC, a third party company that tracks units sold in our industry, Sharp has a total US market share of 7% for MFPs. However, as reported by IDC, in the important 31-44 pages per minute color segment, Sharp holds 17% market share. The majority of MFP placements in the government and educational market are in this speed range volume band.

Color Laser 31-44 ppm
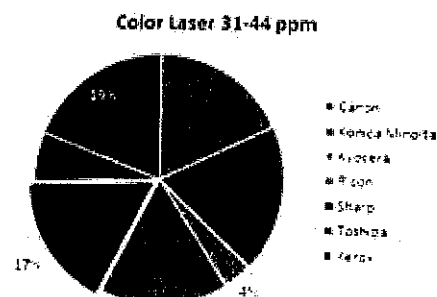
19) Describe your digital imaging, copiers, duplicators, and related equipment solutions market share *for government and education* in the US market.

There is not currently an industry source that identifies share specifically for government and education. Given our success and strength in the government and education marketplace, we estimate that our market share is 10%.

20) What is your *total volume* of digital imaging, copiers, duplicators, and related equipment solutions *in the government and education* market?

30% of Sharp's total volume of digital imaging, copiers, duplicators and related equipment.

21) Describe and demonstrate the value to NJPA member agencies relating to any unique technology applicable to the function and performance of your proposed equipment and related solutions.

Sharp's unique Maintenance Intelligence Call Assistance System (MICAS) provides NJPA member with state of the art service monitoring. This cloud-based, real-time device management application uses Sharp's Remote Email Diagnostics (R.E.D.) to collect device data and alerts. Sharp Authorized Dealers can use the MICAS service to help monitor and track the status of NJPA members' devices, making device management hands-free. This unique service tool helps generate automated meter data, real-time service alerts and advanced device monitoring tools. Service providers can also include remote service capabilities and support other OEM devices via the MICAS Agent which is a locally-installed software at the NJPA member's location. Whether the organization is large or small, local or remote, the MICAS service will help keep the devices up and running, increase call efficiency, reduce unnecessary service visits and enhance the customer experience.

Sharp Open Systems Architecture (OSA®) allows dealers and SBS locations to easily integrate advanced software solutions with Sharp MFPs. Hundreds of software solutions have been validated and seamlessly work with Sharp's proprietary software. Document Management, Indexing and other advanced features can be easily incorporated into the NJPA members' workflow without requiring advanced programming.

22) Describe any unique managed services and solutions that are related to the scope and proposed in this RFP.

Sharp offers many solutions related to customer equipment product fleet management and usage control, including auditing and reporting. Some of these solutions are provided directly by Sharp, others are provided directly by the independent local authorized Sharp dealer or SBS location. Several of these applications are provided at no additional cost to the ordering agency.

Sharp Remote Device Manager (SRDM) – Sharp Remote Device Manager (SRDM) facilitates centralized management of Sharp MFPs and printers as well as third-party SNMP-compliant printers and MFPs. Sharp's SRDM is the ideal tool for both IT Administrators and Service Providers to properly manage and monitor their MFP fleets. Sharp Remote Device Manager is provided at no additional cost to the agency when ordering a Sharp MFP product.

Sharp Remote Front Panel – is a powerful tool that enables users and support staff to remotely view the MFP's operation panel and control its features and functions from anywhere via a network. IT managers can see the same exact screen that the end user is viewing, allowing them to quickly understand issues and take the appropriate actions to solve them. Since IT managers can control the device remotely, this capability helps eliminate a trip to the device, thereby reducing users' wait time. Sharp Remote Front Panel is provided at no additional cost to the agency when ordering a Sharp MFP product.

Sharp MFP Home Page – makes it easy for users and IT managers to administer the MFP through a standard web browser. Once authenticated, users can change their profiles and document filing folder settings, as well as maintain their one-touch address keys to quickly distribute scanned documents. IT managers can log in from anywhere in the network and access the device's status, system, security and network settings, as well as maintain user accounts, specify diagnostic email alerts, clone settings and more. Administrator access can be protected via a complex password. Sharp MFP Home Page is provided at no additional cost to the agency when ordering a Sharp MFP product.

Sharp Remote Email Diagnostics (R.E.D.) – Putting timely and relevant information into the hands of key operators, IT managers and Sharp-authorized service providers is a breeze with Sharp Remote E-Mail Diagnostics. IT managers can easily configure event-driven or scheduled alerts such as low consumable levels, maintenance reminders or click counts, and specify the list of recipients for each. This helps bring attention when it is needed, increasing device availability while reducing costs. Sharp Remote Email Diagnostics is provided at no additional cost to the agency when ordering a Sharp MFP product.

Sharp Printer Status Monitor – was designed to monitor network devices on a daily basis, so a user can be more productive. With this user-friendly application from Sharp, you remotely look into the printer and specific print job directly from your desktop. This versatile application puts you in control of your print jobs and empowers you with information about your printer before you send the job. Sharp Printer Status Monitor takes the mystery out of printing, telling you if your printer is available and ready for your job. And when finished, it notifies you. It's just another way Sharp makes owning our MFPs a rewarding experience. Sharp Printer Status Monitor is provided at no additional cost to the agency when ordering a Sharp MFP product.

More extensive Managed Network Services (MNS) or Managed Print Services (MPS) are available directly as negotiated by the ordering agency as needed from Sharp Business Systems branch offices or our local independent authorized dealer network.

23) **Describe your Canadian market share (if any) for the solutions that you are proposing in this response.**

According to IDC, a third party company that tracks units sold in our industry, Sharp has a total Canadian market share of 5% for MFPs

24) **Define and identify the role and responsibility of any subcontractors or third-party distribution or servicing agents (other than your authorized dealer network) that will be involved in implementing and fulfilling the expectations and requirements your proposal.**

All interaction with NJPA members in support of the contract that results from this solicitation will be provided directly by Sharp local authorized dealers, Sharp Business Systems branch offices personnel and Sharp Certified Channel Resellers. This includes support activities related to discovery and analysis of member needs for products and services, pricing quotations, product demonstration, product set-up, delivery, installation, staff training, operational supply processing and product maintenance and any other activity required to support the contract and maintain compliance to the requirements of the contract.

In addition, Tech Data will manage the order processing, inventory control and shipping for all proposed products.

25) Describe attributes of your multi-functional printers (MFPs), digital imagers, or duplicators that are unique in your industry.

Sharp is recognized as a leader in the industry. Our commitment to providing advanced technology and unique features on our products allows us to provide our customers a best-in-class experience.

Sharp is the first and only manufacturer to offer edge-to-edge printing on light production MFPs. Edge-to-edge printing enables operators to output high quality, full-bleed booklets in-line, helping to reduce outsourcing costs as well as production times.

Sharp's exclusive solution uses 11 x 17 paper and automatically trims only one edge of the paper, producing a lower cost full bleed booklet. Other manufacturers accomplish this by printing on larger (12 x 18) paper which costs more than ledger paper and by using an expensive finisher that trims three sides of the finished booklet (slows print times). Not only does this type of paper trimming unit cost more, it also slows down the productivity of the device. In 2015 BLI recognized Sharp recognized with an innovation award for this feature.
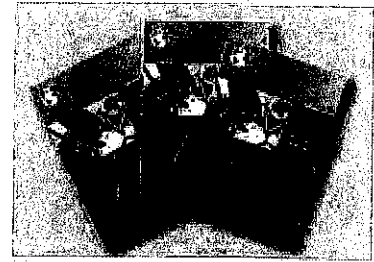
Produce high quality full-bleed color booklets up to 80 pages with the MX-FI122 Saddle Stitch Finisher, or up to 120 pages with the Plockmatic Booklet Maker System.

PANTONE® colors are commonly found in logos, letterhead, and business cards. Traditionally to accurately reproduce these colors manufacturers would turn to a third party company for a specialized print controller. Sharp has taken a different approach. All Sharp 30+ page per minute color have the ability to match PANTONE colors. This unique approach saves customers money by not requiring a costly third party print controller. In addition, training time is saved as a result of not needing to train users on a different print driver while providing excellent color matching.

Sharp **Scan²** **technology** enables users to scan two-sided documents in a single pass. As a result, documents can be scanned, copied, emailed and digitally distributed. Greater productivity, less wear on the MFP and reduced paper consumption are just a few of the benefits from this technology.

Sharp addressed the need for **data security** by the introduction of optional data security kits that provided the ability to encrypt data residing on the device in addition to data overwrite, port management and administrator control of feature accessibility in addition to a firmware-based operating system that does not allow for vulnerabilities that would introduce harmful software.

Sharp was the first MFP maker to be awarded a Common Criteria Validation for device security and remains the only MFP maker to have ever been awarded a Common Criteria Validation of EAL, Level 4. Many of the data security features, including data encryption, data overwrite and end of life data removal (including address lists and user data) now come as standard features of any Sharp MFP product that includes a hard disk drive.

Sharp also received an innovation award from BLI for our integration of Fiery® **Command Workstation®** at the MFP panel. Utilizing a spacious 15.4"touch screen on our light production models, Sharp has chosen to offer more convenience while reducing costs for our customers. In the past a key operator would run a light production MFP and utilize a nearby PC running Command Workstation. This creates a lot of back and forth for the key operator to load paper, offload finished jobs and check on incoming print jobs. By giving key operators the convenience of running Command Workstation through the control panel, key operators are more productive. Competitive models require a costly FASCI Kit with an external keyboard which can cost as much as an additional $5,000.

Centralized Control and Automated Management
The MX-PE10 Fiery Server offers a centralized solution that features the award winning Command WorkStation®. Its interactive WYSIWYG interface enables operators to monitor, control and troubleshoot production from multiple desktops or locally at the Fiery Server directly from the Sharp Pro Series touch-screen.

MX-7000N shown with Fiery Command WorkStation fully integrated at the Sharp control panel.

Sharp Open Systems Architecture (OSA) allows a Sharp MFP to become an active part of a customer workflow by allowing interaction between the device and the customer software whether using the device to fax through a fax server, to store or retrieve documents from an electronic document management system, connect to job accounting/monitoring/reporting software,

In addition to the soft keyboard provided by the LCD operation screen, several years ago Sharp introduced an optional external keyboard that was attached to the MFP by an external bracket and USB connection. Shortly thereafter, Sharp integrated the standard QWERTY keyboard into the device so that the operator could slide it out from under the LCD screen, allowing for entry of email addresses, scanned file naming, indexing fields or any other entry that otherwise would require the use of the soft keyboard so that the operator has the same keyboard operation as if they were using their computer workstation when making entries at the MFP.

Due to the need to provide workgroup MFPs for customers that do not require the ability to either scan or print 11" wide documents, Sharp developed full-featured MFP A4 products that provided all of the features of the full-sized MFP products while offering those capabilities in a smaller footprint. These products print up to 8.5" wide rather than 11" wide. For some of Sharp's A4 models that are designated as Scan-Centric, additional features such as the ability to scan a stack of business cards using the document feeder or to scan both sides of an identification card in a single pass through the document feeder are available that are not found on A3 models.

Sharp MFPs now feature an advanced touch screen display that allows users to preview, edit and customize documents with the flick of a finger! This advanced touch screen display is fully customizable to meet the specific workflow needs of the individual workgroup to include their selections that are used most frequently. Context-based action panels provide clear, concise choices for each operation. Users can easily view and edit a preview image of their copy or scan job on the operation panel, compose a document, change page order on-screen, eliminate blank pages or rotate pages that may have scanned upside down. The touch screen background may even be changed to any image that the agency desires.
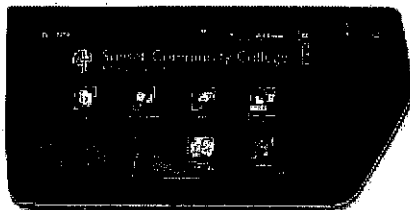
For a college campus office:
Set up a simple screen for walk-up teachers and administrators to retrieve courseware or initiate large print runs with ease

Change the Language:
Walk-up users can easily choose from 24 different display languages with just a few key strokes.

Sharp's exclusive triple air-feed paper handling option provides higher reliability for maximum uptime, as well as enhanced media support, and is virtually maintenance free. Sharp's exclusive triple air-feed technology offers superior reliability and extends media capability to a level typically found only on high production digital presses. Designed for production centers and high-volume workgroup needs, triple air-feed offers high reliability, superior paper feed and separation, double feed prevention that helps prevent jams and provides exceptional capability to feed many different media types (glossy, coated textured, thin, and others). Sharp triple air-feed system uses pneumatic sensors to control appropriate air feed for each media type so that it is virtually maintenance free – no rollers to clean or change and eliminates feed roller marks on media.

In late 2015, Sharp introduced 10 color MFP product models from 30 ppm to 60 ppm that are all built on the single-engine platform. This allows for all models in this series to utilize identical optional accessories, common operational supplies and maintenance service efficiencies when the local dealer is maintaining the equipment due to use of common parts. Operator training is more efficient since all of these products operate identically.

Being environmentally conscious, Sharp has many ways to reduce the amount of energy the MFP uses. One feature that is unique to our MFPs is eco learning mode. When active, the MFP will monitor the actual times and length of jobs that are being run to determine how quickly the MFP should go to sleep. This feature looks at a week at a time to continually asses the best sleep/wake cycle. Sharp's recently introduced MFPs include a motion sensor which detects approaching users and wakes the MFP from Sleep Mode, making it ready for immediate operation. This energy saving feature is also unique in the industry.

26) **Are all proposed MFPs, imager, and duplicators new and still in current production?**

All product models included and offered in response to this solicitation are new and are currently in production.

27) **Do any of your proposed products or solutions contain remanufactured parts?**

All proposed products offered in response to this solicitation are manufactured of 100% new components and do not contain any previously used or remanufactured components or parts.

Equipment/Solutions Features

28) Do your proposed solutions have any advanced energy saving features? Describe.

All Sharp MFPs offer a variety of energy saving features.

A **motion sensor** on select models automatically turns on the MFP from sleep mode as it detects an end user approaching. The MFP wakes up from Sleep Mode, making the MFP ready for operation.

Sharp MFPs have a **variable timer for sleep and low power modes**. A timer can be set to automatically turn the MFP off at night and back on in the morning further reducing power consumption.

Additionally, when an MFP comes out of a low power mode and goes into scanning, it doesn't turn on the fuser. This Eco Scan function saves energy by keeping the fusing system shut down during jobs that don't require the use of the fusing system, such as Image Sending and Document Filing.

All our systems utilize fast warm up technology and **low power halogen lamps**.

The machine's power consumption can also be reduced by the **Eco Mode** setting. Although each function setting can be changed separately, the machine has the "Normal Mode" and "Eco Mode" to allow simultaneous changing of settings. Normal Mode allows easy machine operation with reduced power consumption and Eco Mode minimizes the machine's power consumption.

29) Describe any unique user-accessibility features that your equipment offers.

All Sharp MFPs support section 508 compliance with a variety of technology.

- Sharp has a low cost braille overlay solution for all MFPs with 10.1" screens or larger
- Paper drawers are designed to require very little force to open and close and are ergonomically designed with have the ability to be opened from above or below the handle, thus making it easier for wheelchair users.
- Tilting display panel provides greater user accessibility
- Operator panels are angle-adjustable and prints exit to an easily accessible exit tray
- MFP may be operated using a separate large sized monitor, whether touch-screen or not using the capabilities of Sharp Remote Front Panel to allow individuals with impaired sight to view and select features of the operator panel

30) Describe any advanced finishing features that your MFPs, imagers, or duplicators offer.

Most of the Sharp MFPs include standard finishing features such as stacking, stapling and saddle stitched output. However, there are several Sharp models which feature the latest in options for advanced finishing.

One of these features is an **Inner Finisher** which is a smaller sized staple finisher that is built into the copier. In addition, Sharp's Inner Finisher, unlike competitive models, has the ability to hole punch the document.

Several of Sharp's High Speed and Light Production Document Systems offers end users some of the industry's most advanced technological features. These "advanced" finishing features provides output documents with a professional look. Listed below are some of these features:

- **Robust Paper Handling** – for busy high volume environments the 13,500 sheet paper capacity tray supports media types up to 110 lb. cover (300 gsm). The new paper feed option uses air-feed technology which maximizes reliability and minimizes down time.

- **Two Tray** Inserter – enables you to inset covers and pre-printed documents into the job for producing professional booklets and other complex documents.

- **Sheet Stacking Finishing** – choose from a 50-sheet stapling capacity, or a 100-sheet saddle stitch finisher with stapling capacity that can produce up to 80-page booklets.

- **Trimmer Unit** – provides a professional finished edge which cuts the folded open edge of the documents with a smooth, straight finished look.

- **Multi Folding** – this option provides a variety of folds, including Z-fold, C-fold, Accordion-fold, Double-fold and Half-fold.

- **Stapleless Stapling** - Select optional finisher products offer the ability to fasten up to five sheets of paper without using a staple. This is accomplished by crimping the paper together which fastens the pages without using a staple.

Two other unique features are the **GBC® Smart Punch Pro™** in-line punching system and **Plockmatic Production Booklet Maker System** which provides great style and versatility to bound documents. Here is a brief description of each:

GBC® Smart Punch Pro™

Providing professionally bound finished documents to your customer is now easier than ever with the GBC SmartPunch Pro in-line punching system. This new model offers a rugged design with high performance components meant for tackling long job runs. With up to seven common punching styles, the GBC SmartPunch Pro system can produce ready-to-bind documents at speeds up to 90, 105 and 120 ppm when connected to an MX-M904, MX-M1054 or MX-M1204 Series Document System. New heavy duty die sets can handle longer job runs and last up to 4 million punch cycles.

Create Professionally Bound Documents In-House

The GBC SmartPunch Pro system gives you the flexibility to prepare ready-to-bind documents right from the MX operation panel or print driver screen. Enhance productivity and reduce costs by combining printing, collating and punching into one convenient step. Need to make on-the fly changes to presentations, reports, proposals or other projects? With the GBC SmartPunch Pro connected, it's as easy as 1-2-3. Additionally, with finishing features that include Professional Folding and Post-Sheet Insertion, as well as punching capacity for up to 80 lb. cover, GBC SmartPunch Pro can quickly produce a variety of ready-to-bind professional documents.

Maximize Productivity

With the seamless integration provided by the GBC SmartPunch Pro, you can keep pace with all of your production needs. The GBC SmartPunch Pro also reduces production time by eliminating the need for off-line manual punching, which typically slows down your overall productivity. With the GBC SmartPunch Pro, you can gain more control of your production projects and realize cost savings for the jobs that no longer need to be outsourced.

An Integrated Punch System That is Easy-to-Use

The GBC SmartPunch Pro is designed for both casual users and production professionals. The fully integrated system combined with Sharp's large touch-screen display makes it easy for walk-up users to set up complex ready-to-bind jobs with limited training. With Sharp's intuitive print driver interface, users can also initiate ready-to-bind print jobs right from their computer desktop. Interchangeable tool-less die sets make it simple to switch binding styles.

Professional Quality Booklet Making

The Plockmatic Production Booklet Maker system is a flexible finishing solution designed for copy rooms, high volume CRDs, commercial print environments and more. This Advanced Finishing System can output documents at the MFP engine speed and can saddle-stitch staple up to 30 sheets, which creates booklets of up to 120 pages. The Plockmatic Booklet Maker System can also handle a wide variety of media types and weights. Additional features such as face trimming and square folding add the final touch. And with Plockmatic's modular design, businesses can choose the finishing options they need based on their applications.

- Production Booklet Maker (Base Unit) – Creates up to 120 page saddle-stitch booklets.
- Face Trimmer Module – Trims the open edge of the booklet creating a clean straight edge that looks and feels professional.
- Square Fold Module – Provides a square folded edge and printable spine that gives the appearance of a perfectly bound book.
- Cover Feeder – Enables users to add separate pre-printed or colored covers.

31) Describe your unique advantages surrounding toner or ink cartridge replacement and usage.

Select Sharp MFPs offer a unique feature called **toner lock**. This feature locks a toner cartridge in place until it is completely empty. Once the toner cartridge is empty the MFP notifies the end user and automatically ejects the correct toner cartridge. No more will an end user guess which toner cartridge is empty or will they throw away a toner cartridge that has plenty of toner in it.

Another unique feature for all Sharp MFPs is a toner estimation tool in our fleet monitoring utility, MICAS. With the aid of MICAS a servicing dealer can estimate exactly when a toner cartridge will need to be replaced. This

allows the servicing dealer to send out toner cartridges when they are needed, reducing the wasted space of a toner closet in each location.

32) Do your MFPs, imagers, or duplicators have an integrated keyboard?

An "integrated keyboard" is a standard feature on many Sharp MFPs. The built-in keyboard is easily accessible and depending on the model, either pulls out from behind the control panel, or swings from the main panel of the unit, thus eliminating the need for finding space for a third-party keyboard. The retractable design does not take up additional space; allows for quick, easy and accurate data entry; in addition to text entry includes all functions of a regular keyboard; and it also simplifies e-mail address and subject line entries as well as repetitive scanning tasks and user authentication.

33) Can your MFPs, imagers, or duplicators connect to multiple devices in order to increase effective print speeds?

Most Sharp MFPs can be connected in tandem through a network to double output speed and reduce printing time. For example, an office could purchase two 50 ppm color MFPs and by connecting them together through the agency network, a job may be processed at the same time by both machines realizing an output speed of 100 pages per minute. This powerful feature comes standard on most Sharp MFP models. Tandem print or copy is available for any two equipment product models within the same product family.

34) Describe the user support/help features that your MFPs, imagers, or duplicators provide at the control panel.

Most Sharp MFPs come standard with an **integrated help menu**. The help menu covers a wide range of topics from loading paper and toner to using the many features of the device. As well, the MFP User Manual can be accessed through the control panel.

Sharp also offers provides NJPA members a customized web-based help site, **MySharp**. This site offers a wide range of "how to" demonstrations for mastering the features found on Sharp MFPs. Available 24/7, this website provides instant support with step by step instructions that walk a user through a specific function. MySharp at the MFP is customized to the specific features of the MFP. This handy support tool can also be accessed through a web browser and utilized as a training tool.

35) Describe the output features and advantages of your MFPs, imagers, or duplicators.

Sharp MFP equipment products proposed offer output features that will complement the needs of most office and workgroup environments, they include:

- Selection of the output location, which may include a center exit tray, internal finisher, right side exit tray or external (side) finisher
- Finishing options may also include booklet making
- Optional finisher that provides stapleless fastening up to five pages
- Multiple hole-punch dies when equipped with a GBC punch unit
- Selection of whether the print output is single-sided or double-sided
- Selection to print face down rather than face up
- Selection of collating without staple or with staple and the ability to offset stack collated sets
- Ability to image onto varied paper weights and types
- Output speeds from 20 ppm to 120 ppm to support the workflow needs of the ordering agency
- User selectable resolution up to 1200 x 1200 dpi
- Tandem Print and Copy extends the power of the MFP and allows 2 MFPs to be connected across an agency network, split a job and finish the job more quickly
- Selection to copy both sides of an ID card to the same side of a single piece of paper
- Easily select scan to output to document storage, email, network folder or USB drive rather than to print
- Easily output stored documents that are retrieved from document storage, network folder or USB drive

- Selection for cover insertion, chapter sheet insertion or pre-printed sheet insertion
- Selection for addition of watermarks or page stamping
- Selection of image overlay
- Selection of image repeat
- Selection of negative or positive output

Many additional output capabilities may be added to enhance those resident to the equipment product models proposed when adding software applications provided by third parties through Sharp OSA.

36) **Describe the control panels' features and advantages.**

Many Sharp MFPs now feature an advanced touch screen display in sizes from 7.1" to 15.4" that allow users to preview, edit and customize documents with the flick of a finger! This advanced touch screen display is fully customizable to meet the specific workflow needs of the individual workgroup to include their selections that are used most frequently. Context-based action panels provide clear, concise choices for each operation. Users can easily preview and edit an image of their copy or scan job on the operation panel, compose a document, change page order on-screen, eliminate blank pages or rotate pages that may have scanned upside down. The touch screen background may even be changed to any image that the agency desires. Commonly needed features may be moved to the home screen at any time by the operator just as they would do with a tablet computer product.

Small desktop and basic models may include less customizable control panels but all Sharp control panels are intuitive and provide easy access to product features.

37) **Describe the scanning features and advantages of your proposed solutions.**

Sharp MFPs come standard with various scanning features, including scan to email, scan to the HDD (of the MFP), scan to a USB drive, and scan to a folder. In addition, an end user can scan to Microsoft Sharepoint and have advanced Outlook integration by utilizing Sharp's OSA platform to extend and enhance the capabilities of the MFP. The Outlook integration allows the MFP to send an email from an authorized user's account and keeps a copy of the email in the sent folder.

38) **Describe in detail any unique advantages related to the security benefits that your products or solutions offer.**

Sharp remains the highest rated company in validated MFP products and is regarded as one of the industry's greatest security innovators. Businesses and government agencies worldwide have come to depend on this level of assurance, which Sharp pioneered and for which it continues to set the benchmark.

Standard MFP security coupled with optional DSK security protects and controls the major MFP systems and subsystems (print, copy, scan, fax jobs, network settings, memory components, and local user interface). The Sharp **data encryption** method uses the 256-bit Advanced Encryption Standard (AES) algorithm on all data before it is written to RAM and the hard disk drive. It also provides overwriting routines (up to **10-times overwrite**) to ensure that all information is virtually irretrievable by unauthorized users. In addition, an **End-Of-Lease feature** ensures that all data is overwritten before returning, or relinquishing control of the MFP. After erasing is completed, the MFP will be rebooted automatically and a completion report can be printed.

For select MFPs, **ID card authentication** is supported to provide a greater convenience for user authentication. "secure mode" is supported for ID card authentication minimizing a risk of passwords being compromised.

Single-Sign-On (SSO) capability to network and cloud resources enables IT administrators to satisfy productivity while maintaining security. IT administrators can provide secure Kerberos toner-based SSO to network and home folders, as well as exchange servers. In addition, access security such as scan only to home folder, or logged in users' email address can be applied. Further, when Google Drive™ and Gmail™ are used, OAuth token is used to establish SSO. Sharp provides IT administrators greater flexibility and options to provide convenience to users without compromising organizations data and information security.

Sharp MFPs offer **email security** through various options such as TSL protocol for SMTP, limiting users to send only to their email address or within domains.

Sharp's granular audit trail and job log features provide **comprehensive auditing of all user and device activity.** In addition, the IT team can monitor and review logs such as when/what setting changes were made, or which IP addresses have accessed the device. Such logs can be exported for further analysis or archiving.

Serverless print release adds more convenience with security by enabling users to designating a MFP to be a print server and have the job released on another supported machine that is on the same network. Users can simply walk up to the most convenient printer and securely release their print jobs.

Sharp Security Suite Brochure
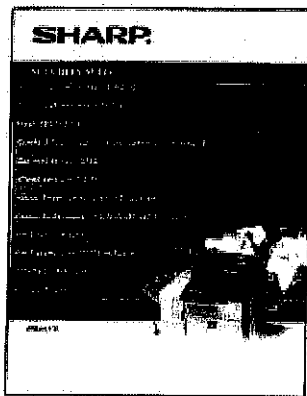
39) Describe the color printing features and advantages of your proposed equipment.

Sharp color MFP equipment products provide color printing in a single pass method that transfers color using the CMYK color mixing and image transfer method. This method provides color printing using a very short paper path that minimizes paper misfeeds to increase productivity. The short paper path is maintained even when printing on both sides.

Many of Sharp's color MFPs come standard with Pantone Color Matching. This feature is something that is rarely seen on an MFP without the use of third party print controllers. By utilizing the Pantone Color Matching system a Sharp MFP will accurately match Pantone colors the first time and every time they print. Best of all, this feature is standard which means it comes at no extra cost to the ordering agency.

All Sharp MFPs also include a belt fusing section that allows for lower heat fusing, a uniform smooth surface and no roller marks on the finished print.

Next generation micro-fine toner technology utilizes much smaller toner particles than conventional toner, which offers better fill and ensures optimum image density, color balance and edge definition. Together with 1200 x 1200 dpi output, customer prints are delivered with exceptional quality.

The developer auto-refresh process mixes a small amount of carrier with toner. As toner gets replenished into the developing unit, so does some carrier. This process extends the developer life between maintenance cycles, resulting in less downtime.

Enhanced image-process control monitors each of the primary colors (cyan/magenta/yellow/black) and automatically makes adjustments between pages. This process ensures high-quality color output page-after-page without sacrificing performance.

40) Describe the paper feed features of your solutions.

All MFPs come with a standard paper tray and a bypass tray that can handle specialty paper (i.e., labels, glossy). Sharp MFPs can handle a wide variety of paper requirements, whether your paper needs are minimal and are limited to letter size paper or they are diverse ranging to 13 x 19 with heavier stock. Most Sharp MFPs have flexible paper capacities ranging up to 13,500 sheets of paper. These higher capacity systems offer Sharp's unique triple air feed paper system which allows the MFP to run heavier paper stock with maximum reliability. In addition, printing on tabs via the bypass tray can be accomplished on select models.

41) Describe the booklet color printing features of your solutions.

Many of Sharp's MFPs may be configured with optional booklet finishers. The booklet finishers have the capability to produce booklets ranging from 15 sheets of paper to up to 30 sheets of paper on our high speed models. Additionally, on select Sharp MFPs there is an industry first feature, edge-to-edge printing. Edge-to-edge printing enables operators to output high quality, full-bleed booklets in-line, helping to reduce outsourcing costs as well as production times.

Sharp's exclusive solution uses 11x17 paper and automatically trims only one edge of the paper, producing a lower cost full bleed booklet. Other manufacturers accomplish this by printing on larger (12 x 18) paper which costs more then ledger paper and by using an expensive finisher that trims 3 sides of the finished booklet (slows print

times). Not only does this type of paper trimming unit cost more, it also slows down the productivity of the device. In 2015 BLI recognized Sharp recognized with an innovation award for this feature.

42) Describe your hole punch options.

Sharp MFPs offer a wide variety of hole punching to suit the needs of most environments. Most Sharp MFPs have an option to add hole punching to a finisher. Sharp offers the standard 2 and 3 hole punch systems across our finishers. Additionally on our light production/high speed MFPs we partner with the General Binding Corporation to offer their SmartPunch Pro system. This flexible system offers a variety of punch types ranging from a 3 hole punch to a 44 hole punch similar to what is seen binding professional presentation together.

Software

43) Do your MFPs, imagers, or duplicators scan documents to Microsoft® Office® file formats?

Currently Sharp offers the ability to scan directly to Microsoft Office file formats such as Word, Excel and PowerPoint on our latest Color Advanced Series. This convenient OCR capability is standard on a number of Sharp MFPs. OCR can be accomplished through a server based OSA application or by using SharpDesk, a Windows desktop application.

44) Do your MFPs, imagers, or duplicators have the capability to connect directly to email accounts?

All Sharp MFPs offer the ability to connect to email accounts. Utilizing Sharp's OSA application, E-mail Connector, any Sharp MFP can access features associated with Microsoft Outlook such as a global address book, personal address book and sent email is signed by the user with a copy of the email in the users sent folder. Please note that the end user must log in to the MFP to achieve these features.

Sharp's latest MFPs, the Color Advanced Series offer this integration standard without requiring the OSA E-mail Connector application. Additionally the Color Advanced Series MFPs also integrates directly with Google Gmail.

45) Do your MFPs, imagers, or duplicators have the capability to connect directly to public cloud services such as Google Drive™, OneDrive® for Business, and SharePoint®?

Sharp's latest MFPs, the Color Advanced Series, offer direct integration with Google Drive™, OneDrive for Business® and SharePoint®.

46) Describe any desktop utility that provides users with real-time information on each MFP.

Sharp Remote Device Manager (SRDM) – facilitates centralized management of Sharp MFPs and printers as well as 3rd party SNMP-compliant printers and MFPs. Sharp's SRDM is the ideal tool for both IT Administrators and Service Providers to properly manage and monitor their MFP fleets. SRDM allows IT administrators to expedite troubleshooting and centrally manage an organization's MFPs and printers from the SRDM web console. SRDM obtains valuable information's such as paper tray details, toner levels, copy/print/fax output counts and scan/fax counts. In addition, SRDM provides greater control in network security and energy consumption to help ensure corporate resources are protected. Sharp Remote Device Manager is provided at no additional cost to the agency when ordering a Sharp MFP.

Sharp Remote Front Panel – is a powerful tool that enables users and support staff to remotely view the MFP's operation panel and control its features and functions from anywhere via a network. IT managers can see the same exact screen that the end user is viewing, allowing them to quickly understand issues and take the appropriate actions to solve them. Since IT managers can control the device remotely, this capability helps eliminate a trip to the device, thereby reducing users' wait time. Sharp Remote Front Panel is provided at no additional cost to the agency when ordering a Sharp MFP product.

Sharp MFP Home Page – makes it easy for users and IT managers to administer the MFP through a standard web browser. Once authenticated, users can change their profiles and document filing folder settings, as well as maintain their one-touch address keys to quickly distribute scanned documents. IT managers can log in from anywhere in the network and access the device's status, system, security and network settings, as well as maintain user accounts, specify diagnostic email alerts, clone settings and more. Administrator access can be protected via a complex password. Sharp MFP Home Page is provided at no additional cost to the agency when ordering a Sharp MFP product.

Sharp Remote Email Diagnostics (R.E.D.) – Putting timely and relevant information into the hands of key operators, IT managers and Sharp-authorized service providers is a breeze with Sharp Remote E-Mail Diagnostics. IT managers

can easily configure event-driven or scheduled alerts such as low consumable levels, maintenance reminders or click counts, and specify the list of recipients for each. This helps bring attention when it is needed, increasing device availability while reducing costs. Sharp Remote Email Diagnostics is provided at no additional cost to the agency when ordering a Sharp MFP product.

Sharp Printer Status Monitor — was designed to monitor network devices on a daily basis, so a user can be more productive. With this user-friendly application from Sharp, you remotely look into the printer and specific print job directly from your desktop. This versatile application puts you in control of your print jobs and empowers you with information about your printer before you send the job. Sharp Printer Status Monitor takes the mystery out of printing, telling you if your printer is available and ready for your job. And when finished, it notifies you. It's just another way Sharp makes owning our MFPs a rewarding experience. Sharp Printer Status Monitor is provided at no additional cost to the agency when ordering a Sharp MFP product.

47) **List any third-party software that works with and integrates with your systems that would be a benefit for our member agencies.**

Sharp offers a variety of third party software through our OSA platform. With OSA a Sharp MFP can connect to almost any software platform to enhance the functionality of the MFP.

Below is a snapshot of current validated third party software that works with and can be integrated with Sharp MFPs.

Validated Sharp OSA Integration Module		Validated Sharp Compatible Product
Company: "Select"	Category: "Select"	Search
Vertical: "Select"	"Select"	
Type: Select	"Select"	

Archive Studio v1	Argos (re)flow v1	Artex Underrel Version 6.0
Azure Max 1.0	CelerDesk Desktop v3.1	Cosaller v4.0
devPlace SMFP Client v1	Docu Brand v1	DocuPeak Capture Inc 5.1.6
BeauWare	BeauWare 5.1x	DocuWare 5.1x
Drivve Image v.4	Drivve Image v4.2	Drivve Print v2.1
Email Connector	EQUOD/SBU Vending Systems v.127	FasCert 2017
Hizit Control Center v.1	Leforator Leforelled	GoldFax v6.1x
it PDQL v4.0	it Control v1	Mfit v1
MetaMer Connector	HrPod™ Touch	PaperCutNG v14.2
Presstige for Windows 3.39	pdPrint Client I v4.0	pcPrint
pcSelect Zeron	Planus MFP v1	Print It Connector
Print Audit 6 Embedded	Print Audit 6 Embedded	Print Audit Secure
RiOPdes™	KeSuite XMP	SaleQ™ version 3.1.2
SmartSearch Office Workflow	SmaXX MFP 5, Version 1.0	TSN FullJobs Label Feeder
Universal Connect	Universal Extract	WebCRD™
WindsorFX		

This list of validated OSA integrated software is continuously updated. Please reference the following for product updates: http://siica.sharpusa.com/Document-Systems/Sharp-OSA

The more popular third-party software products include: for cost accounting; Equitrac, PaperCut and PCounter provide server based user management and billing. Drivve and DocuWare are two of our more popular workflow solutions. Sharp also partners with GoldFax for easy integration into server based fax solutions.

48) **Please describe the capability of your MFPs, imagers, or duplicators to communicate with customers' existing document-management programs or software.**
Utilizing Sharp's OSA development platform a Sharp MFP may be connected to almost any modern document management system. Select Sharp MFPs also have the ability to connect directly to online storage systems such as Google Drive, Microsoft OneDrive for Business and Sharepoint.

Environment

49) **Please describe any green or environmental programs of your company as it relates to your proposed solutions.**

Sharp's Corporate Environment Philosophy

Sharp is deeply committed to our corporate sustainability plan and promotes an overall company strategy for protecting the global environment. Critical policies, strategies, and measures relating to environmental sustainability management are implemented across the entire Sharp Corporation. Specifically, Sharp Corporation's Environmental Department in charge of Environmental Affairs serves as the chair of the semiannual General Global Environmental Conferences, where general managers responsible for environmental affairs from each division and overseas base become thoroughly familiar with Sharp Corporation's environmental policies and discuss environmental policies, objectives, and measures for each division.

Sharp also holds Company-Wide GP (Green Product) and GF (Green Factory) Conferences in Japan and regional environmental conferences to ensure that Sharp Corporation's environmental policies are thoroughly disseminated and to discuss environmental policies and measures for each department and site. Sharp also works closely with members of environmental departments at each site in Japan and worldwide through various committees, project activities, and Eco Best Practice Forums, while promoting various environmental initiatives across the entire Sharp Group.

Sharp is taking active measures to curb greenhouse gas emissions resulting from its business activities by reducing CO_2 emissions through the introduction of cogeneration systems and energy-efficient equipment, the installation of solar power generation systems, and the meticulous implementation of energy-saving activities at plants and offices. At the same time, Sharp is also reducing emissions of greenhouse gases such as PFCs (perfluorocarbons) by installing abatement systems and adopting replacement gases with lower global warming potential.

As a result of strengthening efforts involving all equipment and systems - ranging from production lines to utility systems for supplying electricity, gas, and water - Sharp Corporation's Greenhouse Gas Emissions in fiscal 2014 decreased by 0.3% compared to the previous fiscal year. In addition to implementing energy-saving measures, Sharp will continue its efforts to curb Greenhouse Gas Emissions by studying the adoption of gases with lower impact on global warming as replacements for PFCs, which have a higher impact on global warming.

Responsible Approach to Product Design

Sharp's Environmental Initiatives and dedication to developing energy efficient document systems set a high standard in the industry. Most Sharp MFDs utilize Sharp's advanced micro-fine toner technology, which offers a lower consumption rate and produces less waste than conventional toners, resulting in longer replacement intervals. Long-life consumable parts help minimize service intervals and down time, resulting in lower operating costs and all Sharp MFD supplies are packaged using fully recyclable materials. With two different energy saving modes, power can be reduced or shut off at set intervals. Additionally, all Sharp document systems are ENERGY STAR® certified and RoHS compliant to restrict the use of hazardous substances.

Environmental Stewardship

Electronic Manufacturers Recycling Management Company (MRM)

MRM is a recycling company created as a joint venture of Sharp, Panasonic, and Toshiba. It provides national voluntary takeback services for those three companies, as well as for Vizio and Mitsubishi. MRM also works with other manufacturers in states which have takeback laws, to help these companies meet their obligations.

MRM's vendor requirements show a strong policy of responsible recycling, including rules that do not allow the export of e-waste (whole units) to developing countries. MRM uses only environmentally responsible recyclers who comply with all applicable laws. All MRM recyclers are Third-Party Certified by either e-Stewards or R2. MRM contracts with recyclers require adequate record keeping, tracking and reporting the markets for recycled material and ultimate disposition of the key recycled materials, performance audits and inspections, provisions for safe reuse or refurbishment, and significant insurance requirements.

The MRM program has expanded nationwide to offer recycling opportunities at approximately 1,800 collection points. To date, MRM has recycled over 675,533,054 pounds of e-waste since it was founded in late 2007.

<u>End-of-Life Product Recycling</u>

As part of Sharp's Super Green Strategy, Sharp provides our customers a recycling option for Sharp MFDs which have reached their end of life.

All Sharp MFDs, with authorizing documentation, can be shipped to one of three regional Sharp recycling centers. Sharp will be responsible for all disposition and Zero-Waste-to-Landfill recycling costs associated with the disposition of Sharp equipment.

50) **Do you have a method of ensuring that toner or ink cartridges are fully depleted before being replaced?**

Sharp's latest MFPs, the Color Advanced and Essentials Series comprise of 10 models. These 10 models offer a unique feature to ensure the toner is depleted in the cartridge prior to being replaced called Toner Lock. The Toner Lock feature locks each toner cartridge in place until it is completely empty. This not only ensures the toner has been thoroughly depleted but it also makes changing toner cartridges a snap. The toner that is empty will be pushed slightly out of the MFP making it easy to identify the cartridge to replace. Additionally Sharp offers a toner estimation tool through MICAS. This feature takes the customers actual usage of toner and notifies the dealer when to ship a new toner cartridge. This powerful feature can help ensure customers never run out of toner again.

51) **Describe your toner or ink recycling program?**

Toner/Ink Recycling Program

As part of our commitment to helping preserve the environment, Sharp offers NJPA Members a free, zero waste land fill recycling for all Sharp consumables, including cartridges, bottles, toner collection containers and drum units. Sharp encourages customers to recycle their used Sharp toner cartridges in bulk, to reduce our carbon footprint, by providing all collection and shipping materials with a pre-paid recycling kit for their return to our recycling facility. A low volume recycling option is also offered at no cost to customers. Visit www.sharpusa.com/recycle for more information.

MFP and Related Equipment

52) Please organize your offerings with proposed pricing of base units and related accessories relating to the following bands or segments of equipment in terms of pages per minute (PPM) when applicable. Feel free to customized and identify the PPM ranges to be applicable to your proposed solution or equipment.

Information regarding proposed MFP models and speed bands is included in our price catalog.

Black and White	Color
20-25	20-24
26-30	25-29
31-35	30-34
36-45	35-39
46-55	40-49
56-64	50-59
65-74	60-69
75-94	70-79
95-104	80-89
105-119	90 plus
120 plus	

53) When submitting solutions relating to the scope of this RFP, clearly identify the solution, equipment, and products and describe the use, application, and value to our member agencies.

Sharp's proposal includes solutions which are provided at no cost and are standard and incorporated into our MFPs.

SharpDesk

Sharpdesk software is an easy-to-use desktop-based, personal document management application that lets users browse, edit, search, compose, process and forward scanned and native electronic documents. It enables the creation and distribution of proposals, reports and more with the ease of drag and drop operation. Simply drag and drop your files onto Sharpdesk software's work area and you'll be able to browse through them in a single window. Each file type can be displayed as a thumbnail for quick visual location and identification of a document. Over 200 types of files, such as Excel, Word, PowerPoint, TIFF, JPEG and BMP, are supported.

Email Connector

The E-Mail Connector on the Sharp OSA-enabled MFP provides authenticated users with access to all the features normally associated with Microsoft® Outlook®, such as global address book, personal address book and email body. Sent email is signed by the logged-in user and scanned emails appear in the sender's "sent messages" folder.

Key Features Include:
- Access to your personal Outlook address book from Sharp MFP touch screen
- Store sent emails to your "Sent Item" folders
- Seamless integration between Exchange server and Sharp MFPs
- Convenient central management for IT department

Sharp MX-SW100

The MX-SW100 software is an ideal tool for NJPA Members seeking to balance the often-conflicting demands for increased security, user convenience and cost reduction. MX-SW100 print release software is a low-cost and user-friendly solution.

Key Features Include:
On-demand print release to secure confidential information
Print release from any connected and supported Sharp MFD
ID card swipe to facilitate authentication process
Flexible print setting and finishing option on the MFD touch screen

In addition, our Sharp authorized dealers and SBS locations may propose workgroup or enterprise solutions which are more robust and are customized to meet the specific document management requirements of the NJPA member.

54) Identify, describe, and submit any other scope-related equipment and accessories along with proposed pricing

Sharp is submitting our full MFP product line, as well as our current line of display monitors and AQUOS BOARD® interactive display systems. These products enhance the workflow and capabilities for government and educational customers.

PROPOSER QUESTIONNAIRE
Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: ___ *Sharp Electronics Corporation* ___

Questionnaire completed by: ___ *Erica Calise* ___

Signature: _____ Date: ___ *August 26, 2016* ___