

Kyocera Document Solutions America, Inc

DIR-CPO-4428

Appendix C Pricing Index

VOLUME BANDS	Pages Per Minute	Monthly Volume
M1 - MonoChrome/Black & White	1-30	2,500
M2 - MonoChrome/Black & White	31-49	20,000
M3 - MonoChrome/Black & White	50-68	35,000
M4 - MonoChrome/Black & White	69-89	50,000
M5 - MonoChrome/Black & White	90+	100,000
C1 - Color	1-30	20,000
C2 - Color	31-50	75,000
C3 - Color	51+	100,000

Category	Devices Classifications	DIR Customer Discount % from KYOCERA MSRP
Non MFD Devices	LASER PRINTER A4 B&W 35-45PPM	65.75 %
Non MFD Devices	LASER PRINTER A4 B&W 46-65 PPM - ECOSYS P3045dn	67.99 %
Non MFD Devices	LASER PRINTER A4 B&W 46-65 PPM	62.83 %
Non MFD Devices	LASER PRINTERS A4 COLOR 25-45PPM	52.90 %
Non MFD Devices	LASER PRINTERS A3 COLOR 45+ PPM	52.33 %
Non MFD Related Services	Annual Maintenance for Kyocera LASER PRINTERS	4.50%
Non MFD Accessories	Printer A4 Paper Handling Accessories(Paper drawers,Paper feeders, Finishers, Punch Units etc)	41.44%
Non MFD Accessories COLOR 45+	Printer A3 Paper Handling Accessories(Paper drawers,Paper feeders, Finishers, Punch Units, Fax Boards etc)	54.00%
Non MFD Accessories	Printer A4 Connectivity Accessories(Fax Boards, Memory,Wireless Card,Hard Drive Encryption, keyboards)	40.00%
Non MFD Accessories	Printer's Stands-Cabinets-Surge Protectors	28%
Non MFD, MFD's Supplies	KYOCERA OEM SUPPLIES	12%
Multifunction Device A3 (MFD) M 1	A3 Multi-Fuction Devices B&W 1-30 PPM	65.09 %
Multifunction Device A3 (MFD) M 2	A3 Multi-Fuction Devices B&W 31-49 PPM	72.01 %
Multifunction Device A3 (MFD) M 3	A3 Multi-Fuction Devices B&W 50-68 PPM	72.00 %
Multifunction Device A3 (MFD) M 4	A3 Multi-Fuction Devices B&W 69-89 PPM	71.40 %
Multifunction Device A3 (MFD) M 5	A3 Multi-Fuction Devices B&W 90+ PPM	71.40 %

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Color Multifunction Device A3 (MFD) C 1	A3 Multi-Fuction Devices Color 1-30 PPM	71.60 %
Color Multifunction Device A3 (MFD) C 2	A3 Multi-Fuction Devices Color 31-50 PPM	72.00%
Color Multifunction Device A3 (MFD) C 3	A3 Multi-Fuction Devices Color 51+ PPM	74.00 %
A3 Multi Function Devices Accessories	A3 MFD's Paper Handling Accessories (Paper Drawers,Paper Feeders, Finishers, Punch Units, Fax Boards etc)	54.00%
A3 Multi Function Devices Accessories	A3 Connectivity Accessories (Memory,Wireless Card,Hard Drive Encryption, keyboards)	40.00%
A3 Multi Function Devices Accessories	A3 MFD and Printer's Stands-Cabinets-Surge Protectors	28.00%
A3 Multi Function Devices Accessories	EFI FIERY Controller Software For A3 Color	5%
Multifunction Device A4 Desk Top (MFD) M 2	A4 Multi-Fuction Devices B&W 31-49 PPM	51.64%
Multifunction Device A4 Non Desk top (MFD) M 2	A4 Multi-Fuction Devices B&W 31-49 PPM	64.63%
Multifunction Device A4 (MFD) M 3	A4 Multi-Fuction Devices B&W 50-68 PPM	64.63%
Color Multifunction Device A4 (MFD) C 1	A4 Multi-Fuction Devices COLOR 1-30 PPM	66.33%
Color Multifunction Device A4 (MFD) C 2	A4 Multi-Fuction Devices COLOR 31-50 PPM	66.33%
Color Multifunction Device A4 (MFD) C 3	A4 Multi-Fuction Devices COLOR 51+ PPM	66.33%
A4 Multi Function Devices Accessories	A4 MFD Paper Handling Accessories(Paper drawers,Paper feeders, Finishers, Punch Units, Fax Boards etc)	40.10%
A4 Multi Function Devices Accessories	A4 MFD Connectivity Accessories(Memory,Wireless Card,Hard Drive Encryption, keyboards)	40.00%
A4 Multi Function Devices Accessories	A4 MFD and Printer's Stands-Cabinets-Surge Protectors	28.00%
Service & Supplies Pricing For MFD's and Non MFD's	Monthly Maintenance Including all Service & Supplies	4.50%
SOFTWARE	Kyocera Software	5.00%
Third Party	ELATIC (Not Sold as a stand-alone items.)	5.00%