

AEPA IFB #017-B Digital Multi-function Devices/Copiers, Printers and Related Services Form F – Deviations

Name of Bidder: Konica Minolta Business Solutions U.S.A., Inc.

Instructions:

1. If “no” is marked with an “X” below, complete this form by signing it at the bottom.
2. If “yes” is marked with an “X” below, insert answers into the form shown below, providing narrative explanations of deviations. *(To insert more rows, hit the tab key from the last field in the last row and column.)*
3. If adding pages, the bidder’s name and identifying information as to which item the response refers must appear on each page.
4. Scan this form plus any attachments into a single PDF document.
5. Title the file as per the instructions and upload your PDF document to Public Purchase with the Bidder’s proposal.
6. Deviations to local, state or federal laws cannot be accepted under this bid.

	No , this bidder does not have deviations (exceptions or alternates) to the specifications listed in Part B of this IFB.
X	Yes , this bidder has the following deviations to the specifications listed in Part B of this IFB.

Outline Number Part B	Specification (describe)	Details of Deviation
6.8	Vendor Partners must provide a product or mix of products in a manner that will allow Buyers to migrate to emerging technologies/services and between legacy technologies with no penalty charge associated with maintaining the most appropriate selections of goods and services throughout the life of the contract.	Konica Minolta agrees to this clause as long as the migration to new technology does not impact any existing leases until they have met their full term. If a customer chooses to upgrade a lease early in order to upgrade to the latest technology, it will result in cancellation fees equal to the remaining stream of unpaid payments plus any open, unpaid items currently due or become due plus the cost of returning the product to a location and in a manner designated by Konica Minolta.
7.1.5	Bid price shall include all equipment cost, delivery, installation, removal, emergency and scheduled preventative maintenance repairs, all parts, all supplies (except paper and staples) and proper training to key personnel. All equipment shall equal or exceed, in all respects, the requested specifications provided in the schedule. Pricing shall not include taxes. Contractor shall make clear that any taxes not initially identified, that might occur in the future, are the responsibility of the Contractor.	Konica Minolta has included delivery and installation on all Konica Minolta brand equipment. On 3rd party products delivery and installation will be a separate charge. This is due to the size, weight, SOW customizations and complexity of these specialty products. Delivery and installation charges for these products will be mutually agreed to between Konica Minolta and customer and reflected on orders.
7.2.1	After being notified by the buyer, arrival of a repair technician shall not exceed four (4) working hours. Working hours are defined by the buyer, and will be supplied to the contractor upon request. Machines shall be kept in good working order so that work delays and copy problems will be minimized. In the event that a copier exhibits continuing	Konica Minolta offers our Customer One Guarantee.

	breakdowns or poor copy quality for one (1) month or five (5) emergency breakdown calls, the buyer reserves the right to reject the copier. The Contractor will, at buyer's option, replace the copier/printer with an acceptable machine for the duration of the contract.	
Form D - References	Provide contact information of your company's ten largest public agency customers.	Konica Minolta considers this information confidential and proprietary. Instead of providing our ten largest agency customers, we have provided 10 public sector references.
Form D - Sales History	Provide you company's annual sales for 2014, 2015, 2016 YTD in the United States by the various public segments:	Konica Minolta cannot provide revenue sales dollars as this is considered highly confidential information. However, we have provided percent distributions. In addition, we do not have the industry breakdowns exactly as they have been requested, but we have gotten our data as close as possible to what the AEPA is looking for.

Signature Kirsten McKenna
Must be same authorized signature that appears on the Bid Affidavit and Acceptance Form.