

**WESTERN STATES CONTRACTING ALLIANCE
PARTICIPATING ADDENDUM**

For

Wide Format Copiers and Related Software

Administered by the State of Nevada (Hereinafter "Lead State")

Category E of Nevada Contract Number: 1715

State of Washington Contract Number: 06111

Between

KIP America (Hereinafter "Contractor")

And

The State of Washington (Hereinafter 'Participating State')

This Participating Addendum will add the State of Washington as a Participating State to purchase from **Category E – WIDE FORMAT ONLY** of the WSCA Price Agreement, Number MA w24-2009, with **KIP America**.

1. Scope

Unless otherwise defined, all capitalized terms in this Participating Addendum shall have the meanings ascribed to them in the Western States Contracting Alliance, Copiers (multifunction) and Related Software Master Price Agreement, w24-2009(the "WSCA Master Agreement").

This Participating Addendum covers **Category E – WIDE FORMAT ONLY** of the WSCA Copiers (multifunction) and Related Software led by the State of Nevada. It is for use by all eligible State Agencies, Institutions of Higher Education and other entities (political subdivisions including; cities, counties, school districts, non-profit organizations, etc.) located in the Participating State which are authorized by that state's statutes to utilize State Contracts.

KIP America, the Awarded Vendor in Category E will be allowed to offered products in **Category E – WIDE FORMAT ONLY** to eligible entities within the State of Washington.

The effective date of Contract 06111 for Copiers (multifunction) and Related Software Master Price Agreement between the Participating State and the Contractor shall be **December 31, 2011 through April 1, 2013**. Additional terms (or portions thereof) and extensions of this Contract will be by mutual agreement between the Participating State and the Contractor.

2. Participation

Use of specific WSCA cooperative contracts by State Agencies, Institutions of Higher Education, political subdivisions and other entities (including cooperatives) authorized by an individual state's statutes to use State Contracts are subject to the approval of the Participating State's Chief Procurement Official. Additionally, issues of interpretation and eligibility for participation are solely within the authority of the Participating State's Chief Procurement Official.

3. Participating State Modifications or Additions to Master Price Agreement

3.1 Washington's Electronic Business Solutions (WEBS) System

Contractor is solely responsible for:

- a. Properly registering with the Department of Enterprise Services WEBS system at <http://www.ga.wa.gov/webjs>; and
- b. Maintaining an accurate vendor profile in WEBS

3.2 Subcontracts and Assignment

Contractor shall not Subcontract, assign, or otherwise transfer its obligations under this Contract without the prior written consent of the Participating State. Contractor shall provide a minimum of 30 calendar days advance notification of intent to Subcontract, assign, or otherwise transfer its obligations under the resulting Contract. Violation of this condition may be considered a material breach establishing grounds for Contract Termination. The Contractor shall be responsible to ensure that all requirements of the Contract shall flow down to any and all Subcontractors. In no event shall the existence of a Subcontract operate to release or reduce the liability of Contractor to the Participating State for any breach in the performance of the Contractor's duties.

3.3 Contractor Authority and Infringement

Contractor must not intentionally infringe on established or future contracts awarded by the Participating State. The following is a non-exhaustive list of the Participating State's contracts which may already offer supplies, services, equipment and/or materials offered by the Contractor:

Category		Existing State Contracts	
1.	Multi-Function Document Devices	03706	
2.	Managed Print Services	05310	

Contractor understands and agrees that as existing contracts either reach the end of their current term, or reach their maximum term date, the Participating State reserves the right, at its sole discretion, to extend or re-solicit (re-bid) these contracts. Additionally, the Participating State reserves the right, at its sole discretion, to solicit bids and make an award for any category or categories (specified or not) in this Participating Addendum.

Contractor understands and agrees that the intent of this Participating Addendum is to create a supplemental contract only. If Purchaser chooses not to use this Contract, they are obliged to make acquisitions in conformity with their respective procurement rules or statutes.

3.4 Taxes, Fees and Licenses

Taxes

Where required by statute or regulation, the Contractor shall pay for and maintain in current status, all taxes that are necessary for Contract performance. Unless otherwise indicated, the Purchaser agrees to pay State of Washington taxes on all applicable materials, supplies, services and/or equipment purchased. No charge by the Contractor shall be made for Federal excise taxes and the Purchaser agrees to furnish Contractor with an exemption certificate where appropriate.

Collection of Retail Sales and Use Taxes

In general, Contractors engaged in retail sales activities within the Participating State are required to collect and remit sales tax to the Washington State Department of Revenue (DOR). In general, out-of-state Contractors must collect and remit "use tax" to the DOR if the activity carried on by the seller in the Participating State is significantly associated with Contractor's ability to establish or maintain a market for its products in the Participating State. Examples of such activity include where the Contractor either directly, or by an agent or other representative:

- a. Maintains an in-state office, distribution house, sales house, warehouse, service enterprise, or any other in-state place of business; or
- b. Maintains an in-state inventory or stock of goods for sale; or

- c. Regularly solicits orders from Purchasers located within the Participating State via sales representatives entering the Participating State; or
- d. Sends other staff into the Participating State (e.g. product safety engineers, etc.) to interact with Purchasers in an attempt to establish or maintain market(s); or
- e. Other factors identified in WAC 458-20.

Department of Revenue (DOR) Registration for Out-of-State Contractors

Out-of-state Contractors meeting any of the above criteria must register and establish an account with the DOR. Refer to WAC 458-20-193 and call the DOR at (800) 647-7706 for additional information. When out-of-state Contractors are not required to collect and remit "use tax," Purchasers located in the Participating State are responsible for paying this tax, if applicable, directly to the DOR.

Fees/Licenses:

After award of Contract, and prior to commencing performance under the Contract, the Contractor shall pay for and maintain in a current status any licenses, fees, assessments, permit charges, etc., which are necessary for Contract performance. It is the Contractor's sole responsibility to maintain licenses and to monitor and determine any changes or the enactment of any subsequent regulations for said fees, assessments, or charges and to immediately comply with said changes or regulations during the entire term of the resulting Contract.

Taxes on Invoice:

Contractor shall calculate and enter the appropriate Washington State and local sales tax on all invoices. Tax is to be computed on new items after deduction of any trade-in in accordance with WAC 458-20-247.

3.5 Advertising

Contractor shall not publish or use any information concerning this Contract in any format or media for advertising or publicity without prior written consent from the Contract Administrator of the Participating State.

3.6 Non-Endorsement and Publicity

Neither the Participating State nor the Purchasers are endorsing the Contractor's Products or Services, nor suggesting that they are the best or only solution to their needs. Contractor agrees to make no reference to the Participating State or any of its Purchasers in any literature, promotional material, brochures, sales presentation or the like, regardless of method of distribution, without the prior review and express written consent from the Contract Administrator of the Participating State.

3.7 Governing Law/Venue

This Contract shall be construed and interpreted in accordance with the laws of the Participating State, and the venue of any action brought hereunder shall be in the County of Thurston, State of Washington.

3.8 Independent Status of Contractor

In the performance of this Contract, the parties will be acting in their individual, corporate or governmental capacities and not as agents, employees, partners, joint venturers, or associates of one another. The parties intend that an independent Contractor relationship will be created by this Contract. The employees or agents of one party shall not be deemed or construed to be the employees or agents of the other party for any purpose whatsoever. Contractor shall not make any claim of right, privilege or benefit which would accrue to an employee under Chapter 41.06 RCW, or Title 51 RCW.

3.9 Personal Liability

It is agreed by and between the parties hereto that in no event shall any official, officer, employee or agent of the Participating State, when executing their official duties in good faith, be in any way personally liable or responsible for any agreement herein contained, whether expressed or implied, nor for any statement or representation made herein or in any connection with this agreement.

3.10 Insurance

General Requirements:

Contractor shall, at their own expense, obtain and keep in force insurance as follows until completion of the Contract. Upon request, Contractor shall furnish evidence in the form of a certificate of insurance satisfactory to the Participating State that insurance, in the following kinds and minimum amounts, has been secured. Failure to provide proof of insurance, as required, will result in Contract cancellation.

Contractor shall include all Subcontractors as insureds under all required insurance policies, or shall furnish separate Certificates of Insurance and endorsements for each Subcontractor. Subcontractor(s) must comply fully with all insurance requirements stated herein. Failure of Subcontractor(s) to comply with insurance requirements does not limit Contractor's liability or responsibility.

All insurance provided in compliance with this Contract shall be primary as to any other insurance or self-insurance programs afforded to or maintained by the Participating State.

Specific Requirements:

Employers Liability (Stop Gap): The Contractor will at all times comply with all applicable workers' compensation, occupational disease, and occupational health and safety laws, statutes, and regulations to the full extent applicable and will maintain Employer's Liability insurance with a limit of no less than \$1,000,000.00. The Participating State will not be held responsible in any way for claims filed by the Contractor or their employees for services performed under the terms of this Contract.

Commercial General Liability Insurance: The Contractor shall at all times during the term of this Contract, carry and maintain commercial general liability insurance and if necessary, commercial umbrella insurance for bodily injury and property damage arising out of services provided under this Contract. This insurance shall cover such claims as may be caused by any act, omission, or negligence of the Contractor or its officers, agents, representatives, assigns, or servants.

The insurance shall also cover bodily injury, including disease, illness and death, and property damage arising out of the Contractor's premises/operations, independent Contractors, products/completed operations, personal injury and advertising injury, and contractual liability (including the tort liability of another assumed in a business Contract), and contain separation of insured's (cross liability) conditions.

Contractor waives all rights against the Participating State for the recovery of damages to the extent they are covered by general liability or umbrella insurance.

The limits of liability insurance shall not be less than as follows:

General Aggregate Limits (other than products-completed operations)	\$2,000,000
Products-Completed Operations Aggregate	\$2,000,000
Personal and Advertising Injury Aggregate	\$1,000,000
Each Occurrence (applies to all of the above)	\$1,000,000
Fire Damage Limit (per occurrence)	\$ 50,000
Medical Expense Limit (any one person)	\$ 5,000

Business Auto Policy (BAP):

In the event that services delivered pursuant to this Contract involve the use of vehicles, or the transportation of clients, automobile liability insurance shall be required. The coverage provided shall protect against claims for bodily injury, including illness, disease, and death; and property damage caused by an occurrence arising out of or in consequence of the performance of this service by the Contractor, Subcontractor, or anyone employed by either.

Contractor shall maintain business auto liability and, if necessary, commercial umbrella liability insurance with a combined single limit not less than \$1,000,000 per occurrence. The business auto liability shall include Hired and Non-Owned coverage.

Contractor waives all rights against the Participating State for the recovery of damages to the extent they are covered by business auto liability or commercial umbrella liability insurance.

Additional Insurance Provisions:

All above insurance policies shall include, but not be limited to, the following provisions:

Additional Insured:

The Participating State and all authorized Purchasers shall be named as an additional insured on all general liability, umbrella, excess, and property insurance policies. All policies shall be primary over any other valid and collectable insurance.

Notice of Policy(ies) Cancellation/Non-renewal:

For insurers subject to Chapter 48.18 RCW (Admitted and regulated by the Washington State Insurance Commissioner) a written notice shall be given to the Participating State's Chief Procurement Officer or designee no less than 45 calendar days prior to cancellation or any material change to the policy(ies) as it relates to this Contract. Written notice shall include the affected Contract reference number.

Surplus Lines:

For insurers subject to Chapter 48.15 RCW (Surplus Lines) a written notice shall be given to the Participating State's Chief Procurement Officer or designee 20 calendar days prior to cancellation or any material change to the policy(ies) as it relates to this Contract. Written notice shall include the affected Contract reference number.

Cancellation for Non-payment to Premium:

If cancellation on any policy is due to non-payment of premium, a written notice shall be given to the Participating State's Chief Procurement Officer or designee 10 calendar days prior to cancellation. Written notice shall include the affected Contract reference number.

Identification:

Policy(ies) and Certificates of Insurance shall include the affected Contract reference number.

Insurance Carrier Rating:

The insurance required above shall be issued by an insurance company authorized to do business within the Participating State. Insurance is to be placed with a carrier that has a rating of A- Class VII or better in the most recently published edition of Best's Reports. Any exception must be reviewed and approved by the Risk Manager for the Participating State, by submitting a copy of the Contract and evidence of insurance before Contract commencement. If an insurer is not admitted, all insurance policies and procedures for issuing the insurance policies must comply with Chapter 48.15 RCW and Chapter 284.15 WAC.

Excess Coverage:

The limits of all insurance required to be provided by the Contractor shall be no less than the minimum amounts specified. However, coverage in the amounts of these minimum limits shall not be construed to relieve the Contractor from liability in excess of such limits.

Limit Adjustments:

The Participating State reserves the right to increase or decrease limits as appropriate.

3.11 Industrial Insurance Coverage

The Contractor shall comply with the provisions of Title 51 RCW Industrial Insurance. If the Contractor fails to provide industrial insurance coverage or fails to pay premiums or penalties on behalf of its employees as may be required by law, the Participating State may terminate this Contract. This provision does not waive any of the Washington State Department of Labor and Industries' rights to collect from the Contractor.

3.12 OSHA and WISHA Requirements

Contractor agrees to comply with conditions of the Federal Occupational Safety and Health Administration (OSHA) and, if manufactured or stored in the Participating State, the Washington Industrial Safety and Health Act (WISHA) and the standards and regulations issued there under, and certifies that all items furnished and purchased will conform to and comply with said laws, standards and regulations. Contractor further agrees to indemnify and hold harmless the Participating State and Purchasers from all damages assessed against Purchaser as a result of Contractor's failure to comply with those laws, standards and regulations, and for the failure of the items furnished under this Contract to so comply.

3.13 Antitrust

The Participating State maintains that, in actual practice, overcharges resulting from antitrust violations are borne by the Purchaser. Therefore, the Contractor hereby assigns to the Participating State any and all of the Contractor's claims for such price fixing or overcharges which arise under Federal or state antitrust laws, relating to the materials, supplies, services and/or equipment purchased under the resulting Contract.

3.14 Waiver

Failure or delay of the Participating State or Purchaser to insist upon the strict performance of any Term or Condition of this Contract or to exercise any right or remedy provided in this Contract or by law; or the Participating State's or Purchaser's acceptance of or payment for materials, supplies, services and/or equipment, shall not release the Contractor from any

responsibilities or obligations imposed by this Contract or by law, and shall not be deemed a waiver of any right of the Participating State or Purchaser to insist upon the strict performance of the entire agreement by the Contractor. In the event of any claim for breach of Contract against the Contractor, no provision of this Contract shall be construed, expressly or by implication, as a waiver by the Participating State or Purchaser of any existing or future right and/or remedy available by law.

3.15 Administrative Suspension

When it is in its best interest, the Participating State may at any time, and without cause, suspend the Contract or any portion thereof for a period of not more than 30 calendar days per event by written notice from the Participating State's Contract Administrator to the Contractor's Representative. Contractor shall resume performance on the next business day following the 30th day of suspension unless an earlier resumption date is specified in the notice of suspension. If no resumption date was specified in the notice of suspension, the Contractor can be demanded and required to resume performance within the 30 day suspension period by the Participating State's Contract Administrator providing the Contractor's Representative with written notice of such demand.

3.16 Alternative Dispute Resolution Fees and Costs

In the event that the parties engage in arbitration, mediation or any other alternative dispute resolution forum to resolve a dispute in lieu of litigation, both parties shall share equally in the cost of the alternative dispute resolution method, including cost of mediator or arbitrator. In addition, each party shall be responsible for its own attorneys' fees incurred as a result of the alternative dispute resolution method.

3.17 Non-Exclusive Remedies

The remedies provided for in this Contract shall not be exclusive but are in addition to all other remedies available under law.

3.18 Material Breach

A Contractor may be Terminated for Cause by the Participating State, at the sole discretion of the Participating State's Contract Administrator, for failing to perform a contractual requirement or for a material breach of any term or condition. Material breach of a term or condition of the Contract may include but is not limited to:

- a. Contractor failure to perform services or deliver materials, supplies, or equipment by the date required or by an alternate date as mutually agreed in a written amendment to the Contract;
- b. Contractor failure to carry out any warranty or fails to perform or comply with any mandatory provision of the Contract;
- c. Contractor becomes insolvent or in an unsound financial condition so as to endanger performance hereunder;
- d. Contractor becomes the subject of any proceeding under any law relating to bankruptcy, insolvency or reorganization, or relief from creditors and/or debtors that endangers the Contractor's proper performance hereunder;
- e. Appointment of any receiver, trustee, or similar official for Contractor or any of the Contractor's property and such appointment endangers the Contractor's proper performance hereunder;
- f. A determination that the Contractor is in violation of Federal, state, or local laws or regulations and that such determination renders the Contractor unable to perform any aspect of the Contract.

3.19 Opportunity to Cure

In the event Contractor fails to perform a contractual requirement or materially breaches any Term or Condition, the Participating State may issue a written cure notice. The Contractor may have a period of time in which to cure. The Participating State is not required to allow the Contractor to cure defects if the opportunity for cure is not feasible as determined solely within the discretion of the Participating State. Time allowed for cure shall not diminish or eliminate Contractor's liability for liquidated or other damages, or otherwise affects any other remedies available against Contractor under the Contract or by law.

If the breach remains after Contractor has been provided the opportunity to cure, the Participating State may do any one or more of the following:

- a. Exercise any remedy provided by law;
- b. Terminate this Contract and any related Contracts or portions thereof;
- c. Procure replacements and impose damages as set forth elsewhere in this Contract;
- d. Impose actual or liquidated damages;
- e. Suspend or bar Contractor from receiving future Solicitations or other opportunities;
- f. Require Contractor to reimburse the Participating State for any loss or additional expense incurred as a result of default or failure to satisfactorily perform the terms of the Contract.

3.20 Termination for Cause

In the event the Participating State's Contract Administrator, in its sole discretion, determines that the Contractor has failed to comply with the conditions of this Contract in a timely manner or is in material breach, the Contract Administrator has the right to suspend or terminate this Contract, in part or in whole. The Participating State's Contract Administrator shall notify the Contractor in writing of the need to take corrective action. If corrective action is not taken within 30 calendar days or as otherwise specified by the Participating State's Contract Administrator, or if such corrective action is deemed by the Contract Administrator to be insufficient, the Contract may be terminated. The Participating State's Contract Administrator reserves the right to suspend all or part of the Contract, withhold further payments, or prohibit the Contractor from incurring additional obligations of funds during investigation of the alleged breach and pending corrective action by the Contractor or a decision by the Participating State's Contract Administrator to terminate the Contract.

In the event of termination, the Participating State shall have the right to procure for all Purchasers any replacement materials, supplies, services and/or equipment that are the subject of this Contract on the open market. In addition, the Contractor shall be liable for damages as authorized by law including, but not limited to, any price difference between the original contract and the replacement or cover contract and all administrative costs directly related to the replacement contract. (e.g. — cost of the competitive bidding, mailing, advertising and staff time.)

If it is determined that: (1) the Contractor was not in material breach; or (2) failure to perform was outside of Contractor's or its Subcontractor's control, fault or negligence, the termination shall be deemed to be a "Termination for Convenience." The rights and remedies of the Participating State and/or the Purchaser provided in this Contract are not exclusive and are in addition to any other rights and remedies provided by law.

3.21 Termination for Convenience

Except as otherwise provided in this Contract, the Participating State, at the sole discretion of the Participating State's Contract Administrator, may terminate this Contract, in whole or in part by giving 30 calendar days written notice beginning on the second day after mailing to the Contractor. If this Contract is so terminated, Purchasers shall be liable only for payment

required under this Contract for properly authorized services rendered, or materials, supplies and/or equipment delivered to and Accepted by the Purchaser prior to the effective date of Contract termination. Neither the Participating State nor the Purchaser shall have any other obligation whatsoever to the Contractor for such termination. This Termination for Convenience clause may be invoked by the Participating State when it is in the best interest of the Participating State.

3.22 Termination for Withdrawal of Authority

In the event that the Participating State and/or Purchaser's authority to perform any of its duties is withdrawn, reduced, or limited in any way after the commencement of this Contract and prior to normal completion, the Participating State may terminate this Contract, in whole or in part, by seven calendar days written notice to Contractor.

3.23 Termination for Conflict of Interest

The Participating State may terminate this Contract by written notice to Contractor if it is determined, after due notice and examination, that any party to this Contract has violated Chapter 42.52 RCW Ethics in Public Service, or any other laws regarding ethics in public acquisitions and procurement and performance of contracts. In the event this Contract is so terminated, the Participating State and/or Purchaser shall be entitled to pursue the same remedies against Contractor as it could pursue in the event that the Contractor breaches this Contract.

3.24 Termination by Mutual Agreement

The Participating State and the Contractor may terminate this Contract in whole or in part, at any time, by mutual agreement.

3.25 Termination Procedure

In addition to the procedures set forth below, if the Participating State terminates this Contract, Contractor shall follow any procedures the Participating State's Contract Administrator specifies in the termination notice.

Upon termination of this Contract and in addition to any other rights provided in this Contract, the Participating State's Contract Administrator may require the Contractor to deliver to the Purchaser any property specifically produced or acquired for the performance of such part of this contract as has been terminated. The provisions of the "Treatment of Assets" clause shall apply in such property transfer.

The Purchaser shall pay to the Contractor the agreed upon price, if separately stated, for completed work and service(s) Accepted by the Purchaser, and the amount agreed upon by the Contractor and the Purchaser for (i) completed materials, supplies, services rendered and/or equipment for which no separate price is stated, (ii) partially completed materials, supplies, services rendered and/or equipment, (iii) other materials, supplies, services rendered and/or equipment which are Accepted by the Purchaser, and (iv) the protection and preservation of property, unless the termination is for cause, in which case the Participating State and the Purchaser shall determine the extent of the liability of the Purchaser. Failure to agree with such determination shall be a dispute within the meaning of the "Disputes" clause of this contract. The Purchaser may withhold from any amounts due the Contractor such sum as the Participating State's Contract Administrator and Purchaser determine to be necessary to protect the Purchaser against potential loss or liability.

The rights and remedies of the Participating State and/or the Purchaser provided in this section shall not be exclusive and are in addition to any other rights and remedies provided by law or

under this contract.

After receipt of a termination notice, and except as otherwise expressly directed in writing by the Participating State's Contract Administrator, the Contractor shall:

- a. Stop all work, order fulfillment, shipments, and deliveries under the Contract on the date, and to the extent specified, in the notice;
- b. Place no further orders or subcontracts for materials, services, supplies, equipment and/or facilities in relation to the Contract except as is necessary to complete or fulfill such portion of the Contract that is not terminated;
- c. Complete or fulfill such portion of the Contract that is not terminated in compliance with all contractual requirements;
- d. Assign to the Purchaser, in the manner, at the times, and to the extent directed by the Participating State's Contract Administrator on behalf of the Purchaser, all of the rights, title, and interest of the Contractor under the orders and subcontracts so terminated, in which case the Purchaser has the right, at its discretion, to settle or pay any or all claims arising out of the termination of such orders and subcontracts.
- e. Settle all outstanding liabilities and all claims arising out of such termination of orders and subcontracts, with the approval or ratification of the Participating State's Contract Administrator and/or the Purchaser to the extent the Participating State's Contract Administrator and/or the Purchaser may require, which approval or ratification shall be final for all the purposes of this clause;
- f. Transfer title to the Purchaser and deliver in the manner, at the times, and to the extent directed by the Participating State's Contract Administrator on behalf of the Purchaser any property which, if the contract had been completed, would have been required to be furnished to the Purchaser;
- g. Take such action as may be necessary, or as the Participating State's Contract Administrator and/or the Purchaser may direct, for the protection and preservation of the property related to this contract which is in the possession of the Contractor and in which the Participating State and/or the Purchaser has or may acquire an interest.

4. Primary Contacts

The primary government contact individuals for this Participating Addendum are as follows (or their named successors):

Lead State

Name:	Shannon Berry
Address:	
Telephone:	(775) 684-0171
Fax:	(775) 684-0188
E-mail:	sberry@purchasing.state.nv.us

Contractor

Company:	KIP America
Name:	Amber Ross
Address:	39575 13 Mile Rd. Novi, MI 48377
Telephone:	(800) 252-6793
Fax:	
E-mail:	aross@kipamerica.com

Participating State

Name:	Neva Peckham
Address:	1500 Jefferson Street P. O. Box 41017 Olympia, WA 98504
Telephone:	(360) 407-9411
Fax:	(360) 586-2426
E-mail:	neva.peckham@des.wa.gov

5. Purchase Orders

All Purchasing Entities issuing valid Purchase Orders will be bound by the terms and conditions of the WSCA Master Agreement including, without limitation, the obligation to pay Contractor for Service and Equipment provided. The parties acknowledge and agree that orders submitted to Contractor from a Purchasing Entity through the Purchasing Entity's Business Procurement Card are authorized Purchase Orders under the WSCA Master Agreement.

6. Price Agreement Number

All purchase orders issued by eligible entities within the jurisdiction of this Participating Addendum shall include the Participating State's contract number 06111 and the Lead State's Master Price Agreement number 1715.

This Participating Addendum and the Master Price Agreement number 1715 (administered by the State of Nevada) together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and Conditions inconsistent with, contrary or in addition to the Terms and Conditions of this Participating Addendum and the Master Price Agreement, together with its exhibits, shall not be added to or incorporated into this Participating Addendum or the Master Price Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such Terms and Conditions are hereby rejected. The Terms and Conditions of this Participating Addendum and the Master Price Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms within the Participating State.

7. Administrative Fee/Rebate

Contractor will provide a 2% Base Administrative Fee to the Participating State. The 2% Fee shall be paid quarterly, no later than 45 days after the close of the quarter, on all purchases under the Master Price Agreement, less any freight, taxes, returns, credits or adjustments. Payment must reference the Participating State's Contract 06111 and the year and quarter for which the Administrative Fee is being remitted and be sent to:

Name: State of Washington, Department of Enterprise Services
Address: Office of State Procurement
Attention: Finance
Contract Administration Fee
1500 Jefferson Street
Olympia WA 98501
Reference: Contract #06111

8. Order of Precedence, Conflict and Conformity

In the event of a conflict in Terms and Conditions, or between the Terms and Conditions and any applicable statute or rule, the inconsistency shall be resolved by giving precedence in the following order:

- h. Applicable Federal and State of Washington statutes and regulations.
- i. Mutually agreed written Amendments to this Contract.
- j. This Contract number 06111.
- k. The Lead State's Contract number 1715 and all attachments, exhibits and letters of clarification as agreed to by the Lead State and the Contractor.
- l. Any other provision, term or material incorporated into the Contract by reference.

To the extent possible, the Terms and Conditions of this Contract shall be read consistently.

This Participating Addendum and the WSCA Master Agreement together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Participating Addendum and the WSCA Master Agreement, together with its exhibits, shall not be added to or incorporated into this Participating Addendum or the WSCA Master Agreement and its exhibits, by any subsequent Purchase Order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Participating Addendum and the WSCA Master Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms.

IN WITNESS WHEREOF, the parties have executed this Participating Addendum as of the date of execution by both parties below.

Participating Entity:	State of Washington	Contractor:	KIP America
Name(printed):	Christine Warnock	Name(printed):	Amber Ross
Title:	Chief Procurement Officer	Title:	Contract Specialist/KC3 mg
Date:	1/10/12	Date:	1-12-2012
Authorized Signature:		Authorized Signature:	



Vendor	KIP America
Group	E
Segment	E2
Manufacturer	KIP
Model	700
Date Modified:	1/12/2012

KIP Product

MSRP

Discount Percentage

Washington Price

Item Number

KIP 700CP Includes Monochrome Print/Copy and Integrated Stacker
 Start Up Toner Kit (600 Grams) Yield = 11,200 Sq Ft
 Total

12,995
 340
 13,335

18%
 100%

\$10,603.92
 Included
 10,604

SYS700CP
 SUP700-108K

KIP Software

KIP IPS Software Suite
 KIP Request
 KIP PrintNet
 KIP PrintNet Enterprise
 KIP Unified Accounting
 KIP Windows Driver -WHQL Certified
 AutoCAD Driver

Included
 Included
 Included
 Included
 Included
 Included

KIP Freight & Installation Services

Freight FOB Destination
 Lift Gate
 Pallet Jack
 Inside Delivery
 Un-Crate
 Remove Dunnage
 Product Installation
 Product Training
 Network Installation
 Removal of Subsequent Product

Included
 Included
 Included
 Included
 Included
 Included
 Included
 Included
 Included

(3) Hours
 (5) Workstations

KIP Toner

KIP 700 Toner Case (2 x 200 gm cartridges)

MSRP 180

Discount Percentage 18%

Washington Price \$146.88

Item Number SUP 700-103

KIP Options

PDF Format Printing Upgrade
 KIP Color Direct Scan to File (Mono & Color Scanning)
 KIP Color Direct Copy to Inkjet
 KIP 700 Paper Tray - holds 50 sheets of 8.5x11 to 18x24
 Secure Hard Drive Connection Kit
 EPS Surge Protection Device 120V-20WN

MSRP 625
 695
 595
 695
 595
 197

Discount Percentage 18%
 18%
 18%
 18%
 18%
 18%

Washington Price \$510.00
 \$567.12
 \$485.52
 \$567.12
 \$485.52
 \$160.75

Item Number DIGDPF-700
 DIG700CS
 DIG700CC
 EQA-C0S8
 PEHDKIT
 EQACI00

KIP Product

KIP 700 Print System
 PDF Format Printing Upgrade
 KIP Color Direct Scan to File (Mono & Color Scanning)
 KIP Color Direct Copy to Inkjet
 KIP 700 Paper Tray - holds 50 sheets of 8.5x11 to 18x24
 Secure Hard Drive Connection Kit
 EPS Surge Protection Device 120V-20WN

WSCA \$10,603.92
 \$510.00
 \$567.12
 \$485.52
 \$567.12
 \$485.52
 \$160.75

0% Lease 36 Months \$294.47
 \$14.16
 \$15.75
 \$13.48
 \$15.75
 \$13.48
 \$4.46

Non Cancel Rental 36 Months \$294.47
 \$14.16
 \$15.75
 \$13.48
 \$15.75
 \$13.48
 \$4.46

Item Number \$706.93
 \$34.00
 \$37.81
 \$32.37
 \$37.81
 \$32.37
 \$10.72

Additional Installation Services

KIP Windows Driver
 KIP Request
 KIP Auto Cad Driver
 Advanced Services

Zone 1 & 2 \$35.35
 \$35.35
 \$35.35
 \$196.95

Each additional workstation above standard install
 Each additional workstation above standard install
 Each additional workstation above standard install
 Per Hour services outside noted system inclusions

Description \$402.90
 Same building 810.90
 0 to 50 miles 810.90
 51 miles plus 912.90

Equipment Moves

Zone 1
 Zone 2
 Zone 3

KIP Maintenance Programs
 KIP 700 System

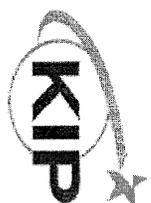
Plan Type
 Plan 1
 Plan 2
 Plan 3

Monthly Rate \$38.76
 \$99.96
 \$158.10

Print Allowance
 0
 2,000
 5,000

Special Notices

- Conversion formula (1) Linear Foot = (3) Square Feet
- *Excessive installation or de-installation requirements including rigging or excessive alterations to access of non-ground floors via stairs will require a site survey. A quote will be provided for actual expenditures to the customer requiring these services.
- *Training is provided for up to (3) hours in (1) hour increments.
- * Maintenance Program does not include toner or paper.



Vendor	KIP America
Group	E
Segment	E2
Manufacturer	KIP
Model	7100
Date Modified:	1/12/2012

KIP Product	MSRP	Discount Percentage	Washington WSCA Price	Item Number
KIP 7100 ACPCS Includes Color Scanning and Integrated Stacker	\$19,795	23%	\$15,186.43	SVS7100ACPCS
Start Up Toner Kit (4 X 300 Gram Cartridges) Yield = 41,400 Sq Feet	\$340	100%	Included	SUP7100-108K
Total	\$20,135		\$15,186.43	

KIP Software	Included
KIP IPS Software Suite	Included
KIP Request	Included
KIP PrintNet	Included
KIP PrintNet Enterprise	Included
KIP Unified Accounting	Included
KIP Windows Driver WHQL Certified	Included
AutocAD Driver	Included

KIP Freight & Installation Services	Included
Freight FOB Destination	Included
Lift Gate	Included
Pallet Jack	Included
Inside Delivery	Included
Un-Crate	Included
Remove Dunnage	Included
Product Installation	Included
Product Training	Included
Network Installation	Included
Removal of Subsequent Product	Included

KIP Toner	MSRP	Discount Percentage	Washington WSCA Price	Item Number
KIP 7100 Toner Case (2 x 300 gm cartridges)	170	18%	\$138.72	SUP 7100-103
KIP Options	MSRP	Discount Percentage	Washington WSCA Price	Item Number
PDF Format Printing Upgrade	845	18%	\$689.52	DIGPDF-7100
KIP Color Advanced Copy & Print to Inkjet	995	18%	\$811.92	DIG7100CCP
Additional Inkjet Driver for KIP Color Advanced	325	18%	\$265.20	DIGINKDR
Rear Print Receiving Tray	695	18%	\$567.12	EOAC050
KIP 1200 Auto Stacker	2,195	18%	\$1,791.12	MACH 1200S
Connection Kit - 1200 Stacker required on PQ for 7100 with Stacker	N/C	100%	\$0.00	Z248080050
Secure Hard Drive Connection Kit	595	18%	\$485.52	PPEHDKIT
EPS Surge Protection Device 120V	197	18%	\$160.75	EQACT02
KIP Fold 7100	33,995	18%	\$27,739.92	MACHOLD71

KIP Product	WSCA	0% Lease 36 Months	Non Cancel Rental 36 Months	Cancelable Rental 18 Months
KIP 7100 Print System	\$15,186.43	\$421.73	\$431.97	\$1,015.85
PDF Format Printing Upgrade	\$689.52	\$19.15	\$45.97	\$54.13
KIP Color Advanced Copy & Print to Inkjet	\$811.92	\$22.55	\$22.55	\$17.68
Additional Inkjet Driver for KIP Color Advanced	\$265.20	\$7.36	\$7.36	\$37.81
Rear Print Receiving Tray	\$567.12	\$15.75	\$15.75	\$119.41
KIP 1200 Auto Stacker	\$1,791.12	\$49.74	\$49.74	\$32.37
Secure Hard Drive Connection Kit	\$485.52	\$13.48	\$13.48	\$10.72
EPS Surge Protection Device 120V	\$160.75	\$4.46	\$4.46	\$1,849.33
KIP Fold 7100	\$27,739.92	\$770.34	\$770.34	

Additional Installation Services	Zone 1 & 2	Description
KIP Windows Driver	\$35.35	Each additional workstation above standard install
KIP Request	\$35.35	Each additional workstation above standard install
KIP Auto Cad Driver	\$35.35	Each additional workstation above standard install
Advanced Services	\$196.95	Per Hour services outside noted system inclusions

Equipment Moves	Same building 0 to 50 miles	\$402.90		
	51 miles plus	\$810.90		
KIP Maintenance Programs	Plan Type	Monthly Rate	Print Allowance	Excess Meter (Per Sq Ft)
Zone 1	Plan 1	\$38.76	0	\$0.059
Zone 2	Plan 2	\$99.96	2,000	\$0.031
Zone 3	Plan 3	\$179.52	5,000	\$0.023
	Plan 4	\$274.38	10,000	\$0.020
	Plan 1	\$20.40	N/A	N/A
	Plan 1	\$504.90	N/A	N/A

Special Notes

Conversion formula (1) Linear Foot = (3) Square Feet

*Excessive installation or de-installation requirements including rigging or excessive alterations to access of non-ground floors via stairs will require a site survey. A quote will be provided for actual expenditures to the customer requiring these services.

*Training is provided for up to (3) hours in (1) hour increments.

* Maintenance Program does not include toner or paper.



Vendor	KIP America
Group	E
Segment	E2
Manufacturer	KIP
Model	7700
Date Modified:	1/12/2012

KIP Product	MSRP	Discount Percentage	Washington WSCA Price	Item Number
KIP 7702 Plot Engine	\$19,995.00	19%	\$16,315.92	SYS7702P
Start Up Toner Kit (5 X 550 Gram Cartridges) Yield - 61,000 Sq Feet	\$495.00	100%	Included	SUP7700-108K
Total	\$20,490.00		\$16,315.92	

KIP Software	MSRP	Discount Percentage	Washington WSCA Price	Item Number
KIP PS Software Suite	Included			
KIP Request	Included			
KIP PrintNet	Included			
KIP PrintNet Enterprise	Included			
KIP Unified Accounting	Included			
KIP Windows Driver WHQL Certified	Included			
AutoCAD Driver	Included			

KIP Freight & Installation Services	MSRP	Discount Percentage	Washington WSCA Price	Item Number
Freight FOB Destination	Included			
Lift Gate	Included			
Pallet Jack	Included			
Inside Delivery	Included			
Un-Crate	Included			
Remove Damage	Included			
Product Installation	Included			
Product Training	Included			
Network Installation	Included			
Removal of Subsequent Product	Included			

KIP Toner	MSRP	Discount Percentage	Washington WSCA Price	Item Number
KIP 7700 Toner Case (4x 550grams cartridges)	\$395.00	18%	\$322.32	SUP 7700-103
	MSRP	Discount Percentage	Washington WSCA Price	Item Number
PDF Format Printing Upgrade	\$995.00	18%	\$811.92	DIGBDF7700PS
KIP 600A Scanner Includes Monochrome Scan to File Key code	\$9,495.00	18%	\$7,747.92	SYS600A
Rear Original Stacking Tray for 600A Scanner	\$148.00	18%	\$120.77	EQAC054
KIP 2300 Scanner Including STF Mono Key code	\$14,000.00	18%	\$11,424.00	SYS2300
KIP 2300 Scanner Stand with Integrated Display Holder	\$995.00	18%	\$811.92	EQAC060
KIP 2300 Color Scan-to-File & Copy to Inkjet Upgrade via Key code	\$2,690.00	18%	\$2,195.04	DIGCCL2300
Color Scan-to-file Upgrade via Key code	\$1,195.00	18%	\$975.12	DIG7700CS
Color Copy to Inkjet Upgrade via Key code (*requires DIG7700CS)	\$1,495.00	18%	\$1,219.92	EQAC110
Removable USB Media Hub & Cable Kit	\$129.00	18%	\$105.26	PPBHDKIT
Secure Hard Drive Connection Kit	\$595.00	18%	\$485.52	EQAC101
EPS Surge Protection Device 220V	\$217.00	18%	\$177.07	MACH7700DR
Roll upgrade to 4 roll capacity	\$1,495.00	18%	\$1,219.92	EQAC055
High Capacity Print Tray	\$995.00	18%	\$811.92	MACH 1200S
KIP 1200 Auto Stacker	\$2,195.00	18%	\$1,791.12	MACH1200S
KIP Fold 7700	\$39,995.00	18%	\$32,971.92	MACHFOLD77

KIP Product	WSCA	0% Lease 36 Months	Non-Cancel Rental 36 Months	Cancellable Rental 18 Months
KIP 7704 Plot Engine	\$16,315.92	\$453.09	\$464.10	\$1,091.40
PDF Format Printing Upgrade	\$811.92	\$22.55	\$22.55	\$54.13
KIP 600A Scanner Includes Monochrome Scan to File Key code	\$7,747.92	\$215.16	\$215.16	\$516.53
Rear Original Stacking Tray for 600A Scanner	\$120.77	\$3.35	\$3.35	\$8.05
KIP 2300 Scanner Including STF Mono Key code	\$11,424.00	\$317.24	\$317.24	\$761.60
KIP 2300 Scanner Stand with Integrated Display Holder	\$811.92	\$22.55	\$22.55	\$54.13
KIP 2300 Color Scan-to-File & Copy to Inkjet Upgrade via Key code	\$2,195.04	\$60.96	\$60.96	\$146.34
Color Scan-to-file Upgrade via Key code	\$975.12	\$27.08	\$27.08	\$65.01
Color Copy to Inkjet Upgrade via Key code (*requires DIG7700CS)	\$1,219.92	\$33.88	\$33.88	\$81.33
Removable USB Media Hub & Cable Kit	\$105.26	\$2.92	\$2.92	\$7.02
Secure Hard Drive Connection Kit	\$485.52	\$13.48	\$13.48	\$32.37
EPS Surge Protection Device 220V	\$177.07	\$4.92	\$4.92	\$11.80
Roll upgrade to 4 roll capacity	\$1,219.92	\$33.88	\$33.88	\$81.33
High Capacity Print Tray	\$811.92	\$22.55	\$22.55	\$54.13
KIP 1200 Auto Stacker	\$1,791.12	\$49.74	\$49.74	\$119.41
KIP Fold 7700	\$29,371.92	\$815.66	\$815.66	\$1,958.13

Additional Installation Services	Zone 1 & 2	Description	Excess Water (Per Sq Ft)
KIP Windows Driver	\$35.35	Each additional workstation above standard install	0.026
KIP Request	\$35.35	Each additional workstation above standard install	0.022
KIP Auto Cad Driver	\$35.35	Each additional workstation above standard install	0.019
Advanced Services	\$196.95	Per Hour services outside noted system inclusions	0.017
			0.015
			N/A
			N/A

Equipment Moves	Same building	Monthly Rate	Print Allowance	Excess Water (Per Sq Ft)
Zone 1	0 to 50 miles	\$188.70	5,000	0.026
Zone 2	51 miles plus	\$275.40	10,000	0.022
Zone 3		\$423.30	20,000	0.019
		\$520.20	35,000	0.017
		\$605.90	50,000	0.015
		\$20.40	N/A	N/A
		\$605.90	N/A	N/A

Special Notices

- Conversion formula (1) Linear Foot = (3) Square Feet
- *Excessive installation or de-installation requirements including rigging or excessive alterations to access of non-ground floors via stairs will require a site survey. A quote will be provided for actual expenditures to the customer requiring these services.
- *Training is provided for up to (3) hours in (1) hour increments.
- * Maintenance Program does not include toner or paper.



Vendor	KIP America
Group	E
Segment	E2
Manufacturer	KIP
Model	7900
Date Modified:	1/12/2012

KIP Product		MSRP	Discount Percentage	Washington WSCA Price	Item Number
KIP 7900 Plot Engine		\$24,995.00	18%	\$20,395.92	ST57900P
Start Up Toner Kit (5 X 700 Gram Cartridges) Yield = 77,900 Sq Feet		\$640.00	100%	Included	SUP7900-108K
Total		\$25,635.00		\$20,395.92	

KIP Software					
KIP IP5 Software Suite	Included				
KIP Request	Included				
KIP Printer	Included				
KIP PrintNet Enterprise	Included				
KIP Unified Accounting	Included				
KIP Windows Driver WHQL Certified	Included				
AutoCAD Driver	Included				

KIP Freight & Installation Services					
Freight FOB Destination	Included				
Lift Gate	Included				
Pallet Jack	Included				
Inside Delivery	Included				
Un-Crate	Included				
Remove Dunnage	Included				
Product Installation	Included				
Product Training	Included				
Network Installation	Included				
Removal of Subsequent Product	Included				

KIP Toner					
KIP 7900 Toner Case (4x700grms cartridges)Yield = 77,900 Sq Feet		MSRP	Discount Percentage	Washington WSCA Price	Item Number
		\$310.00	18%	\$416.16	SUP 7900-103
KIP Options		MSRP	Discount Percentage	Washington WSCA Price	Item Number
PDF Format Printing Upgrade	\$1,695.00	18%	\$1,383.12	DIGPDF7900PS	
KIP 600A Scanner Includes Monochrome Scan to File Key code	\$9,495.00	18%	\$7,747.92	SVS600A	
Rear Original Stacking Tray for 600A Scanner	\$1,484.00	18%	\$1,202.77	EOAC054	
KIP 2300 Scanner Including STF Mono Key code	\$14,000.00	18%	\$11,424.00	SVS2300	
KIP 2300 Scanner Stand with Integrated Display Holder	\$995.00	18%	\$811.92	EOAC060	
KIP 2300 Color Scan-to-file & Copy to Inlet Upgrade via Key code	\$2,690.00	18%	\$2,195.04	DIGC012300	
Color Scan-to-file Upgrade via Key code	\$1,195.00	18%	\$975.12	DIG7900CS	
Color Copy to Inlet Upgrade via Key code (*requires DIG7700CS)	\$1,495.00	18%	\$1,219.92	DIG7900CC	
Removable USB Media Hub & Cable Kit	\$125.00	18%	\$105.26	PEHDKIT	
Secure Hard Drive Connection Kit	\$595.00	18%	\$485.52	EOAC101	
EPS Surge Protection Device 220V	\$217.00	18%	\$177.07	EOAC055	
High Capacity Print Tray	\$995.00	18%	\$811.92	EOAC055	
KIP 1200 Auto Stacker	\$2,195.00	18%	\$1,791.12	MACH1200S	
KIP Fold 7900	\$36,995.00	18%	\$30,187.92	MACHFOLD79	

KIP Product		WSCA	0% Lease 36 Months	Non Cancel Rental 36 Months	Cancelable Rental 18 Months
KIP 7900 Plot Engine		\$20,395.92	\$566.39	\$576.30	\$1,361.70
PDF Format Printing Upgrade		\$1,383.12	\$38.41	\$38.41	\$54.13
KIP 600A Scanner Includes Monochrome Scan to File Key code		\$7,747.92	\$215.16	\$215.16	\$516.53
Rear Original Stacking Tray for 600A Scanner		\$120.77	\$3.35	\$3.35	\$8.05
KIP 2300 Scanner Including STF Mono Key code		\$11,424.00	\$317.24	\$317.24	\$761.60
KIP 2300 Scanner Stand with Integrated Display Holder		\$811.92	\$22.55	\$22.55	\$54.13
KIP 2300 Color Scan-to-file & Copy to Inlet Upgrade via Key code		\$2,195.04	\$60.96	\$60.96	\$146.34
Color Scan-to-file Upgrade via Key code		\$975.12	\$27.08	\$27.08	\$65.01
Color Copy to Inlet Upgrade via Key code (*requires DIG7900CS)		\$1,219.92	\$33.88	\$33.88	\$81.33
Removable USB Media Hub & Cable Kit		\$105.26	\$2.92	\$2.92	\$7.02
Secure Hard Drive Connection Kit		\$485.52	\$13.48	\$13.48	\$32.37
EPS Surge Protection Device 220V		\$177.07	\$4.92	\$4.92	\$11.80
High Capacity Print Tray		\$811.92	\$22.55	\$22.55	\$54.13
KIP 1200 Auto Stacker		\$1,791.12	\$49.74	\$49.74	\$119.41
KIP Fold 7900		\$30,187.92	\$838.32	\$838.32	\$2,014.50

Additional Installation Services		Zone 1 & 2	Description
KIP Windows Driver	\$35.35	Each additional workstation above standard install	
KIP Request	\$35.35	Each additional workstation above standard install	
KIP Auto Cad Driver	\$35.35	Each additional workstation above standard install	
Advanced Services	\$196.95	Per Hour services outside noted system installs	

Equipment Moves		Same Building	\$402.90
		0 to 50 miles	\$810.90
		51 miles plus	\$912.90
KIP Maintenance Programs		Plan Type	Print Allowance
		Plan 1	10,000
		Plan 2	20,000
		Plan 3	35,000
		Plan 4	50,000
		Plan 5	90,000
		Plan 1	N/A
		Plant	N/A

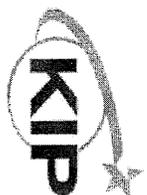
Special Notices

Conversion Formula (1) Linear Foot = (3) Square Feet

* Excessive installation or de-installation requirements including rigging or excessive alterations to access of non-ground floors via stairs will require a site survey. A quote will be provided for actual expenditures to the customer requiring these services.

* Training is provided for up to (3) hours in (1) hour increments.

* Maintenance Program does not include toner or paper.



Vendor	KIP America
Group	E
Segment	E2
Manufacturer	KIP
Model	9900
Date Modified:	1/12/2012

KIP Product	MSRP	Discount Percentage	Washington WSCA Price	Item Number
KIP 9900 Plot Engine	\$33,995.00	18%	\$44,059.92	SVS9900P
KIP 9900 Toner Case (4x 500gms cartridges) Yield 47,500 Sq Feet	\$295.00	100%	Included	SUP9900-108K
Total	\$54,290.00		\$44,059.92	

KIP Software	MSRP	Discount Percentage	Washington WSCA Price	Item Number
KIP PS Software Suite	Included			
KIP Request	Included			
KIP Printer	Included			
KIP PrintNet Enterprise	Included			
KIP Unified Accounting	Included			
KIP Windows Driver WHQL Certified	Included			
AutoCAD Driver	Included			

KIP Freight & Installation Services	MSRP	Discount Percentage	Washington WSCA Price	Item Number
Freight FOB Destination	Included			
Lift Gate	Included			
Pallet Jack	Included			
Inside Delivery	Included			
Un-Crate	Included			
Remove Damage	Included			
Product Installation	Included			
Product Training	Included			
Network Installation	Included			
Removal of Subsequent Product	Included			

KIP Toner	MSRP	Discount Percentage	Washington WSCA Price	Item Number
KIP 9900 Toner Case (4x 500gms cartridges) Yield 47,500 Sq Feet	\$295.00	18%	\$240.72	SUP 9900-103
KIP Options	MSRP	Discount Percentage	Washington WSCA Price	Item Number
PDF Format Printing Upgrade	\$2,495.00	18%	\$2,035.92	DIGPPDF9900P5
KIP 600A Scanner Includes Monochrome Scan to File Key Code	\$9,495.00	18%	\$7,747.92	SVS600A
Rear Original Stacking Tray for 600A Scanner	\$148.00	18%	\$120.77	EOAC094
KIP 2300 Scanner Including STF Mono Key code	\$14,000.00	18%	\$11,424.00	SVS2300
KIP 2300 Scanner Stand with Integrated Display Holder	\$995.00	18%	\$811.92	EOAC060
KIP 2300 Color Scan-to-File & Copy to Inkjet Upgrade via Key code	\$2,690.00	18%	\$2,195.04	DIGCOI2300
Color Scan-to-file Upgrade via Key code	\$1,195.00	18%	\$975.12	DIG9900CS
Color Copy to Inkjet Upgrade via Key code (*requires DIG7700CS)	\$1,495.00	18%	\$1,215.92	DIG9900CC
Removable USB Media Hub & Cable Kit	\$129.00	18%	\$105.26	EOACT10
Secure Hard Drive Connection Kit	\$595.00	18%	\$485.52	EOACT01
EPS Surge Protection Device 220V	\$217.00	18%	\$177.07	EOACT09
Auto Voltage Regulator with Surge	\$925.00	18%	\$754.80	EOACT09
KIP 1200 Auto Stacker	\$2,195.00	18%	\$1,791.12	MACH 1200S
KIP Fold 9900	\$41,995.00	18%	\$34,267.92	MACHOLD99

KIP Product	WSCA	0% Lease 36 Months	Non Cancel Rental 36 Months	Cancelable Rental 18 Months
KIP 9900 Plot Engine	\$44,059.92	\$1,223.54	\$1,275.00	\$2,997.33
PDF Format Printing Upgrade	\$2,035.92	\$56.54	\$56.54	\$135.73
KIP 600A Scanner Includes Monochrome Scan to File Key code	\$7,747.92	\$215.16	\$239.70	\$516.53
Rear Original Stacking Tray for 600A Scanner	\$120.77	\$3.35	\$3.35	\$8.05
KIP 2300 Scanner Including STF Mono Key code	\$11,424.00	\$317.24	\$341.70	\$761.60
KIP 2300 Scanner Stand with Integrated Display Holder	\$811.92	\$22.55	\$22.55	\$54.13
KIP 2300 Color Scan-to-File & Copy to Inkjet Upgrade via Key code	\$2,195.04	\$60.96	\$60.96	\$146.34
Color Scan-to-file Upgrade via Key code	\$975.12	\$27.08	\$27.08	\$65.01
Color Copy to Inkjet Upgrade via Key code (*requires DIG9900CS)	\$1,219.92	\$33.88	\$33.88	\$81.33
Removable USB Media Hub & Cable Kit	\$105.26	\$2.92	\$2.92	\$7.02
Secure Hard Drive Connection Kit	\$485.52	\$13.48	\$13.48	\$32.37
EPS Surge Protection Device 220V	\$177.07	\$4.92	\$4.92	\$11.80
Auto Voltage Regulator with Surge	\$754.80	\$20.96	\$20.96	\$50.32
KIP 1200 Auto Stacker	\$1,791.12	\$49.74	\$49.74	\$119.41
KIP Fold 9900	\$34,267.92	\$951.62	\$1,004.70	\$2,284.53

Additional Installation Services	Zone 1 & 2	Description
KIP Windows Driver	\$35.35	Each additional workstation above standard install
KIP Request	\$35.35	Each additional workstation above standard install
KIP Auto Cad Driver	\$35.35	Each additional workstation above standard install
Advanced Services	\$196.95	Per Hour services outside noted system inclusions

Equipment Moves	Same building	402.90
Zone 1	0 to 50 miles	\$810.90
Zone 2	51 miles plus	\$912.90

KIP Maintenance Programs	Plan Type	Monthly Rate	Print Allowance	Excess Meter (Per Sq Ft)
KIP 9900 System	Plan 1	\$657.90	10,000	0.0076
	Plan 2	\$974.10	20,000	0.007
	Plan 3	\$1,468.80	35,000	0.0065
	Plan 4	\$1,912.50	50,000	0.0065
KIP 1200 Stacker	Plan 1	\$20.40	N/A	N/A
	Plan 1	\$708.90	N/A	N/A

Special Notices:
 Conversion Formula (1) Linear Foot = (3) Square Feet
 *Excessive installation or de-installation requirements including rigging or excessive alterations to access of non-ground floors via stairs will require a site survey. A quote will be provided for actual expenditures to the customer requiring these services.
 **Training is provided for up to (3) hours in (1) hour increments.
 * Maintenance Program does not include Toner or paper.