

**SECOND AMENDMENT TO PROFESSIONAL SERVICES AGREEMENT FOR
COPIER PURCHASE AND MANAGED-PRINT SERVICES BETWEEN THE CITY OF
APACHE JUNCTION AND XEROX BUSINESS SOLUTIONS SOUTHWEST dba
ARIZONA OFFICE TECHNOLOGIES**

THIS AMENDMENT is made and entered into this ____ day of _____, 2021, ("the Execution Date") by and between the CITY OF APACHE JUNCTION, ARIZONA, an Arizona municipal corporation ("City"), and XEROX BUSINESS SOLUTIONS SOUTHWEST dba ARIZONA OFFICE TECHNOLOGIES ("AOT"), an Arizona limited liability company, ("Contractor"), sometimes collectively referred to as the "Parties" or individually as a "Party".

RECITALS

A. On August 2, 2016, the Parties entered into a three year agreement for comprehensive purchase of citywide copiers and managed print services (the "2016 Agreement") with particular terms and conditions inclusive of two one year optional extensions ending in 2021.

B. On June 18, 2019, the Parties exercised their option to extend the 2016 Agreement from August 3, 2019 through August 2, 2020 under a First Amendment.

C. Although the Parties did not exercise their option for another year, Contractor has willingly continued to provide all 2016 Agreement services to City.

D. City shall utilize the cooperative City of Mesa Contract # 2011113 for managed print services and devices.

E. Because the Parties have experienced an extremely productive and professionally beneficial business relationship, they mutually desire to extend the 2016 Agreement for the life of the warranty on the copiers with all the provided services, which ends in 2023.

AGREEMENT

NOW, THEREFORE, in consideration of mutual promises contained herein and other good and valuable consideration, the receipt and adequacy of which is hereby acknowledged, the Parties agree to amend the 2016 Agreement as follows:

A. Section 4, Term/Renewal: The full term of this Agreement shall be extended through June 30, 2023.

B. Except as expressly amended herein, all other terms and provisions of the 2016 Agreement and the First Amendment to include parts, labor, service and toner commitments shall remain in full force and effect until this Amendment expires.

C. The Parties agree that the following exhibits are considered critical contract documents in addition to the Amendment: Exhibit A Contractor Rate Sheet and Exhibit B Contractor Managed Print Service Agreement.

IN WITNESS WHEREOF, the Parties have caused this Amendment to be signed by their duly authorized representatives as of the day and year first above written.

ARIZONA OFFICE TECHNOLOGIES, an
Arizona limited liability company

Bonnie Garcia
Bonnie Garcia Jan 13, 2021 15:11 CST

By: Bonnie Garcia
Its: Vice President of Strategic Accounts

CITY OF APACHE JUNCTION, ARIZONA, an
Arizona municipal corporation

By: Chip Wilson
Its: Mayor

ATTEST:

Jennifer Pena
City Clerk

APPROVED AS TO FORM:


 1-26-21
R. Joel Stern
City Attorney

EXHIBIT A

Rates for New AOT-Xerox Owned Devices

(All prices include maintenance and support, and all consumable supplies, except paper and staples, or as otherwise noted)

Device Model	Type	Speed (Max)	Monthly Base Fee (60 mos)	B/W CPC	Color CPC	Purchase Price
BLACK AND WHITE MFP DEVICES						
Xerox 3335DNI	BW	35	N/A	\$0.0098	N/A	\$ 328.00
Xerox B405	BW	47	\$ 18.43	\$0.0098	N/A	\$ 938.16
Xerox B605X	BW	65	\$ 30.22	\$0.0098	N/A	\$ 2,356.00
Xerox VersaLink B7025	BW	25	\$ 93.42	\$0.0070	N/A	\$ 4,279.43
Xerox VersaLink B7025 with Finisher	BW	25	\$ 104.22	\$0.0070	N/A	\$ 4,774.16
Xerox VersaLink B7025 with Finisher & Hole Punch	BW	25	\$ 113.79	\$0.0070	N/A	\$ 5,212.41
Xerox VersaLink B7035	BW	35	\$ 106.20	\$0.0070	N/A	\$ 4,864.86
Xerox VersaLink B7035 with Finisher	BW	35	\$ 112.50	\$0.0070	N/A	\$ 5,153.46
Xerox VersaLink B7035 with Finisher & Hole Punch	BW	35	\$ 122.07	\$0.0070	N/A	\$ 5,591.71
Xerox WorkCentre 3655i	BW	47	\$ 65.74	\$0.0098	N/A	\$ 3,011.27
Xerox AltaLink B8145 with Finisher	BW	45	\$ 148.05	\$0.0070	N/A	\$ 6,781.95
Xerox AltaLink B8145 with Finisher and Hole Punch	BW	45	\$ 153.23	\$0.0070	N/A	\$ 7,019.01
Xerox AltaLink B8155 with Finisher	BW	55	\$ 157.95	\$0.0070	N/A	\$ 7,235.46
Xerox AltaLink B8155 with Finisher and Hole Punch	BW	55	\$ 163.13	\$0.0070	N/A	\$ 7,472.51
Xerox AltaLink B8170	BW	70	\$ 196.20	\$0.0070	N/A	\$ 8,987.63
Xerox AltaLink B8170 with Finisher	BW	70	\$ 208.80	\$0.0070	N/A	\$ 9,564.82
Xerox AltaLink B8170 with Finisher and Hole Punch	BW	70	\$ 213.98	\$0.0070	N/A	\$ 9,801.88
Xerox PrimeLink B9100 - With Staple Finisher includes 2/3 hole punch	BW	100	\$ 355.50	\$0.0039	N/A	\$ 16,284.93
Xerox PrimeLink B9110 - With Staple Finisher includes 2/3 hole punch	BW	110	\$ 375.14	\$0.0039	N/A	\$ 17,184.46
Xerox PrimeLink B9125 - With Staple Finisher includes 2/3 hole punch	BW	125	\$ 430.57	\$0.0039	N/A	\$ 19,723.85
COLOR MFP DEVICES						
Xerox VersaLink C405	C	36	\$ 18.35	\$0.0098	\$0.0700	\$ 840.38
Xerox VersaLink C505	C	55	\$ 52.00	\$0.0098	\$0.0700	\$ 2,382.00
Xerox VersaLink C7025	C	25/25	\$ 95.58	\$0.0070	\$0.0400	\$ 4,378.38
Xerox VersaLink C7025 with Finisher	C	25/25	\$ 100.80	\$0.0070	\$0.0400	\$ 4,617.50
Xerox VersaLink C7025 with Finisher and Hole Punch	C	25/25	\$ 110.37	\$0.0070	\$0.0400	\$ 5,055.75
Xerox AltaLink C8135	C	35/35	\$ 109.80	\$0.0070	\$0.0400	\$ 5,029.78
Xerox AltaLink C8135 with Finisher	C	35/35	\$ 115.20	\$0.0070	\$0.0400	\$ 5,277.14
Xerox AltaLink C8135 with Finisher and Hole Punch	C	35/35	\$ 124.77	\$0.0070	\$0.0400	\$ 5,715.39
Xerox AltaLink C8145	C	45/45	\$ 142.20	\$0.0070	\$0.0400	\$ 6,513.97
Xerox AltaLink C8145 with Finisher	C	45/45	\$ 148.50	\$0.0070	\$0.0400	\$ 6,802.57
Xerox AltaLink C8145 with Finisher and Hole Punch	C	45/45	\$ 158.07	\$0.0070	\$0.0400	\$ 7,240.82
Xerox AltaLink C8155	C	55/50	\$ 175.50	\$0.0070	\$0.0400	\$ 8,039.40
Xerox AltaLink C8155 with Finisher	C	55/50	\$ 184.50	\$0.0070	\$0.0400	\$ 8,451.67
Xerox AltaLink C8155 with Finisher and Hole Punch ***	C	55/50	\$ 194.07	\$0.0070	\$0.0400	\$ 8,889.92
Xerox AltaLink C8170 with Finisher	C	70/70	\$ 283.50	\$0.0070	\$0.0400	\$ 12,986.72
Xerox AltaLink C8170 with Finisher and Hole Punch	C	70/70	\$ 291.60	\$0.0070	\$0.0400	\$ 13,357.76
Xerox Color PrimeLink C9070 with PS	C	75/70	\$ 287.40	\$0.0070	\$0.0400	\$ 13,165.20
Xerox Color PrimeLink C9070 -With Advanced Finisher includes hole punch	C	75/70	\$ 325.98	\$0.0070	\$0.0400	\$ 14,932.80
Xerox Versant 180 Press	C	80	\$ 884.82	\$0.0070	\$0.0400	\$ 40,532.40
Xerox Versant 180 Press with Booklet Maker & 2/3 Hole Punch	C	80	\$ 923.41	\$0.0070	\$0.0400	\$ 42,300.00
Xerox Versant 3100 Press	C	100	\$ 2,816.79	\$0.0070	\$0.0400	\$ 129,033.00
Xerox Versant 3100 Press with Std Finisher and 2/3 Hole & Stapler	C	100	\$ 3,154.99	\$0.0070	\$0.0400	\$ 144,525.60
DESKTOP PRINTERS						
Xerox 3330DNI	B/W	42	n/a	\$0.0098	N/A	\$ 325.24
Xerox VersaLink C400	C	36	\$ 11.06	\$0.0098	\$0.0950	\$ 506.70
Xerox VersaLink B400	BW	47	\$ 11.96	\$0.0098	N/A	\$ 547.92
Xerox VersaLink B600DN	BW	58	\$ 13.29	\$0.0098	N/A	\$ 1,002.00
Xerox C8000D	C	45	\$ 53.92	\$0.0098	\$0.0950	\$ 2,470.00
KIP ENGINEERING DEVICES						
KIP 770 - Fee includes consumables, and maintenance and support. Rate is per square foot, not CPC.	BW	3D per min	\$ 295.19	\$0.0250	N/A	\$13,522.00
KIP 7170 - Fee includes consumables, and maintenance and support. Rate is per square foot, not CPC.	BW	6D per min	\$ 380.17	\$0.0250	N/A	\$17,415.00
KIP 7770 - Fee includes consumables, and maintenance and support. Rate is per square foot, not CPC.	BW	9D per min	\$ 626.00	\$0.0250	N/A	\$28,676.00
KIP 7970 - Fee includes consumables, and maintenance and support. Rate is per square foot, not CPC.	BW	9D per min	\$ 795.16	\$0.0250	N/A	\$36,425.00
KIP 850 - Fee includes consumables, and maintenance and support. Rate is per square foot, not CPC.	C	Up to 2880 sq. ft	\$ 530.50	\$0.0250	\$0.0450	\$24,301.25
KIP C860 w/Scanner - Fee includes ONLY maintenance and support. Rate is per square foot, not CPC.	C	Up to 2880 sq. ft	\$ 596.12	\$0.0250	\$0.0450	\$27,307.50
KIP C870 - Fee includes ONLY maintenance and support. Rate is per square foot, not CPC.	C	Up to 2880 sq. ft	\$ 617.95	\$0.0250	\$0.0450	\$28,307.50
KIP C880 - Fee includes ONLY maintenance and support. Rate is per square foot, not CPC.	C	Up to 2880 sq. ft	\$ 661.49	\$0.0250	\$0.0450	\$30,302.00
KIP C890 w/scanner - Fee includes ONLY maintenance and support. Rate is per square foot, not CPC.	C	Up to 2880 sq. ft	\$ 758.68	\$0.0250	\$0.0450	\$34,754.00

Rates for New AOT-Xerox Owned Devices

(All prices include maintenance and support, and all consumable supplies, except paper and staples, or as otherwise noted)

Device Model	Type	Speed (Max)	Monthly Base Fee (60 mos)	B/W CPC	Color CPC	Purchase Price
HP Wide Format Plotter with Post Script	Type	Speed (Max)	Monthly Base Fee (60 mos)	B/W CPC	Annual Service supplies not included	Annual Service if machine is not purchased from AOT supplies not included
HP T3500 Plotter/Printer	C	see specific	\$ 397.00	N/A	\$1,250.00	\$ 1,479.00
HP T2500 Plotter/Printer	C	see specific	\$ 239.00	N/A	\$1,400.00	\$ 1,649.00
HP T520 Multifunction- copy-print-scan	C	see specific	\$ 63.00	N/A	\$400.00	\$ 620.00
HP T790 Multifunction- copy-print-scan	C	see specific	\$ 112.97	N/A	\$600.00	\$ 815.00
HP T920 Multifunction- copy-print-scan	C	see specific	\$ 126.00	N/A	\$600.00	\$ 815.00
HP Z6600ps Graphics Plotter 60"	C	see specific	\$ 217.18	N/A	\$975.00	\$ 1,210.00
Designjet T2600 Dual Roll MFP	C	see specific	\$ 240.02	N/A	1033 *	\$ 10,995.00
MUTOH Wide Format Pricing Placeholder					Annual Service supplies not included	Purchase Price
ValueJet 1204 Plus 48" Printer	C	see specific	\$ 245.48	N/A	\$2,000.00	\$ 11,245.00
ValueJet 628 Printer	C	see specific	\$ 141.79	N/A	\$2,000.00	\$ 6,495.00
ValueJet 628X Printer	C	see specific	\$ 152.70	N/A	\$2,000.00	\$ 6,995.00
Optional VJ 628 Stand	N/A	see specific	\$ 6.53	N/A	N/A	\$ 299.00
ValueJet 1324 54" Printer (includes Take-up)	C	see specific	\$ 306.89	N/A	\$2,000.00	\$ 14,058.00
ValueJet 1624 64" Printer (includes Take-up)	C	see specific	\$ 368.27	N/A	\$2,000.00	\$ 16,870.00
ValueJet 1628X 64" Printer (includes Take-up)	C	see specific	\$ 409.20	N/A	\$2,000.00	\$ 18,745.00
Optional VJ 54" Take-up	N/A	see specific	\$ 40.82	N/A	N/A	\$ 1,870.00
Optional VJ 64" Take-up	N/A	see specific	\$ 43.55	N/A	N/A	\$ 1,995.00
Low Cost 24" Take-up	N/A	see specific	\$ 14.21	N/A	N/A	\$ 651.00
Low Cost 48"-54" Take-up	N/A	see specific	\$ 16.26	N/A	N/A	\$ 745.00
Low Cost 64"-74"Take-up	N/A	see specific	\$ 18.32	N/A	N/A	\$ 839.00
ValueJet 16** Series Heavy Duty Take-up & Feed	N/A	see specific	\$ 152.70	N/A	N/A	\$ 6,995.00
ValueJet 1638X 64" Dual Head Printer w Take-up	C	see specific	\$ 611.13	N/A	\$4,300.00	\$ 27,995.00
ValueJet 1638UH 64" UV-LED Hybrid Dual Head HD Printer (Inc flat Bed Tables, take-up is optional)	C	see specific	\$ 1,178.71	N/A	\$5,500.00	\$ 53,995.00
Mutoh Edition Flexiprint SE Cloud	N/A	see specific	\$ 7.09	N/A	N/A	\$ 325.00
Mutoh Edition Flexiprint DX Cloud	N/A	see specific	\$ 17.20	N/A	N/A	\$ 788.00
Mutoh Edition Onyx Rip Center	N/A	see specific	\$ 13.08	N/A	N/A	\$ 599.00
ValueJet 426UF Printer	C	see specific	\$ 409.20	N/A	\$2,000.00	\$ 18,745.00

Devices Available For Purchase From AOT-Xerox

(Monthly charge only includes maintenance and support - optional on XDS-P and 3125 only. All consumable supplies responsibility of City)

SCANNERS	Purchase \$	Speed (Max)	Monthly Maintenance Charge
Xerox DocuMate Scanner Duplex Portable Scanner (XDS-P)	\$ 233.76	20/40	\$7.70
Xerox DocuMate Scanner 3125 (XDM31255M-WU)	\$ 280.52	40/70	\$7.70
Xerox DocuMate Scanner 6440 (XDM6440-U)	\$ 499.00	71/40	\$7.70
Xerox DocuMate Scanner 5540 (XDM5540-U)	\$ 1,083.48	40/80	\$7.70
Fujitsu fi7160	\$ 1,134.00	60-120	\$7.70
Fujitsu fi7180	\$ 1,700.00	80-160	\$7.70
Fujitsu fi-7600	\$ 4,799.00	80-200ipm	\$7.70

Rates for Existing City Owned Devices
(All prices include maintenance and support, and all consumable supplies,
except paper and staples, or as otherwise noted)

Device Model	Monthly Minimum Charge	B/W CPC	Color CPC
BLACK AND WHITE DEVICES (Any speed)			
Any Make or Model MFP (Except desktop MFPs Legal/Letter, which are billed at .0098)	\$0.00	\$0.0070	N/A
Any Make or Model Printer (Except Inkjet, Zebra or unmeterable devices)	\$0.00	\$0.0098	N/A
InkJet and unmeterable printers (flat fee). Intent is to retire/replace all of these if possible.	\$25.00	N/A	N/A
Zebra TLP2844 printers (PD). Does not include units in squad cars or mobile units (stationary only).	\$9.00	N/A	N/A
COLOR DEVICES (Any speed)			
Any Make or Model MFP (Except desktop MFPs Legal/Letter, which are billed at .0950)	\$0.00	\$0.0070	\$0.0400
Any Make or Model Desktop Printer (Except Inkjet and unmeterable devices)	\$0.00	\$0.0098	\$0.0950
InkJet and unmeterable printers (flat fee). Intent is to retire/replace all of these if possible.	\$25.00	N/A	N/A
SCANNERS (B/W or Color - Any speed)			
Any Make or Model Scanner (stand-alone scanning device)	\$7.70	N/A	N/A

Rates for Other AOT-Xerox Services

Service	Rate
New AOT-Xerox Device Install and Setup, including Training	\$0
Device Location Move (per device, either City owned or AOT-Xerox owned). Does not include any of the initial device optimization moves for a department, based on AOT-Xerox approved design)	\$75
Annual Device Assessments and Consultations	\$0
After-Hour Service Calls	\$175 per hour, 2 hour minimum
Loaner device placements (while devices are being repaired). Includes placement, and removal.	\$0
SMART asset maintenance	\$0
Billing services	\$0
Secure Print usage (includes maintenance and support)	\$0
FMAudit usage (includes maintenance and support)	\$0
Device Hard Drive Data Removal (Removes sensitive documents prior to disposal/resale)	
Hard Drive Removal - AOT surrenders device H/D and provide a certificate of completion. Device not usable, not good for resale.	\$199
Data Overwrite - AOT deletes/overwrites data and provides a certificate of completion. Device usable - good for resale.	\$0

EXHIBIT B



A Xerox Company

MANAGED PRINT SERVICES AGREEMENT

AOT - A Xerox Company

4320 E Cotton Center Blvd #100 Phoenix, AZ 85040 602-346-3000

3501 E Speedway Blvd #145 Tucson, AZ 85716 520-989-3200

3050 N. Navajo Dr Suite 107, Prescott Valley, AZ 86314 928-350-3100

BILL TO:

Customer Name: City of Apache Junction
Address: _____
City/State/Zip: _____
Phone: _____

EQUIPMENT LOCATION:

Customer Name: _____
Address: _____
City/State/Zip: _____
Phone: _____

Effective Start Date: _____ (mm/dd/yyyy) _____

Term Duration (check one): _____ 36 months _____ 48 months _____ 60 months

Serviced Devices:

Model	Serial Number	ID #	Start Meter

For Additional Equipment Attach Schedule A:

Schedule A Attached:

Yes or No
(circle one)

Pricing Includes

60,000 B&W Copies	\$420.00	Monthly Payment	\$0.0070	Overage Rate
16,000 Color Copies	\$640.00	Monthly Payment	\$0.0400	Overage Rate
30,000 B&W Prints	\$294.00	Monthly Payment	\$0.0098	Overage Rate
5,000 Color Prints	\$475.00	Monthly Payment	\$0.0950	Overage Rate
B&W Flat Fee Printers		Monthly Payment		
Color Flat Fee Printers		Monthly Payment		

Meters are reconciled quarterly unless otherwise noted:

Notes: See SAVE contract for Terms

If Company has agreed to provide equipment at no charge as part of this Agreement, title on said equipment shall remain with AOT until the completion of the initial term of the Agreement or 36 months, whichever is longer.

Link360 Application

AOT is committed to provide exceptional customer support during the term of this MPS agreement. Obtaining accurate real time equipment information such as supply levels and meter readings is vital in providing this level of support. Installation of the Link360 Application will allow automated meter acquisition, resulting in improved billing integrity and proactive toner management, including automatic delivery. If Link 360 application is not installed customer will be required to obtain meter readings and provide them to AOT. Should meters not be provided as described in the terms of the Print Management Agreement, AOT reserves the right to estimate usage based on the average monthly volumes as stated on schedule "A".

Link 360 Application installed? Yes or No (circle one)

Customer acknowledges receipt of the terms of this agreement which consists of 2 pages, including this face page.

Printed Name: _____
Signature: _____

Title: _____
Date: _____

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