

## **5. Completed Pricing Sheet**

- ✓ Complete Attachment 2 – Pricing Sheet submitted in Microsoft Excel format
- ✓ Provide supporting documentation for proposed pricing MSRP

The provided response to Lake County's solicitation includes several different options.

**Price option 1**

Optimized solution to replace 79 MFDs and 6 Jamex coin ops on a 5-year program

**Price option 2**

Additional option to reduce overall costs by right sizing departmental MFDs

**Price option 3**

Additional option to add Rules-Based software Papercut including Price option 1

**Price option 4**

Additional option to add Rules-Based software Papercut including Price option 2



**Confidential MSRP**  
**Effective - September 1, 2021**

Product Code	Description	Suggested Retail Price
	<b>SHARP MX-3071 / MX-4071 / MX-5071</b>	
	<b>Advanced Series Color Document Systems</b>	
MX-3071	30 PPM B&W / 30 PPM Full-Color Workgroup Document System Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine.	\$12,925
MX-3571	35 PPM B&W / 35 PPM Full-Color Workgroup Document System Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine.	\$15,675
MX-4071	40 PPM B&W / 40 PPM Full-Color Workgroup Document System Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine.	\$18,425
MX-5071	50 PPM B&W / 50 PPM Full-Color Workgroup Document System Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine.	\$20,625
MX-6071	60 PPM B&W / 60 PPM Full-Color Workgroup Document System Base models include walk-up motion sensor, wireless connectivity, quad-core multitasking controller, retractable keyboard, Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Standard Security with End-of-Lease feature. Black and color developer is preinstalled in the machine.	\$22,825
	<b>Options*</b>	
MX-DE25N	Stand/1 x 550-sheet Paper Drawer	\$885
MX-DE26N	Stand/2 x 550-sheet Paper Drawers	\$1,130
MX-DE27N	Stand/3 x 550-sheet Paper Drawers	\$1,570
MX-DE28N	Stand/1 x 550 + 2,100-sheet Split Tandem Paper Drawers	\$2,000
MX-DE29N	Low Stand/1 x 550 Sheet Paper Drawer (for wheelchair access)	\$885
MX-LC17N	3,000-sheet Large Capacity Cassette (letter, requires MX-DE25N/26N/27N/28N)	\$1,570
MX-LT10	Long Paper Feeding Tray (for use with Banner Paper)	\$210
MX-FN27N	50-sheet Staple Inner Finisher	\$2,000
MX-FN28	1K Stacking 50-sheet Staple Finisher	\$2,600
MX-FN29	1K Stacking 50-sheet Staple/Saddle Stitch Finisher	\$3,050
MX-FN30	3K Stacking 65-sheet Staple Finisher	\$3,050
MX-FN31	3K Stacking 65-sheet Staple/Saddle Stitch Finisher	\$6,000
MX-PN14B	3-Hole Punch Unit (requires MX-FN27N)	\$735
MX-PN15B	3-Hole Punch Unit (requires MX-FN28/29)	\$735
MX-PN16B	3-Hole Punch Unit (requires MX-FN30/31)	\$735
MX-RB25N	Paper Pass Unit (required for MX-FN28/29/30/31)	\$445
MX-TR19N	Right Side Exit Tray	\$160
MX-TR20	Job Separator	\$55
MX-TU16	Center Exit Tray (required if no finisher installed)	\$80
MX-UT10	Utility Table (recommended for Sharp MFP Voice function)	\$160
MX-FX15	Fax Expansion Kit	\$1,360
MX-FWX1L	Internet Fax Kit	\$570
MX-PF10	Bar Code Font Kit	\$625
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	\$180
MX-FR62U	Data Security Kit	\$575
MX-A3DOTKIT	A3 Amazon Echo Dot (3rd gen.) Attachment Kit	\$149
DVENDFSV	Generic Vend Interface Kit	\$100
	* Please refer to the product configuration chart before placing your order.	



**Confidential MSRP**  
**Effective - September 1, 2021**

Product Code	Description	Suggested Retail Price
<b>SHARP MX-7081 / MX-8081</b>		
<b>MX Series High Speed Color Document Systems</b>		
MX-7081	75 PPM B&W / 70 PPM Color - High Speed Color Document System Base models include multi-processor controller, 300-sheet/150-business card DSPF, 3,100-sheet paper capacity (2,000-sheet tandem tray/2 x 500-sheet trays/MX-MF10 100-sheet multi-bypass tray), wireless connectivity, 1 TB hard disk drive with Document Filing System, PCL 6/Adobe® PostScript® 3™ printing systems, network printing, scanning, retractable keyboard and Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting Modules. Standard Security including End-of-Lease data erase feature. Black and color developer is included.	\$29,500
MX-8081	80 PPM B&W / Color - High Speed Color Document System Base models include multi-processor controller, 300-sheet/150-business card DSPF, 3,100-sheet paper capacity (2,000-sheet tandem tray/2 x 500-sheet trays/MX-MF10 100-sheet multi-bypass tray), wireless connectivity, 1 TB hard disk drive with Document Filing System, PCL 6/Adobe® PostScript® 3™ printing systems, network printing, scanning, retractable keyboard and Sharp OSA® technology (Cloud Ready) - Application Communication and External Accounting Modules. Standard Security including End-of-Lease data erase feature. Black and color developer is included.	\$34,500
<b>Options*</b>		
MX-LC12	3,500-sheet Large Capacity Cassette (Letter)	\$1,570
MX-LCX3N	3,000-sheet Large Capacity Cassette (Letter, Letter-R, Legal or Ledger)	\$3,050
MX-LC13N	5,000-sheet Large Capacity 2-Drawer Air Feed Tray (Letter, Letter-R, Legal or Ledger; requires MX-RB14)	\$6,700
MX-LT10	Long Paper Feeding Tray (for use with Banner Paper)	\$210
MX-MF11	500-sheet Multi-bypass Tray (requires MX-LC13N)	\$1,760
MX-FN34	65-sheet Staple Finisher (3,000-sheet output capacity; requires MX-RB12N)	\$3,050
MX-FN35	65-sheet Staple/20-sheet Saddle Stitch Finisher (3,000-sheet output capacity; requires MX-RB12N)	\$6,000
MX-FN21	100-sheet Staple Finisher (4,000-sheet output capacity; requires MX-RB12N and MX-RB27)	\$7,550
MX-FN22	100-sheet Staple/20-sheet Saddle Stitch Finisher (4,000-sheet output capacity; requires MX-RB12N and MX-RB27)	\$10,720
MX-CF11	2-tray Inserter Unit (requires optional equipment - please refer to Configuration Chart)	\$3,860
MX-FD10	Multi-folding Unit (requires MX-RB12N and MX-RB27; and MX-FN21 or MX-FN22)	\$15,700
MX-RB12N	Paper Pass Unit (for machine; required for all configurations with finishers)	\$550
MX-RB13	Relay Unit (requires MX-RB12N and MX-RB27; and MX-FN21 or MX-FN22)	\$1,140
MX-RB14	Paper Pass Unit (required for MX-LC13N)	\$1,140
MX-RB27	Curl Correction Unit (required for MX-FN21 and MX-FN22)	\$1,140
MX-TM10	Trimmer Unit (requires MX-FN22)	\$6,700
MX-PN16B	3-Hole Punch Unit (for use with MX-FN34 and MX-FN35)	\$735
MX-PN13B	3-Hole Punch Unit (for use with MX-FN21 and MX-FN22)	\$945
MX-TR14	Right Side Exit Tray	\$190
MX-TU14	Center Exit Tray (required if no finishing options are selected)	\$140
MX-SL10N	Status Indicator Light	\$675
MX-GBCX2	GBC SmartPunch Pro (requires Die Set and MX-RB13)	\$18,540
MX-GBC03	3-Hole Die Set (for GBC SmartPunch Pro)	\$1,060
MX-GBC11	11-Hole VeloBind Set (for GBC SmartPunch Pro)	\$1,260
MX-GBC19	19-Hole CombBind Die Set (for GBC SmartPunch Pro)	\$1,260
MX-GBC21	21-Hole WireBind Die Set (for GBC SmartPunch Pro)	\$1,260
MX-GBC32	32-Hole WireBind Die Set (for GBC SmartPunch Pro)	\$1,260
MX-GBC44	44-Hole Color Coil Die Set (for GBC SmartPunch Pro)	\$1,260
MX-GBC32PRO	32-Hole ProClick Die Set (for GBC SmartPunch Pro)	\$1,260
MX-GBC51	19-Hole Heavy Duty CombBind Die Set (for GBC SmartPunch Pro)	\$4,320
MX-GBC52	44-Hole Heavy Duty Color Coil Die Set (for GBC SmartPunch Pro)	\$4,080
MX-GBC53	3-Hole Heavy Duty Die Set (for GBC SmartPunch Pro)	\$2,400
AR-SU1	Stamp Unit (requires AR-SV1 Stamp Cartridge)	\$180
MX-PF10	Barcode Font Kit	\$625
MX-FX15	Fax Expansion Kit	\$1,360
MX-FWX1L	Internet Fax (i-Fax) Expansion Kit	\$570
MX-FR65U	Data Security Kit	\$760
MX-PE15	Fiery Color Embedded Print Server (requires MX-PX15)	\$7,000
MX-PX15	Fiery Interface Kit (required for MX-PE15)	\$2,000
MX-PEHF12	Fiery Hot Folders/Virtual Printers Production Features	\$1,340
MX-PECR1Y	Fiery ColorRight 1 Year Subscription	\$1,600
MX-PECR2Y	Fiery ColorRight 2 Year Subscription	\$3,020
MX-PECR3Y	Fiery ColorRight 3 Year Subscription	\$4,300
MX-PECR4Y	Fiery ColorRight 4 Year Subscription	\$5,090
MX-PECR5Y	Fiery ColorRight 5 Year Subscription	\$5,950
MX-PEAM1Y	Fiery Automation 1 Year Subscription	\$1,340
MX-PEAM2Y	Fiery Automation 2 Year Subscription	\$2,550
MX-PEAM3Y	Fiery Automation 3 Year Subscription	\$3,600
MX-PEAM4Y	Fiery Automation 4 Year Subscription	\$4,290
MX-PEAM5Y	Fiery Automation 5 Year Subscription	\$5,020
MX-PEFIS	Fiery Impose Software	\$3,400
MX-PEFC	Fiery Compose Software	\$1,550
MX-PEIC	Fiery Impose + Fiery Compose Software Bundle	\$4,330
MX-PEAAEP	Adobe Acrobat Pro 2017 + Enfocus PitStop Edit 2019 (for use with Fiery Impose/Compose/JobMaster Software)	\$670



**Confidential MSRP**  
**Effective - September 1, 2021**

<b>Product Code</b>	<b>Description</b>	<b>Suggested Retail Price</b>
MX-PESP3	EFI ES-3000 Spectrophotometer	\$1,855
MX-PECPS1	Fiery Color Profiler Suite (includes MX-PECPM 1-year SMSA)	\$3,300
MX-PECPSP1	Fiery Color Profiler Suite + EFI ES-3000 Spectrophotometer (includes MX-PECPM 1-year SMSA)	\$4,740
MX-PECPM	Fiery Color Profiler Suite 1-year Software Maintenance and Support Agreement (SMSA) (avail. for MX-PECPS1/P)	\$720
DVENDFSV	Generic Vend Interface Kit	\$100
	* Please refer to the product configuration chart before placing your order.	

**SHARP ELECTRONICS CORPORATION**  
100 Paragon Drive, Montvale, New Jersey 07645  
(201) 529-8200

Sharp, Sharp OSA, and all related trademarks are trademarks or registered trademarks of Sharp Corporation and/or its affiliated companies. PCL is registered trademark of HP Company. Adobe and PostScript 3 are registered trademarks of Adobe Systems Incorporated. All other trademarks are the property of their respective owners.

©2021 Sharp Electronics Corporation. All rights reserved.

