



Copier Pricing Summary Market Research

	Sharp								Konica/Minolta								Toshiba							
Current Model	Proposed Replacement	36 Month Lease (Monthly)	48 Month Lease (Monthly)	Total Units	Total Yearly Cost 36 mnth	Total Yearly Cost 48 Mnth	Price Per Copy BW/Color		Proposed Replacement	36 Month Lease (Monthly)	48 Month Lease (Monthly)	Total Units	Total Yearly Cost 36 Mnth	Total Yearly Cost 48 Mnth	Price Per Copy BW/Color		Proposed Replacement	36 Month Lease (Monthly)	48 Month Lease (Monthly)	Total Units	Total Yearly Cost 36 Mnth	Total Yearly Cost 48 Mnth	Price Per Copy BW/Color	
MX-2615	MX-3050	\$103.58	\$81.36	34	\$42,260.64	\$33,194.88	\$0.006	\$0.040	Bizhub C258	\$ 117.52	\$ 95.80	34	\$47,948.16	\$39,086.40	\$0.0059	\$0.0500	2505	\$103.30	\$86.39	32	\$39,667.20	\$33,173.76	\$0.0059	\$ 0.0450
MX-3115	MX-3050	\$105.98	\$83.13	2	\$2,543.52	\$1,995.12	\$0.006	\$0.040	Bizhub C308	\$ 119.33	\$ 104.36	2	\$2,863.92	\$2,504.64	\$0.0059	\$0.0500	3005	\$110.57	\$92.23	2	\$2,653.68	\$2,213.52	\$0.0059	\$ 0.0453
MX-3501	MX-3550	\$123.87	\$97.16	1	\$1,486.44	\$1,165.92	\$0.006	\$0.040	Bizhub 368	\$ 94.48	\$ 77.00	1	\$1,133.76	\$924.00	\$0.0059	\$0.0500	3505	\$108.80	\$90.88	2	\$2,611.20	\$2,181.12	\$0.0059	\$ 0.0453
MX-3640	MX-3550	\$131.27	\$103.04	12	\$18,902.88	\$14,837.76	\$0.006	\$0.040	Bizhub C368	\$ 134.75	\$ 116.07	12	\$19,404.00	\$16,714.08	\$0.0055	\$0.0490	3505	\$118.56	\$99.03	1	\$1,422.72	\$1,188.36	\$0.0055	\$ 0.0453
MX-M314	MX-M316	\$75.67	\$59.45	27	\$24,517.08	\$19,261.80	\$0.007	\$0.040	Bizhub 368	\$ 94.55	\$ 76.83	27	\$30,634.20	\$24,892.92	\$0.0590	N/A	3505	\$126.16	\$108.91	12	\$18,167.04	\$15,683.04	\$0.0055	\$ 0.0453
MX-4141	no offer				\$0.00	\$0.00			Bizhub C458	\$ 183.53	\$ 116.07	1	\$2,202.36	\$1,392.84	\$0.0055	\$0.0420	3508	\$90.32	\$75.44	27	\$29,263.68	\$24,442.56	\$0.0055	N/A
MX-5140	MX-5050	\$155.82	\$122.22	6	\$11,219.04	\$8,799.84	\$0.006	\$0.040	Bizhub C558	\$ 227.64	\$ 185.54	6	\$16,390.08	\$13,358.88	\$0.0055	\$0.0420	4505	\$187.42	\$156.59	1	\$2,249.04	\$1,879.08	\$0.0055	\$ 0.0042
MX-M503	MX-M464	\$100.88	\$79.13	4	\$4,842.24	\$3,798.24	\$0.007	N/A	Bizhub 558	\$ 170.52	\$ 138.98	4	\$8,184.96	\$6,671.04	\$0.0055	N/A	5506	\$199.45	\$182.57	6	\$14,360.40	\$13,145.04	\$0.00528	\$ 0.0450
MX-M753	MX-M754	\$203.04	\$159.26	1	\$2,436.48	\$1,911.12	\$0.005	N/A	Bizhub 808	\$ 235.70	\$ 192.11	1	\$2,828.40	\$2,305.32	\$0.0045	N/a	5508	\$164.28	\$125.36	4	\$7,885.44	\$6,017.28	\$0.0043	N/A
<b>TOTALS</b>				<b>87</b>	<b>\$108,208.32</b>	<b>\$84,964.68</b>						<b>88</b>	<b>\$131,589.84</b>	<b>\$107,850.12</b>			7508	\$176.35	\$147.31	1	\$2,116.20	\$1,767.72	\$0.00415	N/A
																			<b>88</b>	<b>\$120,396.60</b>	<b>\$101,691.48</b>			

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--