

Cooperative Contract Quick Guide







	AEPA	Sourcewell	NASPO ValuePoint	
Full Name	Association of Educational Purchasing Agencies	Sourcewell	National Association of State Procurement Officials	Region 4 ESC, powered by Omnia Partners - Public Sector
Contract#	IFB# 021-C	030321-KON	140597	R191101
Master Agreement	40208821	40211160	40196495	40200813
Effective Dates	March 1, 2021 – February 28, 2025	April 20, 2021 – April 19, 2025	January 1, 2020 – December 31, 2021	June 1, 2020 – May 31, 2023
Renewals (Remaining)	None	1, 1-year optional renewal	3, 1-year optional renewals	1, 2-year optional renewal
Eligible Users	Varies by state (Generally includes all public and private education, political subdivision and non profits.)	Political Subdivisions Private and Public Education Not-for-Profit Organizations	Political Subdivisions (With State CPO approval, please see GAM)	Political Subdivisions Private and Public Education Not-for-Profit Organizations
KMBS Microsite	kms.konicaminolta.us/aepa	kms.konicaminolta.us/sourcewell	kms.konicaminolta.us/naspo140597	NA
Co-op Website	www.aepacoop.org	https://sourcewell-mn.gov	www.naspovaluepoint.org	https://public.omniapartners.com/suppliers/konicaminolta/
Acquisition Methods	Purchase and Lease	Purchase and Lease	Purchase and Lease	Purchase and Lease
Financing	KMPF (DLL, US Bank, CIT, Wells Fargo) Partner availability varies by state See government portal for rates and states	KMPF (CIT, DLL, US Bank & Wells Fargo) NCL See government portal for rates.	KMPF (CIT and DLL) See microsite for rates	KMPF (CIT and DLL) See government portal for rates
Finance Terms	36, 48, 60 mo	24, 36, 48, 60 mo	24, 36, 48, 60 mo	24, 36, 48, 60 mo
Lease Types Available	FMV, \$1 Out (Capital) Software-only	FMV, \$1 Out (Capital), True Municipal, PO-only Software-only	FMV, \$1 Out (Capital), Straight (Operational) Software-only Cancelable Rental	FMV, \$1 Out (Capital), True Municipal, PO-only Software-only
Coterm Rates	Yes For accessories and mainframes to an existing AEPA fleet	Yes For accessories and mainframes to existing Sourcewell fleet	Yes For accessories and additions to an existing (or previous) NASPO fleet	Yes For accessories and mainframes to existing OMNIA fleet
Non-Appropriation	Yes (Government entities only)	Yes (Government entities only)	Yes (Government entities only)	Yes (Government entities only)
Property Tax and Insurance	Dependent upon lease choice Please reference lease rate tables	Dependent upon lease choice Please reference lease rate tables	Included	Dependent upon lease choice Please reference lease rate tables
Required Cooperative Agreements	Varies by state please reference microsite	Preferred, but not mandatory	Participating Addendum with KMBS, and State CPO approval	Registration required through www.omniapartners.com/publicsector
Buyouts Allowed (documented)	Yes, must be line itemed	Yes	Yes, must be line itemed	Yes
Trade-ins Allowed	Yes	Yes	Yes	Yes
End of lease renewal option	NA	NA	Hardware: NTE catalog rates Service: <5 years = NTE catalog, years 5-7 = NTE 107%, 8+ years = NTE 110%	NA
Return Charges	Open Market	\$400 per unit	Included	Open Market
Spot Discounting	Yes through channel process	Yes through channel process	Yes through channel process	Yes through channel process
Delivery	No Charge delivery within 50 miles Delivery beyond 50 miles, stair climber, or special rigging is "open market"	Included on MFDs-only (AK & HI- Open Market)	Included	Included
Networking	Networking may be charged for units with print controller (see catalog)	Networking may be charged for units with print controller (see catalog)	Networking of 5 PCs per machine	Networking may be charged for units with print controller (see catalog)
Additional Delivery and Installation Charges	Professional service charges for training beyond the initial install or for training on any sold 3rd party software is allowed (see catalog)	Professional service charges for advanced training, and special equipment and rigging requirements for delivery (see catalog)	Additional end user training- \$75/hr Advanced training/IT training- \$175/hr	Professional service charges for advanced training, and special equipment and rigging requirements for delivery (see catalog)
Moves	Open Market	Open Market	Same building- no charge Up to 50 miles - \$450 >50 miles - \$850	Open Market
Maintenance Escalation	Escalation not to exceed 11% annually	Escalation not to exceed 11% annually	Lease: Fixed for term. Purchase: Fixed for up to 5 years	Escalation not to exceed 11% annually
Staples Included	Yes	Yes	Yes	Yes
11"x17"	2 clicks	2 clicks	2 clicks	2 clicks

Additional information available on the mykonicaminolta.com government portal Sales> Government> National Cooperative Contracts



KONICA MINOLTA

Contract Hardware and Services Matrix

Product/Service	AEPA	Sourcwell	NASPO	R4/OMNIA
A3 MFD	✓	✓	✓	✓
A4 MFD	✓	✓	✓	✓
Production Print	✓	✓	✓	✓
Printers	✓	✓	✓	✓
Wide Format	✓	✓	✓	✓
Solutions	✓	✓	✓	✓
MPS/FM	✓	✓	✓	✓
IIM	✓		✓	✓
3rd Party Finishing	✓	✓		✓
Promethean 		✓		✓
IT Services	✓	✓		✓
Scanners	✓	✓	✓	✓
Workplace of the Future				✓
Video Security Solutions 		✓		✓
Managed Voice				✓
Workplace Hub	✓	✓		✓

*Refer to price book for specific products/services

Contract icons represent alternative awards with a specific score for the technology and more readily accepted by public sector agencies.



Custom Flat Rate Availability

Flat Rate Definitions for Cooperative Contracts:

- **OneRate** – Specific promotional pricing with associating terms and conditions, pricing and marketing.
- **Custom Flat Rate** – Tailored flat rate pricing
 - Achieved on cooperative contracts by using the monthly minimum volume bands and waiving any overage charges as a spot discount.

Pricing Note: Catalog pricing is ceiling-based; pricing can be discounted, but not raised from price listed in the catalog.

Flat Rate	R4/OMNIA	Sourcewell	NASPO	AEPA	KPN	NCPA
One Rate	✓	✓			NA	NA
Custom Flat Rate	✓	✓	✓	✓	NA	NA

*Refer to price book for specific products/services

NASPO ValuePoint Catalog: The catalog includes flat rate pricing as required by the bid specifications. This required response pricing is applicable to outright purchased devices and does not include supplies.

Please utilize spot discounting to achieve a custom flat rate pricing where supplies are required (most cases).



IIM Solutions and Services Matrix



Public Sector and Education Administrative Software Solutions and Related Services - #090320-KON

- Primary use IIM contract due to its awarded scope

Product/Service	Availability
CATEGORY D - Soutlions	
Hyland OnBase	#090320-HYL
Square 9	✓
Nintex	✓
Kofax	✓
File Assist	✓
ShareBase	✓
Sharepoint Services	✓
Return to Work	✓
Sharepoint 365	✓
OpenText RightFax Connect	✓
Dispatcher Phoenix	✓
CATEGORY I - Equipment and Accessories	
Fujitsu	✓
Kodak	✓
DIS Scanners	✓
CATEGORY J - Services	
Konica Minolta Pro Services	✓
Konica Minolta BPO Services	✓
All Covered Application Management	✓
All Covered Sharepoint Practice	✓

*Refer to price book for specific products/services



All Covered Hardware and Services Matrix

Product/Service*	R4/OMNIA	Sourcewell	NASPO**	AEPA	KPN	NCPA
Managed Voice	#R191101	#022719-KON				
Promethean Interactive Panels	#R191101	#030321-KON			#202012-03	#01-97
Install, Training & Support	#R191101	#030321-KON				
Optimized Network Assessment	#R191101	#030321-KON		#021-C		
IT Services	#R191101	#030321-KON		#021-C		
Remote Support	#R191101	#030321-KON		#021-C		
Workspaces	#R191101	#030321-KON		#021-C		
Security	#R191101	#030321-KON	#140597	#021-C		
Backup for Workstations/Servers	#R191101	#030321-KON	#140597	#021-C		
Cloud Services/Solutions	#R191101	#030321-KON		#021-C		
Application Development	#R191101	#030321-KON		#021-C		
Professional Services	#R191101	#030321-KON	#140597	#021-C		
MacPros Professional Services	#R191101	#030321-KON		#021-C		
Education Professional Services	#R191101	#030321-KON		#021-C		
IT Procurement					✓	✓
SYNNEX Line Card						#01-97
Promark Line Card						#01-96
Sector Five					#202012-03	
Microsoft Surface Pro					#202012-03	
Lenovo Chromebook					#202012-03	#01-97 & 01-96
Extreme Networks					#202012-03	
3D Printers						#01-97
MOBOTIX	#R191101				#202001-05	
Workplace Hub	#R191101	#030321-KON		#021-C		
FORXAI Secure Access	#R191101				#202001-05	
GSuite Solutions						
ERP Systems						

*Refer to price book for specific products/services

**State contract number must also be referenced on order documentation

