

PARTICIPATING ADDENDUM
PRINTER EQUIPMENT, SOFTWARE, AND RELATED SERVICES
MASTER PRICE AGREEMENT
Between
XEROX CORPORATION
WSCA Contract Number A74403
and
STATE OF IOWA

1. Scope:

Within the State of Iowa, all state agencies, state facilities, cities, counties or education entities or any entity funded in part with tax dollars, are eligible purchasers and authorized to purchase products and services under the terms of this price agreement.

2. Changes:

- a) Without affecting the approved product prices or discounts specified in the WSCA/NASPO Master Price Agreement, the Contractor shall provide to the State of Iowa a 1.00% rebate on all sales made within the State of Iowa against this agreement. The rebate is to be paid quarterly to The Iowa Department of Administrative Services, General Services Enterprise – Purchasing, Hoover State Office Building, Level A, Des Moines, IA 50319.
- b) The Contractor shall provide an electronic detailed quarterly report on all sales made against this agreement within the State of Iowa to the State's primary contact below. The report file format shall be Microsoft Excel compatible format. The report at minimum shall include the date of sale, customer name and address, product description, quantity, invoice number, unit and extended invoice prices.
- c) Contractor's stated prices on the Contractor's approved State of Iowa WSCA/NASPO web site shall be discounted using the discounts and price lists approved and agreed to with WSCA/NASPO under the Master Price Agreement. The stated discounts are considered to be the minimum discount offered. The Contractor may offer, within written quotes, a higher discount than the approved minimum discount for volume purchases or for competitive reasons.

3. Primary Contact:

The primary participating entity contact, for participation by "Customers" as defined in Scope above, for this participating addendum is as follows:

Participating Entity Name: State of Iowa
Contact Name: Ashley Super, PA III DAS GSE
Address: Hoover State Office Building, Level A
Des Moines, IA 50319
Telephone: 515-281-7073
Fax: 515-242-5974
E-mail: ashley.super@iowa.gov

The primary Contractor contact for this participating addendum is as follows:

Contractor: Xerox Corporation
Contact Name: Diane Rivera
Address: 2660 SW Parkway, Wilsonville, OR 07070
Telephone: 503.685.3328
Fax: 503.685.2660
E-mail: diane.rivera@office.xerox.com

4. Servicing Subcontractors:

Only those Xerox Business Partners authorized by Xerox are eligible to support the Xerox WSCA/NASPO Master Price Agreement. Xerox Business Partners are only authorized to quote to the Participating Entity the products and pricing specified by Xerox for the WSCA/NASPO Master Price Agreement.

All Participating Entity orders and payments are to be directly with XEROX and each Purchase Order at time of order placement must include the quoting Business Partner's Location and identify the WSCA/NASPO Master Price Agreement number. Inclusion of the Business Partners on the Purchase Order will result in a fee payment to the Business Partner. Such fee payment will not affect the pricing specified in the WSCA/NASPO Master Price Agreement. Xerox may add or delete eligible Business Partner authorizations, including withdrawal of all such authorizations, upon 30 days' written notice to the Participating Entity.

All orders are to be issued directly to: Xerox Corp.

All payments are to be issued to: Xerox Corp.

The Master Price Agreement Number A74813 MUST be shown on all Purchase Orders issued against this Agreement.

This Addendum and the Price 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 Addendum and the Price Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the 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 Addendum and the Price 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 Addendum as of the date of execution by Contractor below.

State of Iowa

Xerox Corporation

Name: Debbie O'Leary

Name: DIANE C. RIVERA

Title: Administrator, DAS GSE

Title: CONTRACTS MANAGER

Signature: *Debbie O'Leary*

Signature: *DRIVERA*

Date: 9/20/05

Date: 9-15-05



Western States Contracting Alliance

Participant Buying Guide

WSCA agreement #A74403

Personal Mono Laser Printers

Personal and Network Color Printers

Multifunction Printers Including

Print, Fax, Scan and Copy

Genuine Xerox Supplies

Extended Service Agreements

Summer/Autumn 2005

How to Purchase Xerox Products:

If your state is a participant and you are listed as an eligible agency under a Participating Addendum you do not need to sign a separate Participating Addendum. Questions concerning eligibility to use the WSCA Contracts should be directed to the WSCA Contacts at the State of Minnesota. www.mmd.admin.state.mn.us/wasca/wasca.htm

The Xerox website below is designated for use by WSCA participants only. Simply follow the steps necessary to login, view pricing and begin purchasing products. <http://www.direct.xerox.com/wasca>

Other Important Links:
Electronic orders send to: sales@xeroxdirect.com
Billing Questions xeroxcredit@xeroxdirect.com

Fax orders
800-446-1484

For assistance please contact:
Jim Mackey
Xerox Direct Account Manager
1-888-247-5107 opt 1 ext 1464
jxmackey@xeroxdirect.com

Or your local Xerox Account Manager

WSCA Product Portfolio

Monochrome Printers	Print Speeds
3150/B	22 ppm
3450/B /D /DN	25 ppm
4500/DT /DX /N	36 ppm
5500/DN /DX /N	50 ppm
Color Printers	Mono / Color
6100/BD /DN	5 ppm / 21 ppm
6300/DN /N	26 ppm / 36 ppm
6350/DX /DT /DP	36 ppm / 36 ppm
7300/ DX /DT /DN /N	30 ppm / 37 ppm
7750/DXF /DN	35 ppm / 35 ppm
EX7750GX	35 ppm / 35 ppm
8500/DN	24 ppm / 24 ppm
8550DX/DT/DN	30 ppm / 30 ppm
Multifunction Printers	Print Speeds
M15/M15i	16 ppm
PE120/PE120i	22 ppm
M20/M20i	22 ppm
PE16i	17 ppm
M118 DN	18 ppm
M118i (DX)	18 ppm
C2424	24 ppm

Why Xerox ?

- We provide the document industry's broadest portfolio of offerings from networked printers to multifunction products for the office that scan, copy and fax.
- Xerox can help you assess your total print environment and identify opportunities for saving your organization money.
- Built-in intelligence and consistent interfaces across our product line makes them the easiest to use in the industry.
- Xerox Total Satisfaction Guarantee

Color or Monochrome ?

- The simple truth is you probably need both capabilities. Xerox offers both monochrome and color printers and multifunction products *but did you know:*
- You can print monochrome on a color printer for a little over a penny a page.
- One printer instead of two, saves space in small workspaces.
- You can drastically reduce your overall TCO by replacing inkjet printers with Xerox color laser or solid ink printers.

Balanced Deployment

- For workgroups with the need to copy, scan, fax and print Xerox offers multifunction products that do it all and save you time and money.
- For workgroups with the need to simply print, you can choose from a broad range of Xerox award winning monochrome and color printers.
- A balanced deployment of *both* printers and multifunction lowers your organization' TCO.