



# SOLUTION PROPOSAL

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*"The trusted source for exceptional service, reliable MFP's and print solutions in the Coachella Valley and the Inland Empire areas for 65 plus years."*



## SHARP.

### City of Coachella

Jason Stevens  
*IT Manager*

VALLEYOFFICE.NET  
800.551.4002



PALM DESERT  
77-588 EL DUNA COURT



REDLANDS  
1235 INDIANA CT SUITE 111



 VALLEY OFFICE EQUIPMENT  
*Serving Our Customers Since 1950*  
SALES, SERVICE & SUPPLIES

PREPARED BY:

**Josh Pauley**  
*Vice President of Sales*  
(760) 578-0851  
Josh@ValleyOffice.net



## Advanced Series

**SHARP**

01/26/2026

City of Coachella  
1515 6th Street  
Coachella, CA 92236



**NASPO**  
**ValuePoint**  
**SUPPLIER PARTNER**

Master Agreement # 188627  
CA Contract # 7-24-70-46-07

Jason,

**Great news!** You qualify for special discounted pricing through a partnership with SHARP and NASPO. You will find that my solution meets your needs for technology with the added benefits of piggybacking the Nationally negotiated discounted contract.

This is an exciting time to be the owner of a SHARP award-winning document system! SHARP has proven its superiority by winning the Line of the Year Award from Buyers Laboratories. In part, SHARP won this award because of the unique features included in this Advanced Series solution that I have proposed:

- **AirPrint from iPhones, iPads and Android devices**
- **Scan directly to Microsoft Word, Excel, PowerPoint and searchable PDFs**
- **Direct access to Cloud Services like Outlook, OneDrive, SharePoint, Gmail, Google Drive, Dropbox and Box**
- **Allow your clients to print from their mobile devices by creating a secure direct wireless guest printer network**
- SHARP's exclusive Active Directory integration means its a trusted device with self registration, single sign-on, group policy
- SHARP's exclusive Preview feature on our large 10.1" display saves time and cost when copying and scanning
- Security including Firmware Attack Prevention + Self Recovery, Application Whitelisting and End-of-Lease Data Overwriting
- **1200dpi print resolution for exceptional print quality up to 12" x 18"**
- **300-sheet single-pass duplexing document feeder can scan up to 280 images per minute**

I hope that you are satisfied with this proposal and I look forward to your order. In the meantime, if you have any questions please let me know. I'm here to help your business meet its goals.

Thank you,

**Josh Pauley**  
Vice President of Sales  
(760) 578-0851  
Josh@ValleyOffice.net





## WHY VALLEY OFFICE...

**SHARP**

Valley Office Equipment has become the trusted source for exceptional service and reliable MFP and print solutions in the Coachella Valley and surrounding Inland Empire areas since 1950. We began selling and repairing adding machines and typewriters. We evolved with the industry to include SHARP photocopiers, faxes and printers. As MFP connectivity became mainstream, we have become our customer's choice for reasonable, real-world connectivity solutions with an emphasis on a personal touch and attention to detail. Valley Office Equipment has been blessed with the most loyal customer following of any MFP provider in the Coachella Valley.

### You're In Good Hands:

As your Account Manager, Josh Pauley will use his 24 years of experience with us to oversee all aspects of your project.

### Qualifications:

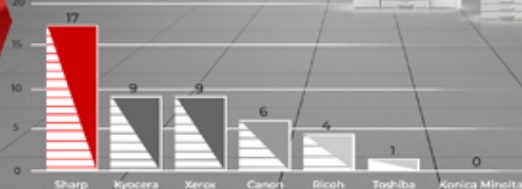
We are an award-winning authorized Sharp dealership with more than 76 years experience serving our customers.

“ Here in the newsroom we cannot be without our equipment. Anytime I need anything, I just call and they get me whatever I need, fast.



**SHARP HAS MORE  
A3 BLI PICK AWARDS  
IN OUR CURRENT MFP LINE  
THAN ANY OTHER LEADING VENDOR**

BLI PICK AWARDS (JUNE 2017 - JANUARY 2020)  
FOR CURRENT A3 COPIER MFP MODELS



# SERVICE GUARANTEES

**VALLEY OFFICE EQUIPMENT**  
Serving Our Customers Since 1950  
SALES, SERVICE & SUPPLIES

**SHARP.**



## RAPID RESPONSE

If a technician needs to be dispatched to repair your device, the following are our service expectation guidelines. All service calls are responded to the same day per the guidelines below:



Down Machines: 4 business-hour response times.  
(e.g. Inoperable or unusable copies)



Trouble Calls: 4-6 business-hour response times.  
(e.g. Occasional misfeeds or copy quality issues)



Connectivity Calls: 4-6 business-hour response times.



Preventative Maintenance: At scheduled page-counts  
(e.g. Maintenance required without copier issues)



At Valley Office Equipment, we pride ourselves on providing prompt, courteous and thorough service for our valued customers. A customer service representative is assigned to your account to personally ensure that a single point of contact is available to offer unlimited phone support, answer any technical questions, train your staff, troubleshoot problems, log service calls, or order supplies

“ Valley Office Equipment has helped us with great equipment and the best service.”



## SHARP MX-8081 Color Copier

### Description

The SHARP MX8081 is a high-speed color multifunction device with the ability to print, copy, and scan. It is designed for high-volume environments, central reprographics departments, and copy rooms, with leading edge security to protect business and personal data. It features robust paper handling and productive output capacities comparable to those available in commercial print facilities. It has standard wireless network connectivity for easy placement and mobility, along with an optional Fiery print server and manual or stapleless staple finishing. Users can scan and print documents easily from any mobile device.

### Copier / Printer / Scanner Features

- 80 Pages Per Minute (PPM)
- 1200 dpi resolution ensures detailed and high-quality prints
- 10.1 inch customizable touchscreen display
- Built-in retractable keyboard
- Ethernet (1000 Base-T), USB 2.0, wireless 802.11 b/g/n
- 300 sheet duplexing single pass document feeder
- Dimensions: 74W x 33D x 49H inches
- 3500-sheet Large Capacity Cassette
- 3-Hole Punch Unit
- 3,000-sheet Stacking 65-sheet Staple, 20-sheet Saddle Stitch
- Paper Pass Unit



*Meet your new SHARP color copier!*

# PROPOSED SOLUTION



Qty	Manufacturer	Model	Description
1	SHARP	MX-8081	<b>80 PPM Color MFP Laser Printer / Copier / Scanner</b>
			3500-sheet Large Capacity Cassette
			3K Stacking 65-sheet Staple/20-sheet Saddle Stitch Finisher
			Paper Pass Unit
			3-Hole Punch Unit

Pricing (plus tax)		36 Month	48 Month	60 Month
<b>MX-8081</b>		\$619.00	\$509.00	<b>\$419.00</b>
Maintenance Agreement		<u>\$26.40</u>	<u>\$26.40</u>	<u>\$26.40</u>
Total :		\$645.40	\$553.40	\$445.40

Optional Accessories					
MX-CF11 - 2-Tray Post-sheet Inserter			\$79	\$59	\$49
MX-FD10 - Multi-fold Unit (Z-fold, C-fold, Half, Accordion)			\$299	\$249	\$209
MX-FX15 - Fax Unit			\$19	\$14	\$9

Maintenance Agreement				
	B/W Images		Color Images	
	Volume	Overage	Volume	Overage
MX-8081	3,000	0.00880		0.04900

Includes all parts, labor, supplies, toner, service and support up to 3,000 B&W pages (excluding paper and staples).

CUSTOMER			
Full Legal Name <b>CITY OF COACHELLA</b>	Tax ID 95-6000693	Phone (442) 400-5755	<b>Send Email Invoice To:</b>
Billing Address 1515 6th Street, Coachella, CA 92236		Attention To: Accounts Payable	Purchase Order

PRODUCT						
Year	Qty	Make	Model	Serial Number(s)	Location	Description
	1	SHARP	MX-8081		1515 6th Street, Coachella, CA 92236	Copier-Color
<b>Asset Condition:</b> <input checked="" type="checkbox"/> <b>New</b> <input type="checkbox"/> <b>Used/Not New</b> <input type="checkbox"/> <b>Mixed (some New, some Used/Not New)</b> <b>Attach Separate Schedule A if Necessary</b>						

PAYMENTS						
Number of Payments <b>60</b>	Payment <b>\$419.00 Plus Applicable Taxes</b>	Term in Months: 60	Payment Frequency: Monthly	End of Lease Option: FMV		
Does payment include maintenance/service/supplies? <input type="checkbox"/> Yes		Advance Rent	(PLUS)	Down Payment	(EQUALS)	Total Payment Required
Is Customer sales tax exempt? <input type="checkbox"/> Yes (please provide valid certificate)		\$0	+	\$0	=	\$0 Plus Applicable Taxes

**1. Lease:** In this Lease Agreement ("Agreement"), Customer hereby leases from Company the product(s) identified above, including any replacement parts, repairs, additions, software, and accessories ("Product"). This Agreement commences on the "Commencement Date" which is earlier of (i) the date Customer signs a delivery and acceptance certificate provided by Company ("Acceptance") or (ii) if Company does not require Customer to sign an Acceptance, the date the Product is delivered to Customer, unless Customer notifies Company in writing of Customer's non-acceptance within two (2) days of the date the Product is delivered to Customer. Customer is deemed to have unconditionally and irrevocably accepted the Product on the Commencement Date. This Agreement is not binding on Company until the earlier of (i) the date Company signs this Agreement or (ii) the date Company activates the Agreement as reflected in Company's books and records. CUSTOMER'S OBLIGATIONS ARE ABSOLUTE, UNCONDITIONAL, AND ARE NOT SUBJECT TO CANCELLATION, REDUCTION, SETOFF, OR COUNTERCLAIM. THIS AGREEMENT MAY BE MODIFIED ONLY IN WRITING SIGNED BY THE PARTIES.

**2. Payments:** Customer will pay Company the amounts identified in the "PAYMENTS" box above ("Payments") beginning on the Commencement Date or any later date Company designates until all amounts are paid in full. If a Payment is not made when due, Customer will pay Company a late charge of 5% of the Payment or \$10.00, whichever is greater ("Late Charge"). Customer must pay the Late Charge in addition to all other amounts due to Company under this Agreement. Customer will pay Company a \$75.00 fee for Company's costs related to preparing documentation, including financing statements, and for administering this Agreement.

**3. Title:** See Additional Terms and Conditions.

**4. Product Use, Maintenance, and Warranties:** COMPANY IS LEASING THE PRODUCT TO CUSTOMER "AS-IS" AND MAKES NO, AND DISCLAIMS ALL, WARRANTIES, EXPRESS OR IMPLIED, INCLUDING WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. The Payments do not include the cost of maintenance, service, and/or supplies ("Service"), unless indicated in the "PAYMENTS" box above, and Company is not responsible for providing Service. Customer has selected the Product and the service provider ("Provider"), if applicable, and expressly assumes all risks arising from the Provider's inability to deliver Service. Customer's obligations to pay all Payments when due will not be affected by any dispute, claim, or defense that Customer has or may have against the manufacturer or supplier, software licensor, and/or Provider. Customer acknowledges that Company did not create, manufacture, supply, distribute, or license (i) the Product or (ii) any other software that subsequently may be installed or used in connection with the Product.

**5. Risk of Loss and Insurance:** See Additional Terms and Conditions.


**6. Taxes:** See Additional Terms and Conditions.

**7. End of Lease and Renewal:** Unless Customer has a \$1.00 purchase option, Customer shall give Company at least 60 days, but not more than 120 days, written notice to Company's address below before the expiration of the initial term, or any renewal term, of Customer's intention to purchase or return the Product. If Customer fails to notify Company, or if Customer does not purchase or return the Product as provided in this section, this Agreement will automatically renew at the same Payment amount for consecutive sixty (60) day periods, or the maximum renewal term as permitted by applicable law. Customer shall remove all confidential information from the Product prior to returning the Product.

**8. Default and Remedies:** Customer is in default under this Agreement if: (a) Customer fails to pay a Payment or any other amount when due; (b) Customer breaches any other obligation under this Agreement or any other Agreement with Company or its affiliates or related parties or under any License; (c) Customer or its owner(s) or any guarantor(s) are listed on, or subject to sanctions from, a U.S. or foreign government sanctions list. If Customer is in default, Company may exercise, without notice or an opportunity to cure, any one or more of the following: (a) declare the entire balance of unpaid Payments for the full Agreement term immediately due and payable to Company; (b) sue Customer for and receive all Payments and any other payments then accrued or accelerated under this Agreement or any other agreement plus the Product's anticipated end of lease fair market value or fixed price purchase option ("Residual") with future Payments and the Residual discounted to the date of default at 1% per annum, plus reasonable collection and legal costs; (c) charge Customer interest on all amounts due at the rate of 18% per year, or the highest rate permitted by law, from the date of default; (d) cause licensor to terminate all of Customer's rights to use any or all of the software under a License; (e) charge Customer a non-sufficient funds charge of \$25.00 for a check that is returned; (f) require that Customer immediately return the Product to any location designated by Company or Company may peacefully repossess it; and (g) pursue all other remedies under applicable law. Any return or repossession will not be considered a termination or cancellation of this Agreement.

**9. Assignment:** See Additional Terms and Conditions.

**10. Miscellaneous:** THIS AGREEMENT WAS MADE IN PENNSYLVANIA ("PA"), IS DEEMED TO BE PERFORMED IN PA, AND SHALL BE GOVERNED AND CONSTRUED IN ACCORDANCE WITH THE LAWS OF PA. CUSTOMER CONSENTS TO THE EXCLUSIVE JURISDICTION, PERSONAL OR OTHERWISE, IN ANY STATE OR FEDERAL COURT IN PA, AND WAIVES TRIAL BY JURY. This Agreement is a "Finance Lease" as defined in Article 2A of the UCC. Customer waives all rights and remedies under UCC Section 2A-508 through 2A-522. Any facsimile, photographic or other electronic transmission or electronic signing of this Agreement by you when manually countersigned by Company or attached to Company's manual signature counterpart constitutes the sole original chattel paper as defined in the UCC for all purposes and will be admissible as legal evidence; provided if this Agreement constitutes "electronic chattel paper", the version identified by Company as the "single authoritative copy" is the chattel paper for purposes of perfection by control. At Company's option, Company may require a manual signature. CUSTOMER AGREES THAT THE ADDITIONAL TERMS AND CONDITIONS AS SET FORTH AT THE BELOW QR CODE AND ENTER 672A23V (ALSO AVAILABLE AT [SEEMYTERMS.COM](http://SEEMYTERMS.COM) 672A23V) : (I) WERE READ AND AGREED TO BY CUSTOMER PRIOR TO SIGNING BELOW; (II) ARE INCORPORATED HEREIN BY REFERENCE AS IF FULLY SET FORTH HEREIN; AND (III) ANY CAPITALIZED TERMS NOT DEFINED HEREIN SHALL HAVE THE MEANING GIVEN THEM IN THE TERMS AND CONDITIONS. For information about the Company's privacy practices, please review the Company's privacy statement at <https://dllgroup.com/us/privacy>.

CUSTOMER	QR CODE	COMPANY
Customer agrees that this is a non-cancelable lease.	 ADDITIONAL T&Cs	DE LAGE LANDEN FINANCIAL SERVICES, INC.
Full Legal Name <b>CITY OF COACHELLA</b>		1111 OLD EAGLE SCHOOL RD, WAYNE, PA , US 19087-1453 Phone: (800) 927-4264
<b>Signature</b>	<b>DOB</b>	<b>Date</b>
<b>Title</b>	<b>Print Name</b>	Accepted By

<b>ACCEPTANCE</b>	The Product has been received, put in use, is in good working order and is satisfactory and acceptable.			
	<b>Signature</b>	<b>Date</b>	<b>Print Name</b>	<b>Title</b>