

**Contract  
Extension  
Effective 7/7/08  
through 7/6/09**

**SHARP®**



## STATE OF CALIFORNIA

Digital Copiers and Associated Services  
CA Copier Contract #1S-05-36-20  
Contract Period July 5, 2005 through July 6, 2009



# ABOUT SHARP

## PURE INSPIRATION.

All winning strategies begin the same way: with a good idea. Communicating that idea is paramount to success. That's why businesses and workgroups rely on Sharp digital document systems. With a **Sharp multi-functional product**, you can generate **reports, publish booklets, and create presentations** that are high in quality and express professionalism. Now every document will boast the **crisp text, clean images, and brilliant colors** that are the hallmarks of Sharp — and the showcase for your ideas.

There's a **Sharp multi-functional product** for virtually every document requirement, whether you need the multi-tasking capabilities of our multi-functional products or the "out of the box" output of our network printers. Connect one with your workgroup and you'll immediately **boost your productivity**, because **Sharp multi-functional products** have output speeds ranging from 16 to 70 pages per minute, and they're designed to meet every demand. You'll also broaden your capabilities — you can **print, copy, scan, fax, and finish documents**. Plus every multi-functional product is loaded with Sharp software, so they're easy to use and simple to manage across your network. The result? Professional brochures, postcards, newsletters, and countless other creations that **communicate the inspiration** behind every one of your ideas.



Look for this symbol to protect your information.

Personnel and medical records, strategic plans, salary grade levels, and countless other **sensitive documents** are printed, copied, scanned, and faxed inside state agencies every day. So take advantage of some of the **latest security technology** marked throughout this catalog with the lock symbol. Keep an eye out for even more **security offerings from Sharp** in the future.



Look for this symbol for award winning Sharp products.

Year after year, Sharp receives prestigious accolades from virtually every independent office equipment evaluator. Sharp's copiers, color devices, fax-based solutions, multi-functional products and software solutions continue to claim the most coveted **industry awards**. Even the most demanding critics, including BERTL and Buyers Laboratory cite **Sharp's unrivaled commitment to quality**. That's why government agencies, educational institutions and large corporations throughout the world insist on Sharp office equipment. They need award-winning products to translate their ideas into successful presentations. **They need Sharp!**

State of California Copier Contract # IS-05-36-20

Effective: 7/06/2005 - 7/06/2009

Vendor/Supplier Address for Purchase Orders:

Sharp Electronics Corporation  
%o Local Authorized Dealer (Insert Name)  
Sharp Plaza, Box B  
Mahwah, NJ 07430-2135

Phone: (201) 529-8932

Fax Orders to: (800) 245-2815

Email Orders to: [snapstateofca@sharpsec.com](mailto:snapstateofca@sharpsec.com)

Payment Address:

Sharp Electronics Corporation  
Dept. LA 21173  
Pasadena, CA 91185-1173

Payment Terms: Net 45 Days

Warranty: All equipment ordered under this contract includes a 90 day warranty that includes all supplies.

Delivery: 30 days for 4 machines or less A.R.O.  
45 days for 5 machines or more A.R.O.

Contact Information

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All machines pictured are fully configured with accessories.

# THE ENVIRONMENT AND MULTI-FUNCTIONAL PRODUCT AWARDS

## SHARP'S COMMITMENT TO THE ENVIRONMENT

Sharp's historical commitment to meeting the needs of our customers can only be matched by our pledge to protect our local and global environment by:



- By offering a no cost toner recycling program for all Sharp MFPs. Please visit [www.sharppusa.com/recycle](http://www.sharppusa.com/recycle) for more information.
- Achieving ISO 14001 Certification in all Sharp production facilities worldwide
- Designing energy star compliant products to protect our natural resources
- Testing our toner and developer products to assure they are non-hazardous under the Federal Resource Conservation and Recovery Act (RCRA)
- Continuing to improve methods to reduce the amount of ozone emissions
- Using reduced amounts of styrofoam in packaging
- Designing systems which feature reduced audible noise levels

## ENVIRONMENTAL LEADERSHIP

Reinforcing our commitment to the environment, in 2007, Sharp Electronics received the **Excellence in Partnership Green Contractor Award**, as well as the **Evergreen Award** from the U.S. Government's GSA and the Coalition for Government Procurement. These awards recognize environmentally responsible business practices and efforts in recycling, waste reduction and affirmative procurement practices.



## SHARP'S AWARD WINNING MULTI-FUNCTIONAL PRODUCTS

Year after year, Sharp receives prestigious accolades from virtually every independent office equipment evaluator. Sharp's copiers, color devices, fax-based solutions, multi-functional products and software solutions continue to claim the most coveted industry awards. Even the most demanding critics, including BERTL and Buyers Laboratory, cite Sharp's unrivaled commitment to quality. In fact, in 2007, Sharp received BLI's prestigious Line of the Year Award. That's why government agencies, educational institutions and large corporations throughout the world insist on Sharp office equipment. They need award-winning products to translate their ideas into successful presentations. They need Sharp!



AR-M162	Better Buys for Business "Editor's Choice"
AR-M162	Buyers Lab "Pick of the Year"
AR-M277	Buyers Lab "Highly Reliable"
AR-M277	BERTL's Best Award
AR-M355N	Buyers Lab "Pick of the Year"
AR-M455U	Better Buys for Business "Editor's Choice"
AR-M455U	BERTL "Highly Recommended"
AR-M455N	Buyers Lab "Pick of the Year"
AR-M455N	Better Buys for Business "Editor's Choice"
AR-M455N	BERTL "Highly Recommended"
AR-M550N/U	BERTL "Highly Recommended"
AR-M550N/U	Buyers Lab "Pick of the Year"
AR-M550N/U	Buyers Lab "Highly Reliable"

# 16 PAGES PER MINUTE BLACK & WHITE MULTI-FUNCTIONAL PRODUCT

## Advanced versatility for all your business needs.

The Sharp AR-M162 Digital Document System delivers advanced performance for today's small office all in a value-driven, multifunctional copier. With a 250 sheet paper capacity, 100 sheet bypass tray and standard 600 dpi host-based printing, this compact performer can easily keep pace with even the most demanding offices.



## AR-M162

16 Pages Per Minute

- 16 PPM Digital Simplex Multi-Functional Copier/Printer
- 16 MB Memory
- Document Cover
- One 250 Sheet Paper Tray and 100 Sheet Bypass Tray  
- Total of **350 Sheets** Paper Supply

### Contract Price

AR-M162	16 PPM Digital Simplex Multi-Functional Copier	\$1,250
AR-SP6N	40 Sheet Single Pass Feeder	200
		<u>\$1,450</u>

### Contract Price with Network Upgrade

AR-M162	16 PPM Digital Simplex Multi-Functional Copier	\$1,250
AR-SP6N	40 Sheet Single Pass Feeder	200
AR-NB3	Network Printing Expansion Kit	330
		<u>\$1,780</u>

### Sharp Recommended Package

AR-M162	16 PPM Digital Simplex Multi-Functional Copier	\$1,250
AR-SP6N	40 Sheet Single Pass Feeder	200
AR-EB9	Electronic Sort Kit	190
AR-D5133NT	Surge Protector/Power Filter	102
		<u>\$1,742</u>

### Sharp Recommended Accessories\*

AR-EB9	Electronic Sort Kit	\$190
AR-D5133NT	Surge Protector/Power Filter	\$102

AR-EB9 necessary for Network Printing

\* For all accessories see Accessory Table



## features at a glance

- 5-line LCD display
- 350 sheet paper capacity includes 100 sheet bypass tray, upgradeable to 850 sheets (with options)
- 16 MB standard memory, upgradeable to 288 MB
- 600 dpi host-based PC printing system
- Full color 600 x 600 dpi PC scanning
- Sharpdesk integrated desktop document management software for managing scanned files
- Optional Super G3 fax kit
- Optional electronic sorting and offset stacking separates each print/copy job for easy retrieval
- Optional network printing with AR-NB3

# 27 PAGES PER MINUTE BLACK & WHITE MULTI-FUNCTIONAL PRODUCT



## AR-M277

27 Pages Per Minute



- 27 PPM Digital Duplex Multi-Functional Copier/Printer
- 48 MB Memory
- 100 Sheet Reversing Automatic Document Feeder
- Two 500 Sheet Paper Tray and 100 Sheet Bypass Tray  
- Total of 1,100 Sheets Paper Supply

### Contract Price

AR-M277	27 PPM Digital Duplex Multi-Functional Copier	\$3,100
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### Contract Price with Network Upgrade

AR-M277	27 PPM Digital Duplex Multi-Functional Copier	\$3,100
AR-P17	Print Controller with built-in NIC (supports Windows® environments)	550
		\$3,650

### Sharp Recommended Packages

AR-M277	27 PPM Digital Duplex Multi-Functional Copier	\$3,100
AR-237ABH	Deluxe Copier Cabinet w/Door	125
AR-D5133NT	Surge Protector/Power Filter	102
		\$3,327

AR-M277	27 PPM Digital Duplex Multi-Functional Copier	\$3100
AR-FN5N	2-Tray Staple Stacker Finisher	825
AR-237ABH	Deluxe Copier Cabinet w/Door	125
AR-D5133NT	Surge Protector/Power Filter	102
		\$4,152

### Sharp Recommended Accessories\*

AR-237ABH	Deluxe Copier Cabinet w/Door	\$125
AR-FN5N	2-Tray Staple Stacker Finisher	\$825
AR-D5133NT	Surge Protector/Power Filter	\$102
AR-NC5J	NIC for Apple & Novell Networks	\$300

\* For all accessories see Accessory Table

## Sophisticated features & advanced multi-function capabilities.

With today's accelerated pace of business, the ability to multi-task is essential. That's why Sharp designed the new AR-M277 Digital Copier/Printer. With standard features that include a 100 sheet reversing document feeder, auto-duplexing, and 1200-dpi laser output, it delivers the performance and reliability required in today's demanding workplace.



## features at a glance

- Touch-screen LCD display for easy operation
- 100 sheet reversing automatic document feeder
- 1,100 sheet standard paper capacity upgradeable to 2,100 sheets
- 100 sheet multi-sheet bypass tray
- Mixed size original detection
- Automatic trayless duplex copying and printing
- Electronic sorting
- 48 MB total standard memory
- Offset stacking with paper shifter
- JBIG speed-enhanced PC printing system
- USB-2.0 and IEEE 1284 bi-directional parallel interfaces
- Optional integrated Super G3 fax
- Optional data security kit

# 35 - 45 PAGES PER MINUTE BLACK & WHITE MULTI-FUNCTIONAL PRODUCTS

Setting the standard for multi-tasking and productivity.

In today's business, you need to stay one step ahead. With Sharp's new designed AR-M355 and AR-M455 Digital Multi-Functional Products, it's never been so easy. Best-in-class multi-function features allow you to get more done, in considerably less time. With powerful copy, print, scan, and fax capabilities, these multi-faceted performers will become the heart of your workgroup and the center of productivity. Available in both N & U models, Sharp makes it easy to select the copier/printer that fits your needs today while providing the flexibility you need as your business grows.



## features at a glance

- Innovative, Scan<sup>2</sup> Technology scans both sides of a 2 sided document in one pass, minimizing paper misfeeds, and maximizing productivity
- 50 sheet duplex single pass feeder for incredible efficiency
- Fast 35 and 45 PPM print speed
- Scan-once, print-many technology
- 600 dpi resolution for superior quality text and graphics
- Various image editing functions: margin shift, edge/center erase, dual page copy, and multi-shot
- 40 GB hard drive offers heightened speed and processing power (standard on N versions, optional on U versions)
- IP/MAC address filtering with security-enabled network interface card (standard on N versions, optional on U versions)
- Accepts up to 97 lb. index from available multi-purpose trays enables you to produce professional-looking documents in-house

### AR-M355UA

35 Pages Per Minute Copier

35 PPM Digital Upgradeable Copier with 2,000 Sheet Paper Tray, 2 x 500 Drawers 100 Sheet Bypass Tray with Scan<sup>2</sup> Technology

#### Contract Price and Recommended Package†

AR-M355UA	35 PPM Digital Multi-Functional Copier	\$3,730
AR-DU4	Duplex Module with Bypass	200
AR-FN6	Finisher/Stapler	480
		<u>\$4,410</u>

#### Optional Recommended Package

AR-M355UA	35 PPM Digital Multi-Functional Copier	\$3,730
AR-DU3	Duplex Module (requires AR-FN7)	215
AR-FN7	Saddle-Stitch Finisher/Stapler (requires AR-DU3)	1,425
AR-D5133NT	Surge Protector/Power Filter	102
		<u>\$5,472</u>

### AR-M355NA

35 Pages Per Minute Copier - Networked

35 PPM Digital Networked Copier with 2,000 Sheet Paper Tray, 2 x 500 Drawers 100 Sheet Bypass Tray with Scan<sup>2</sup> Technology

#### Contract Price and Recommended Package†‡

AR-M355NA	35 PPM <u>Networked</u> Digital Multi-Functional Copier/Printer	\$4,130
AR-DU4	Duplex Module with Bypass	200
AR-FN6	Finisher/Stapler	480
		<u>\$4,810</u>

#### Optional Recommended Package

AR-M355NA	35 PPM <u>Networked</u> Digital Multi-Functional Copier/Printer	\$4,130
AR-DU3	Duplex Module (requires AR-FN7)	215
AR-FN7	Saddle-Stitch Finisher/Stapler (requires AR-DU3)	1,425
AR-D5133NT	Surge Protector/Power Filter	102
		<u>\$5,872</u>

† Surge protector recommended with contract price

## AR-M455UA

45 Pages Per Minute Copier

45 PPM Digital Upgradeable Copier with 2,000 Sheet Paper Tray, 2 x 500 Drawers 100 Sheet Bypass Tray with Scan<sup>2</sup> Technology

### Contract Price and Recommended Package<sup>‡</sup>

AR-M455UA	45 PPM Digital Multi-Functional Copier	\$4,465.52
AR-DU4	Duplex Module with Bypass	200.00
AR-FN6	Finisher/Stapler	480.00
		<u>\$5,145.52</u>

### Optional Recommended Package

AR-M455UA	45 PPM Digital Multi-Functional Copier	\$4,465.52
AR-DU3	Duplex Module (requires AR-FN7)	215.00
AR-FN7	Saddle-Stitch Finisher/Stapler (requires AR-DU3)	1,425.00
AR-D5133NT	Surge Protector/Power Filter	102.00
		<u>\$6,207.52</u>



## AR-M455NA

45 Pages Per Minute Copier - Networked

45 PPM Digital Networked Copier with 2,000 Sheet Paper Tray, 2 x 500 Drawers 100 Sheet Bypass Tray with Scan<sup>2</sup> Technology

### Contract Price and Recommended Package<sup>‡</sup>

AR-M455NA	45 PPM Networked Digital Multi-Functional Copier/Printer	\$4,865.52
AR-DU4	Duplex Module with Bypass	200.00
AR-FN6	Finisher/Stapler	480.00
		<u>\$5,545.52</u>

### Optional Recommended Package

AR-M455NA	45 PPM Networked Digital Multi-Functional Copier/Printer	\$4,865.52
AR-DU3	Duplex Module (requires AR-FN7)	215.00
AR-FN7	Saddle-Stitch Finisher/Stapler (requires AR-DU3)	1,425.00
AR-D5133NT	Surge Protector/Power Filter	102.00
		<u>\$6,607.52</u>

### Sharp Recommended Accessories\* Compatible with the AR-M355 and AR-M455

AR-FR22U	Data Security Kit (U version)		\$226
AR-FR21U	Data Security Kit (N version)		\$226
AR-FN6	Finisher / Stapler		\$480
AR-FN7	Saddle-Stitch Finisher/Stapler		\$1,425
AR-PN1B	3 Hole Punch Module (Requires AR-FN7)		\$350
AR-DU3	Duplex Module		\$215
AR-DU4	Duplex Module with Bypass		\$200
AR-D5133NT	Surge Protector/Power Filter		\$102

\* For all accessories see Accessory Table

‡ Surge protector recommended with contract price

# 55 PAGES PER MINUTE BLACK & WHITE MULTI-FUNCTIONAL PRODUCTS

## Do more than you ever thought possible.

With today's accelerated pace of business, you need the ability to respond at a moment's notice. Keep your business moving and drive your vision forward with Sharp's AR-M550 Digital Multi-Functional Product. Versatile input and output features enable workgroups & busy departments to adopt a truly digital workflow & communicate more effectively. Available in both N and U versions, Sharp makes it easy to select the multi-functional product that fits your needs today and provides the flexibility for growth as your business evolves.



## features at a glance

- Innovative, **Scan<sup>2</sup>** Technology scans both sides of a 2 sided document in one pass, minimizing paper misfeeds, and maximizing productivity
- 150 sheet feeder with **Scan<sup>2</sup>** Technology outputs at 65 ipm (images per minute) simplex and 76 ipm duplex for incredible efficiency
- 3,100 sheet standard paper capacity upgradeable to 6,600 sheets
- 3.9 seconds first copy time
- Standard document filing enables users to easily archive documents
- Standard 40 GB hard drive stores approximately 60,000 pages
- TIFF and PDF direct printing
- Standard tandem print/copy capability with N version
- Permanent font and form storage
- Duplexing on stocks up to 110 lb. index from 3 different paper trays
- 600 dpi resolution for razor-sharp text and graphics

## AR-M550U

### 55 Pages Per Minute Copier

- 55 PPM Digital Upgradeable Copier
- Duplexing Single Pass Feeder
- Duplex Printing
- 40 GB Hard Disk Drive
- Total of 3,100 Sheets Paper Supply

### Contract Price<sup>‡</sup>

AR-M550U	55 PPM Digital Multi-Functional Copier	\$7,100
AR-F15	Two Tray Stapler Finisher	1,450
		<u>\$8,550</u>

### Sharp Recommended Packages

AR-M550U	55 PPM Digital Multi-Functional Copier	\$7,100
AR-F16	Multi Position/Saddle Stitch Finisher	2,300
AR-D5143NT	20 AMP Power Filter	111
		<u>\$9,511</u>

AR-M550U	55 PPM Digital Multi-Functional Copier	\$7,100
AR-F15	Two Tray Stapler Finisher	1,450
AR-LC6	3,500 Sheet Large Capacity Paper Cabinet	700
AR-D5143NT	20 AMP Power Filter	111
		<u>\$9,361</u>

AR-M550U	55 PPM Digital Multi-Functional Copier	\$7,100
AR-F16	Multi Position/Saddle Stitch Finisher	2,300
AR-LC6	3,500 Sheet Large Capacity Paper Cabinet	700
AR-D5143NT	20 AMP Power Filter	111
		<u>\$10,211</u>

<sup>‡</sup> Surge protector recommended with contract price

## AR-M550N

55 Pages Per Minute Copier - **Networked**

- 55 PPM Digital Networked Copier
- Duplexing Single Pass Feeder
- Duplex Printing
- 40 GB Hard Disk Drive
- Total of 3,100 Sheets Paper Supply



### Contract Price†

AR-M550N	55 PPM <u>Networked</u> Digital Multi-Functional Copier/Printer	\$8,500
AR-F15	Two Tray Stapler Finisher	1,450
		<u>\$9,950</u>

### Sharp Recommended Packages

AR-M550N	55 PPM <u>Networked</u> Digital Multi-Functional Copier/Printer	\$8,500
AR-F16	Multi Position/Saddle Stitch Finisher	2,300
AR-D5143NT	20 AMP Power Filter	111
		<u>\$10,911</u>

AR-M550N	55 PPM <u>Networked</u> Digital Multi-Functional Copier/Printer	\$8,500
AR-F15	Two Tray Stapler Finisher	1,450
AR-LC6	3,500 Sheet Large Capacity Paper Cabinet	700
AR-D5143NT	20 AMP Power Filter	111
		<u>\$10,761</u>

AR-M550N	55 PPM <u>Networked</u> Digital Multi-Functional Copier/Printer	\$8,500
AR-F16	Multi Position/Saddle Stitch Finisher	2,300
AR-LC6	3,500 Sheet Large Capacity Paper Cabinet	700
AR-D5143NT	20 AMP Power Filter	111
		<u>\$11,611</u>

### Sharp Recommended Accessories\* Compatible with the AR-M550

AR-FR11U	Data Security Kit 	\$277
AR-F15	Two Tray Stapler Finisher	\$1,450
AR-F16	Multi Position/Saddle Stitch Finisher	\$2,300
AR-LC6	3,500 Sheet Large Capacity Paper Cabinet	\$700
AR-PN4B	Three Hole Punch Module	\$400
AR-D5143NT	20 AMP Power Filter	\$111

\* For all accessories see Accessory Table

† Surge protector recommended with contract price

# ACCESSORIES



AR-M162



AR-M277

Deluxe High Copier Cabinet with Door	AR-205ABDH	\$82.00	AR-237ABH	\$125.00
Deluxe Low Copier Cabinet with Door	AR-205ABDL	81.00	AR-237ABL	98.00
250 Sheet Paper Feed Tray	AR-D24	220.00		
150 Sheet Paper Feed Tray	AR-D25	375.00		
500 Sheet Paper Feed Tray			AR-D21	285.00
Two 500 Sheet Paper Feed Tray (1,000 sheets total)			AR-D22	385.00
Three Tray Multiposition Staple/Sorter <sup>4</sup>			AR-F14	1,500.00
Two Tray Staple/Stacker Finisher <sup>4</sup>			AR-FN5N	825.00
Three Hole Punch Unit for AR-F14			AR-PN1B	350.00
40 Sheet Single Pass Feeder	AR-SP6N	200.00		
Job Separator Tray	AR-TR4	45.00	AR-TR3	27.00
Commercial Data Security Kit with updated software			AR-FR12U	226.00
Function Upgrade Kit <sup>1,6</sup>	AR-EB9	190.00		
Fax Expansion Kit 33.6 Kbps Super G3	AR-FX11	370.00	AR-FX7	625.00
8 MB Memory Expansion for Fax Expansion Kit	AR-MM9	100.00	AR-MM9	100.00
Network Printing/Scanning Expansion Kit <sup>3</sup>	AR-NB3	330.00	AR-NS2	450.00
Network Interface Card (10 Base T/100 Base T)*			AR-NC5J	300.00
PCL6 print controller with network interface* <sup>5</sup>			AR-P17	550.00
Bar Code Font Kit <sup>2</sup>			AR-PF1	315.00
Post Script Expansion Kit <sup>2</sup>	AR-PK1N	190.00	AR-PK1N	190.00
NIC for Apple & Novell Networks			AR-NC5J	300.00
Digital 120 Volt, 15 Amps, Power Surge Suppression	AR-D5133NT	102.00	AR-D5133NT	102.00
256 Memory Expansion DIMM			Memory 256D	160.00
D Services		903.00		903.00

\*Customer site installation/training includes set-up as printer ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Government Account Manager with any questions. A Digital Site Survey is required.

<sup>1</sup>Function upgrade kit (dual function board) adds 16 MB memory, 100 page electronic sorting, JBIG speed enhanced printing, and USB-2.0 connection.

The AR-EB9 is expandable to 272 MB with purchase of Memory 256D.

<sup>2</sup>The AR-M162 requires the AR-NB3. The AR-M277 requires AR-P17 print controller.

<sup>3</sup>The AR-NS2 requires the AR-P17 print controller with an additional 128 MB (Memory 128D) or 256 MB (Memory 256D) of memory.

<sup>4</sup>One Option Per Unit: AR-F14 three tray multi-position staple/sorter OR AR-FN5N two tray staple/stacker finisher OR AR-TR3 job separator tray

<sup>5</sup>AR-P17 built in NIC supports TCP/IP protocol for Microsoft Windows environments. Additional protocols such as Apple Talk for the Macintosh and IPX/SPX for Novell networks, as well as non-Windows implementations of TCP/IP require the AR-NC5J NIC.

\*AR-EB9 is necessary for Network Printing.



AR-M355UA/NA



AR-M550U/N

3,500 Sheet Large Capacity Paper Cabinet			AR-LC6	\$700.00
Duplex Module (requires AR-FN7)	AR-DU3	\$215.00		
Duplex Module with Multi-sheet Bypass Tray	AR-DU4	200.00		
Finisher-Basic Stapling <sup>3</sup>	AR-FN6	480.00		
Two Tray Stapler Finisher			AR-F15	1,450.00
Multi-Position/Saddle-Stitch Finisher <sup>4</sup>	AR-FN7	1,425.00	AR-F16	2,300.00
8 Bin Mail Box Stacker/Finisher <sup>5</sup>	AR-MS1	490.00		
Three Hole Punch Module (requires AR-FN7)	AR-PN1B	350.00	AR-PN4B	400.00
Post-sheet Inserter Finisher			AR-CF2	1,125.00
Exit Tray (not compatible with AR-FN7)	AR-TE3	33.00		
Upper Exit Tray Extension <sup>6</sup>	AR-TE4	18.00		
Right Side Cabinet/Exit Tray <sup>6</sup>	AR-TE5	73.00		
Commercial Data Security Kit with updated software (U Version)	AR-FR22U	226.00	AR-FR11U	277.00
Commercial Data Security Kit with updated software (N Version)	AR-FR21U	226.00	AR-FR11U	277.00
Fax Expansion Kit 33.6 Kbps Super G3	AR-FX12	550.00	AR-FX8	650.00
8 MB Memory Expansion for Fax Expansion Kit	AR-MM9	100.00	AR-MM9	100.00
Network Scanner Expansion Kit <sup>*.2</sup>	MX-NSX1	450.00	MX-NSX1	450.00
Printer Upgrade Kit with 40 GB Hard Drive <sup>*.7</sup>	AR-P21	720.00	AR-P19	1,600.00
Bar Code Font Kit	AR-PF1	315.00	AR-PF1	315.00
Post Script Expansion Kit <sup>2</sup>	AR-PK6	200.00	AR-PK5	465.00
OSA Application Integration Module (requires MX-NSX1)	MX-AMX1	268.00	MX-AMX1	268.00
Digital 120 Volt, 15 Amps, Power Surge Suppression	AR-D5133NT	102.00		
Digital 120 Volt, 20 Amps, Power Surge Suppression	AR-D5143NT	111.00		
Network Print Controller	AR-P21	720.00	AR-P19	1600.00
D Services		903.00		903.00

\*Customer site installation/training includes set-up as printer ready for network installation by customer Network Administrator, with customer telephone assistance available from Sharp for network installation. On-site network installation assistance can be obtained on an open market basis through a separate contract from the local dealer. Contact your Government Account Manager with any questions. A Digital Site Survey is required.

<sup>2</sup>The AR-M355 and AR-M455 require the AR-P21 printer upgrade kit. The AR-M550 requires the AR-P19 printer expansion kit.

<sup>3</sup>For the AR-M355 and AR-M455 the AR-FN6 is not compatible with the AR-MS1 or AR-FN7. The AR-FN6 is not compatible with the AR-MS1 or AR-FN7.

<sup>4</sup>The AR-FN7 requires the AR-DU3. The AR-FN7 is not compatible with the AR-DU4 or AR-FN6.

<sup>5</sup>For the AR-M355 and AR-M455 the AR-MS1 is not compatible with the AR-FN6. The AR-MS1 is not compatible with the AR-FN6.

<sup>6</sup>Not compatible with AR-MS1 or AR-FN6

<sup>7</sup>For U models only

# SERVICE & PRICING

## State of California Maintenance Pricing (Supplies Included)

Model	Low Volume			High Volume		
	Monthly Cost	Copies Included	Excess Copy Charge	Monthly Cost	Copies Included	Excess Copy Charge
AR-M162	\$32.00	5,000	\$0.0070	\$58.00	15,000	\$0.0030
AR-M277	\$67.00	10,000	\$0.0040	\$87.00	25,000	\$0.0022
AR-M355U/N	\$77.00	15,000	\$0.0035	\$102.00	35,000	\$0.0022
AR-M455U/N	\$100.00	20,000	\$0.0035	\$132.00	45,000	\$0.0022
AR-M550U/N	\$137.00	30,000	\$0.0035	\$202.00	60,000	\$0.0022

## State of California Supply Pricing

(To be used if agency does not enter into a maintenance contract after 90 day warranty)

	Description	Quantity	Yield	Price
<b>AR-M162</b>				
AR-202MT	Black Toner - Carton	10 Ctgs.	160,000	\$733.00
AR-202MD	Black Developer - Carton	10 Pkgs.	500,000	\$236.00
AR-202ND	Black Developer - Package	1 Pkg.	50,000	\$27.00
<b>AR-M277</b>				
AR-310MT	Black Toner - Carton	10 Ctgs.	250,000	\$1,015.00
AR-271MD	Black Developer - Carton	10 Pkgs.	750,000	\$222.00
AR-271ND	Black Developer - Package	1 Pkg.	75,000	\$26.00
AR-SC1	Staples - Carton (for use with AR-FN5N)	3 Ctgs.	9,000	\$39.00
AR-SC2	Staples - Carton (for use with AR-F14)	3 Ctgs.	15,000	\$64.00
<b>AR-M355U/N</b>				
AR-455MT	Black Toner - Carton	10 Ctgs.	270,000	\$814.00
AR-455MD	Black Developer - Carton	10 Pkgs.	1,000,000	\$320.00
AR-455ND	Black Developer - Package	1 Pkg.	100,000	\$37.00
AR-SC1	Staples - Carton (for use with AR-FN6)	3 Ctgs.	9,000	\$39.00
AR-SC2	Staples - Carton (for use with AR-FN7)	3 Ctgs.	15,000	\$64.00
<b>AR-M455U/N</b>				
AR-455MT	Black Toner - Carton	10 Ctgs.	270,000	\$814.00
AR-455MD	Black Developer - Carton	10 Pkgs.	1,000,000	\$320.00
AR-455ND	Black Developer - Package	1 Pkg.	100,000	\$37.00
AR-SC1	Staples - Carton (for use with AR-FN6)	3 Ctgs.	9,000	\$39.00
AR-SC2	Staples - Carton (for use with AR-FN7)	3 Ctgs.	15,000	\$64.00
<b>AR-M550U/N</b>				
AR-621MT	Black Toner - Carton	10 Ctgs.	830,000	\$1,060.00
AR-620MD	Black Developer - Carton	10 Pkgs.	1,250,000	\$381.00
AR-620ND	Black Developer - Package	1 Pkg.	125,000	\$44.00
SF-SC11	Staples - Carton (for use with AR-F15)	3 Ctgs.	15,000	\$41.00
AR-SC3	Staples - Carton (for use with AR-F16)	3 Ctgs.	6,000	\$25.00

**Note: All equipment ordered under this contract includes a 90 day warranty that includes all supplies**

# SHARP AUTHORIZED DEALER LISTING NORTHERN CALIFORNIA

## Dealer Listing - Northern California

**MB** **A2Z Business Systems**  
**SB** 200 Valley Drive, #12  
Brisbane, CA 94005  
Contact: Rachel Reggiardo  
Phone: 415-656-2400  
Counties: San Francisco & San Mateo

**MB** **Alpine Business Equipment**  
**SB** 110 W. Lake Street  
Mount Shasta, CA 96067  
Contact: Richard Patrick  
Phone: 530-926-2244  
Counties: Siskiyou

**Atlantic Office Automation**  
890 Cowan Road, Suite 1  
Burlingame, CA 94010  
Contacts: Vern Holloway, Maria Chao  
Phone: 650-259-8088  
Counties: Alameda, San Francisco,  
San Mateo and Santa Clara

**DB** **Capital Business Machines**  
**MB** 1336 Fourth Street  
Eureka, CA 95501  
**SB** Contacts: Matt Cone  
Phone: 707-443-9301  
Counties: Del Norte and Humboldt

**SB** **CPO Ltd.**  
2545 Scott Blvd.  
Santa Clara, CA 95050  
Contacts: Allen Duncan  
Phone: 408-727-3310  
Counties: Alameda, San Mateo  
and Santa Clara,

**IMAGE 2000, Inc.**  
4277 W. Richert Ave, Suite 110  
Fresno, CA 93722  
Contact: John Veres  
Phone: 559-275-7476  
County: Fresno, Madera, Mariposa,  
Merced & Stanislaus

**IMAGE 2000, Inc.**  
6801 White Lane H-3  
Bakersfield, CA 93309  
Contact: Ray Verdugo  
Phone: 661-835-4900  
County: Kern

**MB** **Schoon Corporation**  
**SB** 2559 Nicholson Street  
San Leandro, CA 94577  
Contact: Bob Schoon  
Phone: 510-895-1381  
Counties: Alameda, Contra Costa,  
San Francisco & San Mateo

**MB** **Scott Tanner Business Equipment**  
**SB** 208B Main Street  
Greenville, CA 95947  
Contact: Scott Tanner  
Phone: 530-284-1112  
Counties: Lassen, Modoc, Plumas  
and Sierra

**SB** **Select Business Systems**  
550 W. Locust Avenue  
Fresno, CA 93650  
Contacts: Michael Kennedy  
Todd Mumma  
Phone: 559-446-0123  
Counties: Fresno, Inyo, Kings, Madera,  
Mariposa, Merced, Mono,  
San Luis Obispo and Tulare

**MB** **Select Business Systems of Bakersfield**  
**SB** 7400 District Blvd., Suite B  
Bakersfield, CA 93313  
Contacts: Johanne Mercier  
Tim Murphy  
Phone: 661-397-2100  
Counties: Kern

**SB** **Simple Office Solutions**  
1831 Gurneville Road  
Santa Rosa, CA 95403  
Contact: Tom Pierucci & Ron Betsill  
Phone: 707-575-9429  
Counties: Lake, Marin, Mendocino,  
Napa and Sonoma

**Smile Business Products, Inc. - HQ**  
4525 Auburn Blvd.  
Sacramento, CA 95841  
Contact: Kim Fortier, Gov't Sales Mgr.  
Phone: 916-481-7695  
Counties: El Dorado, Nevada, Placer,  
Sacramento, Solano, Sutter,  
Yolo and Yuba

**Smile Business Products, Inc.**  
East Bay  
Contact: Linda Negrone  
Kim Fortier, Gov't Sales Mgr.  
Phone: 800-790-7701  
Counties: Alameda and Contra Costa

**Smile Business Products, Inc.**  
17300 Murphy Parkway  
Lathrop, CA 95330  
Contact: Connie Smith  
Kim Fortier, Gov't Sales Mgr.  
Phone: 209-858-4410  
Counties: Amador, Calaveras,  
Merced, San Joaquin,  
Stanislaus and Tuolumne

**Smile Business Products, Inc.**  
1808 B Empire Industrial Court  
Santa Rosa, CA 95403  
Contact: Don Floriani  
Kim Fortier, Gov't Sales Mgr.  
Phone: 707-526-7701  
Counties: Marin, Napa and Sonoma

**MB** **Tozier's Office Products**  
**SB** 1803 Mangrove Ave., Suite A  
Chico, CA 95926  
Contacts: Jim Weir, Tiffini Salyer  
Phone: 530-899-6977  
Counties: Butte, Colusa, Glenn,  
Lassen, Plumas, Shasta,  
Sutter, Tehama and Yuba

**MB** **Tri-County Business Systems**  
**SB** 855 S. Main Street  
Salinas, CA 93901  
Contact: Melissa Mears  
Phone: 831-758-1474  
Counties: Monterey; San Benito  
and Santa Cruz

## SHARP DIRECT BRANCH

**Sharp Business Systems  
of San Francisco**  
470 Boulder Court, Suite 100  
Pleasanton, CA 94566  
With Offices in San Francisco, San  
Jose, and Pleasanton  
Contacts: Theresa Brown  
Doug Cochran  
Michael Ogolin  
Phone: 925-417-8400  
Counties: Alameda, Contra Costa,  
San Francisco, San Mateo  
and Santa Clara

**DB** California - Certified Disabled Veterans Business Enterprise

**MB** California - Certified Micro Business

**SB** California - Certified Small Business

# SHARP AUTHORIZED DEALER LISTING SOUTHERN CALIFORNIA

## Dealer Listing - Southern California

**MB** **Advanced Copy Systems**  
**SB** 571 Redlands Blvd.  
San Bernardino, CA 92408  
Contacts: Walter Ferguson  
Phone: 800-442-5333  
Counties: Riverside, San Bernardino

**SB** **Advanced Office Automation**  
1520 Goodyear Avenue  
Ventura, CA 93003  
Contact: Joe & Pat Silva  
Phone: 800-443-6010  
Counties: San Luis Obispo, Santa Barbara & Ventura

**MB** **AM Copier Service**  
**SB** 115 S. 6th Street  
El Centro, CA 92243  
Contacts: Andres Marrujo  
Phone: 760-352-6007  
County: Imperial

**AVC Corporation**  
4487 Ish Drive  
Simi Valley, CA 93063  
Contact: Dan Benbenek  
Phone: 866-375-2821  
805-650-2700  
Counties: Los Angeles, Orange, San Bernardino, Riverside & Ventura

**SB** **CELL Business Equipment**  
4 A Mason Street  
Irvine, CA 92618  
Contact: Matt Lackie & Doug Kato  
Phone: 949-830-1400  
County: Los Angeles, Orange, Riverside & San Bernardino

**MB** **Complete Document Solutions**  
**SB** 423 S. Hindry AVE, Suite B  
Inglewood, CA 90301  
Contact: Chris Urner  
Phone: 877-237-0199  
County: Los Angeles

**Copier Expo**  
20635 Valley Blvd.  
Walnut, CA 91789  
Contact: Mr. Jin Choi  
Phone: 909-468-5434  
County: Los Angeles

**MB** **Copy Link**  
**SB** 3441 Main Street, Suite #100  
Chula Vista, CA 91911  
Contact: Kevin Marshall  
Phone: 619-424-8000  
County: San Diego

**Crown Business Systems**  
930 S. La Brea Ave., 1st Floor  
Los Angeles, Ca 90036  
Contact: Jim Kim  
Phone: 323-937-5600  
County: Los Angeles

**Digitari Corporation**  
**DBA ACS Digital Solutions**  
1501 West Commonwealth  
Fullerton, CA 92833  
Contact: Russell Bakhtiari  
Phone: 800-491-2679  
County: Los Angeles & Orange County

**IMAGE 2000**  
7510 Hazeltine Avenue  
Van Nuys, CA 91405  
Contact: Jeff Rudisel  
Phone: 818-781-2200  
County: Los Angeles, Orange, Riverside and San Bernardino

**MB** **LDICA, LLC**  
**SB** 6704 Valjean Ave.  
Van Nuys, CA 91406  
Contact: Mike Call  
Phone: 818-781-8110  
County: Los Angeles

**MWB Business Systems - HQ**  
5700 Warland Drive  
Cypress, CA 90630-5030  
Contacts: Leila Byron,  
Phone: 760-241-7979  
Counties: Los Angeles, Orange County, Riverside, San Bernardino & San Diego

**MWB Business Systems**  
19748 Dearborn Street  
Chatsworth, CA 91311  
Phone: 800-769-2679  
Contact: Leila Byron

**MWB Business Systems**  
707 Wilshire Blvd., Suite 3650  
Los Angeles, CA 90017  
Phone: 800-769-2679  
Contact: Leila Byron

**MWB Business Systems**  
8577 Haven Ave., Suite 110  
Rancho Cucamonga, CA 91730  
Phone: 800-769-2679  
Contact: Steve Walker

**MWB Business Systems**  
9444 Farnham St., Suite 350  
San Diego, CA 92123  
Contacts: Erik Masi  
Phone: 800-769-2679  
County: San Diego

**Office Digital Solutions**  
1560 Orangethorpe Way  
Anaheim, CA 92801  
Contacts: Mr. Sean J. Kim, David Yoon  
Phone: 714-740-7700  
County: Los Angeles, Orange

**Prodata Imaging, Inc**  
2152 Michelson  
Irvine, CA 92612  
Contact: Pete Gilmore  
Phone: 949-851-5065  
Counties: Los Angeles & Orange

**DB** California - Certified Disabled Veterans Business Enterprise

**MB** California - Certified Micro Business

**SB** California - Certified Small Business

# SHARP AUTHORIZED DEALER LISTING SOUTHERN CALIFORNIA

## Dealer Listing - Southern California (continued)

### Streamline Office Solutions

2231 Sturgis Road  
Oxnard, CA 93030  
Contact: Berno Pioli  
Bruce Sims  
Phone: 805-278-6501  
Counties: Santa Barbara & Ventura

### **MB** **SB** The Performance Group

762 Calle Plano  
Camarillo, CA 93012  
Contact: Tim Freeman &  
Damon Ridgley  
Phone: 805-289-0010  
Counties: Los Angeles, San Luis  
Obispo, Santa Barbara  
& Ventura

### Valley Office Equipment

36-665 Bankside Drive #B  
Cathedral City(Palm Springs), CA 92234  
Contact: Tina Moose  
Phone: 760-321-1560  
County: Riverside & San Bernadino

### Victel Southbay

2341 W. 205th Street, Ste 116  
Torrance, CA 90501  
Contact: Ed Kambe  
Phone: 310-371-1515  
County: Los Angeles

### Witt Company

2913 Saturn Ave.  
Torrance, CA 90501  
Contact: Mark Thomas  
Phone: 951-255-2469  
County: Los Angeles, Orange,  
Riverside and San Bernadino

### Witt Company

11651 Sterling Ave., Suite H  
Riverside, CA 92503  
Contact: Mark Thomas  
Phone: 951-255-2469  
County: Los Angeles, Orange,  
Riverside and San Bernadino

### Witt Company

3944 Murphy Canyon Road, Suite C10  
San Diego, CA 92123  
Contact: Mark Thomas  
Phone: 949-433-0508  
County: San Diego

### SHARP DIRECT BRANCH

#### Sharp Business Systems of San Diego

8670 Argent Street  
Santee, CA 92071  
Contacts: Dale Wedge  
Phone: 619-258-1400  
Counties: Riverside & San Diego

# SHARP. LEADING THE INDUSTRY.

## THE SHARP DATA SECURITY KIT: THE CORNERSTONE OF OPTIMUM SECURITY

### Secure the Image Data: Be sure you leave nothing behind.

Designed to protect your confidential information, **Sharp's Data Security Kit** works as a "digital shredder," offering several layers of advanced security. With both encryption and overwrite features, **Sharp's Data Security Kit** helps protect your confidential information from even the most sophisticated threats.

#### Data Encryption:

With 128-bit encryption, **Sharp's Data Security Kit** encrypts image data in the MFP (Multi-Functional Products) before it's written to the hard drive, RAM or ROM for print, copy, scan, or fax functions. This first layer of security provides peace of mind even while your documents are still active.

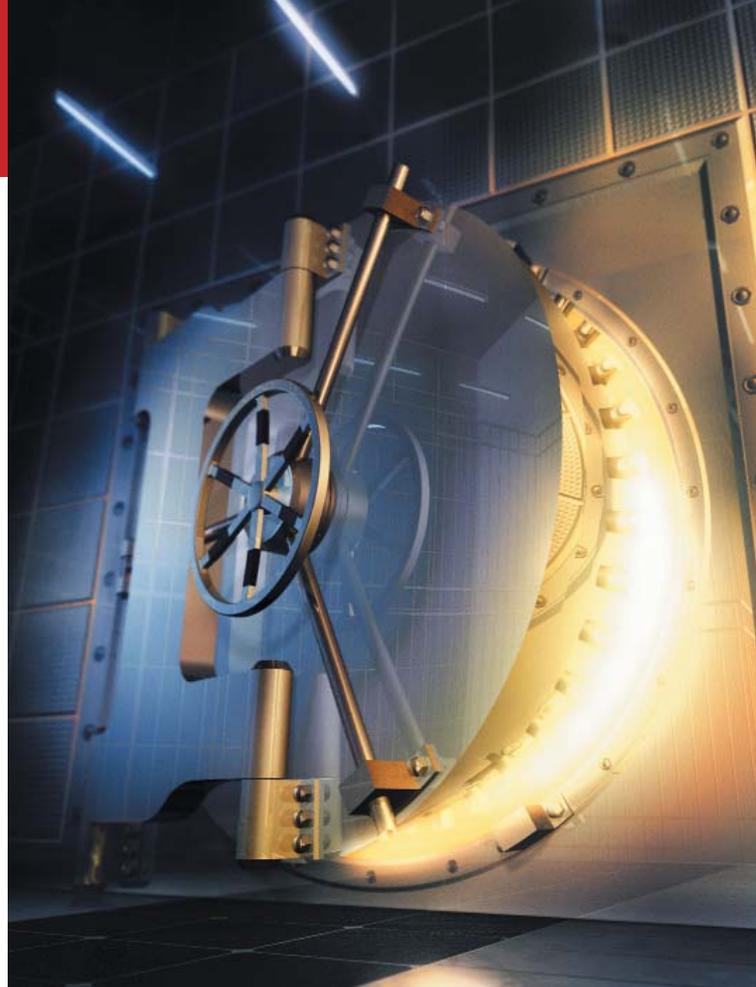
#### Automatic and Manual Memory Clear:

You can choose to have the **Data Security Kit** automatically overwrite all memory when the MFP is powered up, and/or after each print/copy/scan/fax job. Or, at any time, you can also choose to manually clear all memory for added versatility and control.

#### Data Overwrite:

Random numbers overwrite the information written to memory when a document is printed, copied, scanned or faxed. For the highest levels of security, **Sharp's Data Security Kit** can be set to perform up to seven overwrites - **more than any other competitor to date.**

- Hard disk overwrite for print, copy and scan functions
- RAM overwrite for print, copy and scan functions
- Flash ROM overwrite for fax function



State of California Copier Contract #1S-05-36-20

For additional information on Sharp equipment visit [www.sharppusa.com/government](http://www.sharppusa.com/government)

## SHARP®

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Mahwah, NJ 07430