



6040 Unity Drive
Suite N
Norcross, GA 30071
t. 404-875-8488 f. 404-260-9153

Xerox MPS Quote

10048

Questions? <https://econcierge.rjonetworks.com>

Quote Date: Jun 20, 2022

Valid Through: Jul 5, 2022

Quoted To:

Nicole Gordon
Turnstone Group LLC
1170 Peachtree Street, NE
Suite 1150
Atlanta, GA 30309

Prepared By:

Richard Ozsvath
CEO & Founder



Phone: 404-477-6179

Email: ngordon@turnstonegroup.com

Phone: 404-875-8488 x201

Email: rich@rjonetworks.com

Quote Request

Turnstone is taking over additional office space directly adjacent to their existing office. They are looking for a floor model MFP color printer, similar to their Xerox C8045 in the main office.

Personal Note from Richard Ozsvath

Nicole - Attached is our quote for the Xerox C8145 floor model color MFP. This is similar model to what you have in the Turnstone office (C8045). I've quoted 5 years service plan and 10K monthly volume for ink (5K mono, 5k color). Pricing includes freight, delivery, setup.
- Rich



Total Amount per Month:

\$279.21 Units: 1

Extended Price: **\$279.21**

Xerox AltaLink C8100 C8145 Laser Multifunction Printer - Color -
Copier/Fax/Printer/Scanner - 45 ppm Mono/45 ppm Color Print - 1200 x 2400
dpi Print - Automatic Duplex Print - Upto 200000 Pages Monthly - 3140
sheets Input - Color Scanner - 600 dpi Optical Scan - Color Fax - Gigabit
Ethernet - Near Field Communication (NFC) - USB - For Plain Paper Print
• Includes Freight, Delivery and Setup
• 60 month financing. Includes on-site repair service for entire term.
• Includes monitoring and ink replenishment for entire term. Monthly volume
of 5,000 Mono; 5,000 Color
• Subject to credit approval. Price excludes taxes.

Total Managed Print Services Billing

\$279.21



RJO Networks, LLC
6040 UNITY DR STE N
NORCROSS, GA 30071

RJO Networks
rich@rjonetworks.com
Phone: 4048758488

Quote #: 33645-10001-001
Date: Jun-20-2022

To:
Turnstone Group LLC
1170 Peachtree Street, NE
Suite 1150
Atlanta, GA 30309

Please review the agreement for detailed terms and conditions. This quote is valid for 30 days after creation date and is subject to credit approval.
All displayed prices are excluding taxes.

SKU	Description	Qty
C8145-H2	Xerox AltaLink C8145/H2	1
A3DELIVERY	A3 RIGGER (DOES NOT INCLUDE NETWORKING)	1
A3FREIGHT	A3 FREIGHT CHARGE	1
EC8145S5P	AltaLink C8145 Addl 57 Months Of Svc; Extended On-Site Service For A Total Of 5 Yrs	1
Price per print	Monthly volume	
Mono: 0.00445	5,000	
Color: 0.02272	5,000	

Total amount per month: \$ 279.21

Note: The displayed 'Total amount per month' includes the financing, the allowance, the monitoring fee and additional services if included.

C8130/C8135/C8145/C8155/C8170

Xerox® AltaLink® Color Multifunction Printer

The Ideal Digital Workplace Assistant for Demanding Teams



ConnectKey®
Technology

xerox™

Xerox® AltaLink® C8130/C8135/C8145/C8155/C8170 Color Multifunction Printer

Want work done right? AltaLink® will help you do a lot more than just print. You can automate document workflows and connect to the systems that run your business – seamlessly. Protected by comprehensive security features, they are true Workplace Assistants that will free up time for you to do more of what really matters.

A PRODUCTIVE WORK EXPERIENCE FOR ALL

Feel right at home instantly with AltaLink®.

The intuitive and personalized tablet-like interface balances simplicity and efficiency and reduces steps to complete tasks with a single tap.

Native mobility features make it easy for workers to print from their mobile devices with advanced AltaLink® capabilities such as Xerox® @PrintByXerox App, Xerox® Print Service Plug-in for Android™ or AirPrint™. You can even copy, scan, or email without touching the user screen with AltaLink's touchless workflows.

AltaLink® Devices bridge the physical and digital worlds with apps and advanced scanning capabilities that allow you to digitize, route, and process information in a snap. Automate tedious tasks to save time, reduce errors with 1-Touch shortcuts, or simply allow AltaLink's Adaptive Learning to automate repetitive and complex tasks.

Translate documents to 40 languages. Convert hard copy to audio for easy listening on the go. Get your hand written notes off the page and into shareable text. Redact content for confidentiality. And convert scans to Microsoft applications — all from the ever-growing Xerox® Workflow Central Platform.

RIGHT FIT FOR EVERY NEED

Big jobs, small jobs, and everything in between — AltaLink® can be customized to do it all. Your choice of finishing options and accessories means you can configure your device for any type of document.

Stay in the fast lane with access to the Xerox App Gallery. It's your gateway to a growing collection of apps designed to simplify time-consuming, repetitive, or complex processes as your business evolves.

Simplify IT support as your fleet grows. Fleet Orchestrator allows you to automatically and securely adjust configurations and settings on all your devices at once. Perform interactive training and support your users right from your desktop with the Remote Control Panel.

COMPREHENSIVE SECURITY

Stop threats where they start with the comprehensive protection that's trusted by the most security-minded businesses and governments.

Built-in security, including the AltaLink® Trusted Boot protects the integrity of the device start-up process from malicious actions, McAfee® whitelisting and integrations with McAfee ePO and Cisco ISE neutralize threats instantly at the device and protect the network. Configuration Watchdog monitors and automatically remediates critical IT-defined security settings.

Protect sensitive documents from unintentional disclosure with AltaLink's Imaging Security - a proprietary marking and infrared detection technology.

Native integration with popular SIEM tools simplifies reporting and management of security events. Xerox® Printer Security Audit Service, available as part of Xerox® Intelligent Workplace Services, helps maximize printer fleet, document, and content security.

COLOR WHERE IT COUNTS

A high-resolution output of 1200 x 2400 dpi and best-in-class HD Super Fine EA Toner plus superior color rendering and consistency will give your documents clarity and impact. You can also upgrade your AltaLink® C8100 Series with the Xerox® EX-c C8100 Print Server Powered by Fiery®, delivering more options for professional-looking documents.

XEROX® CONNECTKEY® TECHNOLOGY

Intuitive User Experience

Enjoy a tablet-like experience with gesture-based touchscreen controls and easy personalization, plus simple workflows and functions.

Mobile and Cloud Ready

Be more mobile with cloud-hosted services and instant connectivity to cloud and mobile devices right from the user interface.

Comprehensive Security

Prevent unauthorized access, detect threats, and protect data and documents with built-in comprehensive security features.

Enables Intelligent Workplace Services

Seamless integration with Xerox® Intelligent Workplace Services delivers next-level workplace efficiency, employee productivity, and security.

Gateway to New Possibilities

Transform the way you work with the apps in the Xerox App Gallery. Or have one of our partners develop a custom solution for you.

Find out more about how you'll work smarter at www.ConnectKey.com.



Xerox® AltaLink® C8130/C8135/C8145/C8155/C8170

Color Multifunction Printer

Single-Pass Duplex Automatic Document Feeder (DADF)

saves time by simultaneously scanning both sides of a document with up to 270 impressions per minute (ipm).



USER INTERFACE



Intuitive Tablet-like 10.1-inch Color Touchscreen is customizable and lets you perform tasks in just a few taps. Try it out at xerox.com/AltaLink8100UI.

PAPER INPUT³

Two 520-sheet Adjustable Trays (common with all configurations). Tray 1 handles media sizes up to 11.7 x 17 in./A3 and Tray 2 handles media sizes up to 12 x 18 in./SRA3.



Envelope Kit (optional — replaces Tray 1) provides feeding of up to 60 envelopes.



High Capacity Tandem Tray Configuration holds a total paper capacity of up to 3,140 sheets.

Four Tray Module Configuration (available for C8130/C8135) holds a total of up to 2,180 sheets.

Bypass Tray handles up to 100 sheets; Custom sizes: 3.5 x 3.9 in. to 12.6 x 52 in./89 x 98 mm to 320 x 1,320 mm.



High Capacity Feeder (optional) holds 3,000 sheets of letter/A4 paper, increasing the maximum paper capacity to 6,140 sheets.



LONG SHEET PRINTING

Long Sheet Feed Kit (optional) provides the ability to print up to 12.6 x 52 in./320 x 1,320 mm media.



INNOVATIVE TECHNOLOGIES



Xerox® Integrated RFID Card Reader (optional) adds card-based authentication with support for over 90 access cards.



Near Field Communication (NFC) Tap-to-Pair allows users to tap their mobile devices to the AltaLink® C8100 Series user panel and quickly connect with the MFP.



Smart Proximity Sensor detects when users are nearby. It conserves energy during inactive periods and automatically activates the device when a user approaches.

PAPER OUTPUT/FINISHERS³



Office Finisher (optional) provides advanced finishing functions, optional crease/score and saddle-stitch booklet, capable of 60-page booklets (2 to 15 sheets).



Business Ready (BR) Finisher (optional) gives you advanced finishing functions at a great value.



C-Fold/Z-Fold Unit (optional) adds C-fold, Z-fold and Z-half-fold capability to the BR Finisher or BR Booklet Maker Finisher.



BR Booklet Maker Finisher (optional) creates 64-page saddle-stitched booklets (2 to 16 sheets).



Dual Offset Catch Tray (available when no finishers are installed; Single Offset Catch Tray with finishers).



Integrated Office Finisher (optional with C8130/C8135/C8145/C8155) provides 500-sheet stacking and 50-sheet, 2-position stapling.



Convenience Stapler (optional) staples up to 10 sheets of 20 lb./75 gsm media.

³ Paper capacities are based on 20 lb./75 gsm stock; capacities will vary with different weight stocks

Xerox® AltaLink® C8130/C8135/C8145/C8155/C8170

Color Multifunction Printer

ConnectKey®
Technology

DEVICE SPECIFICATIONS	ALTALINK® C8130	ALTALINK® C8135	ALTALINK® C8145	ALTALINK® C8155	ALTALINK® C8170
Speed¹ (Color/Black-and-White)	Up to 30/30 ppm	Up to 35/35 ppm	Up to 45/45 ppm	Up to 55/55 ppm	Up to 70/70 ppm
Monthly Duty Cycle²	Up to 90,000 pages	Up to 110,000 pages	Up to 200,000 pages	Up to 300,000 pages	Up to 300,000 pages
Hard Drive/Processor/Memory	Minimum 128 GB SSD; Optional: 500GB HDD/INTEL ATOM® Quad Core, 1.9GHz/4 GB system memory (8 GB system memory AltaLink® C8170)				
Connectivity	10/100/1000Base-T Ethernet, High-Speed USB 2.0 direct print, NFC; Optional: WiFi/WiFi Direct with Xerox® Dual Band Wireless Kit, Bluetooth (iBeacon)				
Optional Controller	Xerox® EX-c C8100 Print Server Powered by Fiery®				
Copy and Print	Copy Resolution: Up to 600 x 600 dpi; Print Resolution: Up to 1200 x 2400 dpi				
First-Copy-Out Time (as fast as) (from platen/warmed-up state)	6.10 seconds color/4.50 seconds black-and-white		5.50 seconds color/4.40 seconds black-and-white	4.70 seconds color/3.70 seconds black-and-white	4.00 seconds color/3.20 seconds black-and-white
First-Print-Out Time (as fast as)	5.70 seconds color/4.20 seconds black-and-white		4.90 seconds color/3.80 seconds black-and-white	4.50 seconds color/3.20 seconds black-and-white	3.80 seconds color/3.00 seconds black-and-white
Page Description Languages	Adobe® PostScript® 3™, Adobe® PDF, PCL® 5c/PCL® 6				
Paper Input³	Standard	Single-Pass Duplex Automatic Document Feeder (DADF): Up to 82 ppm simplex/141 ipm duplex (200 dpi). 130-sheet capacity for AltaLink® C8130/C8135/C8145/C8155. Paper sizes: 3.4 x 4.9 in. to 11.7 x 17 in./85 x 125 mm to 297 x 432 mm. Up to 135 ppm simplex/270 ipm duplex (200 dpi). 250-sheet capacity for AltaLink® C8170. Paper sizes: 3.4 x 4.9 in. to 11.7 x 17 in./85 x 125 mm to 297 x 432 mm Bypass Tray: 100 sheets; Custom sizes: 3.5 x 3.9 in. to 12.6 x 52 in./89 x 98 mm to 320 x 1,320 mm (SEF) Tray 1: 520 sheets; Custom sizes: 5.5 x 7.2 in. to 11.7 x 17 in./140 x 182 mm to 297 x 432 mm (SEF) Tray 2: 520 sheets; Custom sizes: 5.5 x 7.2 in. to 12 x 18 in./140 x 182 mm to SRA3 (SEF)			
	Choose One	Four Tray Module: (Trays 3 and 4 — available with AltaLink® C8130/C8135); 1,040 sheets; 520 sheets each; Custom sizes: 5.5 x 7.2 in. to 12 x 18 in./140 x 182 mm to SRA3 (SEF). Total standard paper capacity: 2,180 sheets High Capacity Tandem Tray Module: 2,000 sheets; Sizes: 8.5 x 11 in./A4. Total standard paper capacity: 3,140 sheets			
	Optional	High Capacity Feeder (HCF): Up to 3,000 sheets; Size 8.5 x 11 in./A4 long edge feed. Max paper capacity with HCF: 6,140 sheets Envelope Tray (replaces Tray 1): Up to 60 envelopes with Auto Size detection of some sizes Long Sheet Feed Kit (banner printing): 12.6 x 52 in./320 x 1,320 mm Multi-feed Detection Kit (available for AltaLink® C8170 only)			
Paper Output/Finishing³	Standard	Dual Offset Catch Tray (standard when finishers are not attached): 250 sheets each; Face-up Tray: 100 sheets			
	Optional	Integrated Office Finisher: Available with AltaLink® C8130/C8135/C8145/C8155, staple positions: front and rear straight. 500 sheets stacker, 50 sheets stapling, 2-position stapling Office Finisher: 2,000-sheet stacker, 50 sheets stapled, 2-position stapling, optional hole punch, optional booklet maker (score, saddle stitch 2 to 15 sheets (60 pages)) BR Finisher: 3,000-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching BR Booklet Maker Finisher: 1,500-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching plus saddle-stitch booklet making (2 to 16 sheets, 64 pages) and V-folding C-Fold/Z-Fold Unit: Adds Z-folding, Letter Z-folding and Letter C-folding to the BR Finisher and BR Booklet Maker Finisher Convenience Stapler: 50-sheet stapling, includes Work Surface⁴			

INTUITIVE USER EXPERIENCE

Customize	Customize user interface, show/hide functions, personalize user experience with authentication, create 1-Touch Apps, auto wake-up with Smart Proximity Sensor, Enable Adaptive Learning to set up shortcuts for repetitive and complex jobs. Copy, scan, or email without touching the user screen using the automatic touchless workflow accelerators
Print Drivers	Job Identification, Bi-directional Status, Job Monitoring, Xerox® Global Print Driver®, Application Defaults, Xerox® Pull Print Driver, Microsoft Universal Print
Xerox® Embedded Web Server	PC or Mobile — Status Information, Settings, Device Management, Cloning, Fleet Orchestrator, Configuration Watchdog, Remote Control Panel
Print Features	Print from USB, Print from Cloud Repositories (Dropbox, OneDrive, and Google Drive), Sample Set, Saved Job, Booklet Creation, Store and Recall Driver Settings, Scaling, Job Monitoring, Application Control, Two-sided Printing, Draft Mode, Long Sheet (Banner) Printing
Scan and Fax	Scan Preview, Scan to USB/Email/Network (FTP/SFTP/SMB), Scan File Formats: PDF, PDF/A, JPG, TIFF; Convenience Features: Scan to Home, Searchable PDF, Single/Multi-page PDF/TIFF, Password-protected PDF; Fax Features: Walk-up Fax (one-line or two-line options available, includes LAN Fax, Direct Fax, Fax Forward to Email), Fax dialing, Unified Address Book, Optical Character Recognition (OCR), Server Fax, TWAIN driver (scan); Optional: Scan To Cloud Repositories (Dropbox, OneDrive, and Google Drive)

MOBILE AND CLOUD READY

Mobile Connectivity	Near Field Communication (NFC); Optional: WiFi Direct, WiFi (802.11 b/g/n/ac), AirPrint™ (iOS) including iBeacon (Bluetooth)
Mobile Printing	Mopria® Scan, Apple AirPrint™, Xerox® Print Service (Android), @PrintByXerox; Optional: Xerox® Workplace Mobile App (iOS/Android)
Mobile Scanning	Mopria® Scan, Apple AirPrint™, Optional: Xerox® Workplace Mobile App (iOS/Android)
Cloud Ready	Remote services enabled, native "Print from" Cloud repositories (Dropbox, OneDrive, Google Drive), integration with Okta, Ping Identity, Microsoft Azure; Optional: Native "Scan to" cloud repositories (Dropbox, OneDrive, Google Drive), direct connection to cloud-hosted services via optional apps (accessed via Xerox App Gallery app or visit xerox.com/AppGallery), Xerox WorkFlow Central Platform

COMPREHENSIVE SECURITY

Network Security	802.1x, IPsec, HTTPS, SFTP and Encrypted Email, McAfee® ePolicy Orchestrator®, McAfee Enterprise Security Manager, LogRhythm SIEM, Splunk SIEM, Network Authentication, SNMPv3, SHA-256 Hash Message Authentication, TLS 1.1/1.2/1.3, Security Certificates utilizing ECDSA, Automatic Self-signed Certificate, Cisco® Identity Services Engine (ISE) integration, automated threat response through McAfee DXL/Cisco pxGrid integration, Local Authentication (Internal Database), FIPS 140-2
Device Access	User Access and Internal Firewall, Port/IP/Domain Filtering, Audit Log, Access Controls, User Permissions, Configuration Watchdog, TPM, Log-in with Okta, Ping Identity, and Microsoft Azure credentials; Optional: Smart Card Enablement Kit (CAC/PIV/.NET/SIPNet)⁵, Xerox® Integrated RFID Card Reader, NFC standard (authentication via optional Xerox® Workplace Cloud/Suite Print Management and Content Security; learn more at xerox.com/WorkplaceSolutions)
Data Protection	McAfee Whitelisting, Firmware Verification, Trusted Boot, Job Level Encryption via HTTPS and Drivers, Encrypted Storage Drive (AES 256-bit, FIPS 140-2), Encrypted and Signed Email; Optional: Xerox® Workplace Cloud/Suite Content Security, Encrypted Hard Disk (AES 256-bit, FIPS 140-2) with Image Overwrite, McAfee Integrity Control
Document Security	Common Criteria Certification (ISO 15408) full system against the HCP PP, Encrypted Secure Print, FIPS 140-2 Encrypted Data with Print Drivers, Imaging Security with AltaLink's proprietary marking and infrared detection technology.

ENABLES INTELLIGENT WORKPLACE SERVICES

Print Management	Xerox® Standard Accounting; Optional: Xerox® Workplace Suite/Cloud, Xerox® Virtual Print Management Service, more at xerox.com/PrintManagement
Fleet/Device Management	Xerox® CentreWare® Web, Xerox® Support Assistant, Automated Meter Read, Xerox® Cloud Fleet Management Solution, Fleet Orchestrator, Configuration Cloning; Optional: Intelligent Workplace Services Suite, Cloud-based remote management with Xerox® Workplace Cloud⁶
Security	Secure Device Management: Xerox® Printer Security Audit Service (auto-configuration of security settings, monitoring, and auto-remediation), Digital Certificate Management, SIEM Reporting, Interactive Dashboard Reports

GATEWAY TO NEW POSSIBILITIES

Xerox and Partner Apps	Automate everyday processes with apps that translate, redact, convert text to audio or handwritten notes to text files, and paper documents to Microsoft applications, all from a single cloud-based platform or visit xerox.com/WorkplaceApps to find apps by industry or workflow
Software and Solutions	Xerox® DocuShare® (xerox.com/ecm), XMPie® (xerox.com/XMPie), Xerox® Workplace Solutions (xerox.com/WorkplaceSolutions), Xerox WorkFlow Central Platform

¹ Declared in accordance with ISO/IEC 24734

² Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis

³ Paper capacities are based on 20 lb./75 gsm stock; capacities will vary with different weight stocks

⁴ Sold separately in some geographies

⁵ Not available in all geographies

⁶ Available in select markets

Certifications: xerox.com/OfficeCertifications

More information is available at xerox.com/AltaLink.

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