



**Granite School District Purchasing Department**

**Remanufactured Ink/Toner for HP Printers**

*(This contract is not for OEM (original HP) Ink/Toner.  
See MA142-Office Depot and MA1596-Staples.)*

Contract Number: 19-802

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Effective Date: September 26, 2018

Expiration Date: September 30, 2023

Renewal Options: None (will be resolicited prior to the expiration)

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Vendor: Innovative Print Consulting

Vendor Number: 142613

Contact: Chalise or Ronnie

Phone Number: (801) 999-4529

Email: [chalise@iprintc.com](mailto:chalise@iprintc.com) or [ronnie@iprintc.com](mailto:ronnie@iprintc.com)

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Contract Pricing: See attached sheets *(If a product is not included, please contact the Buyer listed below)*

Ordering Process: Follow Granite School District procurement/payment policies and procedures.  
See attached contract sections for details regarding warranty and empties.

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**Buyer:** Julie Fisher  
**Phone:** (385) 646-4309  
**E-mail:** [jlfisher@graniteschools.org](mailto:jlfisher@graniteschools.org)

IV. **PRICE GUARANTEE PERIOD**

All proposed pricing must be guaranteed for the term of the contract. Following the guarantee period, any request for price adjustment must be for an equal guarantee period, and must be made at least 30 days prior to the effective date. Requests for adjustment must include sufficient documentation supporting the request. Price increase(s) should not exceed any change in the Producer Price Index (PPI) over the preceding 12 months and shall not exceed 3%. Price adjustments will not be automatic. Any adjustment or amendment to the contract will not be effective unless approved by the Director of Purchasing. Granite School District will be given the immediate benefit of any decrease in the market, or allowable discount.

V. **STANDARD CONTRACT TERMS AND CONDITIONS**

Any contract resulting from this RFP will include but not be limited to the District's Standard Terms and Conditions (see Attachment A). Exceptions and or additions to the District's Standard Terms and Conditions are strongly discouraged.

Exceptions and additions to the Standard Terms and Conditions must be submitted with the proposal response. Exceptions, additions, service level agreements, etc. submitted after the date and time for receipt of proposals will not be considered. Website URLs, or information on website URLs must not be requested in the RFP document and must not be submitted with a proposal. URLs provided with a proposal may result in that proposal being rejected as non-responsive. URLs are also prohibited from any language included in the final contract document.

The District retains the right to refuse to negotiate on exceptions should the exceptions be excessive, not in the best interest of the District, negotiations could result in excessive costs to the state, or could adversely impact existing time constraints.

If negotiations are required, Contractor must provide all documents in MS Word format for redline editing. Contractor must provide the name, contact information, and access to the person(s) that will be directly involved in legal negotiations.

VI. **DETAILED SCOPE OF WORK**

1. **Toner Definitions:**

Remanufactured – supplies not manufactured by the Original Equipment Manufacturers but made to specifications with OEM Components. The plastic core has been used previously. Inside parts are replaced with new parts. The cartridge must meet or exceed the OEM standards and specifications. Cartridge must meet or exceed industry standards established and adopted by the STMC or the latest guideline adopted by ASTM for remanufactured cartridges. GSD will not accept "Recharged" or "reconditioned" cartridges or components that have not been replaced. The unit must be guaranteed to work in the specified model of Hewlett Packard printer. Cartridge shall be filled completely with new toner meeting or exceeding industry standards established and adopted by the STMC or the latest guideline adopted by ASTM for remanufactured cartridges. Cartridge must provide the same quality of print, copy yield per gram of toner and performance characteristics that meet or exceed the OEM product.

Compatible – is a generic cartridge or a cartridge made by a third party manufacturer that builds cartridges only, not printers. **Compatibles do not meet the specifications and GSD will not accept.**

Drill & Fill – products where the casings and inside parts are used over again. The toner is the only component replaced. Outer casings used over and over again. All inside parts are not replaced. **Compatibles do not meet the specifications and GSD will not accept.**

2. **Contractor Qualifications:** The contractor shall:
  - a. have a minimum of two-years experience providing remanufactured ink/toner to customers of a similar size school district as stated in Section I Purpose of Request for Proposal.
  - b. maintain sufficient stock of the items listed in the market basket to ensure prompt delivery of the items ordered and limit backordered items.
  - c. employ employees who have completed training in the Standardized Test Methods Committee (STMC) guidelines or the latest guidelines adopted by American Society for Testing and Materials (ASTM) for remanufactured ink/toner. This includes standardized testing certification for ASTM F 1856, ASTM F 2036, and International Safe Transit Association (ISTA) 1A and provide verification upon request.
  - d. have a local physical presence within the state of Utah with local facilities and skilled personnel in order to completely service or repair within 24-hours of email notification.
  - e. provide an assigned local customer service representative(s) to handle orders, problems, and questions. Provide an email address and toll-free number including any applicable extension. Customer Service representative shall respond to all inquiries within two (2) business days.
  - f. furnish remanufactured ink/toner cartridges that have been fully remanufactured and meet the definition of remanufactured toner above. Cartridges furnished to GSD shall meet or exceed the latest remanufactured ink/toner cartridge standards or the guidelines adopted by American Society for Testing and Materials (ASTM).
  - g. follow all laws applicable to Intellectual Property (IP) for OEM patents and Trade Agreements Act (TAA) compliant.
  - h. provide cartridges from a facility that remanufactures its cartridges and is located in the United States of America.
3. **Cartridge Packaging:** The contractor, at a minimum, shall provide the following:
  - a. clearly label each cartridge with the manufacturer's/supplier's name,

cartridge model number, and yield of cartridge.

- b. packaged each cartridge in a moisture proof bag and either heat-sealed or zip-locked, meeting or exceeding OEM standards. Toner cartridge bag shall additionally be anti-static. Toner shall be placed in a protective cradle prior to being packaged in an external carton.
- c. The external carton and packaging shall protect the cartridge from damage during delivery and/or shipment
- d. Package must contain a packing slip indicating a list of products shipped and identify any back ordered items.
- e. Packaging for the cartridges shall be constructed to permit users to re-package spent cartridges for return to the Contractor. The contractor will pick up cartridges from various locations (see delivery locations) or provide a postage paid by the contractor method for returning spent cartridges.
- f. All cartridge boxes or packing slips will also bear the date of remanufacture and use by date for shelf life and inventory purposes.
- g. Material Safety Data sheets must be provided upon request.

4. **Empty Cartridges:** The contractor shall provide at no additional cost to GSD the collection of all empty cartridges. Contractor will collect empty OEM cartridges and end-of-life cartridges. Cartridges for recycling shall be picked up within five (5) business days of GSD's request.

Contractor shall provide a collection system that will encourage recovery and reuse of used cartridges that complies with all environmental and human health and safety laws.

If the cartridge cannot be recycled or reused then the Contractor shall ensure proper end-of-life management. Any remaining ink/toner in spent cartridges, casings, and parts not remanufactured or used to create a remanufactured cartridge shall be recycled or disposed of in a manner that complies with all federal and state environmental and human health and safety laws and regulations.

5. **Delivery and/or Shipping:** The contractor shall provide shipping F.O.B. destination for all product(s) delivered to various locations throughout GSD including schools, district office, and/or central warehouse at no cost to GSD. All deliveries made to schools and departments shall require inside delivery at no additional cost to GSD.

A list of potential school shipping addresses can be located at <https://www.graniteschools.org/schools/>

District Office: 2500 South State Street, Salt Lake City, Utah 84115

GSD Central Warehouse: 340 West 3050 South, Salt Lake City, Utah 84115

All deliveries shall arrive to the GSD location within two (2) business days of the order being placed and confirmed as received by the Contractor. In the rare event, the Contractor is unable to meet the delivery requirement, the reason must be communicated to the end user (location placing order) along with an estimated date of arrival.

6. **Minimum Order:** The actual quantity ordered by one school or location may be as low as one cartridge. Contractor must not require a minimum order. Contractor must fill orders as received and meet the specified delivery requirements.

7. **Warranty/Defective Cartridges:** Contract shall warrant that the use of the remanufactured cartridge will not void any manufacturer's warranty of the equipment (copier, printer, and/or fax).

Pickup or return of defective and/or incorrect cartridges will be the sole responsibility of the Contractor at no cost to GSD. Outdated or damaged products will not be accepted. If a cartridge becomes defective during use, the Contractor shall clean the equipment and may be required to provide a replacement cartridge within two (2) business days of notification.

If it is determined that the contractor's cartridge damaged GSD equipment (for example printer, copier, and/or fax) the contractor will replace the equipment with a comparable replacement. Determination of damage to equipment will be mutually determined by GSD and the Contractor. Replacement equipment compatibility will be determined by GSD's Information Systems department staff.

Contractor shall warrant cartridges are free from defects in workmanship and/or materials for a period of one (1) year. Contractor agrees to replace cartridges that become defective, malfunctions (e.g. streaks on paper) during the warranty period within two (2) business days of notification, at no additional cost to GSD including no cost for delivery.

8. **Invoicing:** Contractor's invoice shall include a list of products shipped and identify back ordered items. The external carton or an internal shipping invoice shall identify cartridge type (make and model), the Contractor's name, address and telephone number. Invoice must be submitted as specified on the purchase order.

Sales tax shall not be charged for purchases made by GSD. Sales Tax exemption certificate will be provided by GSD during contract negotiation.

Contractor shall not invoice or process a purchasing card transaction prior to the date of shipment or delivery.

9. **Payment:** Payment will be made after the goods have been received, inspected, and found to comply with contract specifications.

GSD Purchasing Cards may be used to expedite small dollar purchases.

Contractor must be willing to accept a purchasing card at no additional cost to GSD, purchase orders, and/or pay vouchers.

Additional payment terms can be found in the general contract terms and conditions.

10. **Reporting:** When requested, the Contractor shall provide a usage report. Usage report must include at a minimum: product type, ordered/delivery location, order date, and invoiced amount. Report format may be determined and adjusted after contract execution.

11. **Exceptions:** At times there may be older printers that do not allow for a remanufactured cartridge due to lack of available cores. This may require the Contractor to provide a compatible product. If this occurs, the vendor must notify GSD to review and approve the compatible cartridge. Approved compatible cartridge will be provided at a discounted rate and not at the same rate as a remanufactured cartridge.

GSD reserves the right to add cartridges for new HP printers at discounted pricing, as remanufactured cartridges become available. Before adding the cartridge to the contract, GSD will conduct pricing research to determine if the pricing of the added cartridges is fair and reasonable.

GSD reserves the right to solicit competitive quotes when seeking pricing for large quantity purchases.

VII. **PROPOSAL REQUIREMENTS AND COMPANY QUALIFICATIONS AND EXPERIENCE**

Contractor shall provide documentation demonstrating its ability to meet the scope of work using Attachment A.

VIII. **ANTICIPATED SOLICITATION TIMELINE**

Event	Date
Release RFP	08/10/2018
Questions Deadline	08/20/2018
RFP Due	08/24/2018
Evaluation Period	08/28/2018 – 08/31/2018
Contract Negotiations/Creation	09/03/2018 – 09/07/2018

IX. **QUESTIONS**

All questions must be submitted through the Utah Public Procurement Place (Jaggaer formerly SciQuest). Answers will be given in the same manner.

X. **PROPOSAL RESPONSE FORMAT**

All proposals must include a technical proposal, cost proposal, and samples. Formats for both documents follow:

## **Attachment A**

**Contractor must describe in detail and demonstrate its ability to meet the scope of work requirements using this format. In addition to the other information provided in your proposal, responses will be evaluated to determine the Contractors ability to meet the requirements.**

**1. Describe your experience providing remanufactured ink/toner that meets the minimum requirements.**

Innovative Print Consulting (IPC) has been operating in the print management industry for nearly 10 years. Printers, ink/toner cartridges, printer repair and maintenance, and exceptional customer service is the focal point of our business model. We have extensive experience with other large school districts similar in size to Granite School District (GSD).

We have been under contract with the Canyons School District for the past 8 years as the sole supplier of ink/toner cartridges and service for their printers. We were awarded their new contract that went out for bid in June 2018 with the potential to renew for four (4) additional years.

We have supplied toner and service to the Jordan School District for 9 years. Under their present contract, we are an approved vendor for their toner supplies and are the sole provider of service for their printers. We currently provide ink/toner cartridges to approximately 95% of their locations.

Since there is no active contract currently in place for Alpine School District, we supply some toner and service there as well.

The Canyons School District and Jordan School District contracts require toner cartridges with similar specifications as this RFP (Solicitation JF19-02). We have been providing these products to both districts with no problems regarding quality, performance or availability of the cartridges.

Please see the letters of recommendation included in Tab 3, Protected Information. This will show the feedback we've received from locations in other school districts similar in size to GSD.

**2. Describe your process for ensuring adequate stock to ensure prompt delivery of the items ordered and limit backordered items.**

As mentioned, IPC has been providing the majority of toner ordered by Canyons and Jordan School Districts for the past 9 years. We have not had any problems with meeting the supply needs of both school districts and do not anticipate any problems with meeting the needs of GSD as well.

IPC stocks approximately \$10,000 in inventory. We work with two reputable vendors that can provide ink & toner cartridges to meet the specifications of this RFP (Solicitation JF19-02). Working with two vendors gives us a backup in the event that one of them has a backorder on a specific cartridge. During our 10 years in business, we have never encountered a backorder situation that left us unable to procure a toner cartridge within the delivery window promised.

**3. Describe your employee training and certification that meets the minimum requirements.**

IPC has been specializing in print management for nearly a decade. We have over 52 years of industry experience between our President, our Lead Service Technician, and our Office Manager. We have used that experience to build lasting relationships with our customers, as well as with reputable vendors in the industry. The IPC team consists of highly experienced individuals, and we prefer that they have a strong background with previous experience in the print management industry before joining our team.

With regard to the specialized tests and guidelines referenced under the Contractor Qualifications section, those specific certifications are applicable to the suppliers that manufacture our toner cartridges rather than IPC as the reseller (IPC does not manufacture toner cartridges).

STMC and ASTM testing pertain to print quality and yield of toner cartridges. The ISTA test pertains to package integrity when shipping toner with common carrier shipping. The STMC guidelines, ASTM certifications, TAA compliance, and ISTA test procedures are very important to IPC when selecting a supplier for the toner we provide to our customers. Very few toner manufacturers meet those qualifications. We are fortunate to work with two (2) manufacturers that meet those qualifications and we are able to provide verification of this upon request.

Please see Tab 3 Protected Information for specific information about our toner cartridge manufacturers. It includes company contact information, as well as product specifications and certificates for STMC guidelines, ASTM and ISTA certifications, and TAA compliance.

**4. Describe your local physical presence within the state of Utah including your ability to meet the service or repair requirements within 24-hours of email notification**

IPC's office is located in West Jordan, Utah. Being centrally located in the Salt Lake Valley will facilitate a rapid response for product delivery, service or repair calls throughout GSD. IPC will assign two (2) technicians to handle service calls for GSD. Our Lead Service Technician has 17 years experience and the secondary technician (our President) has 10 years experience.

IPC has a very efficient procedure for dispatching service calls, and most calls are dispatched to the assigned technician within minutes of receiving the call or email notification. In addition, IPC stocks some of the most commonly used parts in the service vehicle so that the majority of service calls are completed during the initial visit.

With the ability to dispatch service calls within minutes, assigning two (2) experienced technicians to service the GSD account, and having the most commonly used parts readily available, we do not foresee any problems with meeting the service or repair requirements within 24-hours of email notification.



**5. Describe your customer service capabilities and ability to meet the response time specified in the scope of work**

IPC will assign our most experienced team to work with the GSD, should our company receive the contract for this RFP (Solicitation #JF19-02). With a combined 52 years of experience, the GSD account would be managed with great customer service.

GSD will be assigned two (2) Customer Service Representatives, our President (who has 22 years of industry experience) and our Office Manager (who has 13 years experience). They will handle all orders, problems and questions for the GSD account.

For service, the GSD account will be assigned to our Lead Service Technician (17 years of service experience) for service, repairs and technical inquiries. Our President (with 10 years of service experience) will serve as a secondary Service Technician as needed.

We will provide toll-free numbers and email addresses for all Customer Service Representatives and Service Technicians. All inquiries submitted by GSD will receive a response within 2 hrs. Inquiries received late in the day will receive a response on the next business day.

Please see Tab 3 Protected Information for letters of recommendation to see the feedback we have received about our customer service from various locations in similarly sized school districts.

**6. Describe your process for remanufacturing ink/toner cartridges and your ability to meet standards and guidelines specified in the scope of work including how your company follows all laws applicable to Intellectual Property (IP) for OEM patents and how your company is Trade Agreements Act (TAA) compliant. Provide verification of remanufacturing in the United States of America.**

IPC does not remanufacture ink/toner cartridges. We sell remanufactured ink/toner cartridges to our customers from highly reputable vendors. There are not many vendors that provide remanufactured cartridges that are manufactured in the U.S.A., meet STMC guidelines, ASTM certification, and are TAA compliant. IPC sells products from two companies that meet all of those requirements.

Many toner manufacturers, and some end users, are being sued by Canon Inc. for patent infringement of Intellectual Property (IP) for OEM patents. IPC protects itself and its customers from this liability by only purchasing toner products from vendors that are not listed on Canon's lawsuit.

Please see Tab 3 Protected Information for specific information about our toner cartridge suppliers. It includes company contact information, as well as product specifications and certificates for STMC guidelines, ASTM and ISTA certifications, and TAA compliance.

## 7. Describe your cartridge packaging and ability to meet the packaging specifications

Toner cartridge boxes will be labeled with IPC's name & contact information, the part number and model number(s), and the yield of the cartridge.

Cartridges will be packaged in a manner that meets or exceeds OEM standards including an anti-static, moisture proof bag that is heat-sealed or zip-locked, then placed in a protective cradle and packaged in an external box that will meet ISTA 1A standards for protecting against damage during common carrier shipping.

Shipping package will include a packing list for all items shipped and identifying any backordered items, if applicable.

The manufacturer's packaging of the toner cartridge is designed to be re-used so that spent cartridges can be safely repackaged for shipment back to the manufacturer for recycling or proper end of life disposal. Upon request, we will send shipping boxes and pre-paid shipping labels to GSD locations to return spent cartridges to the manufacturer.

Ink boxes will bear a use-by date since ink cartridges expire. The manufacturer's warranty for ink is one (1) year.

Toner cartridges don't expire, so manufacturers of non-OEM toner cartridges don't put a use-by date on the packaging. Although the manufacturer's warranty is two (2) years for toner cartridges, IPC will extend the warranty for the life of the cartridge.

Material Safety Data Sheets will be provided upon request.

## 8. Describe your recycling program for empty OEM cartridges and end-of-life disposal

All of IPC's vendors pay 100% of the cost of our recycling program. The vendor provides a box with a prepaid label to ship the empty cartridges back for recycling and/or proper disposal that complies with all federal and state environmental and human health and safety laws and regulations.

Shipping boxes and pre-paid shipping labels will be provided at no cost to GSD locations upon request. The requesting location may call or email a request and we will send a shipment of six (6) boxes with pre-paid labels to that location so that empty cartridges can be returned to the manufacturer.

For GSD locations that prefer to have IPC pick up empty cartridges for recycling, we will pick up empty cartridges within five (5) business days of GSD's request and return them to the manufacturer for recycling and/or proper disposal.

**9. Describe your ordering, delivery and/or shipping process and ability to meet the requirements.**

IPC accepts orders by telephone, email and online ordering. Orders are processed when they are received, with no minimum order size required. Orders received before 2:30 pm MT will be processed that same day, and will be delivered within 1-2 business days. All orders will be shipped F.O.B. destination with inside delivery at no cost to GSD.

In the rare event that an order cannot be delivered within 2 business days, IPC will notify the end user and provide an estimated time of delivery.

**10. Describe your warranty and process for handling defective cartridges and your ability to meet the requirements.**

Use of toner supplied by IPC will not void any manufacturer's warranty of the equipment (copier, printer, and/or fax).

Pickup and return of defective and/or incorrect cartridges will be the responsibility of IPC, and will be provided at no cost to GSD.

Ink products have a one (1) year manufacturer's warranty for defects in workmanship and/or materials.

Toner cartridges have a two (2) year manufacturer's warranty for defects in workmanship and/or materials, and IPC will extend the warranty for toner cartridges for the life of the cartridge for the GSD account.

All toner products provided by IPC have a less than 2% defective rate. Although this is a very low rate of defective cartridges, we understand the inconvenience and downtime caused by defectives. We have created a simple system for our customers to get a replacement cartridge expediently. Upon notification of a defective cartridge, we order a free replacement cartridge to be shipped to the location of the defective cartridge via free overnight delivery, and issue a \$0 invoice for the replacement cartridge. We will pick up the defective cartridge from the location, package it for shipping and return it to our vendor for credit.

This system eliminates the complicated process of issuing a credit memo for the original (defective) cartridge, and then charging for the replacement cartridge on a new invoice. There is no hassle for the customer to track a credit memo, process an invoice for the replacement cartridge, pack up the defective cartridge and ship it back to our vendor. IPC takes care of everything in order to minimize the inconvenience for our customers.

IPC will perform any needed equipment cleanings that are the result of an IPC supplied defective toner cartridge within 2 business days of notification, at no cost to GSD. Our technicians conduct themselves in a professional manner and will be courteous and respectful while responding to service calls for GSD. The printer and surrounding work area will be left clean, and free of waste and debris upon the completion of the service call.

If an IPC supplied toner cartridge damages GSD equipment, IPC will work with GSD to determine the extent of the damage, and will replace the equipment with a comparable replacement as determined by GSD's Information Systems department staff.

**11. Describe your invoicing, accounting, and reporting processes and your ability to meet the requirements.**

IPC's software system is designed for the print management industry, and we use it for all of our invoicing, accounting, and reporting. We are able to customize all aspects of our software system to accommodate the individual needs of each of our customers.

Our invoices will show IPC's name, address, telephone number, a list of products shipped and will identify any backordered items, if applicable. Invoices will include the GSD P.O. number and will be sent within 30 days of delivery to GSD location. IPC will not invoice or process a purchasing card transaction prior to the shipment or delivery of the order. IPC will provide GSD with current account statements via mail, email, or fax upon request.

No sales tax will be charged for GSD purchases. IPC accepts GSD's terms of payments within 30 days of receiving a correct invoice. IPC accepts payments by mail, electronic funds transfer or GSD purchasing card. IPC will process purchasing card payments at no additional cost to GSD. IPC maintains PCI Compliance to ensure all credit card transactions are secure.

The adaptability of our software system allows us to create custom reports using any parameters requested by our customers. At minimum, a usage report can be created showing product type, ordered/delivery location, order date and invoice amount. We can easily add other information to the report, and can run reports for any time frame requested. Examples could include usage for a certain location, use of a specific product number, a product's usage during a specific time frame, etc. Reports can be generated at any time, and will be provided upon request.

<b>Mnf #</b>	<b>Attachment D Cost Sheet Remanufactured HP Ink/Toner</b>	<b>Cost per cartridge</b>
C4096A	HP2100, 2200 Black	\$33.00
C4127X	HP400,4050 Black High Yield	\$30.00
C4129X	HP 5000 and 5100 Series Black Extended Yield	\$59.00
C4191A	Color LaserJet 4500 Black	\$30.00
C4192A	Color LaserJet 4500 Cyan	\$30.00
C4193A	Color LaserJet 4500 Magenta	\$30.00
C4194A	Color LaserJet 4500 Yellow	\$30.00
C8543X	LaserJet 9000 Series Toner	\$75.00
C9700A	LJ2500 Black	\$25.00
C9701A	LJ2500 Cyan	\$25.00
C9702A	LJ2500 Toner, Yellow	\$25.00
C9703A	LJ2500 Toner, Magenta	\$25.00
C9720A	Color LJ4600 Laser Black	\$49.00
C9721A	Color LJ4600 Laser Cyan	\$49.00
C9722A	Color LJ4600 Laser Yellow	\$49.00
C9723A	Color LJ4600 Laser Mgnta	\$49.00
C9730A	LJ5500 Laser Toner, Black	\$72.00
C9731A	LJ5500 Laser Toner, Cyan	\$72.00
C9732A	LJ5500 Laser Toner, Yellow	\$72.00
C9733A	LJ5500 Laser Toner, Magenta	\$72.00
CB380A	CLJ CP6015 Black	\$65.00
CB381A	CLJ CP6015/CM6030 Cyan	\$75.00
CB382A	CLJ CP6015/CM6030 Yellow	\$75.00
CB383A	CLJ CP6015/CM6030 Magenta	\$75.00
CB400A	HP Color LJ CP4005 Black	\$60.00
CB401A	HP Color LJ CP4005 Cyan	\$60.00
CB402A	HP Color LJ CP4005 Yellow	\$60.00
CB403A	HP Color LJ CP4005 Magenta	\$60.00
CB435A	HP LaserJet P1006 Black	\$26.00
CB436A	HP LJ P1505/M1522N Black	\$26.00
CB540A	Black	\$35.00
CB541A	CYAN	\$35.00
CB542A	YELLOW	\$35.00
CB543A	MAGENTA	\$35.00
CC364A	Black	\$51.00
CC364X	HP P4015/P4515 BLACK	\$76.00
CC530A	Black	\$37.00
CC531A	Cyan	\$37.00
CC532A	Yellow	\$37.00
CC533A	Magenta	\$37.00
CE250A	Black	\$55.00
CE250X	Black High Yield	\$65.00
CE250X	HP Color LaserJet Black Print Cartridge 10,500 pg	\$65.00
CE251A	HP Color LaserJet Cyan Print Cartridge 7,000 pg	\$65.00

CE252A	HP Color LaserJet Yellow Print Cartridge 7,000 pg	\$65.00
CE253A	HP Color LaserJet Magenta Print Cartridge 7,000 pg	\$65.00
CE255A	HP 55A Toner P3015/P3016	\$41.00
CE255X	HP 55X Toner P3015/P3016	\$55.00
CE260A	Clr LJ CP4025/4525 Black	\$59.00
CE260X	Clr LJ CP4525 Hi Yield Black	\$65.00
CE261A	Clr LJ CP4025/4525 Cyan	\$65.00
CE262A	Clr LJ CP4025/4525 Yellow	\$65.00
CE263A	Clr LJ CP4025/4525 Magenta	\$65.00
CE264X	646X Black High Yield	\$81.00
CE270A	Black 13,500 page	\$82.00
CE271A	Cyan 15,000 page	\$82.00
CE272A	Yellow 15,000 page	\$82.00
CE273A	Magenta 15,000 page	\$82.00
CE278A	HP 78A - Black toner cartridge	\$29.00
CE285A	LJ P110 Black Toner 1.6K Yield	\$28.00
CE310A	HP 126A Black LJ Cartridge	\$31.00
CE311A	HP 126A Cyan LJ Cartridge	\$31.00
CE312A	HP 126A Toner Ctg Yellow	\$31.00
CE313A	HP 126A Toner Ctg Magenta	\$31.00
CE320A	128A Black LJ Print Cartridge	\$35.00
CE321A	128A Cyan LJ Print Cartridge	\$35.00
CE322A	128A Yel LJ Print Cartridge	\$35.00
CE323A	128A Mag LJ Print Cartridge	\$35.00
CE390A	M601, 602, 603	\$56.00
CE400A	HP Black Toner Cartridge 5,500 Page	\$54.00
CE400X	HP High Yield Black Toner Cartridge 11,000 Page	\$59.00
CE401A	HP Cyan Toner Cartridge 6,000 Page	\$54.00
CE402A	HP Yellow Toner Cartridge 6,000 Page	\$54.00
CE403A	HP Magenta Toner Cartridge 6,000 Page	\$54.00
CE410A	M351, M375, M451, M475	\$40.00
CE410X	305X Black High Yield	\$49.00
CE411A	M351, M375, M451, M475 Cyan	\$48.00
CE412A	M351, M375, M451, M475 Yellow	\$48.00
CE413A	M351, M375, M451, M475 Magenta	\$48.00
CE505A	LJ P2035/2055 Blk Print Ctg	\$28.00
CE505X	LJ P2055 Blk Hi Cap Ctg	\$37.00
CE740A	CLJ Black Print Cartridge	\$83.00
CE741A	CLJ Cyan Print Cartridge	\$83.00
CE742A	CLJ Yel Print Cartridge	\$83.00
CE743A	CLJ Mag Print Cartridge	\$83.00
CF031A	CM4540 Cyan	\$68.00
CF032A	CM4540 Yellow	\$68.00
CF033A	CM4540 Magenta	\$68.00
CF210X	131X Black High Yield	\$44.00
CF211A	131A Cyan	\$37.00
CF212A	131A Yellow	\$37.00

CF213A	131A Magenta	\$37.00
CF226A	HP Black Toner Cartridge 3,100 page	\$54.00
CF226X	HP Black High Yield Toner Cartridge 9,000 Page	\$76.00
CF230A	Black 1,600 page	\$43.00
CF230X	Black 3,500 page	\$62.00
CF258X	Black High Yield for HP M404N, M406DN, 404DW	\$129.00
CF237A	Black	\$95.00
CF280A	Black	\$29.00
CF280X	High Yield	\$39.00
CF281A	HP Black Toner Cartridge 10,500 Page	\$50.00
CF281X	HP Black High Yield Toner Cartridge 25,000 Page	\$73.00
CF283A	HP LaserJet Pro M201, M125, M127, M225	\$38.00
CF287A	Black 9,000 page	\$69.00
CF287X	Black High Yield 18,000 Page	\$86.00
CF294A	Black Standard Yield	\$34.00
CF320A	HP Black Toner Cartridge 11,500 Page	\$53.00
CF330X	HP High Capacity Toner Cartridge 20,500 Page	\$74.00
CF331A	HP Cyan Toner Cartridge 15,000 Page	\$68.00
CF332A	HP Yellow Toner Cartridge 15,000 Page	\$68.00
CF333A	HP Magenta Toner Cartridge 15,000 Page	\$68.00
CF350A	130A Laserjet Black	\$32.00
CF351A	Laserjet Cyan	\$32.00
CF352A	Laserjet Yellow	\$32.00
CF353A	Laserjet Magenta	\$32.00
CF360X	HP High Yield Black Toner Cartridge 12,500 Page	\$93.00
CF361X	HP High Yield Cyan Toner Cartridge	\$101.00
CF362X	HP High Yield Yellow Toner Cartridge	\$101.00
CF363X	HP High Yield Magenta Toner Cartridge	\$101.00
CF361A	HP Cyan Toner Cartridge	\$90.00
CF362A	HP Yellow Toner Cartridge	\$90.00
CF363A	HP Magenta Toner Cartridge	\$90.00
CF400X	HP High Yield Black Toner Cartridge 2,800 Page	\$57.00
CF401X	HP High Yield Cyan Toner Cartridge 2,300 Page	\$60.00
CF402X	HP High Yield Yellow Toner Cartridge 2,300 Page	\$60.00
CF403X	HP High Yield Magenta Toner Cartridge 2,300 Page	\$60.00
CF410X	HP High Yield Black Toner Cartridge 6,500 Page	\$58.00
CF411X	HP High Yield Cyan Toner Cartridge 5,000 Page	\$58.00
CF412X	HP High Yield Yellow Toner Cartridge 5,000 Page	\$58.00
CF413X	HP High Yield Magenta Toner Cartridge 5,000 Page	\$58.00
CF450A	HP Black 12,500 page (*non-TAA exception)	\$134.00
CF451A	HP Cyan 10,500 page (*non-TAA exception)	\$149.00
CF452A	HP Yellow 10,500 page (*non-TAA exception)	\$149.00
CF453A	HP Magenta 10,500 page (*non-TAA exception)	\$149.00
Q1338A	Black	\$55.00
Q1339A	Black	\$57.00
Q2610A	LJ2300 Lsr Tnr, Black Ctg.	\$29.00
Q2612A	LJ 1010/1012 SERIES BLACK CTG	\$20.00

Q2613X	LJ 1300 Toner, Black	\$25.00
Q2624A	Laserjet 1150 Series Cartridge	\$23.00
Q2670A	TONER, F/LJ 3500/3700, BLK	\$51.00
Q2671A	HP Color LJ 3500 Cyan Toner	\$47.00
Q2672A	HP Color LJ 3500 Yellow Toner	\$47.00
Q2673A	HP Color LJ 3500 Magenta Toner	\$47.00
Q2681A	LJ3700 CYAN TONER	\$47.00
Q2682A	LJ3700 YELLOW TONER	\$47.00
Q2683A	LJ 3700 MAGENTA TONER	\$47.00
Q3960A	LJ 2550, MFP 2820,2830, 2840	\$25.00
Q3961A	SP2550/2800-Cyan Toner Ctg	\$25.00
Q3962A	SP2550/2800- Yellow Toner Ctg	\$25.00
Q3963A	SP2550/2800- Magenta Toner Ctg	\$25.00
Q3971A	SP 2550/2800- Cyan Toner Ctg	\$25.00
Q3972A	HP LaserJet: 1500, 2550, 2820, 2840 seri	\$25.00
Q3973A	HP LaserJet: 1500, 2550, 2820, 2840 seri	\$25.00
Q5942A	HP LaserJet 4240, 4250, or 4350	\$46.00
Q5942X	BLK TNR CART 20K LJ 4250 4350	\$50.00
Q5945A	LJ 4345 MFP Smart Print	\$53.00
Q5949A	LJ 1320/1160 Blk Toner	\$24.00
Q5949X	HP LJ 1320 Smart Print Cart	\$29.00
Q5950A	HP Color LaserJet Black Cartridge 11,000 pg	\$57.00
Q5950A	Color LJ 4700 Black ColorSpher	\$57.00
Q5951A	Color LJ 4700 Cyan ColorSphere	\$57.00
Q5952A	Color LJ 4700 Yellow ColorSphe	\$57.00
Q5953A	Color LJ 4700 Magenta ColorSph	\$57.00
Q6000A	Color LaserJet 2600 Black	\$34.00
Q6001A	Color LaserJet 2600 Cyan	\$34.00
Q6002A	Color LaserJet 2600 Yellow	\$34.00
Q6003A	Color LaserJet 2600 Magenta	\$34.00
Q6460A	HPClr LsrJet 4730 MFP Blk Crtg	\$64.00
Q6461A	HPClr LsrJet 4730 MFP Cyn Crtg	\$61.00
Q6462A	HPClr LsrJet 4730 MFP Ylw Crtg	\$61.00
Q6463A	HP Clr LsrJt 4730 MFP Mgta Ctg	\$61.00
Q6470A	HP Color LaserJet Black Print Cartridge 6,000 pg	\$51.00
Q6471A	LJ 3600 Cyan 4K yield	\$51.00
Q6472A	LJ 3600 Yellow 4K YLD	\$51.00
Q6473A	LJ 3600 Magenta 4K Yld	\$51.00
Q6511A	LASERJET 2400 SERIES	\$33.00
Q6511X	LJ 2400 Smart Print cart (blk)	\$41.00
Q7516A	Black Standard Yield for HP 16A	\$85.00
Q7551A	LaserJet P3005, MFP M3027	\$34.00
Q7551X	LaserJet P3005/M3035 MFP	\$42.00
Q7553A	Blk Toner for P2015 Printer	\$26.00
Q7553X	No. 53 P2015 Series	\$33.00
Q7560A	HP Color LJ 3000 ColorSphere	\$35.00
Q7561A	HP Color LJ 3000 ColorSphere	\$35.00



Q7562A	HP Color LJ 3000 ColorSphere	\$35.00
Q7563A	HP Color LJ 3000 ColorSphere	\$35.00
Q7570A	HP LJ M5035 mfp Blk Ctg	\$63.00
Q7581A	HP Color LJ 3800 Cyan Print Ca	\$48.00
Q7582A	HP Color LJ 3800 Yellow Print	\$48.00
Q7583A	HP Color LJ 3800 Magenta Print	\$48.00
W2020A	HP Black for M454DW and M479FDW	\$59.00
W2021A	HP Cyan for M454DW and M479FDW	\$75.00
W2022A	HP Yellow for M454DW and M479FDW	\$75.00
W2023A	HP Magenta for M454DW and M479FDW	\$75.00

<b>Minimum discount percent off of approved compatible cartridge.</b> <b>(see Exceptions section of scope of work)</b>	20%
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*revised 2/28/2022*