



# PRICING GUIDE

# Introduction

**INTRODUCTION**

**PAGE 03**

**SERVICE COSTS - B/W**

**PAGE 04**

**SERVICE COSTS - COLOR**

**PAGE 05**

**EQUIPMENT COSTS**

**PAGE 06**

**EQUIPMENT COMPARISON**

**PAGE 07**

**AVERAGE EQUIPMENT COST**

**PAGE 08**

**EQUIPMENT & SERVICE SCENARIOS**

**PAGE 09**

**CONCLUSION**

**PAGE 10**

# Introduction

We are happy you decided to download this pricing guide! This guide is our effort to transparently show the numbers behind a copier contract in a way that is digestible and transformative. Hopefully it will provide you the insight you need to engage in a copier contract that is fair and representative of your needs.

The prices on the pages to follow are ranges based on our experience and findings. It is important to note that we are a North Carolina business and that prices may vary from state to state. These are models that are equipped with a document feeder, stand and two paper trays. Additional accessories were not added for the sake of pricing since they are costs that are not necessary for all users. All prices are based on 60-month leases since this is the most popular version of [copier contracts](#). No buyouts are figured into our examples as they are unique to each user.

*The copiers are broken down into three subgroups in order to more accurately express the info in a simple manner: Base, Intermediate and Advanced.*

**Base:** devices in the 20 page per minute (ppm) to 40ppm range

**Intermediate:** devices in the 41ppm-60ppm range

**Advanced:** devices in the 61ppm-80ppm range (90ppm for B/W)

\*A4 devices are not represented in the advanced category.

*There are other features that differentiate copiers including the size of paper output it can process and whether it has color capabilities or not.*

**A3:** devices that allow paper sizes of up to 12x18 inches

**A4:** devices that allow paper sizes of up to 8.5x14 inches

**Color:** devices that use cyan, magenta and yellow toner in addition to the black toner to replicate color imaging output.

**Black & White:** devices that only use black toner and produce output that is greyscale or black and white.

*When dealing with the service aspect of a copier contract, most are based on allowances and overages in order to give a monthly or annual amount the customer is responsible for.*

**Allowances:** amount of copies/prints allotted each month (or defined amount of time) for a customer to use before overages are accrued.

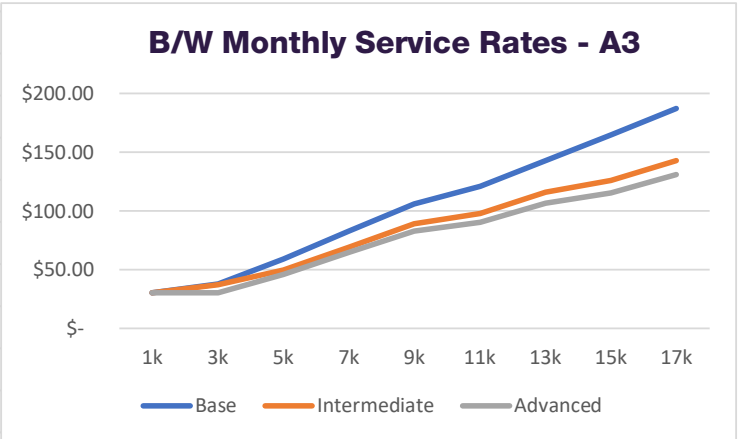
**Overages:** a rate per copy/print that is billed once the allowance has been surpassed. It is set to a defined pay period such as monthly, quarterly or other agreed to timeframe.

PRICING GUIDE

# B/W Service

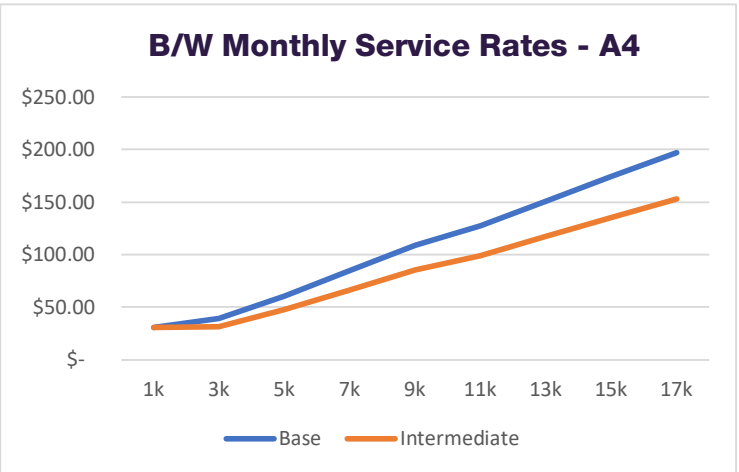
## A3

	Base	Intermediate	Advanced
<b>1k</b>	\$30.00	\$30.00	\$30.00
<b>3k</b>	\$38.10	\$38.10	\$38.10
<b>5k</b>	\$59.00	\$59.00	\$59.00
<b>7k</b>	\$82.60	\$82.60	\$82.60
<b>9k</b>	\$106.20	\$106.20	\$106.20
<b>11k</b>	\$121.00	\$121.00	\$121.00
<b>13k</b>	\$143.00	\$143.00	\$143.00
<b>15k</b>	\$165.00	\$165.00	\$165.00
<b>17k</b>	\$187.00	\$187.00	\$187.00



## A4

	Base	Intermediate	Advanced
<b>1k</b>	\$30.60	\$30.30	N/A
<b>3k</b>	\$39.30	\$31.50	N/A
<b>5k</b>	\$60.50	\$47.50	N/A
<b>7k</b>	\$84.70	\$66.50	N/A
<b>9k</b>	\$108.90	\$85.50	N/A
<b>11k</b>	\$127.60	\$99.00	N/A
<b>13k</b>	\$150.80	\$117.00	N/A
<b>15k</b>	\$174.00	\$135.00	N/A
<b>17k</b>	\$197.20	\$153.00	N/A

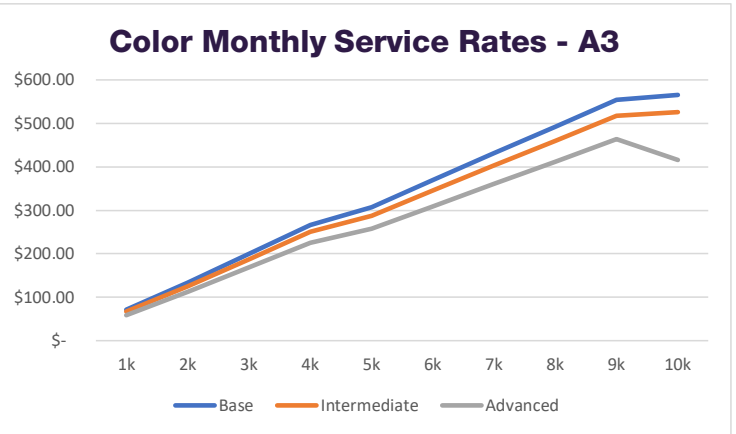


PRICING GUIDE

# Color Service

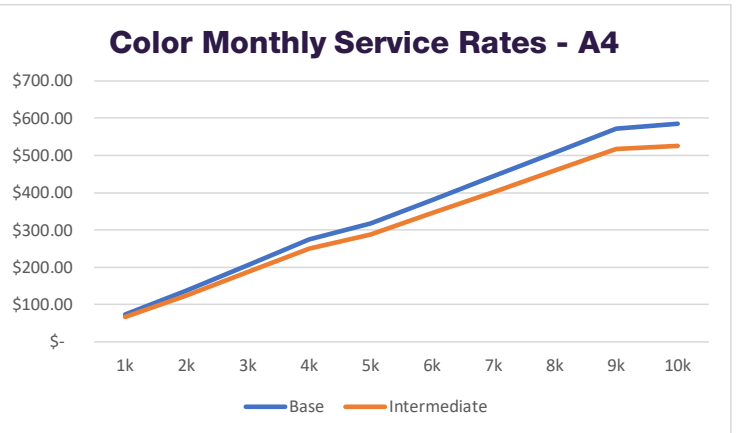
## A3

	Base	Intermediate	Advanced
1k	\$71.50	\$67.50	\$59.00
2k	\$133.10	\$125.00	\$113.10
3k	\$199.50	\$187.50	\$169.50
4k	\$266.00	\$250.00	\$226.00
5k	\$307.50	\$287.50	\$257.50
6k	\$369.00	\$345.00	\$309.00
7k	\$430.50	\$402.50	\$360.50
8k	\$492.00	\$460.00	\$412.00
9k	\$553.50	\$517.50	\$463.50
10k	\$565.00	\$525.00	\$415.00



## A4

	Base	Intermediate	Advanced
1k	\$73.50	\$67.50	N/A
2k	\$137.00	\$125.00	N/A
3k	\$205.50	\$187.50	N/A
4k	\$274.00	\$250.00	N/A
5k	\$317.50	\$287.50	N/A
6k	\$381.00	\$345.00	N/A
7k	\$444.50	\$402.50	N/A
8k	\$508.00	\$460.00	N/A
9k	\$571.50	\$517.50	N/A
10k	\$585.00	\$525.00	N/A



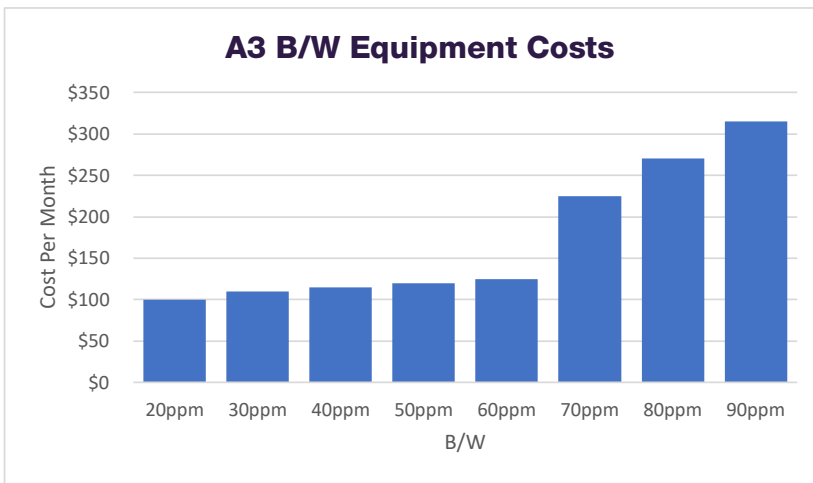
**PRICING GUIDE**

# Equipment Cost

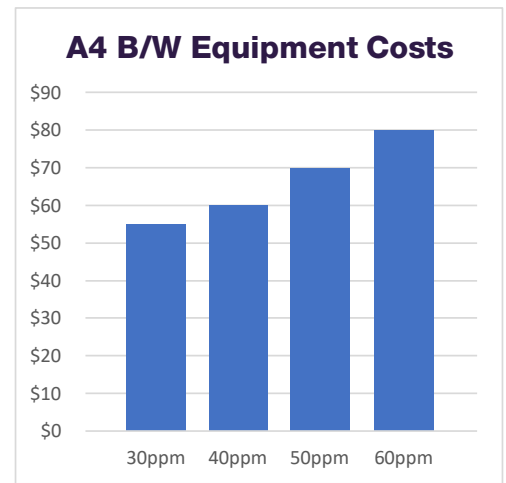
**B/W**

	20ppm	30ppm	40ppm	50ppm	60ppm	70ppm	80ppm	90ppm
<b>A3</b>	\$100	\$110	\$115	\$120	\$125	\$225	\$270	\$315
<b>A4</b>	N/A	\$55	\$60	\$70	\$80	N/A	N/A	N/A

**A3 B/W Equipment Costs**



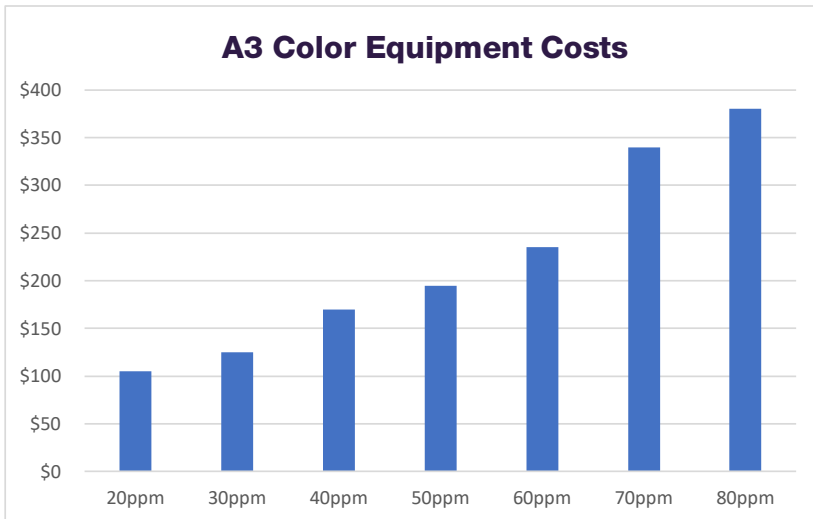
**A4 B/W Equipment Costs**



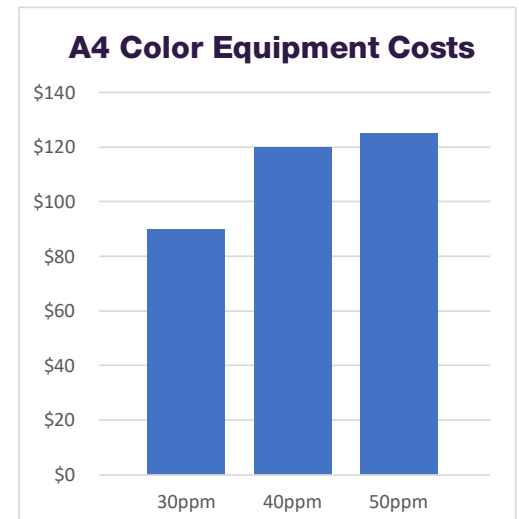
**COLOR**

	20ppm	30ppm	40ppm	50ppm	60ppm	70ppm	80ppm	90ppm
<b>A3</b>	\$105	\$125	\$170	\$195	\$235	\$340	\$380	N/A
<b>A4</b>	N/A	\$90	\$120	\$125	N/A	N/A	N/A	N/A

**A3 Color Equipment Costs**



**A4 Color Equipment Costs**



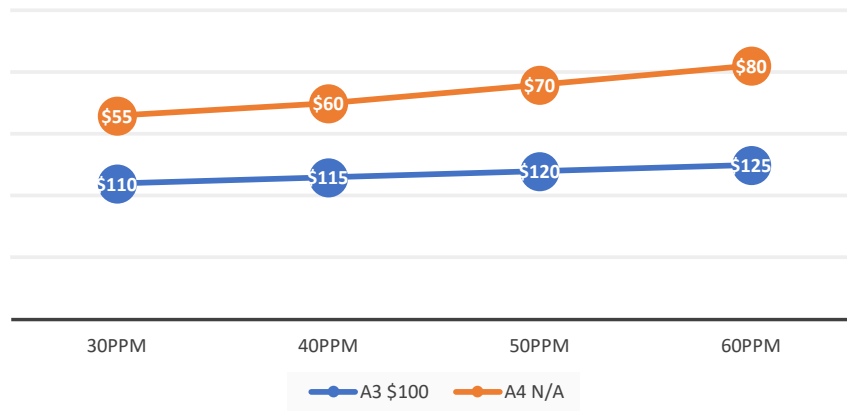
**PRICING GUIDE**

# Equipment Cost Comparison

**B/W**

	20ppm	30ppm	40ppm	50ppm	60ppm	70ppm	80ppm	90ppm
<b>A3</b>	\$100	\$110	\$115	\$120	\$125	\$225	\$270	\$315
<b>A4</b>	N/A	\$55	\$60	\$70	\$80	N/A	N/A	N/A

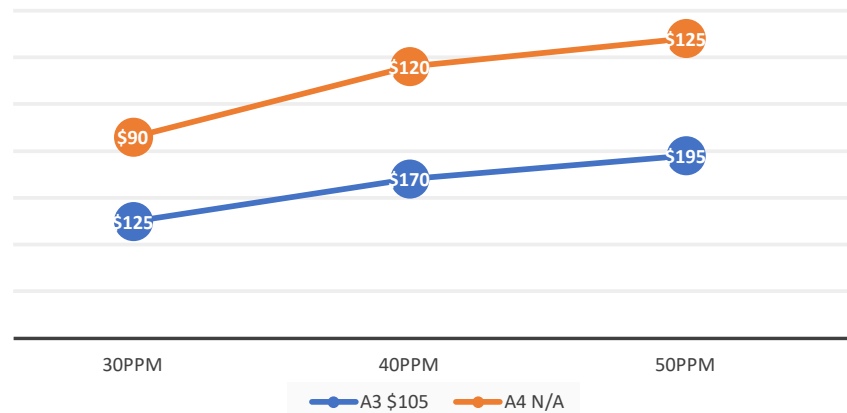
**B/W Equipment Costs Comparison**



**COLOR**

	20ppm	30ppm	40ppm	50ppm	60ppm	70ppm	80ppm	90ppm
<b>A3</b>	\$105	\$125	\$170	\$195	\$235	\$340	\$380	N/A
<b>A4</b>	N/A	\$90	\$120	\$125	N/A	N/A	N/A	N/A

**Color Equipment Costs Comparison**



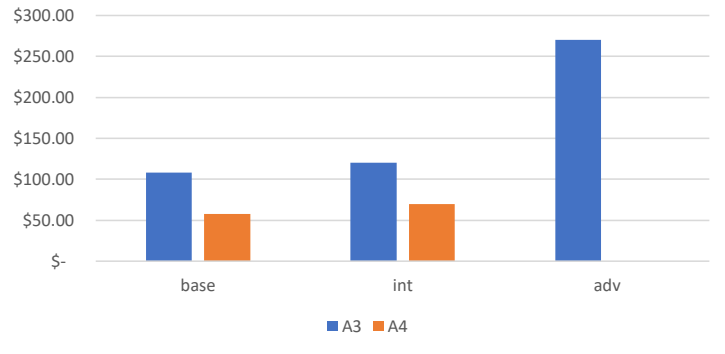
**PRICING GUIDE**

# Average Equipment Monthly Cost

**B/W**

	Base	Intermediate	Advanced
<b>Average</b>	\$108.33	\$120.00	\$270.00
<b>Average</b>	\$57.50	\$70.00	N/A

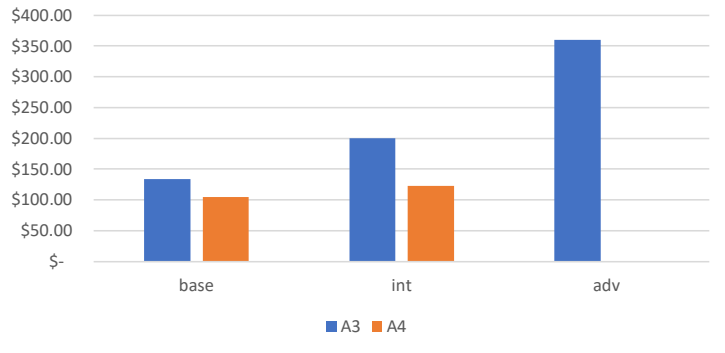
**B/W Average Equipment Monthly Cost**



**COLOR**

	Base	Intermediate	Advanced
<b>Average</b>	\$133.33	\$200.00	\$360.00
<b>Average</b>	\$105.00	\$122.50	N/A

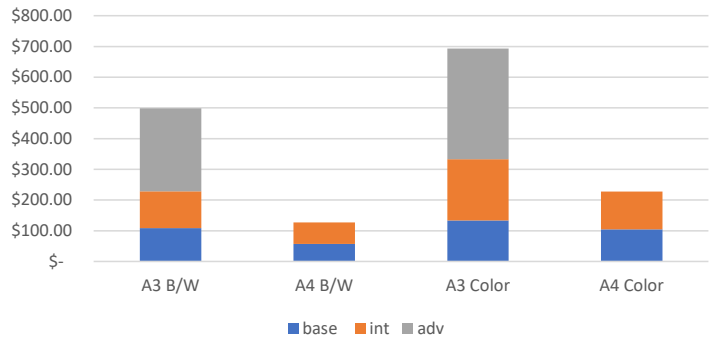
**Color Average Equipment Monthly Cost**



**COST**

	Base	Intermediate	Advanced
<b>A3 B/W</b>	\$108.33	\$120.00	\$270.00
<b>A4 B/W</b>	\$57.50	\$70.00	N/A
<b>A3 Color</b>	\$133.33	\$200.00	\$360.00
<b>A4 Color</b>	\$105.00	\$122.50	N/A

**Average Monthly Equipment Cost**





**PRICING GUIDE**

# Scenarios

**B/W EQUIPMENT & SERVICE**

	<b>Base</b>	<b>Intermediate</b>	<b>Advanced</b>
<b>A3 with 3,000</b>	\$146.43	\$157.20	\$300.00
<b>A4 with 3,000</b>	\$96.80	\$101.50	N/A
<b>A3 with 5,000</b>	\$167.33	\$169.50	\$316.00
<b>A4 with 5,000</b>	\$118.00	\$117.50	N/A
<b>A3 with 9,000</b>	\$214.53	\$209.10	\$352.80
<b>A4 with 9,000</b>	\$166.40	\$155.50	N/A
<b>A3 with 15,000</b>	\$273.33	\$246.00	\$385.50
<b>A4 with 15,000</b>	\$231.50	\$205.00	N/A

**COLOR & B/W EQUIPMENT & SERVICE**

	<b>Base</b>	<b>Intermediate</b>	<b>Advanced</b>
<b>A3 with 3,000 B/W &amp; 1,000 Color</b>	\$242.93	\$304.70	\$359.00
<b>A4 with 3,000 B/W &amp; 1,000 Color</b>	\$217.80	\$221.50	N/A
<b>A3 with 5,000 B/W &amp; 3,000 Color</b>	\$391.83	\$435.00	\$575.50
<b>A4 with 5,000 B/W &amp; 3,000 Color</b>	\$371.00	\$357.50	N/A
<b>A3 with 9,000 B/W &amp; 7,000 Color</b>	\$670.03	\$691.60	\$803.30
<b>A4 with 9,000 B/W &amp; 7,000 Color</b>	\$658.40	\$610.50	N/A
<b>A3 with 15,000 B/W &amp; 10,000 Color</b>	\$863.33	\$851.00	\$890.50
<b>A4 with 15,000 B/W &amp; 10,000 Color</b>	\$864.00	\$782.50	N/A

## PRICING GUIDE

---

# The Plus Priority

When we work with clients and prospects, we make sure that the solution we offer them is the one that best represents their needs and budget. We understand that when we look out for the best interest of others they will be more likely to appreciate the services we provide. We hope that this pricing guide has brought more understanding to this sometimes complex and seldom covered topic. If your organization is looking for a change in office technology or has questions about what options may be available to you, please reach out to us at **800-648-7081** or [online](#). Don't you think it is about time you brought transparency and innovation to your office technology?

## Locations

### **FAYETTEVILLE**

408 Chicago Dr.  
Fayetteville, NC 28306  
(P) 910-323-2404  
(F) 910-323-8734

[Google Maps](#)

### **RALEIGH**

215 Southport Dr. Suite 300  
Morrisville, NC 27560  
(P) 919-829-9053  
(F) 919-829-5931

[Google Maps](#)

### **GREENSBORO**

7343 West Friendly Ave. Suite C  
Greensboro, NC 27410  
(P) 336-279-1183  
(F) 336-279-1184

[Google Maps](#)

### **WILMINGTON**

423 Shipyard Blvd.  
Wilmington, NC 28412  
(P) 910-452-9790  
(F) 910-792-1881

[Google Maps](#)

### **ASHEVILLE**

4 Olde Eastwood Village Blvd. Suite 205  
Asheville, NC 28803  
(P) 828-298-7337  
(F) 828-298-7396

[Google Maps](#)