XEROX

6085 PROFESSIONAL COMPUTER SYSTEM HARDWARE SALE, SOFTWARE PREPAID LICENSE FEE, AND FULL SERVICE MAINTENANCE PRICE LIST

Current Issue Date
August 1, 1987

Supersedes
July 1, 1987

6085 PROFESSIONAL COMPUTER SYSTEM

The 6085 Professional Computer System (PCS) is a modular workstation which interfaces with the Xerox 8000 Network System. The 6085 PCS is comprised of a system processor, memory, rigid disk drive, bit mapped display, keyboard, and optical mouse. The optional 5 ¼" floppy disk drive is a system requirement for standalone or remote workstation configurations, as well as on the first workstation installed on a Xerox Network System. Additionally, a PC Option Board is available on the 6085 Professional Computer System to support personal computer software applications. All 6085 Professional Computer Systems are customer installable.

EQUIPMENT PURCHASE

All 6085 Professional Computer Systems must be purchased as a complete system which consists of the following: processor (53D), rigid disk drive (70D-73D), display (63D/64D), and keyboard/mouse (65D&80D). These components **cannot** be purchased separately.

PRODUCT CODE	DESCRIPTION	PURCHASE QUANTITY DISCOUNT SCHEDULE				SHIPPING/ HANDLING CHARGE*
		1-2 UNITS	3-5 UNITS	6-10 UNITS	11 + UNITS	
System Processor						
53D	6085 Processor [1,2] (includes 1,152 Kb memory)	$ 2,695.00	$ 2,560.00	$ 2,475.00	$ 2,370.00	$ 150.00
Rigid Disk Drives						
70D	10 Mb Rigid Disk Drive	$ 1,200.00	$ 1,140.00	$ 1,100.00	$ 1,055.00	N/C
71D	20 Mb Rigid Disk Drive	2,200.00	2,090.00	2,020.00	1,935.00	N/C
72D	40 Mb Rigid Disk Drive	3,700.00	3,515.00	3,400.00	3,255.00	N/C
73D	80 Mb Rigid Disk Drive	6,200.00	5,890.00	5,700.00	5,455.00	N/C
59D	20 Mb Rigid Disk Drive Upgrade Kit[3]	2,200.00	2,090.00	2,020.00	1,935.00	N/C
60D	40 Mb Rigid Disk Drive Upgrade Kit[3]	3,700.00	3,515.00	3,400.00	3,255.00	N/C
61D	80 Mb Rigid Disk Drive Upgrade Kit[3]	6,200.00	5,890.00	5,700.00	5,455.00	N/C
Display						
63D	15" Bit Mapped Monochrome Display[4]	$ 800.00	$ 760.00	$ 735.00	$ 700.00	N/C
64D	19" Bit Mapped Monochrome Display	1,175.00	1,115.00	1,080.00	1,030.00	N/C
Keyboard/Mouse						
65D	U.S. Keyboard	$ 300.00	$ 285.00	$ 275.00	$ 260.00	N/C
80D	Optical 2-Button Mouse[5]	N/C	N/C	N/C	N/C	N/C
Memory						
69D	Memory Expansion Board (includes 512 Kb expansion to 1,664 Kb)[6]	$ 1,000.00	$ 950.00	$ 920.00	$ 880.00	N/C
74D	Memory Expansion 512 Kb Chip Kit[7]	800.00	760.00	735.00	700.00	N/C
Floppy Disk Drive						
78D	5 ¼" 360 Kb Floppy Disk Drive[8,9]	$ 245.00	$ 235.00	$ 230.00	$ 220.00	N/C
Options						
77D	PC Option Board[10]	$ 750.00	$ 710.00	$ 690.00	$ 660.00	N/C
62D	Network Connection[11]	300.00	285.00	275.00	260.00	N/C
55D	Laser Print Option Board (with cable)	200.00	190.00	180.00	175.00	N/C
10L	Documenter Firmware[12]	N/C	N/C	N/C	N/C	N/C

XEROX SERVICE REPRESENTATIVE INSTALLATION OPTION

One time charge of $150.00 per workstation. Includes unboxing the system, the set-up of Xerox-serviced hardware options and components, running diagnostics, formatting the disk, and loading base operating system software; does **NOT** include installation of application software, software factoring, operator training on the equipment or software, or removal of packaging.

8000 NETWORK SERVER HARDWARE AND LASER PRINTERS

Please see the 8000 Network Systems price list.

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* Shipping/handling charge includes software and all hardware components which comprise a workstation.
1 Requires Network Connection (62D) for each 6085 PCS connected directly to Ethernet. Requires transceiver and drop cable.
2 Includes RS232 interface for remote workstation configurations of the 6085 PCS. Requires RS232 cable available in 15', 25' and 50' lengths (supply #9R80252, 9R80254, 9R80256)
3 Price includes hardware installation (running diagnostics, formatting the disk, and loading ViewPoint operating system software). Customer is responsible for saving data files, red disks, user desktops, and for reloading application software. A flat-rate credit allowance of $300 for 10Mb Rigid Disk Drive (70D), $550 for 20Mb (71D), and $925 for 40Mb (72D) is applicable for the disk drive being replaced. The customer will retain the replaced drive
4 An optional 15" Antiglare Filter Screen (supply #9R88339) is available.
5 No charge, but available only with purchase of Keyboard (65D)
6 Only one Memory Expansion Board (69D) can be installed per 6085 Processor (53D).
7 Up to four Memory Expansion 512 Kb Chip Kits (74D) can be added to the Memory Expansion Board (69D)
8 Required for software installation on the first 6085 PCS per network and on all standalone and remote 6085 PCS workstations.
9 An optional floppy drive cable (supply #9R88356) is available to support placement of the 5 ¼" floppy disk drive on a desktop or tabletop.
10 Requires the 5 ¼" 360Kb Floppy Disk Drive (78D).
11 Requires separate purchase of transceiver and drop cable
12 No charge, but available only with the purchase of Laser Print Option Board (55D) and prepaid license of VP Local Laser Printing (95G).

FULL SERVICE MAINTENANCE

In order to qualify for a Full Service Maintenance Agreement (FSM) on 6085 Workstation components, the Customer must purchase the Full Service Maintenance Agreement for a 6085 Professional Computer System The Full Service Maintenance Agreement for the 6085 PCS covers the following components purchased from Xerox: system processor, memory, rigid disk drive, bit mapped display, keyboard, optical mouse, as well as the optional memory expansion board, memory expansion chip kits, floppy disk drive, PC option board, network connection and Laser Print Option Board. A separate Full Service Maintenance Agreement is required for any optional printer, the 8000 Workstation and Server products or for the Documenter System. (Please see the 8000 Network Systems or Documenter price lists).

PRODUCT		FULL SERVICE MAINTENANCE AGREEMENT QUARTERLY CHARGE	
CODE	DESCRIPTION	ANNUAL CONTRACT	3-YEAR CONTRACT
Systems Processor			
53D-B	6085 PCS 10 Mb Configuration	$ 255.00	$ 210.00
53D-C	6085 PCS 20 Mb Configuration	330.00	285.00
53D-D	6085 PCS 40 Mb Configuration	435.00	360.00
53D-E	6085 PCS 80 Mb Configuration	600.00	450.00

Rigid Disk Drive Upgrade Kit - Incremental Quarterly Maintenance Charge

NEW DISK DRIVE SIZE	ANNUAL CONTRACT FROM EXISTING DISK DRIVE SIZE :			3-YEAR CONTRACT FROM EXISTING DISK DRIVE SIZE :		
	10MB	20MB	40MB	10MB	20MB	40MB
20MB (59D)	$ 75.00	N/A	N/A	$ 75.00	N/A	N/A
40MB (60D)	180.00	$ 105.00	N/A	150.00	$ 75.00	N/A
80MB (61D)	345.00	270.00	$ 165.00	225.00	150.00	$ 75.00

The rigid disk drive upgrade kit FSM must match that of the processor (ie: if the processor is not on FSM, then no FSM is available for the upgrade kit; if the processor is on an annual contract, then the upgrade kit must also be placed on an annual contract). The rigid upgrade FSM charge will begin 90 days after installation. This 90 days represents the warranty period of the rigid disk upgrade kit.

QUANTITY DISCOUNT PRICING

In order to qualify for quantity discount pricing, the following requirements must be met:

Hardware:
- Purchase Quantity Discount prices shall be based on the total quantity of 6085 Processors (53D), 8000 Processors (T22,K91,K92,K93,N75), and Documenter Systems (DOC 10A, DOC 10B, etc.) ordered at one time and must be accepted by customer for delivery within 90 days following Xerox order acceptance. Please note that any Documenter System counts as two units when figuring the quantity discount level.
- Outright Sale and Option to Purchase transactions may be combined on one order to determine the Hardware quantity discount level.
- In addition, Xerox offers quantity discount options on selected inter-family product configurations. Delivery requirements remain as stated above.

Software:
- Prepaid License Fee Quantity Discount prices shall be based on the total quantity of 6085 Processors (53D), 8000 Processors (T22,K91,K92,K93,N75), and Documenter Systems (Doc 10A, Doc 10B, etc.) ordered at one time and must be accepted by customer for delivery within 90 days following Xerox order acceptance. Please note that any Documenter System counts as two units when figuring the quantity discount level.
- Outright Sale and Option to Purchase transactions may be combined on one order to determine the Software quantity discount level.
- Software licensed separately (not with processor) will receive single unit list prices.

XDE SOFTWARE

PRODUCT		PREPAID LICENSE FEE QUANTITY DISCOUNT SCHEDULE				QUARTERLY MAINTENANCE
CODE	DESCRIPTION	1 - 2 UNITS	3 - 5 UNITS	6 - 10 UNITS	11 + UNITS	CHARGE[1]
6085 Xerox Development Environment Software *						
59E*	6085 XDE Desktop	$ 750.00	$ 710.00	$ 690.00	$ 660.00	$ 31.25
60E-B**	XDE Mesa Development Tools [2]	2,000.00	1,900.00	1,840.00	1,760.00	75.00
43L-B	XDE C Development Tools[2]	1,000.00	950.00	920.00	880.00	37.50
61E-B	XDE Xerox ViewPoint 1.1 Programming Package [2,3,4]	250.00	235.00	230.00	220.00	18.75
62E-B	XDE Project Management Services and Tools [2,5]	1,000.00	950.00	920.00	880.00	37.50
63E-B	XDE Mesa Utilities and Prototypes [2]	400.00	380.00	370.00	350.00	62.50
65G-B	XDE Mesa Course [2,6]	150.00	145.00	140.00	135.00	21.25
45L-B	XDE ViewPoint Programming Course[2,5]	150.00	145.00	140.00	135.00	21.25
89J-B	XDE Typefounder[2,7]	2,000.00	1,900.00	1,840.00	1,760.00	60.00
55J	XDE Extended Support Agreement [8]	N/C	N/C	N/C	N/C	2,500.00

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*   Account qualification assistance for XDE Software is available via Xerox Office Systems Product Marketing, El Segundo, CA. XDE products are licensed under a separate XDE Software License Agreement. The XDE products are customer-installable, but on-site installation assistance is optionally available at a flat rate $2,000 per site, plus travel and living expenses. XDE classroom instruction is available for purchase through the Sunnyvale, CA Training Center.   To schedule classroom instruction or on-site installation assistance, contact the XDE Technical Services Coordinator at (408) 737-7900.
**   Model designator **B** denotes 5 ¼" floppy disk software for the 5 ¼" 360 Kb Floppy Disk Drive (78D).
[1]   Xerox Software Maintenance is mandatory for all prepaid software licenses
[2]   Requires 6085 XDE Desktop (59E)
[3]   Requires XDE Mesa Development Tools (60E)
[4]   Requires Xerox ViewPoint (75E)
[5]   Requires 8000 Network Server Software Standard Services (H74 or H15)
[6]   The XDE Mesa Course and the XDE Viewpoint Programming Course are online training modules.
[7]   Requires XDE Xerox Viewpoint Programming Package (61E-B,
[8]   Optional XDE software support charged on a per site basis as defined in the XDE Software License Agreement

6085 WORKSTATION VIEWPOINT SOFTWARE PACKAGES

The following ViewPoint software packages are available when ordering a 6085 Workstation. ViewPoint application, file conversion and terminal emulation software may be ordered in addition to these software packages, if they are not included in the particular software package being ordered.

SOFTWARE PACKAGE PRODUCT CODE	DESCRIPTION	PREPAID LICENSE FEE QUANTITY DISCOUNT SCHEDULE				QUARTERLY MAINTENANCE CHARGE[1]
		1-2 UNITS	3-5 UNITS	6-10 UNITS	11 + UNITS	
43M-B	VP ProPak 20 Includes floppy disks and documentation.	$ 1,395.00	$ 1,325.00	$ 1,280.00	$ 1,225.00	$ 42.00
44M-B	VP ProPak 20 **NO** floppy disks or documentation.	1,195.00	1,135.00	1,095.00	1,050.00	42.00
45M-B	VP ProPak 40 Includes floppy disks and documentation.	2,195.00	2,085.00	2,015.00	1,930.00	66.00
46M-B	VP ProPak 40 **NO** floppy disks or documentation.	1,995.00	1,895.00	1,835.00	1,755.00	66.00
47M-B	VP ProPak 60 Includes floppy disks and documentation.	2,695.00	2,560.00	2,475.00	2,370.00	84.00
48M-B	VP ProPak 60 **NO** floppy disks or documentation.	2,495.00	2,370.00	2,295.00	2,195.00	84.00
49M-B	VP ProPak 80 Includes floppy disks and documentation.	3,195.00	3,035.00	2,935.00	2,810.00	96.00
50M-B	VP ProPak 80 **NO** floppy disks or documentation.	2,995.00	2,845.00	2,755.00	2,635.00	96.00

[1] Xerox Software Maintenance is mandatory for all Prepaid Software Licenses.

VIEWPOINT SOFTWARE PACKAGE CONTENTS

PRODUCT CODE	DESCRIPTION	USE THESE PRODUCT CODES WHEN ORDERING
75E	6085 Xerox ViewPoint	
71E	6085 VP NetCom [2]	
73E	6085 VP RemoteCom [2]	
74E	6085 VP StandAlone [2]	
		VP ProPak 20
97E-B*	VP Document Editor	(Product Codes **43M-B** or **44M-B**)
42L-B	VP Long Document Options	
95E-B	VP Spelling Checker	
83E-B	VP File Conversion of 860 Documents	
94E-B	VP Local Draft Printing	
23H	VP Standard Fonts	
87G-B	VP Xerox Classic Fonts	
88G-B	VP Xerox Modern Fonts	
89G-B	VP Xerox Printwheel Fonts	
90G-B	VP Terminal Fonts	
92G-B	VP Helvetica Fonts	
72E	6085 VP PC Emulation	
80E-B	VP Data-Driven Graphics (Bar, Pie, Line)	**VP ProPak 40** (Includes everthing in VP ProPak 20)
96E-B	VP Spreadsheet	(Product Codes **45M-B** or **46M-B**)
85E-B	VP File Conversion of ASCII Documents	
87E-B	VP File Conversion of Lotus 1-2-3 Spreadsheet	
88E-B	VP File Conversion of VisiCalc Spreadsheets	
89E-B	VP File Conversion of WordStar Documents	
91G-B	VP PC Emulation Fonts	
76E-B	VP Free-Hand Drawing	**VP ProPak 60**
93E-B	VP List Manager	(Includes everthing in VP ProPak 20 and 40)
84E-B	VP File Conversion of 860 Record Files	(Product Codes **47M-B** or **48M-B**)
81E-B	VP Equations	
86E-B	VP File Conversion of Document Interchange Format	
79E-B	VP Data Capture	**VP ProPak 80**
99E-B	VP Terminal Emulation of IBM 3270	(Includes everything in VP ProPak 20, 40 and 60)
02G-B	VP Terminal Emulation of TTY	(Product Codes **49M-B** or **50M-B**)
03G-B	VP Terminal Emulation of DEC VT100	

* Model designator **B** denotes 5¼" floppy disk software for the 6085 5¼" 360 Kb Floppy Disk Drive (78D).

[2] Only one of these can be used at a time. Changing this software package would require reloading most software on the machine

PRODUCT CODE	DESCRIPTION	PREPAID LICENSE FEE QUANTITY DISCOUNT SCHEDULE				QUARTERLY MAINTENANCE CHARGE[1]
		1 - 2 UNITS	3 - 5 UNITS	6 - 10 UNITS	11 + UNITS	
6085 Professional Computer System — Xerox ViewPoint						
75E	6085 Xerox ViewPoint [2,3]	$ 125.00	$ 120.00	$ 115.00	$ 110.00	$ 6.25
71E	6085 VP NetCom [3]	350.00	330.00	320.00	305.00	18.75
73E	6085 VP RemoteCom [3]	350.00	330.00	320.00	305.00	18.75
74E	6085 VP StandAlone [3]	100.00	95.00	90.00	85.00	5.00
97E-B*	VP Document Editor	375.00	355.00	345.00	330.00	16.25
72E	6085 VP PC Emulation [4]	125.00	120.00	115.00	110.00	6.25
80E-B	VP Data-Driven Graphics (Bar, Pie, Line) [5]	495.00	470.00	455.00	435.00	22.50
76E-B	VP Free-Hand Drawing	395.00	375.00	360.00	345.00	17.50
95E-B	VP Spelling Checker [5]	195.00	185.00	175.00	170.00	8.75
81E-B	VP Equations [5]	495.00	470.00	455.00	435.00	22.50
96E-B	VP Spreadsheet	195.00	185.00	175.00	170.00	8.75
93E-B	VP List Manager	295.00	280.00	270.00	255.00	13.75
81K-B	VP Office Accessories	125.00	120.00	115.00	110.00	6.00
42L-B	VP Long Document Options	125.00	120.00	115.00	110.00	6.00
94E-B	VP Local Draft Printing [6]	125.00	120.00	115.00	110.00	6.25
82E-B	VP Extended Language Option [5]	995.00	945.00	915.00	875.00	45.00
77E-B	VP Chinese Text Capability [5,7]	995.00	945.00	915.00	875.00	45.00
92E-B	VP Japanese Text Capability [5,7]	995.00	945.00	915.00	875.00	45.00
99J-B	VP European Text Package	395.00	375.00	360.00	345.00	12.00
03K-B	VP Extended Latin Text Package	395.00	375.00	360.00	345.00	12.00
01K-B	VP Extended Cyrillic Text Package	395.00	375.00	360.00	345.00	12.00
02K-B	VP Arabic Text Capability	995.00	945.00	915.00	875.00	30.00
83E-B	VP File Conversion of 860 Documents [5]	50.00	50.00	45.00	45.00	1.25
84E-B	VP File Conversion of 860 Record Files [8]	50.00	50.00	45.00	45.00	1.25
85E-B	VP File Conversion of ASCII Documents [5]	50.00	50.00	45.00	45.00	1.25
86E-B	VP File Conversion of Document Interchange Format [5]	250.00	235.00	230.00	220.00	11.25
87E-B	VP File Conversion of Lotus 1-2-3 Spreadsheets [9]	50.00	50.00	45.00	45.00	1.25
88E-B	VP File Conversion of VisiCalc Spreadsheets [9]	50.00	50.00	45.00	45.00	1.25
89E-B	VP File Conversion of WordStar Documents [5]	50.00	50.00	45.00	45.00	1.25
56N-B	VP Conversion of IBM DCA Documents [5]	50.00	50.00	45.00	45.00	1.25
79E-B	VP Data Capture [5]	250.00	235.00	230.00	220.00	11.25
99E-B	VP Terminal Emulation of IBM 3270	495.00	470.00	455.00	435.00	22.50
02G-B	VP Terminal Emulation of TTY	250.00	235.00	230.00	220.00	11.25
03G-B	VP Terminal Emulation of DEC VT100	250.00	235.00	230.00	220.00	11.25
01G-B	VP Terminal Emulation of Tektronix 4014	250.00	235.00	230.00	220.00	11.25
78E-B	**VP CUSP Buttons**	**295.00**	**280.00**	**270.00**	**255.00**	**9.00**
88K-B	VP Integrated Financial Management	395.00	375.00	360.00	345.00	12.00
6085 Professional Computer System — Xerox ViewPoint Workstation Screen Fonts						
23H	VP Standard Fonts	N/C	N/C	N/C	N/C	N/C
87G-B	VP Xerox Classic Fonts [10,11]	$ 50.00	$ 50.00	$ 45.00	$ 45.00	$ 1.25
88G-B	VP Xerox Modern Fonts [10]	50.00	50.00	45.00	45.00	1.25
89G-B	VP Printwheel Fonts [10]	35.00	35.00	35.00	35.00	1.25
90G-B	VP Terminal Fonts [10]	35.00	35.00	35.00	35.00	1.25
91G-B	VP PC Emulation Fonts [10]	35.00	35.00	35.00	35.00	1.25
92G-B	VP Helvetica Fonts [10]	50.00	50.00	45.00	45.00	1.25
Viewpoint Software for Documenter						
95G	VP Local Laser Printing	350.00	330.00	320.00	305.00	11.25
84J	VP Xerox Modern Fonts (300 DPI)	250.00	235.00	230.00	220.00	7.50
85J	VP Xerox Classic Fonts (300 DPI) [11]	250.00	235.00	230.00	220.00	7.50
87J	VP Printwheel Fonts (300 DPI)	200.00	190.00	180.00	175.00	6.00
91J	VP PC Emulation Fonts (300 DPI)	200.00	190.00	180.00	175.00	6.00
88J	VP Helvetica Fonts (300 DPI)	750.00	710.00	690.00	660.00	15.00

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*   Model designator **B** denotes 5¼" floppy disk software for the 6085 5¼" 360 Kb Floppy Disk Drive (78D).
[1]   Xerox Software Maintenance is mandatory for all Prepaid Software Licenses.
[2]   Mandatory prerequisite for all VP series software for the 6085 Professional Computer System.
[3]   Either 6085 VP NetCom (71E), 6085 VP RemoteCom (73E), or 6085 VP StandAlone (74E) is required.
[4]   Requires PC Option Board (77D), 5¼" 360 Kb Floppy Disk Drive (78D), and VP PC Emulation Fonts (91G).
[5]   Requires VP Document Editor (97E-B).
[6]   For use with the Companion P12 CQI (R85) or P32 CQI (R86) local draft printer
[7]   Requires VP Extended Language Option (82E-B).
[8]   Requires VP List Manager (93E-B).
[9]   Requires VP Spreadsheet (96E-B).
[10]   See the 8000 Price List for Print Server font sets available in 300 dots per inch or 200 dots per inch print output.
[11]   Provides both Classic and Math Classic fonts.

EQUIPMENT SPECIFICATIONS

Dimensions / Electrical / Operating Environment Requirements:

Please consult the applicable product brochure.

ETHERNET COMPONENTS
Each System Processor connected to the network requires a transceiver and a drop cable. Network cable, drop cable, barrel connectors terminators and transceivers are available for outright purchase only. They are not available for XEEP, Equity Lease, and Rental Plans. Pricing for these items is shown on the Ethernet Facilities Hardware Price List.

EQUIPMENT TRADE-IN
For trade-in Terms and Conditions, refer to the "Equipment Trade-in Terms and Conditions for Information Processing / Network systems," Form #61435.

EQUIPMENT DEFINITION
The 6085 Professional Computer System and the component equipment listed herein are Newly Manufactured Newly Manufactured refers to newly assembled equipment that may contain used components that have been reprocessed to ensure machine compliance with product performance and reliability specifications.

CUSTOMER TRAINING POLICY AND RATES
Self-paced operator training is provided in the documentation for the 6085 PCS. Training courses are available through Xerox Customer Education. Prices are set forth in the Customer Education catalog. Please see the Customer Support section of the Product Marketing Manual for a list of additional fee classes or call toll-free 1-800-445-5554 for a free catalog and registration information. All training will be conducted in accordance with Xerox policy in effect at the time of training.

TECHNICAL SERVICE SPACE REQUIREMENTS:
Space requirements for Service should allow the system unit to be easily and safely withdrawn, with cables attached, into an area large enough to allow a person easy access to the rear of the unit. A two inch clearance on both sides and the rear of the 6085 processor is required for proper operation and ventilation. The top of the display should not be covered or blocked.

CONFIGURATION GUIDE
Please refer to the Xerox Network Services Configuration Guide for details on configuration.

DURATION OF LIMITED EQUIPMENT AND UPGRADE WARRANTY
The duration of the Limited Warranty applicable to purchased Equipment and Equipment Upgrades is ninety (90) days.

SEPARATE AGREEMENT
The Xerox Equipment Purchase Agreement is a separate Agreement from any Software License Agreement pertaining to any applications software to be used in connection with the Equipment. A breach by Xerox of either the Equipment Purchase Agreement or the Xerox Software License Agreement, including, but not limited to, a breach of the warranty applicable to the Equipment or applications software, shall not constitute a breach of any other agreement between the parties.

ASSURED PERIOD OF FULL SERVICE MAINTENANCE (FSM) AVAILABILITY, AND GEOGRAPHIC SCOPE
The period of Assured FSM Availability shall be the number of years Xerox will provide FSM coverage for the Equipment, subject to Customer's acceptance to Xerox' FSM prices, terms and conditions, as modified from time to time by Xerox in accordance with the Xerox Equipment Full Service Maintenance Agreement. The services covered by FSM are available only at locations within the United States and its possessions where repair service for the Equipment is available to Customers

Upon Expiration of the FSM period of Assured Availability, Xerox, at its sole discretion, may extend the availability of FSM for successive one year periods at the prices, terms, and conditions than in effect for the Annual FSM service. Xerox does not represent, however, that it will be able to maintain the Equipment in good working order, and the machine replacement provision does not apply to service beyond the Period of Assured Availability.

A. NEW PURCHASE INSTALLATIONS - If the equipment is a new sale installation, FSM shall commence on the expiration of the Xerox Equipment purchase warranty ("Warranty Expiration Date") and shall be available for a five (5) year Period of Assured FSM Availability.

B. PAST PURCHASE INSTALLATIONS - If the Equipment has been previously purchased and has not been subject to a Xerox FSM Agreement continually from the Xerox Warranty Expiration Date, FSM shall commence the first day of the month following Xerox' execution hereof and after inspection of the Equipment by Xerox, and its determination that the Equipment meets Xerox' standards for FSM coverage. If Xerox determines after inspection that such Equipment does not meet its FSM coverage standards, any necessary repair will be done to bring it to such standards. The inspection and any necessary repair will be preformed on a Time and Materials basis at Customer expense. The Period of Assured FSM Availability shall commence upon Xerox acceptance of this Agreement and shall continue for (i) three (3) years following acceptance by Xerox or (ii) five (5) years commencing with the Warranty Expiration Date, whichever is longer.

FSM TERMINATION CHARGES / LIQUIDATED DAMAGES TABLE
A. Customer shall pay monthly use charges for thirty (30) days from the effective date of notice of termination in addition to charges as stated in paragraph B. Charges shall remain the same for the remainder of the initial or renewal term in progress; charges for the period following the expiration date of initial or renewal term will be at the prices, terms and conditions which would govern the renewal term.

B. **Effective Date of Termination is within**

	Monthly Use Charge/Liquidated Factor			
	Annual		3 YEAR	
	Initial	Renewal	Initial	Renewal
1st-6th month	3X	3X	7X	5X
7th-12th month	2X*	2X*	6X	4X
13th-18th month	n/a	n/a	5X	4X
19th-24th month	n/a	n/a	4X	3X
25th-30th month	n/a	n/a	3X	3X
31st-36th month	n/a	n/a	2X*	2X*

EXAMPLE: 3X MEANS 3 TIMES THE MONTHLY CHARGE.
*OR 1 MONTH CHARGE, INCLUDING FRACTIONS THEREOF, IF TERMINATION OCCURS IN THE LAST MONTH OF THE CONTRACT TERM.

TIME AND MATERIALS SERVICE
Hourly Rates (8 a.m. to 5 p.m. weekdays) include a minimum charge of $85.00 for one hour. Each additional 1/10 hour or fraction thereof after one or more full hours, per Service Representative, shall be billed at $8.50.

"After Hours" Rates (Monday through Friday, 5:00 p.m. to 8:00 a.m. and all hours of Saturday, Sunday and holidays) shall include a minimum charge of $106.30 for one hour. Each additional 1/10 hour or fraction thereof after one or more full hours, per Service Representative, shall be billed at $10.63.

BILLING FREQUENCY
Hardware Maintenance - Charges are invoiced quarterly in advance
Software Maintenance - Charges are invoiced quarterly in advance

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