

HARDWARE TERMS AND CONDITIONS

INTRODUCTION

The Hardware Terms and Conditions list includes standard machine types currently marketed by NAD and NMD. The list should be used in conjunction with the Hardware Price List. Only terms and conditions presently marketed are included.

ORGANIZATION

The list is presented in machine type sequence. A single line entry contains all information for a machine type unless terms and conditions vary between models. Footnotes are kept to a minimum and, when practical, a single footnote reference is used for each data field. As example, all footnotes related to Lease Base Term can be found in a single footnote. Footnotes are identified by a lower case alphabetic character, such as (b).

Some codes are used in data fields to indicate specific details. As example, a hyphen is used to indicate that a data field does not apply. Other fixed codes will be explained in the legend below.

LEGEND FOR HARDWARE TERMS AND CONDITIONS LIST

Column Heading	Explanation
MACH TYPE	The machine type assigned to each hardware product. This field will also contain model codes when terms and conditions vary within a machine type. When a field does not apply to a machine type, a hyphen(s) will be shown. This helps to prevent omissions and improves the readability of each line of information. When multiple lines apply to a machine type all unchanged data will be repeated to ensure complete information.
PCU	A machine type that is a Processor Complex Unit (PCU) will have an asterisk in this field. These machines require a three-month notice of discontinuance.
R/L PO	The type of Plan offering will be reflected or an indication that the machine type is "purchase only". The codes found in this column are: <ul style="list-style-type: none"> A = Plan Offering A B = Plan Offering B C = Plan Offering C - See Hardware Prices for applicable Monthly Use Charge Rates (MUCR) for lease/rental machines and Additional Maintenance Charge Rates (AMCR) for purchased machines under IBM Maintenance Agreement. D = Plan Offering D - See Hardware Prices for Additional Monthly Maintenance Charge Rates (AMMCR) which apply if the customer elects Optional Periods of Maintenance Service following expiration of the Initial Period of Maintenance Service for lease, rental or Pilot Test Plan machines. NOTE: All plan offering D machine types, serviced on site, have an Initial Period of Maintenance Service of 3 months. U = Usage Plan - See Hardware Prices for Usage Charges applicable to lease/ rental machines and to purchased machines under IBM Maintenance Agreement II. N = Non-Usage Plan PO = Purchase Only <p>All machine types covered by the IBM Maintenance Agreement are considered as Machine Group A. Maintenance charge may vary with optional period selected. See Maintenance Agreement for specifics. Optional periods do not apply to Plan C machine types.</p>
AUC	The Additional Use Charge (AUC) percent for Plan Offering A machines will be shown in this column. The rate will be 10 or 30 percent.
AC	The additional charge percent for rental features added to a Plan Offering A lease machine will be in this column. The rate will be 5, 10, or 15.
MTR	An asterisk in this column will indicate that the machine type is metered in some way - details on the type of metering can be found in the text of the machine write-up in the Sales Manual.
BASE TERM	The length of the base term available under lease plan will be shown in this column. The term will be expressed in months and may reflect two base terms such as: 12/24. If more than two base terms are available for a machine type, a referral to a footnote will be indicated. All lease machines have an upper limit percent. The upper limit percent is 5% per year except for copiers. The upper limit percent for copiers is 0% in the first year and 5% in subsequent years.
TERM % /MO	The termination percent and number of months applicable to a lease term will be shown. Referral to a footnote may be necessary, if multiple base terms apply.
PUR OPT	The current percent of rental/lease charges that can be applied to a purchase option transaction. Certain machines, when installed under rental, only accrue for a specified number of months. Some machines accrue toward purchase option at a fixed dollar rate per month. These exceptions will be contained in footnote C.
WARRANTY	The warranty category applicable to each machine type will be shown. The category codes used are: <ul style="list-style-type: none"> # = 5 year warranty A = 1 year warranty B = 3 months warranty <p>An asterisk beside the B indicates that warranty service is provided during IBM's normal business hours only. (8:00 am to 5:30 pm)</p>
CSU	If a machine type is designated as Customer Set-Up (CSU), the number of days allowed or "yes" will be displayed. Features for these machine types may or may not be designated as Customer Set-Up when field installed. Refer to the feature description in Sales Manual Volumes 2, 4 and 5 for further details. If a feature is designated as CSU, the CSU allowance provided in the Agreement for Purchase of IBM machines is one month following the later of the scheduled or actual ship date.

HARDWARE TERMS AND CONDITIONS

EDUC This column contains an indication of special pricing for educational customers. Educational discounts cannot be combined with Volume Procurement Discounts. The codes contained in this field are:

- EA = Educational Allowance - all available billing plans
- EA RL = Educational Allowance - Rent/Lease only
- EP = Educational Price - all available billing plans -See separate State & Local Government Price List for educational prices

T&M A code will indicate the rate classification for time and material service. The actual rate associated with the indicated rate classification can be found in the Service Offering Section in this volume. The codes used are: 1, 2, 3, #, *, where # is baseline, and * is non-baseline.

SPECIAL OFFERING This column will contain acronyms or codes for special agreements, maintenance plans, testing allowances, etc.

- AFP = Alternate Finance Plan
- CD = Cash Discount
- CFMS = Central Facility Maintenance Service
- CSD = Customer Service Division
- CU = Copier Upgrade (without lease termination charge)
- DCFM = Deferred Central Facility Maintenance
- DCFS = Deferred Central Facility Service
- ICC = IBM Credit Corp. (Financing)
- IIP = Installation Integration Program
- IPP = Introductory Placement Plan
- MERS = Machine Element Replacement Service
- MMP = Multiple Machine Plan
- NRC = National Repair Center
- OSA = On-Site Allowance
- PITA = Pre-Installation Test Allowance
- PTP = Pilot Test Plan
- RCS = Repair Center Service
- RP = Retainer Plan
- SCA = Service Center Amendment
- SI = Schedule Improvement
- SSA = PC Service Agreement Amendment
- SECS = Service/Exchange Center Services
- SSD = Systems Supplies Division (Kit/pac available)
- SSQD = Single Shipment Quantity Discount
- STR = Short Term Rental
- TPA = Trial Period Amendment
- TPF = Third Party Financing
- TR = Temporary Rental
- VAR = Value Added Remarketer
- VL = Vendor Lease
- VPA = Volume Procurement Agreement

If the number of Special Offerings exceeds the space available on one line, multiple lines will be used. Footnotes may apply to Special Offerings codes as well. They would be noted as follows: VPA(a), PITA(d), etc.

HARDWARE TERMS AND CONDITIONS

MACH TYPE	P C U	R/L PO	A U C	AC	M T R	BASE TERM	TERM % MO	PUR OPT	WAR NTY	CSU	EDUC	T & M	SPECIAL OFFERINGS
0029	-	B	---	---	-	---	---	55	B	---	EA RL	1	
0059	-	B	---	---	-	---	---	55	B	---	EA	1	
0129	-	B	---	---	-	---	---	40	B	---	EA RL	1	
1201	-	B	---	---	-	---	---	50	B	---	EA	1	
1203	-	B	---	---	-	---	---	50	B	---	EA	1	
1255	-	A	30	---	*	---	---	40	B	---	EA	2	TPF/PITA/ICC
1287	-	A	30	---	*	---	---	40	B	---	EA	3	PITA/ICC
1288	-	A	30	---	*	---	---	40	B	---	EA	3	PITA/ICC
1403	-	A	30	10	*	12/24	25 5	45	B	---	EA RL	3	PITA
1412	-	A	30	---	*	---	---	65	B	---	EA	1	
1416	-	B	---	---	-	---	---	55	B	---	EA	3	ICC
1419	-	A	30	---	*	---	---	50	B	---	EA	3	PITA/ICC
1442	-	A	30	---	*	---	---	45	B	---	EA RL	3	PITA/ICC
2305	-	A	10	15	*	12/24	25 5	45	B	---	EA	3	ICC
2314	-	A	30	15	*	12/24	25 5	55	B	---	EA	3	
2501	-	A	10	---	*	---	---	40	B	---	EA	3	PITA/ICC
2502	-	B	---	---	-	---	---	30	B	---	EA	3	PITA/ICC
2701	-	A	10	---	*	---	---	50	B	---	EA	3	PITA/ICC
2702	-	A	10	---	*	---	---	50	B	---	EA	1	
2703	-	A	10	---	*	---	---	50	B	---	EA	1	
2715	-	A	10	---	*	---	---	50	B	---	EA	2	
2797	-	B	---	---	-	---	---	45	B	---	EA	1	
2821	-	A	10	15	*	12/24	25 5	55	B	---	EA	3	ICC
2835	-	A	10	15	*	12/24	25 5	45	B	---	EA	1	ICC
2860	-	A	10	15	*	48	25 6	55	B	---	EA	3	
2870	-	A	10	15	*	48	25 6	55	B	---	EA	3	
2880	-	A	10	15	*	48	25 6	45	B	---	EA	3	
3017	*	A	10	15	*	48	25 6	45	B	---	EA	3	
3027	*	A	10	15	*	48	25 6	45	B	---	EA	3	
3031	*	A	10	15	*	48	25 6	45	A	---	EA	3	
3032	*	A	10	15	*	48	25 6	45	A	---	EA	3	
3033	*	A	10	15	*	48	25 6	40	A	---	EA	3	
3036	*	A	10	15	*	48	25 6	40	A	---	EA	3	
3037	*	A	10	15	*	48	25 6	40	B	---	EA	1	
3038	*	A	10	15	*	48	25 6	40	A	---	EA	3	PITA
3041	*	A	10	15	*	48	25 6	45	A	---	EA	3	PITA
3042	*	A	10	15	*	48	25 6	40	A	---	EA	3	PITA
3046	*	A	10	15	*	48	25 6	45	B	---	EA	3	
3047	*	A	10	15	*	48	25 6	40	B	---	EA	1	
3052	*	A	10	15	*	48	25 6	55	A	---	EA	3	
3058	*	A	10	15	*	48	25 6	55	A	---	EA	3	
3062	*	A	10	15	*	48	25 6	55	A	---	EA	3	
3066	*	A	10	15	*	48	25 6	55	A	---	EA	3	
3067	*	A	10	15	*	48	25 6	55	A	---	EA	3	
3068	*	A	10	15	*	48	25 6	55	A	---	EA	3	
3081	*	D	---	---	-	48	25 6	20	A	---	EA	3	PITA/ICC
3082	*	D	---	---	-	48	25 6	20	A	---	EA	3	PITA/ICC
3083	*	D	---	---	-	48	25 6	20	A	---	EA	3	PITA/ICC
3084	*	D	---	---	-	48	25 6	20	A	---	EA	3	PITA/ICC
3087	*	D	---	---	-	48	25 6	20	B	---	EA	3	PITA/ICC
3088	-	PO	---	---	-	---	---	---	A	---	EA	3	PITA/ICC
3089	*	D	---	---	-	48	25 6	20	B	---	EA	3	PITA/ICC
3101	-	PO	---	---	-	---	---	---	B	1dy	EA	-	VPA/ICC/SECS(e)
3104	-	PO	---	---	-	---	---	---	B	1dy	EA	-	VPA/ICC/SECS(e)/AFP
3115	*	A	10	15	*	48	25 6	55	A	---	EA	3	PITA
3125	*	A	10	15	*	48	25 6	55	A	---	EA	3	PITA
3135	*	A	10	15	*	48	25 6	50	A	---	EA	3	
3138	*	A	10	15	*	48	25 6	55	A	---	EA	3	PITA
3145	*	A	10	15	*	48	25 6	45	A	---	EA	3	
3148	*	A	10	15	*	48	25 6	55	A	---	EA	3	PITA
3158	*	A	10	15	*	48	25 6	55	A	---	EA	3	PITA
3168	*	A	10	15	*	48	25 6	55	A	---	EA	3	PITA
3178	-	PO	---	---	-	---	---	---	B	1dy	EA	-	TPF/ICC/VPA/SECS/TPA
3203	-	A	10	10	*	24	25 5	40	B	---	EA	3	PITA/VPA
005	-	A	10	10	*	24	25 5	40	B	---	EA	3	PITA/ICC
3210	*	B	---	---	-	48	25 6	35	B	---	EA	3	
3211	-	A	10	15	*	12/24	25 5	40	B	---	EA	3	PITA
3216	-	B	---	---	-	---	---	30	B	---	EA	3	
3251	-	PO	---	---	-	---	---	---	B	---	EA	3	VPA/PITA/PTP/ICC
002	-	PO	---	---	-	---	---	---	B	---	EA	3	TPA/ICC
3255	-	PO	---	---	-	---	---	---	B	---	EA	3	VPA/PITA/PTP/ICC
3258	-	PO	---	---	-	---	---	---	B	---	EA	3	VPA/PITA/PTP/ICC
3262	-	D	---	---	-	24	25 5	45	B	d	EA	1	TPF/PITA/ICC/SSD/VPA
C01	-	D	---	---	-	24	25 5	c	B	d	EA	1	TPF/ICC/SSD/VPA
3268	-	D	---	---	-	24	25 5	45	B	d	EA	1	VPA/PITA/ICC/AFP/TPF
C02	-	D	---	---	-	---	-- 6	45	B	d	EA	1	VPA/PITA/ICC
3274	-	B	---	---	-	24	25 5	55	B	d	EA	1	VPA/PITA/ICC/TPF/AFP
3275	-	B	---	---	-	24	25 5	60	B	---	EA	1	PITA



HARDWARE TERMS AND CONDITIONS

MACH TYPE	P C U	R/ L PO	A U C	AC	M T R	BASE TERM	TERM % MO	PUR OPT	WAR NTY	CSU	EDUC	T & M	SPECIAL OFFERINGS
3276	-	B	---	---	-	24	25 5	55	B	4dy	EA	1	VPA/PITA/ICC/AFP/TPF
3277	-	B	---	---	-	24	25 5	60	B	---	EA	1	PITA/ICC/DCFM
3278	-	B	---	---	-	24	25 5	55	B	4dy	EA	1	VPA/PITA/ICC/DCFM/AFP/TPF
02A	-	B	---	---	-	24	25 5	55	B	---	EA	3	VPA/PITA/ICC/DCFM/AFP
3279	-	D	---	---	-	24	25 5	55	B	4dy	EA	1	VPA/PITA/ICC/DCFM/AFP/TPF
02C	-	D	---	---	-	24	25 5	55	B	---	EA	3	VPA/ICC/AFP
3284	-	B	---	---	-	24	25 5	60	B	---	EA	1	
3286	-	B	---	---	-	24	25 5	60	B	---	EA	1	
3287	-	B	---	---	-	24	25 5	55	B	d	EA	1	VPA/PITA/ICC/SSD/AFP/TPF
3289	-	B	---	---	-	24	25 5	55	B	d	EA	1	ICC/AFP/VPA/TPF
3290	-	D	---	---	-	---	---	c	B	1dy	EA	1	TPF/ICC/VPA/SECS
3299	-	PO	---	---	-	---	---	-	#	yes	EA	-	SCA/ICC/TPF/VPA
3310	-	D	---	---	-	24	25 5	60	B	---	EA	3	ICC
3330	-	D	---	---	-	12/24	25 5	60	B	---	EA	3	
3333	-	B	---	---	-	24	25 5	60	B	---	EA	3	PITA
3340	-	B	---	---	-	24	25 5	60	B	---	EA	3	PITA
3344	-	B	---	---	-	24	25 5	60	B	---	EA	3	PITA
3345	*	A	10	---	*	---	---	50	A	---	EA	3	PITA
3350	-	B	---	---	-	24	25 5	60	B	---	EA	3	VPA/PITA/ICC
3370	-	D	---	---	-	24	25 5	40	B	---	EA	3	PITA/ICC
A02	-	D	---	---	-	---	---	c	B	---	EA	3	PITA/ICC
A12	-	D	---	---	-	---	---	c	B	---	EA	3	PITA/ICC
B02	-	D	---	---	-	---	---	c	B	---	EA	3	PITA/ICC
A12	-	D	---	---	-	---	---	c	B	---	EA	3	PITA/ICC
3375	-	D	---	---	-	24	25 5	40	B	---	EA	3	PITA/ICC
3380	-	D	---	---	-	24	25 5	20	B	---	EA	3	VPA/PITA/ICC
3410	-	A	10	15	*	12/24	25 5	55	B	---	EA	3	PITA/ICC
3411	-	A	10	10	*	12/24	25 5	55	B	---	EA	3	PITA/ICC
3420	-	A	10	15	*	12/24	25 5	55	B	---	EA	3	PITA/ICC
3430	-	D	---	---	-	---	---	c	B	---	EA	3	PITA/ICC/VPA
3501	-	B	---	---	*	24	25 5	60	B	---	EA	1	
3505	-	A	10	---	*	---	---	45	B	---	EA	3	PITA/ICC
3521	-	B	---	---	-	24	25 5	60	B	---	EA	1	
3525	-	A	10	15	*	---	---	45	B	---	EA	3	PITA/ICC
3540	-	A	10	15	*	24	25 5	50	B	---	---	2	PITA
3601	-	B	---	---	-	24	25 5	55	B	---	---	1	
3602	-	B	---	---	-	24	25 5	55	B	---	---	1	PITA
3603	-	B	---	---	-	60	20 6	55	B	1dy	---	1	PTP/SECS(e)
3604	-	-	---	---	-	---	---	---	-	---	---	-	
001	-	B	---	---	-	24	25 5	55	B	---	---	1	DCFM/SECS(e)
A02	-	B	---	---	-	60	20 6	55	B	---	---	1	PTP/DCFM/SECS(e)
002	-	B	---	---	-	24	25 5	55	B	---	---	1	DCFM/SECS(e)
003	-	B	---	---	-	60	20 6	55	B	---	---	1	PTP/DCFM/SECS(e)
004	-	B	---	---	-	60	20 6	55	B	---	---	1	PTP/DCFM/SECS(e)
005	-	PO	---	---	-	---	---	---	B	4dy	---	1	PTP/DCFM/SECS(e)
006	-	PO	---	---	-	---	---	---	B	4dy	---	1	PTP/DCFM/SECS(e)
007	-	B	---	---	-	60	20 6	55	B	4dy	---	1	PTP
3606	-	B	---	---	-	60	20 6	55	B	1dy	---	1	PTP/SECS(e)
3608	-	B	---	---	-	60	20 6	55	B	1dy	---	1	PTP/SECS(e)
3610	-	-	---	---	-	---	---	---	-	---	---	-	
001	-	B	---	---	-	24	20 6	55	B	---	---	1	
002	-	B	---	---	-	24	20 6	55	B	---	---	1	
003	-	B	---	---	-	24	20 6	55	B	---	---	1	
004	-	B	---	---	-	60	20 6	55	B	---	---	1	PTP/DCFM
A01	-	B	---	---	-	60	20 6	55	B	---	---	1	PTP
A03	-	B	---	---	-	60	20 6	55	B	---	---	1	PTP
3611	-	-	---	---	-	---	---	---	-	---	---	-	
002	-	B	---	---	-	24	20 6	55	B	---	---	1	PTP
A02	-	B	---	---	-	60	20 6	55	B	---	---	1	PTP
3612	-	-	---	---	-	---	---	---	-	---	---	-	
001	-	PO	---	---	-	---	---	---	B	---	---	1	
002	-	B	---	---	-	24	20 6	55	B	---	---	1	
003	-	B	---	---	-	24	20 6	55	B	---	---	1	
A02	-	B	---	---	-	60	20 6	55	B	---	---	1	PTP
A03	-	B	---	---	-	60	20 6	55	B	---	---	1	PTP
3614	-	B	---	---	-	24	25 5	55	B	---	---	1	
3615	-	B	---	---	-	60	20 6	55	B	---	---	1	PTP
3616	-	D	---	---	-	60	20 6	55	B	---	---	1	PTP
3618	-	B	---	---	-	24	25 5	55	B	---	---	1	
3624	-	B	---	---	-	60	20 6	50	B	---	---	1	VPA/PITA/PTP
3631	-	B	---	---	-	24	25 5	55	B	---	---	1	
3632	-	B	---	---	-	24	25 5	55	B	---	---	1	PITA
3641	-	B	---	---	-	60	20 6	55	B	1dy	---	1	PTP/DCFM
3642	-	B	---	---	-	60	20 6	55	B	1dy	---	1	PTP/DCFM
3643	-	B	---	---	-	60	20 6	55	B	1dy	---	1	PTP/DCFM
3644	-	B	---	---	-	60	20 6	55	B	1dy	---	1	PTP/DCFM
3645	-	B	---	---	-	60	20 6	55	B	1dy	---	1	PTP/DCFM
3646	-	B	---	---	-	60	20 6	55	B	1dy	---	1	PTP/DCFM

HARDWARE TERMS AND CONDITIONS

MACH TYPE	P C U	R/ L PO	A U C	AC	M R	BASE TERM	TERM % MO	PUR OPT	WAR NTY	CSU	EDUC	T & M	SPECIAL OFFERINGS
3647	-	D	--	--	-	60	20 6	55	B	1dy	--	1	PTP/DCFM
3651	-	B	--	--	-	24	25 5	55	B	---	--	1	
3653	-	B	--	--	-	60	20 6	55	B	---	--	1	PITA/PTP/DCFM
3657	-	B	--	--	-	24	25 5	55	B	---	--	1	PITA
3659	-	B	--	--	-	24	25 5	55	B	---	--	1	
3661	-	B	--	--	-	24	25 5	55	B	---	--	1	PITA
3663	-	B	--	--	-	60	20 6	55	B	---	--	1	PITA/PTP
3667	-	B	--	--	-	60	20 6	55	B	---	--	1	PITA/PTP
3669	-	B	--	--	-	24	25 5	55	B	---	--	1	
3683	-	D	--	--	-	60	20 6	55	B	1dy	--	1	PITA/PTP/SSD/DCFM
3684	-	D	--	--	-	60	20 6	55	B	1dy	--	1	PITA/PTP/SSD
3687	-	D	--	--	-	60	20 6	55	B	1dy	--	1	PITA/PTP
3689	-	D	--	--	-	60	20 6	55	B	1dy	--	1	PTP
3694	-	C	--	--	*	24	25 5	50	B	---	--	1	VPA/PITA/SSD/OSA
3704	-	A	10	15	*	24	25 5	60	A	---	--	3	PITA
3705	-	A	10	15	*	24	25 5	60	A	---	EA	3	PITA/AFP
M81	-	A	10	15	*	24	25 5	45	A	---	EA	3	TPF/PITA/ICC
M82	-	A	10	15	*	24	25 5	45	A	---	EA	3	TPF/PITA/ICC
M82	-	A	10	15	*	24	25 5	45	A	---	EA	3	TPF/PITA/ICC
3715	-	B	--	--	-	24	25 5	50	B	---	--	1	
3717	-	B	--	--	-	24	25 5	40	B	---	--	1	
3725	-	D	--	--	-	--	---	c	A	---	EA	3	PITA/ICC
3726	-	D	--	--	-	--	---	c	A	---	EA	3	PITA/ICC
3727	-	D	--	--	-	--	---	c	A	---	EA	3	ICC
3732	-	B	--	--	-	24	25 5	55	B	---	EA	1	
3736	-	B	--	--	-	24	25 5	55	B	---	EA	1	PITA
3741	-	B	--	--	-	24	25 5	40	B	---	--	1	
3742	-	B	--	--	-	24	25 5	40	B	---	--	1	
3747	-	B	--	--	-	24	25 5	40	B	---	--	1	
3760	-	B	--	--	-	24	25 5	45	B	---	EA	1	
3762	-	B	--	--	-	24	25 5	50	B	---	EA	1	SSD
3767	-	B	--	--	-	24	25 5	60	B	1dy	EA	1	PITA
3771	-	B	--	--	-	24	25 5	45	B	---	EA	1	PITA
3773	-	B	--	--	-	24	25 5	50	B	---	EA	1	PITA
3774	-	B	--	--	-	24	25 5	45	B	---	EA	1	
3775	-	B	--	--	-	24	25 5	45	B	---	EA	1	PITA
3776	-	B	--	--	-	24	25 5	45	B	---	EA	1	PITA
3777	-	B	--	--	-	24	25 5	50	B	---	EA	1	PITA
3782	-	B	--	--	-	24	25 5	60	B	---	--	1	
3784	-	B	--	--	-	24	25 5	40	B	---	--	1	
3791	-	B	--	--	-	24	25 5	55	B	---	EA	1	PITA
3792	-	B	--	--	-	24	25 5	55	B	---	EA	1	
3793	-	B	--	--	-	24	25 5	55	B	---	EA	1	
3800	-	C	--	--	*	---	---	c	B	---	EA	3	VPA/PITA/ICC
3803	-	A	10	15	*	12/24	25 5	55	B	---	EA	3	ICC
3811	-	A	10	15	*	12/24	25 5	55	B	---	EA	3	
3814	-	D	--	--	-	48	25 6	40	B	---	EA	3	PITA/ICC
3830	-	A	10	15	*	12/24	25 5	60	B	---	EA	3	PITA
3838	-	B	--	--	-	48	25 6	50	A	---	--	3	PITA
3843	-	D	--	--	-	24	25 5	55	B	1dy	EA	1	ICC
3845	-	PO	--	--	-	---	---	--	B	1dy	EA	1	PTP/SECS(e)
3846	-	PO	--	--	-	---	---	--	B	1dy	EA	1	PTP/SECS(e)
3848	-	D	--	--	-	48	25 6	40	B	---	EA	3	PITA
3851	-	B	--	--	-	24	25 5	55	B	---	EA	3	PITA
3863	-	D	--	--	-	---	---	55	B	1dy	--	1	TPF/VPA/ICC/TPA
3864	-	D	--	--	-	---	---	55	B	1dy	--	1	TPF/VPA/ICC/TPA
3865	-	D	--	--	-	---	---	55	B	1dy	--	1	TPF/VPA/ICC/TPA
3867	-	B	--	--	-	24	25 5	55	B	1dy	--	1	SECS(e)
3872	-	B	--	--	-	---	---	50	B	---	--	2	
3880	-	D	--	--	-	24	25 5	20	B	---	EA	3	VPA/ICC/PITA
004	-	D	--	--	-	24	25 5	60	B	---	EA	3	VPA/ICC/PITA
3881	-	A	10	15	*	24	25 5	50	B	---	EA	2	PITA
3886	-	A	10	15	*	24	25 5	40	B	---	EA	2	PITA
3890	-	C	--	--	*	24	25 5	50	B	---	--	3	VPA/PITA/ICC/AFP
E--	-	PO	--	--	-	---	---	--	B	---	--	3	PITA/ICC
F--	-	PO	--	--	-	---	---	--	B	---	--	3	PITA/ICC
4245	-	D	--	--	-	---	---	c	B	---	EA	3	PITA/ICC
4250	-	D	--	--	-	---	---	c	B	4dy	EA	1	ICC/VPA/VAR
4321	-	PO	--	--	-	---	---	--	A	---	EA	3	VPA/VAR/TPF/PITA/ICC
J11	-	D	--	--	-	---	---	40	A	---	EA	3	VPA/VAR/TPF/PITA/ICC
4331	-	D	--	--	-	24	25 5	40	A	---	EA	3	VPA/VAR/TPF/PITA/ICC
4341	*	D	--	--	-	24	25 5	40	A	---	EA	3	VPA/VAR/PITA/ICC
4361	*	D	--	--	-	---	---	65	A	---	EA	3	VPA/VAR/PITA/ICC
4681	*	D	--	--	-	---	---	c	A	---	EA	3	VPA/PITA/ICC
4701	-	B	--	--	-	---	---	c	B	4dy	--	1	VPA/PITA/SECS(e)/SI
4704	-	D	--	--	-	---	---	c	B	4dy	--	1	VPA/SECS(e)/SI
4710	-	D	--	--	-	---	---	c	B	4dy	--	1	VPA/SSD/SECS(e)/SI
4720	-	D	--	--	-	---	---	c	B	4dy	--	1	VPA/SECS(e)/SI



HARDWARE TERMS AND CONDITIONS

MACH TYPE	P C U	R/ L PO	A U C	AC	M T R	BASE TERM	TERM % MO	PUR OPT	WAR NTY	CSU	EDUC	T & M	SPECIAL OFFERINGS
4952	-	PO	---	---	-	----	---	---	B	---	EA	2	VPA/TPF
4953	-	PO	---	---	-	----	---	---	B	---	EA	2	VPA/TPF
4954	-	PO	---	---	-	----	---	---	B	---	EA	2	VPA/TPF
4955	-	PO	---	---	-	----	---	---	B	---	EA	2	VPA/TPF
4959	-	PO	---	---	-	----	---	---	B	---	EA	2	VPA/TPF
4962	-	PO	---	---	-	----	---	---	B	---	EA	2	VPA/TPF
4963	-	PO	---	---	-	----	---	---	B	---	EA	2	VPA/TPF
4964	-	PO	---	---	-	----	---	---	B	---	EA	2	VPA/TPF
4965	-	PO	---	---	-	----	---	---	B	---	EA	2	VPA/TPF
4966	-	PO	---	---	-	----	---	---	B	---	EA	2	VPA/TPF/SSD
4967	-	PO	---	---	-	----	---	---	B	---	EA	2	VPA
4968	-	PO	---	---	-	----	---	---	B	---	EA	2	VPA
4969	-	PO	---	---	-	----	---	---	B	---	EA	2	VPA/TPF
4973	-	PO	---	---	-	----	---	---	B	---	EA	2	TPF/SSD
4974	-	PO	---	---	-	----	---	---	B	---	EA	2	TPF/SSD
4975	-	PO	---	---	-	----	---	---	B	---	EA	2	TPF/SSD
4978	-	PO	---	---	-	----	---	---	B	---	EA	2	TPF
4979	-	PO	---	---	-	----	---	---	B	---	EA	2	TPF
4982	-	PO	---	---	-	----	---	---	B	---	EA	2	TPF
4987	-	PO	---	---	-	----	---	---	B	---	EA	2	TPF
4990	-	PO	---	---	-	----	---	---	B	---	EA	2	TPF
4993	-	PO	---	---	-	----	---	---	B	---	EA	2	TPF
4994	-	D	---	---	-	----	---	---	c	---	EA	2	-
4997	-	PO	---	---	-	----	---	---	B	---	EA	2	TPF
4999	-	PO	---	---	-	----	---	---	B	---	EA	2	TPF
5010	*	B	---	---	-	----	---	60	A	---	EA RL	2	PITA
5012	-	B	---	---	-	----	---	60	A	---	EA RL	2	
5013	-	B	---	---	-	----	---	60	A	---	EA RL	2	
5014	-	B	---	---	-	----	---	60	A	---	EA RL	2	
5022	-	B	---	---	-	----	---	45	B	---	EA RL	2	
5024	-	B	---	---	-	24	25 5	55	B	---	EA	2	
5026	*	B	---	---	-	----	---	45	B	---	EA RL	2	
5028	-	B	---	---	-	24	25 5	50	B	---	EA RL	2	
5100	-	PO	---	---	-	----	---	---	B	1dy	EA	2	SSD
5110	-	PO	---	---	-	----	---	---	B	1dy	EA	2	VPA/PTP/SSD
5114	-	PO	---	---	-	----	---	---	B	1dy	EA	2	VPA/PTP/SSD
5210	-	D	---	---	-	24	25 5	40	B	1dy	EA	2	VPA/PITA/ICC
G01	-	PO	---	---	-	----	---	---	B	1dy	EA	2	VPA/PITA/ICC
G02	-	PO	---	---	-	----	---	---	B	1dy	EA	2	VPA/PITA/ICC
5211	-	B	---	---	-	24	25 5	50	B	---	EA	2	VPA/TPF/ICC/SSD
5215	-	PO	---	---	-	----	---	50	B	Yes	EA	*	VPA/TPF/PITA/PTP/OSA
5217	-	PO	---	---	-	----	---	---	B	1dy	EA	2	VPA/TPF/PTP
5218	-	PO	---	---	-	----	---	50	B	Yes	EA	*	VPA/PITA/PTP/TPF/OSA
5219	-	-	---	---	-	----	---	---	-	---	---	-	-
B01	-	D	---	---	-	----	25 5	c	B	1dy	EA	2	VPA/TPF/ICC/SSD
B02	-	D	---	---	-	----	25 5	c	B	1dy	EA	2	VPA/TPF/ICC/SSD
D01	-	PO	---	---	-	----	---	---	B	1dy	EA	2	VPA/TPF/ICC/SSD
D02	-	PO	---	---	-	----	---	---	B	1dy	EA	2	VPA/TPF/ICC/SSD
5222	-	D	---	---	-	24	25 5	50	B	Yes	EA	2	VPA/SSD
5224	-	D	---	---	-	24	25 5	40	B	1dy	EA	2	VPA/TPF/ICC/SSD
5225	-	D	---	---	-	24	25 5	45	B	1dy	EA	2	VPA/TPF/ICC/SSD
5228	-	PO	---	---	-	----	---	---	B	Yes	EA	*	VPA/TPF/PITA/PTP
5229	-	D	---	---	-	36	25 5	c	B	1dy	EA	2	VPA/TPF/ICC
5231	-	B	---	---	-	24	25 5	50	B	---	EA	2	
5234	-	B	---	---	-	24	25 5	60	B	Yes	EA	2	CFMS
5235	-	B	---	---	-	24	25 5	60	B	Yes	EA	2	CFMS
5236	-	B	---	---	-	24	25 5	60	B	Yes	EA	2	CFMS
5239	-	B	---	---	-	24	25 5	60	B	Yes	EA	2	CFMS
5241	-	PO	---	---	-	----	---	---	B	Yes	EA	2	VPA/TPF/PTP/SSD
5242	-	PO	---	---	-	----	---	---	B	1dy	EA	2	VPA/TPF/PTP/SSD
5247	-	PO	---	---	-	----	---	---	B	1dy	EA	2	VPA/TPF/PTP
5251	-	B	---	---	-	24	25 5	55	B	1dy	EA	2	VPA/TPF/ICC
5252	-	B	---	---	-	24	25 5	55	B	1dy	EA	2	VPA/ICC
5253	-	D	---	---	-	----	25 5	c	B	1dy	EA	2	VPA/TPF/ICC
5254	-	D	---	---	-	36	25 5	50	B	1dy	EA	2	VPA
5256	-	B	---	---	-	24	25 5	55	B	1dy	EA	2	VPA/TPF/ICC/SSD
5257	-	D	---	---	-	36	25 5	50	B	1dy	EA	2	VPA/SSD
5258	-	C	---	---	*	----	25 5	c	B	---	EA	2	VPA/TPF/ICC/SSD
5265	-	PO	---	---	-	----	---	---	B	1dy	EA	2	VPA/TPF/PTP/SSD
5266	-	PO	---	---	-	----	---	---	B	1dy	EA	2	VPA/TPF/PTP/SSD
5281	-	D	---	---	-	24	25 5	45	B	2dy	EA	2	VPA/TPF
5282	-	D	---	---	-	24	25 5	45	B	2dy	EA	2	VPA/TPF
5285	-	D	---	---	-	24	25 5	45	B	2dy	EA	2	VPA/TPF
5286	-	D	---	---	-	24	25 5	45	B	2dy	EA	2	VPA/TPF
5288	-	D	---	---	-	24	25 5	45	B	2dy	EA	2	VPA/TPF
5291	-	PO	---	---	-	----	---	---	B	1dy	EA	2	VPA/TPF/PITA/ICC
5292	-	PO	---	---	-	----	---	---	B	1dy	EA	2	VPA/TPF/PITA/ICC/PTP/CSD
5320	*	B	---	---	-	36	10 2	45	B	---	EA	2	PITA/SSD



Do not reproduce without written permission

H/T & C. 7
Oct 83

HARDWARE TERMS AND CONDITIONS

MACH TYPE	P C U	R/ L PO	A U C	AC	M T R	BASE TERM	TERM % MO	PUR OPT	WAR NTY	CSU	EDUC	T & M	SPECIAL OFFERINGS
5321	-	B	--	--	-	24	25 5	c	B	---	EA	2	VPA/TPF/ICC
5322	-	PO	--	--	-	---	---	70	B	2dy	EA	2	VPA/TPF/PTP
5324	-	PO	--	--	-	---	---	--	B	2dy	EA	2	VPA/TPF/PTP
5340	*	B	--	--	-	36	20 4	50	B	---	EA	2	VPA/TPF/PITA/SSD
xx4	*	B	--	--	-	36	20 4	50	B	---	EA	2	VPA/TPF/PITA/ICC/SSD
xx5	*	B	--	--	-	36	20 4	50	B	---	EA	2	VPA/TPF/PITA/ICC/SSD
xx6	*	B	--	--	-	36	20 4	50	B	---	EA	2	VPA/TPF/PITA/ICC/SSD
xx7	*	B	--	--	-	36	20 4	50	B	---	EA	2	VPA/TPF/PITA/ICC/SSD
5360	-	D	--	--	-	---	---	c	B	1dy	EA	2	VPA/ICC/PITA
5381	*	B	--	--	-	36	25 5	55	B	---	EA	2	VPA/TPF/PITA/ICC/SSD/OSA
5412	*	A	10	5	*	36	10 2	50	B	---	--	2	PITA
5415	*	A	10	5	*	36	10 2	50	B	---	--	2	PITA
5424	-	A	10	10	*	---	---	35	B	---	--	2	ICC
5525	*	D	--	--	-	---	---	c	B	---	EA	2	VPA/TPF/ICC/PITA/OSA
6115	-	PO	--	--	-	---	---	--	-	---	--	#	
6121	-	PO	--	--	-	---	---	--	-	---	--	#	
6126	-	PO	--	--	-	---	---	--	B*	Yes	--	#	
6128	-	PO	--	--	-	---	---	--	B*	Yes	EP	#	TPF
6208	-	N	--	--	-	24	25 4	50	B*	---	--	*	
6212	-	N	--	--	-	24/36	40 6	50	B*	---	EP	*	SSD
6360	-	PO	--	--	-	---	---	50	B	Yes	EA	*	VPA/TPF/PITA/PTP
6361	-	PO	--	--	-	---	---	50	B	Yes	EA	*	VPA/TPF/PITA/PTP
6375	-	N	--	--	-	24	25 4	50	B*	---	EP	*	SSD
6580	-	PO	--	--	-	---	---	50	B	Yes	EA	*	VPA/TPF/PITA/PTP
6670	-	U	--	--	*	24/36	40 6	65	B*	---	EP	*	VPA/TPF/SSD/VAR/VL
6671	-	N	--	--	-	24/36	40 6	65	B*	---	EP	*	VPA
6700	-	PO	--	--	-	---	---	--	B*	Yes	EP	#	TPF/SSD/CD/DCFS/SSQD/STR
6701	-	PO	--	--	-	---	---	--	B*	Yes	EP	#	TPF/SSD/CD/DCFS/SSQD
6702	-	PO	--	--	-	---	---	--	B*	Yes	--	#	TPF/SSD/CD
6703	-	PO	--	--	-	---	---	--	B*	Yes	--	#	TPF/SSD/CD
6704	-	PO	--	--	-	---	---	--	B*	Yes	--	#	TPF/SSD/CD
6705	-	PO	--	--	-	---	---	--	B*	Yes	EP	#	TPF/SSD/CD/DCFS/SSQD/STR
6713	-	PO	--	--	-	---	---	--	B*	Yes	EP	#	TPF/SSD/CD/DCFS/SSQD/STR
6714	-	PO	--	--	-	---	---	--	B*	Yes	EP	#	TPF/CD/SSQD/TP
6723	-	PO	--	--	-	---	---	--	B*	Yes	EP	#	TPF/SSD/CD/DCFS/SSQD
6724	-	PO	--	--	-	---	---	--	B*	Yes	EP	#	TPF/CD/SSQD/TP
6801	-	U	--	--	*	12/24	40 6	20	B*	---	EP	*	TPF/SSD/IPP/MMP/CU
6802	-	U	--	--	*	a	40 6	c	B*	---	EP	*	VPA/SSD/IPP/MMP/CU
6803	-	U	--	--	*	a	40 6	c	B*	---	EP	*	VPA/SSD/IPP/MMP/CU
6805	-	PO	--	--	*	---	---	--	B*	---	EP	*	VPA/TPF/SSD/IPP/MMP/CU
6806	-	PO	--	--	*	---	---	--	B*	---	EP	*	VPA/TPF/SSD/IPP/MMP/CU
6808	-	U	--	--	*	a	40 6	c	B*	---	EP	*	VPA/TPF/SSD/IPP/MMP/CU
6852	-	N	--	--	-	---	---	--	B*	---	EP	*	VPA/IPP
003	-	N	--	--	-	a	40 6	c	-	---	EP	*	
004	-	N	--	--	-	a	40 6	c	-	---	EP	*	
7361	-	PO	--	--	-	---	---	--	B	---	EA	2	TPF/TPA
7374	-	PO	--	--	-	---	---	--	B	---	EA	2	TPF/TPA
7426	-	PO	--	--	-	---	---	--	B	1dy	EA	1	VPA/ICC/RCS
8101	-	D	--	--	-	24	25 6	55	B	1dy	EA	1	VPA/PITA/ICC
8130	*	D	--	--	-	24	25 6	55	B	1dy	EA	1	VPA/PITA/ICC
B23	*	D	--	--	-	---	---	55	B	1dy	EA	1	VPA/ICC
B24	*	D	--	--	-	---	---	55	B	1dy	EA	1	VPA/ICC
8140	*	D	--	--	-	24	25 6	55	B	1dy	EA	1	VPA/PITA/ICC
8775	-	D	--	--	-	24	25 5	55	B	1dy	EA	1	VPA/PITA/ICC
8809	-	D	--	--	-	24	25 6	50	B	1dy	EA	1	ICC/VPA/CS
8815	-	D	--	--	-	---	---	c	B	1dy	EA	*	VPA/TPF/SSD



HARDWARE TERMS AND CONDITIONS

FOOTNOTES

a. BASE TERM

Copier Models 6802, 6803, 6808, 6852 have three Base Terms; 12, 24, and 36 months.

b. TERMINATION PERCENTAGE, MONTHS

Machine types 6211, 6212, 6441, 6443, 6640, 6670, and 6671 have varying Termination Percentages and Months determined by the Lease Base Term. They also have different Termination Months if the lease is terminated in an Extension Period.

BASE TERM	TERMINATION PERCENTAGE	TERMINATION MONTHS	EXTENSION MONTHS
12	25	2	2
24	25	4	2
36	25	5	2

c. PURCHASE OPTION ACCRUAL RATES

Some machine types and features have a fixed dollar amount accrual per month:

MACHINE TYPE	MONTHLY AMOUNT
6801	\$175.00
6802 (for 36 month lease)	275.00
6802 (for rental, 12 & 24 month leases)	400.00
6803 (for 36 month lease)	325.00
6803 (for rental, 12 & 24 month leases)	485.00
6808	580.00
6852-003	108.00
6852-004	458.00

FEATURE	MONTHLY AMOUNT
#3155 (for mach type 6801)	\$175.00
#5978 (for mach types 6805/06/08)	60.00
#A132 (for mach types 6802/03)	2.50
#A151 (for mach type 6808)	35.00
#A238 (for mach types 6805/06/08)	18.00
#A895 (for mach types 6801/02/03/05/06/08)	7.50

Some machine types have a maximum number of Accrual Months if installed under Rental or Lease.

MACHINE TYPE	MAXIMUM #	PERCENTAGE
3262(C01)	6 months	50%
3290	6 months	65%
3370 (A02,A12)	6 months	20%
3370 (B02,B12)	6 months	20%
3430	6 months	20%
3725	6 months	65%
3726	6 months	65%
3727	6 months	65%
3800	12 months	20%
4245	6 months	50%
4250	6 months	60%
4681	6 months	20%
4701	6 months	65%
4704	6 months	65%
4710	6 months	65%
4720	6 months	65%
4994	6 months	65%
5219 (B01,B02)	12 months	40%
5229	12 months	40%
5253	12 months	50%
5258	12 months	50%
5321	12 months	45%
5360	6 months	50%
5525	12 months	55%
8815	6 months	50%

d. CUSTOMER SET UP

The CSU Allowance varies by model in some instances:

MACHINE TYPE	MODEL(S)	CSU
3262	001, 002, 011, 012, C01	1 day
	003, 013	4 day
3268	001	1 day
	002,02C	4 day
3274	21C, 31C, 41C, 61C	4 day
3287	001, 002, C01, C02	4 day
	011, 012	1 day
3289	001, 002, 003	1 day
	004	4 day