



County of Fairfax, Virginia

AMENDMENT

Date: April 13, 2026

AMENDMENT NO. 10

CONTRACT TITLE: Multi-Function Devices, Electronic Record

<u>CONTRACTOR</u>	<u>SUPPLIER CODE</u>	<u>CONTRACT NO.</u>
Konica Minolta Business Solutions U.S.A., Inc 1595 Spring Hill Road, Suite 410 Vienna, VA 22182	10000000032	4400012320

By mutual agreement, Contract 4400012320 is hereby amended, effective immediately as follows:

- To change the Contractor's Name and Address as follows:

From:	To:
Name: Konica Minolta Business Solutions dba Meridian Imaging Solutions	Name: Konica Minolta Business Solutions U.S.A., Inc
Address: 1595 Spring Hill Road, Suite 450 Vienna, VA 22182	Address: 1595 Spring Hill Road, Suite 410 Vienna, VA 22182

- To revise the Contractor's cost proposal dated August 10, 2022, to replace the "Original Language" for Cooperative Use of Fairfax County Government Contract and Related Rebate language with the "Proposed Amended Language" outlined below:

Original Language:

Konica Minolta/Meridian would like to market the cooperative aspect of the Fairfax County Contract if awarded. We would, at a minimum, use it in DC, MD, and VA, but would also like to market it at least regionally. We would request the ability to market the contract, not only by Meridian, but also by the Konica Minolta branches. We understand that the Fairfax County Government contract is well respected by other municipalities not only in the DMV, but regionally and nationally as well.

As with the other cooperatives contracts that Konica Minolta has in place (OMNIA Partners, Sourcewell, NJPA, AEPA and KPN) to name a few, we would be amenable to working with the County in final negotiations to establish a rebate program to benefit the County for any orders placed by entities outside of Fairfax County Government that piggyback off the contract.

We would provide a rebate of 1.5% of the revenue from all MFD new hardware and software sales made to other municipalities and would credit these back annually to the County. Many cooperative rebates may be calculated on 1-2 % of profits, which would be a far smaller proportional percentage than the 1.5% of revenue calculation. Non-core products including hardware and software offerings such as RISO would have a ½% rebate. Our latest contract had such a rider rebate program, and it benefited the County greatly over the last ten years.

Proposed Amended Language:

Konica Minolta Business Solutions U.S.A., Inc. ("Konica Minolta") and County of Fairfax, Virginia ("County") agree that Konica Minolta may actively market the cooperative use aspect of the County contract (the "Contract") regionally.

Department of Procurement & Material Management
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035-0013
Website: www.fairfaxcounty.gov/procurement/
Phone 703-324-3201, **TTY:**711, **Fax:** 703-324-3228

Amendment No 10
4400012320
Page 2

Approved Rebate Process: The following rebate process will apply to purchases made directly by the County and cooperative use purchases made by third parties under the Contract:

- **Rebate Rate:** Konica Minolta will issue the County a rebate equal to 1.5% of the purchase price, exclusive of taxes, shipping and handling, and import fees, for Konica Minolta-branded hardware and solutions only purchased under the Contract.
- **Exclusions:** No rebate will be issued for purchases of third-party products.
- **Rebate Management:** Konica Minolta will place the rebates earned in a technology fund escrow account.
- **Use of Funds:** The escrowed funds may be used by the County to procure hardware, software, solutions, professional services provided by Konica Minolta, and third-party products.
- **Year-End Reconciliation:** At the conclusion of each fiscal year (June 30), any remaining funds in the County's technology fund escrow account that have not been utilized must be expended by December 31 of the following fiscal year. If the County does not use the remaining escrowed funds by that date, Konica Minolta will apply the unused balance as a credit against any outstanding amounts owed under the Contract. The credit will be issued to the County Department of Information Technology ("DIT") via ACH transfer or check, reflecting the remaining escrow balance.
- If a third party makes a cooperative use purchase under the Contract and subsequently fails to pay Konica Minolta some or all the purchase price, the Parties agree that Konica Minolta may adjust the earned rebate amount to reflect payments received for the cooperative public body.

This in no way alters the prices, other terms and conditions of the original contract. Konica Minolta Business Solutions U.S.A., Inc hereby assumes all responsibilities and obligations under the contract.

ACCEPTANCE:

BY: _____ <div style="border: 1px solid black; border-radius: 50%; padding: 5px; display: inline-block; margin-left: 100px;">DocuSigned by: <i>Kristen McKenna</i></div> _____ (Signature) _____ Kristen McKenna _____ (Printed)	Vice President, Government Contracts _____ (Title) 4/10/2026 _____ (Date)
---	--

DocuSigned by:

Steve Pierson

 Lee Ann Pender
 FOR Director/County Purchasing Agent

DISTRIBUTION:

- Dept. of Finance – Accounts Payable/e
- DIT – David Foechterle/e
- DIT – Michele Breckenridge/e
- DIT – Tanesha Sherrod/e
- DIT – Dennis Talbert/e
- DIT – Adam Eldert/e
- DIT – William Keeler/e
- DIT – Eric Perlas/e
- DIT – Steve Bell/e
- Sheriff's Office – Angela Mylechraine/e
- FRD – Jason Stanley/e
- FRD – Samuel Arnold/e
- FCPD – Kerene Gordan/e
- FCPD – Patricia Villeda-Aleman/e
- DPSC – Eric Mills/e
- Stormwater Management – Javon Edmonds/e

- Contract Specialist III – Yong Kim, CPPB
- ACS, Team 1 – Travis Scott
- FCPS – jrwelsh@fcps.edu
- FCPS – mrpratt@fcps.edu
- Contractor – VArya@kmbs.konicaminolta.us
- JMckee@kmbs.konicaminolta.us
- kmckenna@kmbs.konicaminolta.us