

ERIE COUNTY TECHNICAL SCHOOL

PROPOSED AGENDA ITEM

DATE: October 27, 2005

SUBJECT: Copier-printer lease

INITIATED BY: Paul Fritz, Business Manager

DESCRIPTION:

ECTS has been reviewing needs and proposals from several vendors for the purchase and installation of a copier/printer for the Career and Alternative Education Program at the Skill Center Building.

Vendors providing proposals include: Kubinski Business Systems, James B.Schwab Co., and Erie Copy Products.

RECOMMENDATION:

Motion to approve a 36 month lease of a Minolta Bizhub 470 digital copier from Kubinski Business Systems plus a maintenance contract per the proposal received October 17, 2005:

Monthly lease payment: \$207.94 – 36 months

Maintenance contract: \$375 up to 50,000 copies per year,
.00849 per copy over 50,000 per year.

Kubinski Business Systems		Schwab Company		Erie Copy Products		
Minolta Bizhub 470 Digital Copier-Recommended		Ricoh Aficio 2045eSP Digital Imaging System		AR-M455NA Sharp Laser		
47cpm		45 ppm		35 cpm		
2/550 Sheet Universal Drawers (User Adjustable)		2/500 Sheet Drawers		1/500 Sheet Multipurpose tray		
1/50 Sheet Intelligent Bypass (Feeds up to 110Lb. Index)		1/50 Sheet Bypass Tray		1/50 Sheet Dual Single Pass feeder		
Automatic/Trayless Duplexing (Unlimited Set Size)		1/1,500 Sheet Large Capacity Tray		1/2,000 Sheet Large Capacity Tray		
100 Page Reversing Electronic Document Feeder		Ability to handle heavy stock (16lb-44lb bond)		Duplex Module with Multi-Sheet Bypass Tray		
FN Single Position Stapling Finisher		Booklet Mode		Network Expansion Kit		
Offset Sorting and Grouping of Sets		Copy Control		Multiposition/Saddle-Stitch Finisher		
PI500 Fiery Network Print Controller		SR790 Single Position Stapling Finisher		Post Script Level 3 Expansion Kit		
Network Printing and Scanning		PCL and Postscript 3		Delivery, Installation and Training		
Postscript and PCL Printing		Network Printing and Scanning				
Built in Fiery HDD/32 MB Memory Upgrade		Document Server Technology				
Automatic Booklet Making Mode		Document Storage and Retrieval				
Copy Track Access Control System		Secure Printing				
Initial Supplies/Surge Protector		Image Rotation				
Delivery/Setup/ On Site Training		Scan Once, print many technology				
		Standard Trayless Duplexing				
		DF470 Reversing Document Feeder				
Leasing Rates:		Leasing Rates:		Leasing Rates:		
36 Month Lease: \$207.94	\$7,486	36 Month Lease: \$197.52	\$7,111	36 Month Lease: \$229.50		\$8,262
60 Month Lease: \$144.32						
CPC fees fixed for 3 years		CPC for 50,000 copies \$450 per year	\$1,350	CPC for 50,000 copies \$412.50		\$1,238
CPC for 50,000 Copies .00796		CPC Overage .0090		CPC Overage .00825		
CPC Overage .00849 Fixed rate for Lease Term						
Maintenance Contract Up to 50,000 Copies per year	\$938					
Total Cost for 3 year lease	\$8,423	Total Cost for 3 year lease	\$8,461	Total Cost for 3 year lease		\$9,500
Recommendation:						
We currently have this equipment in the Business Office						
Good relationship with this vendor						
Lowest 3-yr cost proposal						

October 17, 2005

Marchelle
Erie County Technical School
8500 Oliver Road
Erie, PA 16509

Dear Marchelle,

I would like to thank you for your call and questions concerning the differences in print controllers on the Minolta DiAlta 470 and the KM4530. Kubinski was originally asked to bid a Fiery Print Controller. These premium print controllers are the choice of anyone who prints in the industry and there are over 1 million installed across the country.

I toyed with matching the other bid by going to our lower end Pi4700 print and scan controllers but just could not do it. The reason is that we care more about keeping your business then winning one sale. The fact is all your other controllers are Fiery. They set up and operate the same way. In addition they add value.

The retail price of the KM4530 Print / Scan Kit is 2,200.00 while the retail price of the Fiery Pi5500 Print Controller is \$ 4,995.00 so I know there is a price difference. We have a deal on these controllers and can sell them for less.

But it's not about price! The Fiery Pi5500 Print Controller prints faster because of an exclusive Fiery Rip Chipset. There are three processors in a fiery print controller. The main CPU is reserved just for printing while the other two help jobs spool faster. The result is less network bottlenecking and faster print job times which mean increased staff productivity. How much do you pay your staff an hour to wait for a print job?

The Fiery Pi5500 print controller also comes with standard Fiery Freeform Variable Data Printing, true Adobe Postscript not an emulation that may cause print errors, and Fiery Web Scan the easiest to use scan utility. You said you did not need references for Kubinski. Well there is a reason we put customers before sales. We sell what works and let the customer decide the value.

I have quoted the 470 with and without the extra paper capacity and have negotiated an additional discount from our supplier on the Fiery 5500 and will pass on the savings directly to you.

Sincerely,

Charles Alessi
Senior Sales Representative

MINOLTA BIZHUB 470 DIGITAL COPIER PACKAGE: (NO 2,7000 SHEET LCC)

Minolta DiAlta 470 Digital Copier (47CPM)
2/550 Sheet Universal Drawers (User Adjustable)
1/ 50 Sheet Intelligent Bypass (Feeds Up To 110Lb. Index)
Automatic/Trayless Duplexing (Unlimited Set Size)
100 Page Reversing Electronic Document Feeder
FN106 Single Position Stapling Finisher
Offset Sorting and Grouping of Sets
PI500 Fiery Network Print Controller
Network Printing and Scanning
Fiery Freeform Variable Data Printing
Fiery Webscan / Fiery Webspooler
TRUE Postscript and PCL Printing
Built In Fiery HDD / 32 MB Memory Upgrade
Automatic Booklet Making Mode
Copy Track Access Control System
Console Storage Cabinet
Initial Supplies / Surge Protector
Delivery/ Setup/On Site Training

PURCHASE: \$ 21,295.00

SPECIAL DSCOUNT (13,563.00)

PURCHASE: \$ 7,759.00

MINOLTA LEASING RATES: (VALID UNTIL 12/31/05)

36 Month Lease: \$ 207.94 / Below 0% Up Front Rate

60 Month Lease: \$ 144.32 / Low Interest Rate

**** Zero Down**

**** FMV Buyout**

Warranty: Six Months on All Parts and Labor On-Site

Maintenance Contract: \$ 375.00 + tax / Up To 50,000 Copies Per Year

Overage: .00849 Per Copy / Fixed Rate Per Copy For Lease Term

KUBINSKI BUSINESS SYSTEMS COPIER REFERENCES:

1) Saint Mary's Home

Phone: 814-451-1390

Sister Barbara Ann Vavreck, MA

Purchasing Agent

Service all copiers and fax requirements for both facilities several 45ppm+ copiers.

2) Cathedral Prep

Mr. Joe Rys

Ph: 453-7737

Multiple Minolta Copiers from 20PPM To 55PPM

3) Carlisle Engineered Products

Ph: 774-3106

Connie

Minolta DiAlta 551 (55PPM) / Volume Over 800,000 Per ear!

More references available upon request!



1/ea Ricoh Aficio 2045eSP Digital Imaging System (45 cpm)

- DF70 Reversing Document feeder
- Standard trayless duplexing
- Scan once, print many technology
- Image rotation
- Document Server Technology
 - Document storage and retrieval
 - Secure Printing
- Network Printing and Scanning
- PCL and Postscript 3
- SR790 Single position stapling finisher, offset and stack.
- Copy Control
- Booklet Mode
- 500 x 2 drawer paper supply
- 1,500 sheet large capacity tray
- 50 sheet bypass tray
- Ability to handle heavy stock (16 lb. - 44 lb. bond)

Suggested Retail \$ 16,885.00

Erie County Technical School Special Purchase Price \$ 6,999.00

36 Month Lease Option @ \$ 197.52 per month

Service and Supplies Ricoh Aficio 2045eSP

Comprehensive Cost per Copy includes *all* service, parts, labor, and supplies.

Excludes paper and staples.

Billed Monthly, Quarterly or Annually.

<u>MONTHLY USAGE</u>	<u>Black</u>
0 – 4,999	\$ 0.0105
5,000 – 9,999	\$ 0.010
10,000 – 19,999	\$ 0.0095
20,000 +	\$ 0.0090



Thank you for your consideration. If you have any other questions or concerns, please don't hesitate to call me at (814) 836-0008.

- *Prices are firm for 30 days from date of quote. Date: September 29, 2005*
- *Anticipated date of delivery will be immediately*

Authorized Agent: _____


Troy Schwab
Account Manager

- *For your convenience this quotation becomes an order when authorized within the firm quotation period.*

Name: _____ Title: _____

Purchase Order No: _____ Date: _____



*...ask about our full line of
Color Okidata Printers*

9/29/2005
Erie County Technical
8500 Oliver Rd
Erie PA 16509
814-864-0641 Ext 344
Paul Fritz
pfritz@ects.org

AR-M455NA, 35 ppm Sharp Laser Multifunctional Printer
includes 50 Sheet Dual Single Pass Feeder
Scanner Rack,
500 Sheet Multipurpose Tray
2000 Sheet Large Capacity Tray
AR-FN7, Multiposition/Saddle-Stitch Finisher
AR-DU4, Duplex Module with Multi-Sheet Bypass Tray
NS3 Network Expansion Kit
AR-PK6, Post Script Level 3 Expansion Kit
Delivery, Installation and Training

Lease Options

36 Month FMV Lease for Equipment Only

\$ 229.50 /mo.+ tax

*No Security Deposit is required

*Great America Leasing will include a single fee of \$50 plus tax with your first month invoice as reimbursement for credit approval and documentation

Full Service Maintenance Agreement covers all standard parts, labor, fuser rollers, developer, drums, toner and images per year for lease term

50,000

Additional images will be billed at

0.00825

\$412.50

This agreement excludes paper and staples.

Value of one (1) year of Full Service Maintenance

Digital Service Fee billed annually per machine at \$7.99/moth

***High Current Surge Protectors are strongly recommended and available through Erie Copy Products

Proposal Acceptance:

Date: _____

Name: _____

SHARP



OKI

