



PROPOSED AGENDA ITEM

MEETING DATE: April 24, 2008

SUBJECT: Copier/printer lease

DESCRIPTION:

This proposed copier lease replaces the current lease for the copier/printer at the Skill Center building.

RECOMMENDATION:

Motion to approve a 39 month lease of a Minolta Bizhub 420 copier/printer/scanner from Kubinski Business Systems per their proposal at \$204.94 per month.

Kubinski Business Systems

4525 West Ridge Road • Erie, PA 16506
(814) 833-4900 • FAX (814) 838-2650
TOLL FREE 1-888-480-9582
www.kubinski.com

MINOLTA PACKAGE PRICING:

**MINOLTA BIZHUB 420 M/F COPIER/PRINTER/SCANNER (42CPM)
2/500 SHEET UNIVERSAL PAPER DRAWERS
150 SHEET INTELLIGENT BYPASS
80 SHEET / 50-70 PPM RADF
IC204 NETWORK IMAGE CONTROLLER
192 MB STANDARD MEMORY
ETHERNET 10/100 BASE TX (STANDARD)
POSTSCRIPT 3 PRINT DRIVER (STANDARD)
PCL 6 PRINT DRIVER
SCAN TO EMAIL, FTP, HDD (WITH OPTION), SCAN TO SMB
LDAP SUPPORT FOR ENTERING EMAIL ADDRESSES
INSTALL OF PRINT AND SCANNING DRIVERS
(TO READY NETWORK CONNECTION)
COPY TRACK ACCESS CONTROL SYSTEM
INITIAL SUPPLIES
DELIVERY/SET UP/ON-SITE TRAINING**

**+ KUBINSKI BUYS OUT LEASE # 24669673 / PAYS ECTS \$ 400.00 S/H UPON
FUNDING TO SHIP BACK MINOLTA DI470/ ORDER 7-10 DAYS IN ADVANCE.**

PACKAGE LEASE COST: \$ 207.94 / PER MONTH / 39 MONTHS

(CURRENT LEASE COST \$ 207.94 / PER MONTH)

**** ZERO DOWN**

**** FMV BUYOUT OPTION**

**SERVICE AND SUPPLIES CONTRACT: WE WOULD TRANSFER EXISTING
MAINTENANCE CONTRACT TO NEW COPIER KEEPING YOUR COSTS AND
BUDGETING THE SAME.**

OVERAGE: .0084 PER COPY

FREE TRIPP LITE SURGE PROTECTOR WITH ORDER (\$ 49.00 VALUE)

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April 4, 2008

Mr. Paul Fritz
Business Manager
Erie County Technical School
8500 Oliver Road
Erie, PA 16509

Dear Paul,

We appreciate your present and past business. You had mentioned to me at our last installation of the desire to if possible upgrade the Minolta DiAlta 470 Copier with Fiery print controller to a new unit because the way your IT wants it connected to your network being a Fiery it needs resetting when a network hiccup occurs.

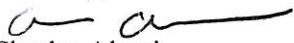
Your lease # 24669673 through DLL Leasing expires on 11/21/08. Oddly with all the prime rate cuts consumer and business credit rates are not falling and hint at increasing. They are higher rates now then in 2005. Plus the cost of fuel S/H costs for all businesses are increasing every week. With these two thoughts in mind we are looking to upgrade this lease for you early at a severe discount to you betting our costs will be higher and yours also if we wait.

In fact we do not want to increase your costs at all. We want to give you a better newer Minolta Bizhub Model with a IC204 Network Print and Scan Controller that your IT staff will love and keep your costs exactly the same.

Why would we do this "crazy" offer. Because you're a good customer and we know the easiest way to upgrade a customer is to make it transparent and not cost them a cent. We benefit by working with the lease company now before their costs and rates and our shipping costs go even higher.

Below I have summarized the benefits of the Minolta Bizhub 420/500 Series and the Lease Upgrade Proposal. Your school would have to make the payment due April 21st and with notice by then we could install the new Minolta Bizhub 420 by the last day of April and upon funding pay you the ship back cost for the Minolta DiAlta 470. Your school would be upgraded to a new state of the art model with better features and IT friendly print controller and keep your monthly costs the same. It's a win for all.

Sincerely,


Charles Alessi
Senior Sales Representative

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MINOLTA BIZHUB 500/420 ADVANTAGES

- 1) **Simitri Polymerized Toner** – Minolta has invented a new toner formulation that is organically grown as much as manufactured. It results in a uniform particle size and shape of 6.4 microns. Wax resin can be incorporated into the toner so it can be fused to the paper with greater degree of control and it results in better fine lines, halftones, and small print reproduction. Its as close as you can get to offset quality from a copier.
- 2) **The Bizhub OP Integrated Hardware/Software**- This approach makes it easier to move information, manage files, control network devices, and maintain security. We replace separate “bolted in” circuit boards with a common system architecture that drives all functions. Its like having a faster processor on your computer that is integrated and speaks the same language as everything else where everyone else slows down from the translation taking place.
- 3) **User Box Function** – The Bizhub at an unheard of price point does not just move your information it allows you to save your documents directly to up to 1,000 user mailboxes on an Optional 40GB hard drive. You will have password protection, user authentication, and also restricted copier and print access. So information stays easy to find yet confidential when it has to be. The Bizhub Meets ISO 15408 Certification Standards for data security.
- 4) **Paper Handling** – You can load up to 110lb. Index in all drawers or the bypass with Minolta’s exclusive BFRT roller technology. Most other systems force you to use a bypass only on heavy stock and top out at 90lb. You can even feed heavy stock up to 110lb. Index through our document feeder and print full bleed 11*17 on 12*18 paper through our Bizhub.
- 5) **Ease of Use and Maintenance** – The Minolta Bizhub meets Section 508C Compliance for ease of use by people with disabilities. In addition its tilting control panel, ease of control layout and features such as toner on the fly where you can change toner while a job is running put the Minolta Bizhub at the head of the class with end users.
- 6) **1/10th of 1%** - Minolta invented zoom enlargement and reduction. We offer accuracy to scale in 1/10th of 1-% increments. Since we license zoom technology to the other guys naturally we keep the best technology for our customers and ourselves. The difference is between the resolution of on-line satellite imaging available and reading a license plate!

(.1/10th of 1- percent zooming is 1,000 times the accuracy of 1-% zoom increments)

I could go on but hopefully you get the picture.

There is a reason Minolta Bizhub won line of the year for 2005! (Spring 2005 to Spring 2006)