



PROPOSED AGENDA ITEM

MEETING DATE: November 18, 2008
SUBJECT: Copier purchase – Career and Alternative Education Program
SUBMITTED BY: Paul Fritz, Business Manager

DESCRIPTION:

The current lease has expired for the Konica Minolta Bizhub 470 copier/printer for the Career and Alternative Education Program at the Skill Center Building. The expired lease was for 36 months at \$207.94.

The recommended replacement is a Konica Minolta Bizhub C253 color copier/printer purchase with a service and supplies contract.

Lease proposal:

- 36 month lease - \$221.16 per month
- Total payments of \$7,961.76
- FMV purchase at lease-end – estimated \$1,000
- Ship back to leasing company at lease-end- estimated \$500

Purchase proposal:

- Purchase price of \$7,924.00
- Association of Educational Purchasing Agencies (AEPA)
- Cooperative purchasing agreement through
- Pennsylvania Education Joint Purchasing Council (PAEJPC- Central
- Susquehanna Intermediate Unit)

Service and supplies contract: \$.075 per color copy, \$.0125 per black/white copy
15,000 copies per month estimated volume

Budget transfer to:

10-2840-758 School-wide technology services- equipment \$7,924.00

Budget transfer from:

10-2840-422 – School-wide technology services- leases - \$1,248.00
10-1442-610- Career and Alternative Education Program supplies- \$6,676.00

RECOMMENDATION:

Motion to approve purchasing a Minolta Bizhub C253 digital copier from Kubinski Business Systems for \$7,924.00 plus the service and supplies contract per the proposal received October 31, 2008

Kubinski Business Systems

4525 West Ridge Road * Erie PA 16506 * Phone (814) 833-4900 * Fax (814) 838-2650

October 31, 2008

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

Dear Paul,

Thank you for your call I have prepared a quote for the Minolta Bizhub C253 Digital Copier, Network Printer and Network Scanner for your school. I have used AEPA National Educational Pricing or which ECTS is eligible for. It is the best nationwide educational pricing available and Minolta won the bid and is AEPA's vendor for office equipment.

The Minolta Bizhub C253 was designed to give you a mid volume cost effective workhorse that combines all the features you need such as network and walkup faxing, network scanning with support for all the latest formats including XPS Files and even our own Compact PDF Format. The C253 Bizhub is a black and white and color replacement that offers volume capability, speed, excellent features and reliability on a cost effective design and space efficient package.

The Minolta Bizhub C253 can feed and duplex up to 140lb index, it prints with Minolta's advanced Simitri Polymerized Toner, is easy to use and install on your network and is very reliable well taking up a small footprint. The Minolta Bizhub C253 can copy and print in B/W or color at 25PPM. It can scan as fast as 70PPM. The quoted package will allow you to copy, print, scan and fax seamlessly truly making it a hub or center where your business gets done.

We have advantages such as the ability to feed and duplex on heavier stock, print while using less energy since our polymer toner bonds with 15-30% less energy consumption, and give the end user a versatile and productive way to manage the transition from paper to electronic documents and back seamlessly in color or b/w.

Please review the following AEPA Pricing and call with any questions or to order.

Sincerely,



Charles Alessi
Senior Sales Representative

Serving Erie Since 1938

Proud of our past . . . Poised for the future

MINOLTA BIZHUB C253 AEPA EDUCATIONAL PRICING:

**MINOLTA BIZHUB C253 DIGITAL COPIER/PRINTER/SCANNER (25ppm)
2/500 SHEET UNIVERSAL PAPER DRAWERS
150 SHEET MULTI PAGE BYPASS TRAY
2,500 SHEET LARGE CAPACITY PAPER CABINET
80 PAGE RADF FEEDER / CAN SCAN AT UP TO 70PPM
STANDARD AUTOMATIC DUPLEXING
ADVANCED MULTIPLE POSITION ONE AND TWO STAPLE FINISHER
EMPERON NETWORK PRINT AND SCAN SYSTEM
NETWORK POSTSCRIPT AND PCL PRINTING
NETWORK SCANNING TO EMAIL, SMB, FTP, WEBDAV
SCAN TO PDF, COMPACT PDF, TIFF, JPEG, XPS FILE FORMATS
33.6 NETWORK FAX KIT WITH PC FAX CAPABILITY
COPY TRACK RESTRICTED ACCESS SYSTEM
INITIAL SUPPLIES/ DELIVERY/SETUP
ON-SITE TRAINING**

AEPA PURCHASE: \$ 7,924.00

AEPA 36 MONTH LEASE:

36 MONTH LEASE: \$ 221.16 / PER MONTH

**** ZERO DOWN**

**** FMV BUYOUT OPTION**

SERVICE AND SUPPLIES:

COLOR: .075 PER COPY

B/W: .0125 PER COPY

INCLUDES: TONER, DRUM DEVELOPER, PARTS AND LABOR ON-SITE

BILLED MONTHLY / ACTUAL USAGE

**FREE: ADVANCED 15 AMP POWER FILTERING SURGE PROTECTOR WITH
ORDER (\$ 149.00 VALUE)**