



PROPOSED AGENDA ITEM

MEETING DATE: October 27, 2016

SUBJECT: Purchase of new high school copier

SUBMITTED BY: Terri L. Birchard

DESCRIPTION: The current high school copier machine replacement was budgeted for replacement through the Capital Projects fund. There has been \$3,200 per year set aside for this delayed purchase (total of \$19,200).

Three vendors were contacted and asked to propose various machines that would meet the specifications requested (i.e. per page speed, B/W and color cost per page, accessories). The results of the evaluation of these machines and their service capabilities by Business Office and IT Department are on the following page.

RECOMMENDATION: The purchase of the Ricoh MPC8003SP from Schwab Company, Erie, PA through a U.S. Communities pricing contract amount of \$ 19,349 is recommended for the following reasons –

- a) Higher quality machine – original manufacturer's price - \$ 47,618
- b) Lowest per page cost for color and black/white copies
- c) Historically better service at our location from this company
- d) Offering the **newer version model MPC8003SP** for the same price as the model originally quoted (MPC8002SP) – email from Schwab dated 10/26/16

From: [Jeff Smith](#)
To: [Terri Birchard](#)
Cc: [Lori Yochim](#)
Subject: FW: Ricoh proposal (updated to 8003)
Date: Wednesday, October 26, 2016 4:43:18 PM
Attachments: [Erie County Technical School Ricoh MP C8003SP.PDF](#)
[MP_C6503SP_Ricoh_prelim.pdf](#)

Terri,

Steve called me this morning and informed me that Ricoh is no longer shipping the model he quoted us. They are shipping the next version.

Same price; same spec's, just some new features and enhancements. He provided a price matched quote; just with the new model number for our documentation; thinking you may want to update the board recommendation.

I did not fully review it, I took his word that the 'changes' were insignificant to our priority list. They are all just 'better than' the quoted model.

Thank you,
Jeff Smith
Information Systems and Technology Manager
814.464.8658

From: Steve Odana [mailto:SOdana@schwabco.com]
Sent: Wednesday, October 26, 2016 10:36 AM
To: Jeff Smith <jsmith@ects.org>
Subject: Ricoh proposal (updated to 8003)

Jeff, I think this is what you were looking for.

The product brochure is a preliminary version because the official launch was in Vegas yesterday.

Thanks again.

Steve.

2016 High School Copier Purchase Product Comparison

<i>Vendor</i>	<i>Model</i>	<i>Cost</i>	<i>B/W Cost per Copy</i>	<i>Color Cost per Copy</i>
<u>Kubinski</u>				
PA Co-Stars pricing	Konica Minolta Bizhub 808 80 ppm	\$ 11,837.00	0.0067	n/a
Not in purchasing program	Konica Minolta Bizhub C658 65 ppm fax, hole punch, staple, lg capacity (letter only) 1 GB first 10,000 copies free	\$ 16,973.00	0.0067	0.049
PA Co-Stars pricing (2nd Choice machine)	Konica Minolta Bizhub C754e 60 ppm/75 ppm fax, hole punch, staple, lg capacity (letter only) 1 GB first 10,000 copies free	\$ 17,937.00	0.0067	0.049
<u>Xerox/ComDoc</u>				
PEPPM pricing	XC70 high capacity feeder	\$ 25,521.00	0.0084	0.0544
<u>Schwab Co.</u>				
US Communities pricing	Ricoh MPC8003SP - <i>newer model for same pricing as quoted</i> 80 ppm stapler/finisher, hole punch, large capacity feeder, fax	\$ 19,349.00	0.006	0.044
HIGHER UPFRONT BUT LOWER USAGE COSTS PER IMAGE; HIGHER QUALITY MACHINE FOR THIS PRICE SERVICE ISSUES WITH OTHER VENDORS; BETTER QUALITY OF SERVICE FROM THIS VENDOR				

Specs were evaluated by J. Smith, A. Fair, L. Yochim, and T. Birchard

	<u>Retail Price</u>	<u>US Communities</u>
1/EA Ricoh MPC8003SP 80ppm Copier	\$37,775.00	\$15,573.00
Stapling Finisher	\$ 4,270.00	\$ 1,429.00
Punch Unit	\$ 983.00	\$ 332.00
LCIT RT Large Capacity Feeder	\$ 3,100.00	\$ 1,258.00
Fax Option	\$ 1,490.00	\$ 757.00
	\$47,618.00	\$19,349.00

Lease Options

\$0 Down, Fair Market Value (FMV) Purchase Option at the End of the Lease Term
 \$521.07 per Month for 36 Months
 \$422.20 per Month for 48 Months
 \$349.83 per Month for 60 Months

Service & Supplies

Includes all Labor, Parts, and Consumables – Excluding Paper & Staples
 \$.044 per Color Page Plus \$.006 per B&W Page

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.*
- *Pricing includes delivery, setup, and instruction.*

Date: September 28, 2016

Authorized Agent:_____

Steve O'Dana
Graphics Manager

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

Name:_____ **Title:**_____

Purchase Order No:_____ **Date:**_____

This quote has been prepared for Erie County Technical School.

A3 Colour MFP

RICOH
imagine. change.

MP C6503SP
MP C8003SP

✓ Copy ✓ Print ✓ Scan ✓ Fax



MP C6503SP

65
ppm
B/W
Colour

MP C8003SP

80
ppm
B/W
Colour

A powerful way to meet all your business requirements.

We understand the types of workflow challenges your business faces on any given day, especially in this connected world. So we've developed our latest range of high-end A3 Colour MFPs to exceed your expectations. Our professional-quality Colour Smart MFPs are designed for the kinds of print environments that demand seamless, connected workflow. Extremely powerful, these smart machines are easy to use, but they produce the professional results you demand on a daily basis – so there's never any downtime.

- Consistent and high-quality print output
- Smart Operation Panel with intuitive 10.1 inch touch display helps increase productivity and improves workflow
- Includes technology to minimise toner wastage so overall TCO is lower
- Human Detection Sensor detects movement, saving you time waiting for the device to warm-up
- Maximise uptime with LED issue recognition





Functionality meets boosted productivity.

Your business world never stops. And we've created the innovative technology in this range to help you transform the way your organisation operates. In fact, things like solid reliability, stunning print quality and high-speed output are just the start.

The next level of managing workflow.

Major changes can come from a range of minor improvements. And our latest advances could help you consolidate smaller MFPs into one machine, safe in the knowledge you can still get the output you need with all the security features you require. Or they could make your businesses' workflow quicker thanks to innovations that empower you to be more imaginative and creative in how you communicate with staff and customers.

Totally transform your productivity.

Everything you need. At your fingertips.

Our 10.1 inch Smart Operation Panel offers an impressive touch and swipe operation, so every function is intuitive and saves you time. Efficient document sharing and job-specific apps, available from our dedicated Application Site, combine with extended software capabilities including integration with our workflow enhancing technologies. Meaning every employee can efficiently and securely access every feature available.

Help is always at hand.

The Conference Concierge app helps guide any user through the creation or copying of collateral with clear on-screen instructions, all designed to speed-up the process of producing materials for conferences and events. So no matter your output, you can see everything you need to do, leaving you to create copies of key documents and ensure they are the right size, format and orientation.

More features than ever.

To speed up your productivity, our apps now have a new look and an intuitive User Interface, so it's even easier to get the job done. For example, the Quick Print Release offers an overview of the print queue of locked or stored prints available, as well as the status of printer functions and information on paper trays, meaning you can select exactly the document you want to print and save valuable time.



Innovations that save power and money.

Opening up new ways to interact.

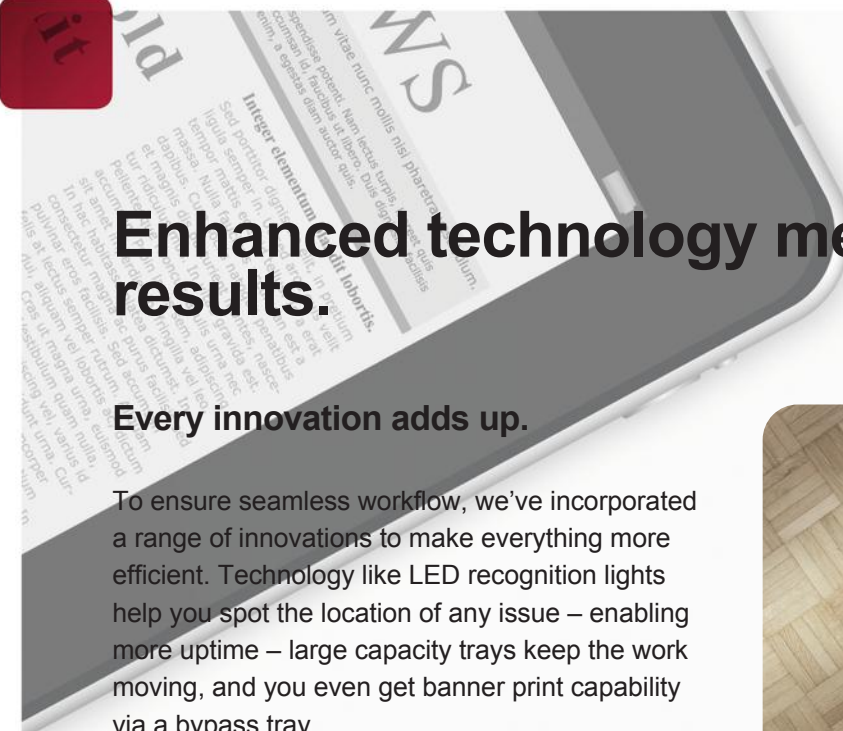
In addition to a wealth of other functions, these devices come with Human Detection Sensor for improved productivity. The MFPs jump into action as you approach, so you spend less time waiting for the machine to warm up. They also consume less power in the ECO friendly sleep mode, which means you not only save time, you can also save money on operating costs.



Less cost. More sustainability.

We know you demand an MFP that offers exceptional durability and value for money. Our technology gives you exactly that, but with the added bonus of eco-friendly features too. So we not only help you save money on toner, but your environmental sustainability is increased thanks to innovations like auto-erasing of shadows and ECO-widget, which gives you more control of your total output.



A close-up of a smartphone screen displaying a newspaper article. The text is in Latin, with visible words like 'Integer elementum', 'titi lobortis', and 'Sed portitor dignissim'. The phone is white with a black bezel.

Enhanced technology means professional results.

Every innovation adds up.

To ensure seamless workflow, we've incorporated a range of innovations to make everything more efficient. Technology like LED recognition lights help you spot the location of any issue – enabling more uptime – large capacity trays keep the work moving, and you even get banner print capability via a bypass tray.



The perfect finish.

Both these devices offer innovative finishers and a multi-folding unit which can prepare documents in a variety of styles, including tri-fold, gatefold and four-fold. A new feature allows prints to include three-edge, full-bleed printing for brochures and booklets. They also offer GBC Stream punch and Plockmatic Booklet maker options too, so it's easy to create collateral that's ready for your internal or external marketplace.



Speed. And style.

With two speeds on offer, 65ppm and 80ppm respectively, each device is perfectly suited for a range of fast-paced environments. And when you combine these speeds with all the reliability and output quality you'd expect from a revolutionary Colour MFP printer, you get devices that are ideal for flexible and high volume-working.

Your innovative workflow solution



1 Intuitive 10.1 inch colour Smart Operation Panel

2 High paper tray capacity of up to 8,100 sheets

3 Multi-folding unit which has a variety of options, including tri-fold gatefold and four-fold

4 Automatic Document Feeder for high speed scanning

5 Banner print capabilities with paper guide tray

6 Human Detection Sensor allows quick warm up on approach

7 2,000 sheet booklet finisher with 65 sheet stapler

MP C6503SP/MP C8003SP

MAIN SPECIFICATIONS

GENERAL

Warm-up time:	38 seconds
First output speed:	Full colour: 7.5/6.3 seconds B/W: 5.5/4.7 seconds
Continuous output speed:	Full colour: 65/80 pages per minute B/W: 65/80 pages per minute
Intel Atom Processor Bay Trail:	1.91 GHz
Memory:	Standard: 4 GB
HDD:	640 GB
Dimensions (W x D x H):	750 x 880 x 1,225 mm
Weight:	250 kg
Power source:	220 - 240 V, 50/60 Hz

COPIER

Copying process:	4-Drum Dry Electrostatic Transfer System with internal transfer belt
Multiple copying:	Up to 9,999 copies
Resolution:	600 dpi
Zoom:	From 25% to 400% in 1% steps

PRINTER

Printer language:	Standard: PCL5e, PCL6, PDF Direct from Adobe® Option: Genuine Adobe® PostScript®3™, XPS, IPDS
Print resolution:	1,200 x 4,800 dpi
Interface:	Standard: SD slot, Wireless LAN (IEEE 802.11b/g/n), Bluetooth, Ethernet 10 base-T/100 base-TX/1000 base-T, USB2.0, NFC Tag, USB Host Option: Ethernet 10 base-T/100 base-TX, Bi-directional IEEE 1284, Wireless LAN (IEEE 802.11a/b/g/n), USB 2.0
Network protocol:	TCP/IP (IP v4, IP v6)
Windows® environments:	Windows® Vista, Windows® 7, Windows® 8, Windows® 8.1, Windows® 10, Windows® Server 2008, Windows® Server 2008R2, Windows® Server 2012, Windows® Server 2012R2
Mac OS environments:	Macintosh OS X v10.7 or later
UNIX environments:	UNIX Sun® Solaris, HP-UX, SCO OpenServer, RedHat® Linux, IBM® AIX
SAP® R/3® environments:	SAP® R/3®
Other supported environments:	AS/400® using OS/400 Host Print Transform, IBM iSeries

SCANNER

Scanning speed:	Max. 120 (simplex)/220 (duplex) originals per minute
Resolution:	Maximum: 600 dpi
Original size:	A3, A4, A5, B4, B5, B6
Bundled drivers:	Network TWAIN
Scan to:	E-mail, Folder, USB, SD card, SMB, FTP, mobile device (with a free App)

FAX

Circuit:	PSTN, PBX
Compatibility:	ITU-T (CCITT) G3
Resolution:	Standard: 8 x 3.85 line/mm, 200 x 100 dpi Detail: 8 x 7.7 line/mm, 200 x 200 dpi Super fine: 8 x 15.4 line/mm, 400 x 400 dpi, 16 x 15.4 line/mm, 400 x 400 dpi
Compression method:	MH, MR, MMR, JBIG
Transmission speed:	G3: 2 second(s) (200 x 100 dpi, JBIG), 3 second(s) (200 x 100 dpi, MMR)
Modem speed:	Maximum: 33.6 Kbps
Memory capacity:	Standard: 4 MB Maximum: 8 MB

PAPER HANDLING

Recommended paper size:	SRA3, A3, A4, A5, A6, B4, B5, B6
Paper input capacity:	Standard: 3,500 sheets (with optional finisher) Maximum: 8,100 sheets
Paper output capacity:	Standard: 500 sheets Maximum: 3,500 sheets
Paper weight:	Paper tray(s): 52.3 - 256 g/m² A4 LCT: 52.3 - 300 g/m² Bypass tray: 52.3 - 300 g/m² Duplex: 52.3 - 256 g/m² A3/DLT LCT: 52.3 - 300 g/m²

ECOLOGY

Power consumption:	Maximum: 2,400 W Ready mode: 198/199 W Low power mode: 181/182 W Sleep mode: Less than 0.89 W TEC (Typical Electricity Consumption): 4.8/6.2 kWh
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OPTIONS

2,000-sheet large capacity tray, A4/LT large capacity tray, 2,200 sheet SRA3 LCT, 3,000-sheet finisher with 65-sheet stapler, 3,000-sheet finisher with 100-sheet stapler, 2,000-sheet booklet finisher, Punch kits, 9-bin mailbox, Cover interposer, Tab Sheet Holder, Copy tray, Jogger unit, Plockmatic booklet maker™, GBC Streampunch™ Ultra, Bi-directional IEEE 1284, Wireless LAN (IEEE 802.11a/b/g/n), PostScript3, IPDS unit, Counter interface, File format converter, Card reader bracket, Fax Connection Unit, Fax memory, Fax option, Multi folding unit, Unicode Font Package for SAP, OCR Unit, Cooling Fan Unit, Enhanced security HDD, External keyboard bracket, NFC Card Reader, Banner paper tray guide, G3 Interface unit, Extended USB board, Card Reader Cover

CONSUMABLES

Toner capacity:	Black: 47,000 prints Cyan: 26,000 prints Magenta: 26,000 prints Yellow: 26,000 prints
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For availability of models, options and software, please consult your local supplier.



RICOH @Remote



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