



CENTRAL NINE CAREER CENTER

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INTEGRITY * MOTIVATION * PROFESSIONALISM * ADAPTABILITY * COMMUNICATION * TEAMWORK

MEMO

TO: Mrs. Nicole Otte, Director

FROM: Amanda Wilkerson, Technology Coordinator

DATE: June 2018

SUBJECT: Copier Update

The current copiers are at the end of their lease and usable life. The attached quote is for replacement equipment. A summary of the details are below.

- Monthly Rate: \$2310.00
 - Includes maintenance, service calls, toner, parts.
 - Also includes print management software, PaperCut.
- The lease is 60 months
- For bw machines, 50,000 impressions included then .0059 each
- For color machines, 15,000 impressions included then .039 each
- Current average usage is 48,000 bw & 13,000 color
- Our current monthly costs with overages average approx \$2500 and does not include print management

Sincerely,

Amanda Wilkerson

THE SBS SOLUTION

After learning about your organization's current situation, technology objectives and decision criteria, we are presenting a customized solution to meet your objectives using the right mix of technology and support.

Solutions Overview:

60 Month Municipal Lease:

- Right Sized Equipment and Functionality
 - (2) 65 PPM MFP's in break room Increase Speeds
 - Mix of 40 & 35 PPM workgroup devices based on volume
 - Total of 7 machines on this contract (8th priced separately)
- Color in Central Office and Communications
- Improved technology and features on MFP's
- Fiery based production color in Communications w inserter and saddle stitch finisher that staples 100/20 sheets and hole punch
 - Includes Fiery Productivity Pack for increased learning
 - Optional Edge to edge booklet printing capability and 5 PPM increased speed available for \$120 per month.
- Sonya Bolon, Sharp Trainer conduct 2 days of training during install. She is available for training during the year for new employees or new applications
- Jim Wesseler your dedicated service technician
- 1,3,5 Service Guarantee
- Install during Summer Break

New Lease & Service Agreement:

\$2,310 /mo

Includes Full Service Maintenance Agreement:

B/W Includes 50,000 impressions/ Mo. Overages billed annually @ \$.0059

Color Includes 15,000 impressions/ Mo, Overages billed annually @ \$.039

- * Can ADD Printers at .012 per impression Billed annually if desired
- Includes parts, service and toner (everything except paper and staples)
- Rates guaranteed for the 60 month term

Sharp MPF's

- (2) Sharp 65 PPM B/W Break Room
- (1) Sharp 65 PPM Low Production Color
- (1) Sharp 40 PPM Color High School Officer
- (3) Sharp 35 PPM B/W Central, Special Ed & CERT
- (1) Sharp 40 PPM B/E Adult Learning – Add \$110 per mo.
- Match current configurations

Volume Base
+ ~300 /mo + .04 impress

PaperCut Solution

- 5 years, 500 users (min for education), 7 (not communications) sharp devices with card readers and professional services for install, configure & training Included in above pricing

WORK WITHOUT LIMITS
DOCUMENT SYSTEMS

