

**AOS 91**  
**Nancy Thurlow**  
**1087 Eagle Lake Road**  
**Mount Desert, ME 04660**  
**Five-Year Basis beginning with the 2019/2020 Fiscal Year**

**Copies-per-Year: 3,927,053**

**Present vs. Proposed Recommendations as of 8/2/2019**

**PRESENT SITUATION**

- 1) Guarantees on Photocopiers...**Two Years**
- 2) Annual Price Ceilings Left... **Two Years**
- 3) High Volume Console Units with 3 Million plus.....**20**
- 4) Units to be Traded...**114**
- 5) Photocopiers...**30**
- 6) Color Photocopiers...**14**
- 7) MFP's... **11**
- 8) Printers....**77**
- Total number of Units...**119**
- 9) Duplex's...**99**
- 10) Finisher's...**29**

**PROPOSED SITUATION**

- 1) Guarantees for both New, Recons & Used Photo's...**Five+ Years**
- 2) 5% or CPI Annual Ceilings, whichever is less...**Five+ Years**
- 3) High Volume Console Units with 3 Million plus...**19**
- 4) Replaced... **83 New**
- 5) Photocopiers...**28 with Secure Print/Confidential Mailbox**
- 6) Color Photocopiers...**15**
- 7) MFP's... **9 with 6 Color**
- 8) Printers...**48 with 10 Color & 6 MICR**
- Total number of Units...**84 closing out 35 to right size equip.**
- 9) Duplex's... **84**
- 10) Finisher's... **29**

**Overall Description of Equipment Fleet:**

Presently, you have **Five different Manufacturers & Twenty-Nine different Models of Low end Network Printers that are costing you \$0.035 per black print & \$0.25 for Color with some units not under a CPC agreement. The new arrangement will shift to one manufacturer with one Vendor servicing everything.** This will greatly reduce cost and improve reliability. In addition, we will implement google cloud print on all devices that will continue to cut back on your overall printing.

**Print Management: STARDoc & Papercut NG Included. Please add to lease amount \$10,336.40 for Papercut MF. Adding MF includes the Card Readers and Cards.**

**Capital:**

Presently, you have **one** municipal lease that will be paid off on August 2<sup>nd</sup> 2019. With the new arrangement, you will again have **one** 'municipal' master lease at 3.95% interest. Your first of five annual lease payments will be due on **August 1<sup>st</sup> 2020.**

**Service & Supplies:**

Considering all of your consumable cost centers including service you are averaging **\$0.007093 for black and \$0.064740 for Color.** The new contract will come in at a CPC of **\$0.05190 for Black and \$0.051986 for Color.**

**Vendor Packages:**

SPC will bring you multiple different vendor combinations, matching up the best technology available to meet your needs. We would like to highlight the most qualified bids combination for your School District.

	<u>Cost Center</u>	<u>Present</u>	<u>Symquest w/ Konica Minolta</u>	<u>Symquest w/ Konica Minolta</u>
1.	Service & Supplies Color Photo only	\$47,733.90	\$38,330.51	\$38,330.51
2.	Service & Supplies Black Photo only	\$22,624.45	\$16,554.45>Includes MICR Toner	\$16,554.45>Includes MICR
3.	Annual Muni Lease	\$66,489.05 > 66 New	\$71,600.96> 83 New (Papercut-NG)	\$80,928.59 (PC – MF#)
4.	Forced Upgrades (#35 Owned Printers )	<u>\$19,350.00</u>	<u>\$00.00</u>	<u>\$00.00</u>
	Totals	\$156,197.40	\$126,485.92	\$135,813.55

\* Note that with the last upgrade only **66 New units were purchased while 83 New units** are part of the lease.

**# This Papercut MF Package includes Papercut installed on 27 copiers, RFID Card Readers and Cards.**

**The successful bidders** will have a blanket servicing contract that includes all consumables excluding only staples and paper for all of the equipment that is under their factory authorized ability to service. They will provide one easy 'Cost per Copy' billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th 2020.** A contract extension has been negotiated for four more years, which will have an annual price ceiling of five percent or CPI, whichever is less. You however, only commit funds for one-year at a time to the servicing vendor. And even this scenario allows you to upgrade, lowering the service costs, if it is to your advantage to go out to bid at any time. SPC will set up both the service- supply contracts and the warranty cards with the successful bidding vendors.

Security package: Hard Drive Wipes are included in these prices.