

NHSAU 03 – Berlin Public Schools
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Five-Year Basis beginning with the 2020/2021 Fiscal Year

Copies-per-Year: 3,056,722

Present vs. Proposed Recommendations as of 7/1/2020

PRESENT SITUATION

- 1) Guarantees on Photocopiers: **6-30-2020**
- 2) Annual Price Ceilings Left: **6-30-2020**
- 3) Console Copiers with 3 million plus: 6
- 4) Units to be Traded: 118
- 5) Photocopiers: 19
- 6) Color Photocopiers: 9
- 7) MFPs: 64
- 8) Printers: 35
- 9) Duplexers: 114
- 10) Finishers: 18
- Total number of Units: 118

PROPOSED SITUATION

- 1) Guarantees for both New, Recons & Used Machines: **Five + Years**
- 2) 5% or CPI Annual Ceilings, whichever is less: **Five + Years**
- 3) Console Copiers with 3 Million plus: **15**
- 4) Replaced: **117 New**
- 5) Photocopiers: **18 with Secure Print/Confidential Mailbox**
- 6) Color Photocopiers: **9**
- 7) MFPs: **97 with 0 Color**
- 8) Printers: **6 with 3 Color & 0 MICR**
- 9) Duplexers: **121**
- 10) Finishers: **18**
- Total number of Units: **121**

Overall Description of Equipment Fleet:

Presently, you have **three different manufacturers & fourteen different models** of low-end network printers. The **new arrangement** you will far fewer models and one manufacturer **with one vendor** servicing everything. This will greatly reduce cost and improve reliability.

Capital:

Presently, you have **one** municipal lease that was paid off. With the new arrangement, you will again have **one** municipal master lease at 3.34% interest. Your first of five annual lease payments will be due on **August 1st, 2020**.

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging **\$0.005295 for black and \$0.062881 for Color**. The new contract will come in at a CPC of **\$0.005290 for Black and \$0.042266 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>Canon VT</u>
1. Service & Supplies Color Photo only:	\$24,306.72	\$16,338.06
2. Service & Supplies Black Photo only:	\$13,977.99	\$13,964.86
3. Annual Muni Lease:	\$00.00	\$47,230.21
4. Forced Upgrades (112 Owned Devices):	\$59,575.00	\$00.00
Totals:	\$97,859.71	\$77,533.13

* Note that with the last upgrade only **108 New units (\$47,900.60 for 6 payments + \$4,984.17 at 5 Payments)** were purchased while **121 New units** are part of the new 5 year lease.

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 CPC billing plan done twice a year in July & January with a reconciliation invoice in June. Your service contract will be fixed through **June 30th, 2021**. 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.