

Kennebunkport Town
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Five-Year Basis beginning with the 2019/2020 Fiscal Year

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Present vs. Proposed Recommendations as of 7/1/2019

PRESENT SITUATION

- 1) Guarantees on Photocopiers...**Zero Years**
- 2) Annual Price Ceilings Left... **Zero Years**
- 3) High Volume Console Units with 3 Million plus.....**3**
- 4) Units to be Traded...**8**
- 5) Photocopiers...**4**
- 6) Color Photocopiers...**2**
- 7) MFP's...**4**
- Total number of Units...**8**
- 9) Duplex's...**7**
- 10) Finisher's...**4**

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...**3**
- 4) Replaced... **8 New**
- 5) Photocopiers...**3 with Secure Print/Confidential Mailbox**
- 6) Color Photocopiers...**2**
- 7) MFP's... **5**
- Total number of Units...**8**
- 9) Duplex's...**8**
- 10) Finisher's... **3**

Overall Description of Equipment Fleet:

Presently, you have One Manufacturer & Four 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.

Capital:

Presently, you have one municipal lease that is already paid off. 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 1st 2019.

Service & Supplies:

Considering all of your consumable cost centers including service you are averaging \$0.004714 for black and \$0.069248 for Color. The new contract will come in at a CPC of \$0.006972 for Black and \$0.058913 for Color with KMBS (Konica Minolta).

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 Town.

	<u>Cost Center</u>	<u>Present</u>	<u>KMBS (Konica Minolta)</u>
1.	Service & Supplies Color	\$2,944.35	\$1,433.72
2.	Service & Supplies Black	\$933.92	\$698.31
3.	Annual Muni Lease	\$0.00 > Paid Off	\$6,150.00
4.	Potential Upgrades (#7 Owned Devices)	<u>\$10,600.00</u>	<u>\$0.00</u>
	Totals	\$14,478.28	\$8,282.03

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.