

North Country Council
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161 Main Street
Littleton, NH 03561
Five-Year Basis beginning with the 2019/2020 Fiscal Year

Copies-per-Year: 118,260

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

PRESENT SITUATION

- 1) Guarantees on Photocopiers...**6 Months**
- 2) Annual Price Ceilings Left... **6 Months**
- 3) High Volume Console Units with 3 Million plus.....**1**
- 4) Units to be Traded...**1**
- 5) Photocopiers...**1**
- 6) Color Photocopiers...**1**
- 7) MFP's...**1**
- 8) Printers....**0**
- Total number of Units...**1**
- 9) Duplex's...**1**
- 10) Finisher's...**1** with saddle Stitch

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...**1**
- 4) Replaced... **1 New**
- 5) Photocopiers...**1 with Secure Print/Confidential Mailbox**
- 6) Color Photocopiers...**1**
- 7) MFP's... **0**
- 8) Printers...**0**
- Total number of Units...**1**
- 9) Duplex's...**1**
- 10) Finisher's... **1 with Saddle Stitch**

Overall Description of Equipment Fleet:

Presently, you have a Commercial lease that is going to end in December, 2019. We have added in funds to ship back the copier to wherever Leaf (leasing company) requests. However, if there are any late payment fees that are assessed on either the service and supply contracts with OSV or with the Leaf Lease prior to December 1st 2019, then NCC is responsible.

Capital:

Presently, you have **one** commercial lease with Leaf. With the new arrangement, you will have **one** lease at 8.00% interest. Your first of five annual lease payments will be due on **January 1st 2020.**

Service & Supplies:

Considering all your consumable cost centers including service you are averaging **\$0.0112 for black and \$0.10 for Color.** The new contract will come in at a CPC of **\$0.0032 for Black and \$0.038850 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 you.

<u>Cost Center</u>	<u>Present</u>	<u>KMBS</u>
1. Service & Supplies Color	\$3,462.48	\$2,241.96
2. Service & Supplies Black	\$484.42	\$193.77
3. Annual Muni Lease	\$2,706.77	\$1,920.60
Totals	\$6,653.67	\$4,356.32
Annual Cost Savings		\$2,297.34
Five Year Cost Savings		\$11,486.72

The successful bidders will have a blanket servicing contract that includes all consumables excluding only staples and paper for all 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 Wipe and Shipping back to Leaf is included.