



**COST ANALYSIS  
PREPARED FOR  
City of Clearlake  
January 12, 2026**

**Existing Situation**

(2) HP HEW-E877z (48 Month Lease)	\$2,079.37 /mo.
HP E47528f	
15,000 Black pages per month	Included
9,544 average Black pages per month	Included
7,500 Color pages per month	
3,217 Color overages per month <b><i>@ .055</i></b>	\$176.94 /mo.
<b>Existing Monthly Cost:</b>	<b>\$2,256.31</b>

**Proposed Solution**

(2) Konica Minolta C451i (60 Month Lease)	\$1,855.00 /mo.
HP E47528f	
11,000 Black pages per month	Included
11,500 Color pages per month	Included
<b>New Monthly Cost:</b>	<b>\$1,855.00</b>

**Monthly Savings:**  
**\$401.31**

**Additional Benefits:**  
New Machine

Locally Owned and Operated Service Provider

Faster Copy, Print and Scan Speeds

More Robust Document Feeder for Scanning and Copying

Improved Color Quality

Accurate Allowances and Lower Overage Rates

Consistent Budgeting and Easier Invoice Processing



## INVESTMENT PROFILE

### PREPARED FOR

City of Clearlake

January 12, 2026

#### (2) Konica Minolta C451i

45 Pages per Minute BW & Color Printing & Copying

140 Pages per Minute BW & Color Scanning (Simplex)

280 Pages per Minute BW & Color Scanning (Duplex)

Scan-to: Email, Folder, USB

10.1" Internet-Ready Operation Panel

Mobile Printing from Smart Phones and Tablets

Adobe Postscript

2,500-Sheet Large Capacity Tray: up to 8.5 x 11"

(2) 550-Sheet Paper Drawers: up to 12x18"

220-Sheet Single Pass Document Feeder

100-Sheet Bypass Tray

#### HP E47528

29 PPM B&W & Color Printing and Copying

31/49 PPM B&W & Color Scanning

Scan-to: Email, Folder, USB

4.3" Internet-Ready Operation Panel

50-Sheet Multipurpose Input Tray

250-Sheet Input Tray

150-Sheet Output Bin

Automatic Two-Sided Printing

#### Lease Options\*

48 Months: \$2,089.00 | 60 Months: \$1,855.00

\*Zero payments down required to initiate lease, **customer owns equipment at the end of the term**.

\*Upon acceptance of delivery of the new machine, Caltronics will assume all responsibility for the remaining payments and return of the existing (2) HP E877z and HP E47528F.

\*Lease payment includes Service and Supply Agreement.

#### Service and Supply Agreement

\*Agreement includes 11,000 Black and 11,500 Color pages per month and all parts, labor and toner as well as unlimited service calls and training.

\*Black overages will be billed monthly in arrears at .0083 per page.

\*Color overages will be billed monthly in arrears at .052 per page.

*Tax Not Included In Above Figures*

*Installation & Networking: \$395.00 - **WAIVED (Caltronics New Year Promotion)***

*Proposed Terms Valid Until: 1/30/2026*