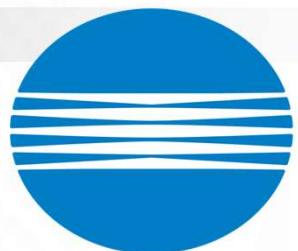


Solutions Proposal



KONICA MINOLTA



Giving Shape to Ideas

Matt Kramer – SLED Account Executive
Phone: 630-271-6930
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mkramer@kmbs.konicaminolta.us

Executive Summary

**The City of Crest Hill will experience the following benefits with
Konica Minolta Refresh**

- **Intuitive operability** - Operate the bizhub like a smartphone or tablet with fully customized user interface
- Comprehensive Service/Supplies Program will include Parts, Labor, Toner, ALL preventative maintenance and **Firmware Updates**
- Delivery, Installation, and Network Integration included
- **Security Secure** - Network integration, data encryption, SSD overwrite, and advanced user authentication



KONICA MINOLTA

Giving Shape to Ideas

Bizhub C551i Copier/Printer/Scanner

- 55 Pages-Per-Minute In B&W & Color
- Single-Pass Dual-Scan Document Feeder
- Multi drawer configuration system by unit
 - (4) 500 Sheet Trays
- 50 Page Stapling, Hole Punch & Booklet Maker
- Paper Size: 3.5 x 5.5 Up To 12 x 18
- Banner Printing Standard
- Networking Printing & Scanning
- Scan to Email, SMB, FTP, USB and User Box
- Bizhub Secure-encryption of Hard Disk Drive



Image is not exact representation of Description

Konica Minolta Bizhub MFP Device

Police

Bizhub C551i Copier/Printer/Scanner

- 55 Pages-Per-Minute In B&W & Color
- Single-Pass Dual-Scan Document Feeder
- Multi drawer configuration system by unit
 - (4) 500 Sheet Trays
- 50 Page Stapling & Hole Punch
- Paper Size: 3.5 x 5.5 Up To 12 x 18
- Banner Printing Standard
- Networking Printing & Scanning
- Scan to Email, SMB, FTP, USB and User Box
- Bizhub Secure-encryption of Hard Disk Drive



Image is not exact representation of Description

Konica Minolta Bizhub MFP Device

Bizhub C251i Copier/Printer/Scanner

- 25 Pages-Per-Minute In B&W & Color
- Single-Pass Dual-Scan Document Feeder
- Multi drawer configuration system by unit
 - (4) 500 Sheet Trays
- 50 Page Inner Finisher
- Paper Size: 3.5 x 5.5 Up To 12 x 18
- Banner Printing Standard
- Networking Printing & Scanning
- Scan to Email, SMB, FTP, USB and User Box
- Bizhub Secure-encryption of Hard Disk Drive



Image is not exact representation of Description



KONICA MINOLTA

Giving Shape to Ideas

Current Spend

- 2 Konica Minolta Devices
- ***\$436 Lease + \$298.48 Service (6 Month AVG) = \$734.58 Per Month***
- ***Aging Equipment***
- ***Unpredictable Spend***



KONICA MINOLTA

Giving Shape to Ideas

Proposal; 2 Konica Minoltas

60 Month Term; FMV



Matthew Kramer

Senior Account Executive

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Proposed Solution		Serial No.	60 Month Lease Payment	B/W Service	Color Service
Location	Equipment			ONE RATE UNLIMITED PRINTING PROGRAM	
Administration	Bizhub C551i	N/A	\$397.49 Per Month		\$130 Per Device; Per Month
Police	Bizhub C551i				

- Comprehensive Service/Supplies Program will include Parts, Labor, Toner, ALL preventative maintenance, **Firmware Updates & Staples**
- **Includes Remaining Lease Obligations & Return of Old Equipment**
- **Rates locked for 60 Month Term**
- **Pricing Valid Thru 11/20; Konica Minolta reserves the right to adjust prices to reflect the impact of any tariffs, duties, or similar governmental charges imposed after the date of this proposal. Konica Minolta will provide advance notice of any such adjustments.**



KONICA MINOLTA

Giving Shape to Ideas

Proposal; 2 Konica Minoltas

PURCHASE



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Proposed Solution		Serial No.	Purchase Price	B/W Service	Color Service
Location	Equipment			ONE RATE UNLIMITED PRINTING PROGRAM	
Administration	Bizhub C551i	N/A	\$16,843.00		\$130 Per Device; Per Month
Police	Bizhub C551i				

- Comprehensive Service/Supplies Program will include Parts, Labor, Toner, ALL preventative maintenance, **Firmware Updates & Staples**
- **Includes Remaining Lease Obligations & Return of Old Equipment**
- **Rates locked for 60 Month Term**
- **Pricing Valid Thru 11/20; Konica Minolta reserves the right to adjust prices to reflect the impact of any tariffs, duties, or similar governmental charges imposed after the date of this proposal. Konica Minolta will provide advance notice of any such adjustments.**



KONICA MINOLTA

Giving Shape to Ideas

Proposal; Replacing Canon

60 Month Term; FMV



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Proposed Solution				B/W Service	Color Service
Location	Equipment	Serial No.	60 Month Lease Payment	ONE RATE UNLIMITED PRINTING PROGRAM	
Clerk	Bizhub C251i	N/A	\$109.36 Per Month	\$65 Per Month	

- Comprehensive Service/Supplies Program will include Parts, Labor, Toner, ALL preventative maintenance, **Firmware Updates & Staples**
- **Rates locked for 60 Month Term**
- **Pricing Valid Thru 11/20; Konica Minolta reserves the right to adjust prices to reflect the impact of any tariffs, duties, or similar governmental charges imposed after the date of this proposal. Konica Minolta will provide advance notice of any such adjustments.**



KONICA MINOLTA

Giving Shape to Ideas

Proposal; Replacing Canon

PURCHASE



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Proposed Solution				B/W Service	Color Service
Location	Equipment	Serial No.	60 Month Lease Payment	ONE RATE UNLIMITED PRINTING PROGRAM	
Clerk	Bizhub C251i	N/A	\$4,634.87	\$65 Per Month	

- Comprehensive Service/Supplies Program will include Parts, Labor, Toner, ALL preventative maintenance, **Firmware Updates & Staples**
- **Rates locked for 60 Month Term**
- **Pricing Valid Thru 11/20; Konica Minolta reserves the right to adjust prices to reflect the impact of any tariffs, duties, or similar governmental charges imposed after the date of this proposal. Konica Minolta will provide advance notice of any such adjustments.**



KONICA MINOLTA

Giving Shape to Ideas

Proposal; 3 Bundled

60 Month Term; FMV



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Proposed Solution		Serial No.	60 Month Lease Payment	B/W Service	Color Service
Location	Equipment			ONE RATE UNLIMITED PRINTING PROGRAM	
Administration	Bizhub C551i	N/A	\$470.82 Per Month	\$130 Per Device; Per Month	
Police	Bizhub C551i			\$65 Per Month	
Clerk	Bizhub C251i				

- Comprehensive Service/Supplies Program will include Parts, Labor, Toner, ALL preventative maintenance, **Firmware Updates & Staples**
- **Rates locked for 60 Month Term**
- **Pricing Valid Thru 11/20; Konica Minolta reserves the right to adjust prices to reflect the impact of any tariffs, duties, or similar governmental charges imposed after the date of this proposal. Konica Minolta will provide advance notice of any such adjustments.**



KONICA MINOLTA

Giving Shape to Ideas

Proposal; 3 Bundled

PURCHASE



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Proposed Solution		Serial No.	Purchase Price	B/W Service	Color Service
Location	Equipment			ONE RATE UNLIMITED PRINTING PROGRAM	
Administration	Bizhub C551i	N/A	\$19,950.47	\$130 Per Device; Per Month	
Police	Bizhub C551i			\$65 Per Month	
Clerk	Bizhub C251i				

- Comprehensive Service/Supplies Program will include Parts, Labor, Toner, ALL preventative maintenance, **Firmware Updates & Staples**
- **Rates locked for 60 Month Term**
- **Pricing Valid Thru 11/20; Konica Minolta reserves the right to adjust prices to reflect the impact of any tariffs, duties, or similar governmental charges imposed after the date of this proposal. Konica Minolta will provide advance notice of any such adjustments.**



KONICA MINOLTA

Giving Shape to Ideas

eFax Solution

- **4 Lines; 5000 Faxes Per Year - \$82.55 Per Month**
 - **Purchase: \$3,498**
- **1 Line; 1000 Faxes Per Year - \$28.96 Per Month**
 - **Purchase: \$1,227**
- **5 Lines; 5000 Faxes Per Year - \$90.50 Per Month**
 - **Purchase: \$3,835**
- **3 Lines; 5000 Faxes Per Year - \$78.38 Per Month**
 - **Purchase: \$3,321**



KONICA MINOLTA

Giving Shape to Ideas

eFax Solution

- ***All Include 5 Years of Support; In addition to Monthly Lease Payment***
- ***Faxing from MFP, email & Portal***
- ***Porting of Number will be done by our group, and will no longer require POTS line.***



KONICA MINOLTA

Giving Shape to Ideas

KM & All Covered Offerings

Digital Transformation Solutions



All Covered

TECHNOLOGY & MEDIA

MMS/TEM

- Expense optimization & device management as a fully optimized service
- Managed MAC services
- Managed device deployment services

Workflow & Automation Services



- BPO-Digitize Paper/Capture
- Intelligent AP/AR/HR Automation
- Incident Management
- RPA & Process Mapping

HYBRID/REMOTE WORK



- Intelligent lockers
- Hybrid Workspace Automation
- Virtual Reception
- Secure access solutions
- Chain of custody solution

Managed Print Services



- ONE RATE BILLING
- Technology as a service
- SaaS Print Solutions

Marketing Print Services



- Flexible packaging
- Embellishment & labels
- Digital print on demand

Intelligent Video Security Services



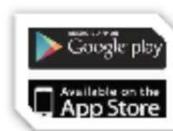
- Facility Security
- Hazard Event Detection
- Visual defect detection
- Hot spot detection
- Hard hat detection
- Slip and fall detection

IT Procurement Services



- Endpoint Solutions
- Software Licensing Renewals
- Telephony, Accessories & Displays
- Infrastructure

Mobile App Development



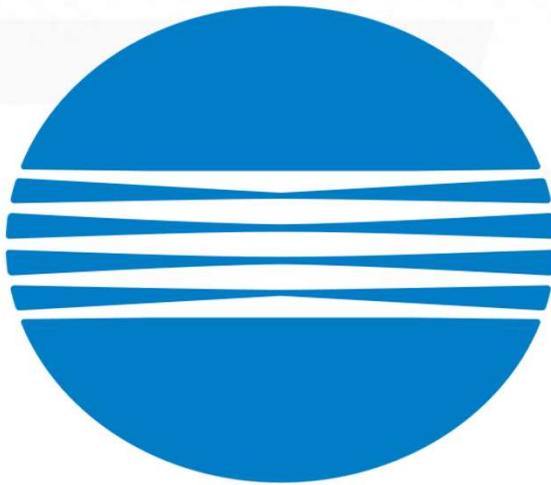
- ✓ Full Function Mobile App
- ✓ Secure Interaction/API's
- ✓ 1-Click Calls, Maps, QR Codes, Image Capture
- ✓ Tie-ins to other client systems
- ✓ E-Commerce

Managed IT Services



- IT Help Desk
- Cloud migration
- Disaster Recovery as a service
- Application development
- Cloud hosted voice
- SIEM, VM, MSAT
- Ethical hacking & red teaming





KONICA MINOLTA

Thank you for our partnership!



KONICA MINOLTA

Giving Shape to Ideas