



401 Main Street, Suite 204

Walsenburg, Co 81089

February 27,2025

Dear Commissioners and Administrator,

Huerfano County has used postage machines provided by Pitney Bowes in the past and we currently have 1 active lease until April 2026.

We have been researching other companies that provide machines and lease agreements.

Upon research and recommendations, Huerfano County would like to accept the proposal provided by Business Machines, Inc.

Huerfano County would like, two of the IX-3 postage machines for a lease term of 36 months for a rate of \$80.67 each. This is shown on the proposal as a monthly billed amount but is billed quarterly. The price includes the equipment, meter rental, maintenance and delivery/ training. Delivery is usually 2 weeks after the order has been placed.

Let me know if you have any further questions.

Thank you,

Erica
County Clerk

Handwritten signature of Erica, County Clerk.

Anthony
IT

Handwritten signature of Anthony, IT.



BUSINESS CASE

Customer Communication Solution

Prepared for: Huerfano County

Proposal date: 02/07/2025

Valid until: 02/27/2025

Submitted by: David Friedman

(719) 528-7070

davidf@bmi-net.com

Business Machines, Inc.

Ms. Erica Vigil



quadi^{ent}

Because connections matter.

quadi⁷ent

02/07/2025

Ms. Erica Vigil
Huerfano County
401 Main St.
Walsenburg, CO 81089

Dear Erica,

Thanks you for contacting Business Machines, Inc. for your mailroom needs. We have over 500 customers in southern Colorado including one (Spanish Peaks Reginal Health Center) down the road from you. You currently have 2 Pitney Bowes Mail Systems, one an automatic feeding and the other a hand feeding. You are looking to replace both but downsizing the auto feeding one to a hand fed model.

Quadi⁷ent had a hand fed model called the iX-3. It will seal each envelope when it is fed through the machine. It can feed almost 50 letters per minute and is ideal for monthly volumes of under 500 envelopes. As a government entity you are eligible for pricing under the NASPO Contract. You have requested 3, 4 and 5 year lease pricing which includes Meter Rental and Maintenance.

We perform semi-annual Preventive Maintenance visits each year. We clean the machine and check for wear-n-tear to assure maximum uptime. Our office stocks all the supplies (ink and meter tape) which can be ordered with a quick phone call. My office has a full-time receptionist to answer all calls to respond to all your needs.

We're ready to get started as soon as you are. Upon receipt of your approval, we will coordinate implementation on your preferred timetable. We look forward to partnering with your company.

Sincerely,
David Friedman

(719) 528-7070
Business Machines, Inc.



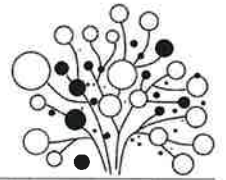


Key Specifications

Processing speed: Up to 45 lpm	Postage labels: Self-adhesive, feed-to-print 2-sided sheet
Weighing platform: 5 lb. standard, 10, 30 or 70 lb. optional	Security: 4-digit operator PIN codes
Envelope thickness: Up to 3/8"	Job presets (imprint memories): Up to 9
Accounts/departments: 50 standard, up to 300 optional	Envelope printing: Graphics (10), Text messages (10)
Online expense reporting (Neostats Basic): Standard	Ink supply: Quick-change cartridge, up to 5,400 imprints
Connectivity: LAN standard, Wireless LAN optional	Neoship online shipping software: Available



Financial Considerations



Product Summary

iX-3 Mail System with a 5-pound Weigh Platform

Cost Summary

Valid Until: 02/27/2025

01	60-Month Term Monthly Amount	\$70.76
02	48-Month Term Monthly Amount	\$ 74.37
03	36-Month Term Monthly Amount	\$ 80.47

Notes

The above pricing is based on the current NASPO Contract. Although shown as a monthly amount, billing will occur quarterly. The price includes the equipment, meter rental, maintenance and delivery/training. Delivery is usually 2 weeks after the order is placed.



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mail.quadient.com

quadient



Quadi^{ent} Leasing, the financial services arm of Quadi^{ent}, Inc., is a multi-million-dollar leasing company that provides single-source, customized and customer-friendly leasing programs.

Because leasing leverages technology while providing simplified financing and cash flow forecasting, most customers choose to lease their Quadi^{ent} product solutions. Other unique benefits of leasing with Quadi^{ent} Leasing include:

No Need to Compromise. Leasing offers you the technology and associated productivity you require while meeting cash flow needs. Lease term lengths typically correspond to the useful life of hardware, so you're paying for the equipment as you use it rather than all at once.

Conserve Working Capital and Credit. By leasing with Quadi^{ent} Leasing, your organization can retain available lines of credit at other lending institutions and preserve valuable working capital to grow and manage your business.

Leasing Is 100% Financing. Unlike a bank loan, there is no down payment required to lease with Quadi^{ent} Leasing. Soft costs such as meter rental, maintenance agreements and software subscriptions can also be included in your lease payment and fixed for the entire term.

Overcome Budget Limitations. In situations where active budgets would ordinarily delay or prevent new equipment acquisitions, Quadi^{ent} Leasing can customize your lease agreement to accommodate both current and future budgetary requirements.

Flexibility. As a Quadi^{ent} customer, we provide your organization with maximum flexibility to upgrade or add equipment at any time in order to satisfy changes in your business requirements.

Keep Pace with Technology. Technology advances so rapidly that equipment can become obsolete within a few years. Leasing allows you to regularly upgrade systems to a state-of-the-art level, eliminating the inefficiencies associated with owning outdated equipment.



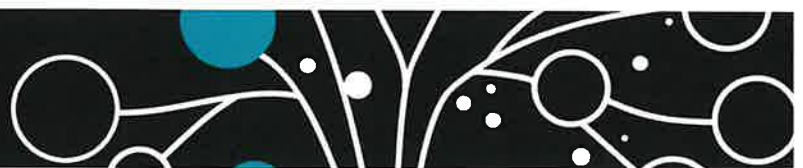


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- Order supplies
- Request support
- View real-time postage balances
- View and export postage spending activity
- View, print and pay all of your Quadiant invoices
- View product operating guides and videos
- Track Certified Mail™*
- View and export postage spending by department and postal class*
- Upload custom images that can be printed onto mail pieces by your postage meter

*Optional services

For more information about Quadiant solutions, visit mail.quadiant.com



At Quadi^{ent}, we have a keen understanding of what our customers want. It's how we've achieved the highest customer satisfaction index in the industry. Through our client-focused engagement process, customers are carefully matched with the right solutions for their business that are intuitive, dependable, and supported by people who care. End-to-end, we consistently deliver the kind of experiences that customers would expect from a company who's easy to do business with.

Technical Support & Service

Professional & knowledgeable staff who resolve problems quickly



Products

Reliable & user-friendly solutions



Billing

Accurate & easy-to-understand invoices



Implementation

Timely delivery & effective training



Customer Service

Accessible, responsive & helpful employees



Sales Process

Consultative & focused on your exact needs



Customer Portal

Simple & informative online account management



Percentage of surveyed customers who chose good or excellent (updated quarterly)

96.7

Customer Service

98.5

Service Technicians

94.9

Project Implementation

97.3

Overall Satisfaction





Our policies and practices aim to protect, conserve, and sustain natural resources in harmony with our people, our customers and the communities where we operate.

Sustainable design & development. Our products are designed to minimize environmental impact. We give careful consideration to energy efficiency, use of hazardous substances, longevity, recyclability, and the upgradability of our products. The high level of reliability and sustainability of the parts and components we employ enables us to promote the repair, re-use and eventual recycling of materials rather than disposal. To that end, we have incorporated strict eco-design rules into our design and development processes.

Responsible procurement. We demand that our tier 1 and tier 2 suppliers be ISO 14001 certified and take measures to improve their environmental performance. These requirements are communicated through our Suppliers' Code of Conduct and verification of conformance is performed on a regular basis through spot checks, questionnaires, supplier visits, reporting and on-site audits.

Responsible manufacturing. We are committed to manufacturing and assembling our products to the highest industry standards, respecting responsible environmental practices. We continuously look for ways to improve energy efficiency, lower our greenhouse gas emissions, and minimize water consumption and landfill waste. As a responsible producer of hardware products, we commit to our customers that every product shipped will contain the maximum possible percentage of re-used components with no diminished performance.

Recognized and certified. Each year, Quadiant is assessed by several sustainability rating agencies. Since 2009, we have been recognized by the Carbon Disclosure Project for efforts made on Climate Change management. For the second consecutive year, Quadiant has been Gold certified by EcoVadis, placing our company in the Top 1% of evaluated firms.

