# **PROPOSAL**

Village of Kronenwetter

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# Who We Are

**Our Mission**: "To be the best print management provider in Wisconsin by delivering personal and reliable services with superior products."

Since 1955, Bauernfeind Business Technologies has served school districts, municipalities, counties, religious organizations and businesses in Wisconsin and beyond.

Our focus is a dedication to customer service, community involvement and the ability to effectively provide customers with unique and innovative solutions to help their operations run more efficiently.

# What We Do

# Hardware Sales / Service

Copiers/Printers
Wide Format Printers
Document Scanners
Paper Shredders
Postage Meters / Mailroom Technology
Paper Folders

# Services

Managed Network Care Secure Scanning Unified Communications (VoIP)

# Solutions

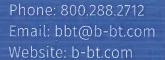
Productivity Applications / Software Cloud Faxing Print Management Document Management



# BBT NETWORK SERVICES

BBT DirectScan







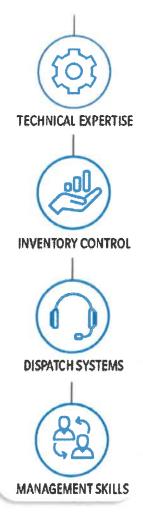
# **Award-Winning Customer Service**

Service, Support and Satisfaction – Second to None. The *Pro-Tech Service Award* recognizes those dealers who have demonstrated an exceptional commitment to customer support and satisfaction. The Pro-Tech Service standard is challenging – and the evaluation procedure is rigorous and far-reaching and guarantees:



- Professional, customer-oriented service department management and administration policies
- Service response times significantly better than the industry average
  - Preventive maintenance programs that ensure maximum uptime and superior performance
- Inventory control systems that provide immediate access to replacement parts and components
- Comprehensive training programs and performance reviews to maintain the highest level of expertise
- Skilled technical specialists and service personnel trained on your specific product















# THE BBT ADVANTAGE



While most companies in our industry offer similar products and services, we do some things differently.

# FAIR SERVICE CONTRACTS



Most companies in our industry bill customers monthly or quarterly. If the customer goes over their allotted number of copies, they PAY AN OVERAGE; if they go under their allotted number of copies, they AREN'T REFUNDED.

Our contracts are flexible and protect you from overpaying during the slower times.



## LOCKED LEASE PAYMENTS



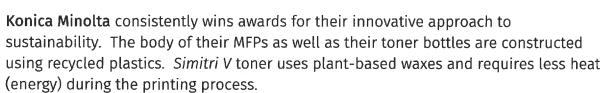
Some companies in our industry use a "Step Lease". These leases allow for payments toinc rease over the life of the agreement. The payment might look great at the beginning of the term, but you might end up paying more in the long run.

When we quote a lease payment, we guarantee that payment will be locked for the term of the agreement.

# **GREEN PRODUCTS**



We work with manufacturers that care about the environment. Whether you are just concerned about the future of our planet or need to meet regulatory compliance initiatives, the products we sell and service are among the most sustainable in the industry.



**Kyocera** is focused on 3R Design (Reduce, Reuse, Recycle) in all of their products. Their printing devices feature some of the lowest Total Cost of Ownership (TCO) in the industry thanks to their long-lasting consumables and parts.

Our manufacturers also offer complimentary recycling programs for used supplies.







# THE BBT ADVANTAGE



While most companies in our industry offer similar products and services, we do some things differently.

# COMPLIMENTARY TONER/METER MONITORING



If you've ever run out of toner in the middle of a big job, you know how frustrating it can be! We use industry-leading technology to monitor your devices. We'll send you toner before you even know you need it and you'll never have to send us a meter reading.

# **KYOCERA 3-TIER COLOR**



Why should a full-page color photograph cost the same as a document with a small color logo? Kyocera doesn't think it should.



Introducing Kyocera 3-Tier Color. This technology allows us to bill for the color you use.



Customers utilizing 3-Tier Color can see significant cost-savings.

# SPECIAL CONTRACT PRICING



Group purchasing contracts have been around for years, but most companies in our industry refuse to offer this special pricing to their customers. Why? The terms and conditions of these contracts limit how much profit the dealer can make on a sale.

BBT continues to offer this pricing to their qualifying customers.

Governments and non-profits can benefit from the **Association of Educational Purchasing Agencies** (AEPA) contract, which offers deep discounts for qualifying organizations.

This contract is nationally bid and both Kyocera and Konica Minolta won places on the contract. Because this contract was already bid, using this pricing supersedes any local or statutory requirement to seek multiple bids from vendors.



## **WISCONSIN-OWNED SINCE 1955**



While many companies in our industry have sold to out-of-state dealers, BBT remains locally-owned and operated by the same family that started it in 1955. We pay taxes here, we support the communities we serve.





# **COST ANALYSIS FOR Village of Kronenwetter**

		Annual Volume	Monthly Volume	Cost Per Page	Service Cost
PD	Black		2815	\$ 0.0165	\$ 46.49
	Color		368	\$ 0.0869	\$ 31.98
Reception	Black		5428	\$ 0.0086	\$ 46.68
	Color		6710	\$ 0.0480	\$ 322.08
				Monthly Service	\$ 447.19
				Lease/month	\$ 
				Total/month	\$ 447.19

		Annual Volume	Monthly Volume	Cost Per Page	Sei	rvice Cost
PD	Black		2815	\$ 0.0085	\$	23.93
PU	Color		368	\$ 0.0450	\$	16.56
Reception	Black		5428	\$ 0.0060	\$	32.57
Reception	Color		6710	\$ 0.0300	\$	201.30
				Monthly Service	\$	274.38
				Lease/month	5	143.00
				Total/month	\$	417.36

# PRODUCT COMPARISON

	<b>Current Device</b>	Proposed Device 1
	Konica Minolta C308	Kyocera 4054ci
Copy/Print Speed	30 ppm	40 ppm
Scan Speed	Up to 160 ipm	Up to 274 ipm
Document Feeder Type	Single Pass	Single Pass
Document Feeder Capacity	100	320 sheets
Max. Paper Size	11 x 17	12 x 18
RAM	4 GB	4 GB / 32 GB SSD

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## PROPOSAL FOR VILLAGE OF KRONENWETTER

7/19/2023

		Circle a Paym	ent Option
Make / Model	Description	Purchase Price*	Lease/Month*
KYOCERA TASKalfa 4054ci	40 PPM color MFP with 4x500-sheet paper trays, 320- sheet dual scan document feeder, 4GB RAM, 320 GB HDD, staple finisher, hole punch and fax	\$7,218.00	\$143.00

# **OPTIONAL ACCESSORIES**

			Circle a Paym	ent Option
Make	Model	Description	Purchase Price*	Lease/Month*
Kofax	Power PDF / 1 Seat	PDF Editing software, convert to searchable PDF, Excel, Word and more – Free trial available	\$199.00	\$4.00
ESP	MFP-1	Surge Protector & ethernet protection	\$150.00	\$3.00

### **BBT CARE PLAN - SERVICE RATES**

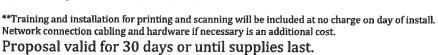
Black Prints: \$0.006 per print Color Prints: \$0.03 per print

Agreement includes Parts, Labor, Toner and other consumables (excluding paper and staples).

please contact Paul Knoff at (715) 305-6157 or pa	aulk@b-bt.com.
Accepted By:	Date
By signing this proposal KRONENWETTER, VILLAGE equipment.	GE OF authorizes BBT to order, install, & invoice the above listed

Thank you for the opportunity to submit a proposal. If you have any questions or need additional information,

<sup>\*</sup>Leasing: must be preapproved and signed at installation. Unless otherwise noted, lease payments quoted are Fair Market Value; other options are available. One-time \$75.00 lease documentation fee not included. Cash sales: Payment due at install. Sales Tax not included.



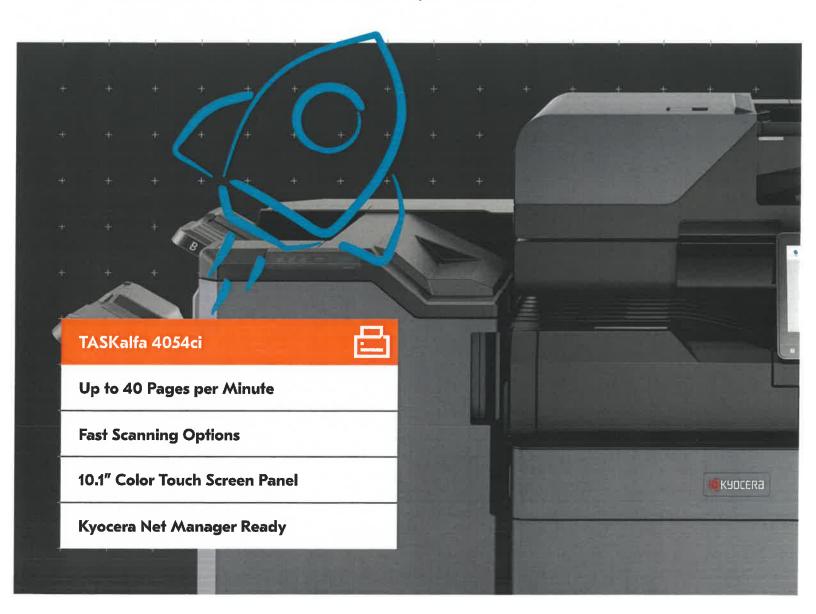






# Your Workplace Evolution, in Color

The Kyocera Evolution Series continues to grow with the addition of a new range of high-impact color A3 MFPs. These robust devices boast industry-leading technology and security, along with outstanding print and scan speeds, to ensure impeccable quality output every single time. Join the Evolution today and add a new dimension to your business.



## TASKalfa 4054ci

#### BASIC SPECIFICATIONS

Configuration: Color MFP - Print/Scan/Copy/Optional Fax Speed: Letter: 40 ppm, Legal: 24 ppm, Ledger: 20 ppm (print only)

Warm Up Time: 17 seconds or less (power on)
First Page Out:

Copy: 4.5 seconds BW, 5.9 seconds Color Print: 5.1 seconds BW, 6.5 seconds Color Display: 10.1' Color Touch Screen Control Panel Memory/Hard Disk Drive: 4GB RAM/32GB SSD/ 320GB HDD Standard, 1TB HDD (option) Duplex: Standard Stackless Duplex supports Statement (5.5" x 8.5") to Ledger (12" x 18"), 16 lb. Bond - 142 lb. Index

(60 — 256gsm)

Standard Output Tray: Statement — 12" x 18"/500-sheets;
up to 12" x 48" Banner (single sheet)

Electrical Requirements: 120V, 60Hz, 12A; 220-240V, 50/60Hz, 7.2A

Typical Electricity Consumption (TEC): 120V: .52 kWh/week; 220V: .51 kWh/week

Dimensions: 23.7" W x 26.1" D x 31.1" H Weight: 209.4 lbs

Maximum Monthly Duty Cycle: 175,000 Pages per Month

#### PAPER SUPPLY

Paper Capacity: Standard 1,150-sheets; Maximum 7,150-sheets Standard Paper Sources: Dual 500-sheet Troys, 150-sheet MPT, Auto Selection/Switching Standard Paper Size: Tray 1 — 5.5" x 8.5" — 8.5" x 14" (statement to legal)

Tray 2 — 5.5" x 8.5" — 12" x 18", Custom Size
MPT: 5.5" x 8.5" — 12" x 18" (multiple); to 12" x 48" Banner
(single)

## **Optional Paper Sources:**

PF-7140 Dual 500-sheet Tray Option -  $5.5^\circ$  x 8.5 $^\circ$  - 12 $^\circ$  x 18 $^\circ$  PF-7150 Dual 1,500-sheet Tray Option -  $8.5^\circ$  x 11 $^\circ$  PF-7120 3,000-sheet Large Capacity Tray Option -  $8.5^\circ$  x 11 $^\circ$ 

#### Paper Weight:

Trays/MPT: 14 lb. Bond — 166 lb. Index (52 — 300gsm)
Input Materials: Standard/Optional Trays: Plain, Bond,
Recycled, Preprinted, Vellum, Color, Pre-Punched, Thick, Thin,
High Quality, Letterhead, Envelope, Custom; MPT: Plain, Bond,
Recycled, Preprinted, Vellum, Color, Pre-Punched, Thick, Thin,
High Quality, Transparency (OHP), Coated, Index Tab, Label,
Letterhead, Envelope, Custom

#### SECURITY SPECIFICATIONS

Local Authentication, Network Authentication, Encryption Communication (IPsec, HTTPS, TLS 1.3, SMTP/POP/FTPS over TLS, SMMPV3), TPM chipset (Trusted Platform Module), S/MIME, SCEP (auto certificate issuance/renewal), OCSP/CRL (certificate validation), Secure Boot (firmware authenticity verification), Run Time Integrity Check, Data Security Kit 10 enhances IPsec communication (support for FIPS 140-2), HDD and Memory Overwrite (7x) Mode and HDD Data Encryption (256 bit), Common Criteria (ISO/IEC-15408/EAL2), IEEE 2600.2

#### PRINT SPECIFICATION

Standard Controller: ARM Cortex-A53/1.6GHz
PDLs/Emulations: PRESCRIBE, PCL6 (PCL-XL/PCL-5e), KPDL3
(PS3), XPS, OPEN XPS, PDF; Optional (UG 34): IBM ProPrinter, Line Printer, LQ-850

Print Resolution: Up to 4800 x 1200 dpi

Fonts: KPDL3, PCL6, Bitmap

OS Compatibility: Windows: 8.1/10/Server 2012/ Server 2012 R2/Server 2016/Server 2019; Mac OS X v10.0 or

Later; Chrome OS

Mobile Printing: Apple AirPrint®, Mopria®, KYOCERA Mobile Print, KYOCERA MyPanel

Interfaces: Standard: 1000 Base-T/100-Base-Tx/10BASE-T (IPv6, IPv4, IPsec), 802.3az ready, High-Speed USB 3.0,

4 USB 2.0 Host Interfaces, 2 Expansion Slots, IEEE 802.11b/g/n Wireless LAN (supports up to 98.5 feet); Optional: IEEE 802.11a/b/g/n/ac (IB-37 for 2.4/5GHz), 10/100/1000BaseTX (IB-50 for Dual NIC); IEEE 802.11b/g/n (IB-5t for Wireless LAN Interface (supports up to 328.1 feet) Network Print and Supported Protocols: HTTPS, FTPS, SNMP v1/v2c/v3, Raw Port (Port 9100) TCP/IP, IPv4, IPv6, DHCP LPR, DNS, WSD Scan/Print

Drivers: KX Driver, PCL Mini Driver, KPDL Mini Driver,
Network Fax Driver, TWAIN Driver, WIA Driver, Status Monitor,
Common Profile, Output to PDF, Security Watermark, Super
Resolution, Color Optimizer, MAC Driver, Chrome Print Driver,
Linux Driver, KX Driver with Distributed Printing,
Windows Inbox Driver, SANE Driver
Utilities: KYOCERA Net Viewer. KYOCERA Net Device

Utilities: KYOCERA Net Viewer, KYOCERA Net Device Manager, Quick Setup, KX PRESCRIBE Macro Generator, ID Register, Software Management Service, Upgrade Studio, Web Package Maker, Removal Tool, Wi-Fi Setup Tool, PDF Direct Print, Command Center RX; Kyocera Net Manager (option)

#### **SCAN SPECIFICATION**

Scan Type: Color and Black & White Scanner
Scan Resolution: 600/400/300/200 dpi, 200 x 100 dpi,
200 x 400 dpi
180 A 400 dpi
180 A 400 dpi
180 A 400 A 400 dpi
180 A 400 A 400

Scanning Functions: Scan-to-Folder (SMBv3), Scan-to-Email, Scan-to-FFPS over TLS, Scan-to-USB, WSD Scan, DSM/SANE Scan, TWAIN Scan, Specified Color Removal, Border Erase, Preview, PDF Digital Signatures Original Size: Up to 11" x 17" (Glass)
Drivers: TWAIN/WIA/DSM-SANE Driver/WSD Scan

# OPTIONAL DOCUMENT PROCESSORS,

Acceptable Originals: 5.5" x 8.5" -- 11" x 17"

DP-7150: Reverse Auto Document Processor/140-sheets Speed: Simplex: 80 ipm; Duplex: 48 ipm (BW/Color) Weight: Simplex: 13 lb. Bond — 90 lb. Index (35 — 160gsm) Duplex: 16 lb. — 32 lb. Bond (50 — 120gsm)

#### DP-7160 (with multi-feed detection):

Dual Scan Document Processor/320-sheefs Speed: Simplex: 137 ipm; Duplex: 274 ipm (BW/Color) Weights: Simplex: 13 lb. Bond — 120 lb. Index (35 — 220gsm) Duplex: 16 lb. — 120 lb. Index (50 — 220gsm)

### DP-7170 (with multi-feed and staple detection):

Dual Scan Document Processor/320-sheets Speed: Simplex: 137 ipm; Duplex: 274 ipm (BW/Color) Weights: Simplex: 13 lb. Bond – 120 lb. Index (35 – 220gsm) Duplex: 16 lb. – 120 lb. Index (50 – 220gsm)

## **COPY SPECIFICATIONS**

Copy Resolution: 600 x 600 dpi

Image Mode: Text, Photo, Text/Photo, Graphic/Map Continuous Copy: 1 -- 9,999

Additional Features: Auto Magnification, Auto Paper Select, Combine Copy, Mirror Image, Rotate Copy, Border Erase, Split Copy, Margin Shift, Page Number, Form Overlay, Blank Page Skip, Specified Color Removal, Proof Copy, Preview, ID Card Copy

Job Management: 1,000 User Codes, Job Build, Shortcut Keys, Repeat Copy

Magnification/Zoom: Full Size, 4 Reduction, 4 Enlargement Preset Ratios, 25 — 400% in 1% Step Increments Document Box: Custom/Job/USB Drive Box, Fax Box (Wootlon)

#### **OPTIONAL FAX SPECIFICATIONS**

Fax Type: Fax System 12 (option)

Type/Data Compression: G3 Fax/MMR, MR, MH, JBIG Transmission Speed/Modern Speed: Less than 3 seconds/33.6 Kbps

Fax Memory: Standard 170 MB Driver: Network Fax Driver

Fax Functions: Network Fax, Duplex Transmission and Reception, Encrypted Transmission and Reception, Polling Transmission and Reception, Broadcast, Fax Server Integration, Fax Dedicated Paper Feed Tray, Fax Forwarding to email or file

#### SOLUTIONS AND SERVICES

#### Remote Management

Kyocera Fleet Services ready! A highly secure cloud-based monitoring solution that offers real-time visibility into your fleet. Optimize device uptime and be notified when to replenish supplies. Streamline billing with seamless 3rd party application integration, allowing you to focus solely on your business.

#### **Printing Software**

Cost Control & Security Cloud & Mobile Printer Management

#### **Content Services**

Scan & Connect Intelligent Process Automation Enterprise Content Management

#### **IT Solutions**

Technology Solutions Including solutions for Cloud and Data Centers Network Infrastructure Cybersecurity Solutions Collaboration Solutions

Consulting Services
Including IT Health Check
CIO as a Service
Healthcare Compliance

Backup and Recovery Planning
Professional Services

Including Design and Architecture Project Implementation Project Management

# Managed Services

Including Help Desk Services
Retainer Services and On-site Support

## Output & Finishing Options:

#### **OPTIONAL 250 SHEET INNER SHIFT TRAY JS-7110**

Stack Capacity: 250-sheets

Paper Size: 8.5" x 11" — 11" x 17"

Paper Weight: 14 lb. Bond — 166 lb. Index (52 — 300qsm)

#### OPTIONAL 500 SHEET INTERNAL FINISHER DF-71004

Stack/Staple Capacity: 500-sheets/50-sheets
Paper Size: 5.5" x 8.5" – 12" x 18"
Paper Welght: 14 lb. Bond – 166 lb. Index (52 – 300gsm)
Edge Staple Position: 3 Positions: Front: 1 Staple,
Edge: 1 Staple, Face: 2 Staples
Optional Punch: PH-7100 2/3 Hole Punch Unit,
supports 5.5" x 8.5" – 12" x 18"; 14 lb. Bond – 166 lb. Index
Dimensions: 19.4" W x 21" D x 6.9" H

#### OPTIONAL 1,000 SHEET FINISHER DF-71204

Stack/Staple Capacity: Main Tray: 1,000-sheets/50-sheets (up to 24 lb. Bond [90gsm])

Paper Size: 5,5" x 8,5" - 12" x 18"

Paper Weight: 14 lb. Bond — 166 lb. Index (52 — 300gsm)

Edge Staple Position: 3 Positions: Top Left, Bottom Left,

Center Bind

Optional Punch: PH-7A 2/3 Hole Punch Unit, supports  $5.5^\circ \times 8.5^\circ - 12^\circ \times 18^\circ$ ; 14 lb. Bond - 166 lb. Index (52 - 300gsm)

Dimensions: 21.6" W x 24.4" D x 41.3" H

#### OPTIONAL 4,000 SHEET FINISHER DF-71404

Stack/Staple Capacity: Main Tray (A): 4,000-sheets; Sub Tray (B): 200-sheets/65-sheets (up to 24 ib. Bond [90gsm])

Paper Size: 5.5" x 8.5" - 12" x 18"

Paper Weight: 14 lb. Bond — 166 lb. Index (52 — 300gsm) Edge Staple Position: 3 Positions: Top Left, Bottom Left, Center Bind

Optional Punch: PH-7A 2/3 Hole Punch Unit, Supports 5.5" x 8.5" — 12" x 18"; 14 lb. Bond — 166 lb. Index Dimensions: 29" W x 26" D x 42" H

Booklet Folder: supports 8.5" x 11", 8.5" x 14", 11" x 17"
Fold Booklet (staple): 16 lb. — 24 lb. Bond (60 — 90gsm)
20-sheets; 25 lb. — 28 lb. Bond (91 — 105gsm) 13-sheets;
Higher than 28 lb. Bond (Higher than 105 gsm) 1-sheet
Fold Booklet (no staple): 16 lb. — 24 lb. Bond (60 — 90gsm)
5-sheets; 25 lb. Bond — 72 lb. Index (91 — 120gsm) 3-sheets;

Optional Booklet Folder/Trifold Unit BF-730: (DF-7140)

32 lb. Bond — 110 lb. Cover (121 — 256gsm) 1-sheet Trifold: supports 8.5" x 11" only: 16 lb. — 24 lb. Bond (60 — 90gsm) 5-sheets; 25 lb. Bond — 72 lb. Index (91 — 120gsm) 3-sheets

Optional Multi-Bin Malibox MT-730(B): (DF-7140)
7 Trays; supports: 16 lb. Bond — 90 lb. Index (60 — 163gsm);
Stack Capacity per bin: 100-sheets: 5.5" x 8.5", 8.5" x 11";
50-sheets: 8.5" x 14", 11" x 17"

#### OPTIONAL 4.000 SHEET FINISHER DF-7150a

Stack/Staple Capacity: Main Tray (A): 4,000-sheets; Sub Tray (B): 200-sheets/100-sheets (up to 20 lb. Bond [80gsm])

Paper Size: 5.5" x 8.5" - 12" x 18"

Paper Weight: 14 lb. Bond — 166 lb. Index (52 — 300gsm)
Edge Staple Position: 3 Positions: Top Left, Bottom Left,
Center Bind

**Optional Punch: PH-7A** 2/3 Hole Punch Unit, supports 5.5"  $\times$  8.5" - 12"  $\times$  18"; 14 lb. Bond - 166 lb. Index (52 - 300gsm)

Dimensions: 29" W x 26" D x 42" H

Optional Booklet Folder/Trifold Unit BF-9100: (DF-7150) Booklet Folder: supports 8.5" x 11", 8.5" x 14", 11" x 17" Fold Booklet (staple): 14 lb. — 24 lb. Bond (52 — 90gsm) 20-sheets; 25 lb. — 28 lb. Bond (91 — 105gsm) 13-sheets; Higher than 28 lb. Bond (Higher than 105gsm) 1-sheet Fold Booklet (no staple): 14 lb. — 24 lb. Bond (52 — 90gsm) 5-sheets; 24 lb. Bond — 28 lb. Index (91 — 105gsm) 3-sheets; 28 lb. Bond — 140 lb. Index (106 — 256gsm) 1-sheet Trtfold: supports 8.5" x 11" only: 14 lb. — 24 lb. Bond (52 — 90gsm) 5-sheets; 25 lb. Bond — 28 lb. Index (91 — 105gsm) 3-sheets

#### ADDITIONAL OPTIONS

AK-7110 Bridge Unit Attachment Kit, IS-7100 Job Separator, HD-16 Large Capacity HDD (17B), Banner Guide 10, Internet Fax Kit (A), Card Authentication Kit (B), Data Security Kit 10. Dual NIC (IB-50), Extended Range Wireless LAN NIC (IB-51), Thin Print option (UG-33), Printer Emulation option (UG-34), DT-730(B) Document Tray, Scan Extension Kit (A) for Text Searchable PDF; MS Office File, Keyboard Holder 10, Numeric Keypad (NK-7130), Cabinet Stand, EFI Printing System 17 - Fiery Controller

- Requires PF-7140
- 2 Only 1 Document Processor can be installed
- 3 Only 1 Output Option can be installed
- 4 Requires Bridge Unit Attachment Kit (AK-7110)

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