



**Date: September 26, 2024**

# City of Madison Heights

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# City of Madison Heights

## Current Validated Environment :

### Asset Breakdown

| NUMBER OF ASSETS          |       |
|---------------------------|-------|
| TYPE                      | TOTAL |
| B&W Laser Printers/MFPs   | 28    |
| B&W MFPs                  | 5     |
| Color MFPs                | 10    |
| Color Laser Printers/MFPs | 7     |
| Wide Format               | 2     |
| InkJet                    | 6     |
| Fax                       | 1     |
| Scanner                   | 5     |
| TOTAL DEVICES             | 64    |

| ASSETS BY MANUFACTURER |       |
|------------------------|-------|
| TYPE                   | TOTAL |
| Xerox                  | 6     |
| HP                     | 32    |
| Brother                | 4     |
| Canon                  | 4     |
| Epson                  | 2     |
| Konica Minolta         | 5     |
| Ricoh                  | 8     |
| Panasonic              | 2     |
| Colortrac Smart        | 1     |
| TOTAL MANUFACTURERS    | 9     |

| NUMBER OF MODELS  |       |
|-------------------|-------|
| TYPE              | TOTAL |
| Printers          | 27    |
| MFPs              | 10    |
| Wide Format       | 2     |
| Scanner           | 4     |
| Fax               | 1     |
| TOTAL # OF MODELS | 44    |

### Workflow Observations

- Of the 64 assets, there are 44 different models from 9 different manufacturers. The high number of models means there are a lot of different types of toner, drivers, and parts that need to be managed by your team.
- 6 of the assets are Inkjet printers. Inkjet printers have a low initial purchase price but have an extremely high overall cost of ownership.
- Currently only the MFPs appear to be on managed print contracts. All printers are managed by each department for toner, supplies, and service.
- Average age of print fleet is over 7 years old. Thirty percent of the fleet is over 10 years old.
- Have Average Monthly Volume for 32 Devices.
- Number of Devices per Department:
  - Active Adult Center – 1
  - Library – 5
  - CED – 6
  - City Clerk – 3
  - Finance – 5
  - Admin/HR – 2
  - Police Dept – 14
  - 43<sup>rd</sup> District Court – 11
  - Fire Dept – 7
  - DPW – 6
  - Heritage Room – 2
  - IT Office – 1

# City of Madison Heights

## Proposed New Assets:



Xerox® Xerox EC8036/EC8056  
Color Multifunction Printer

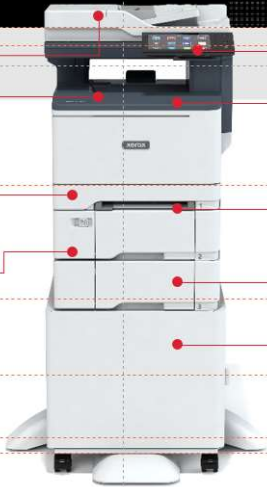


Xerox® VersaLink® B7135  
Black White Multifunction Printer

# City of Madison Heights

## Proposed New Assets:

### C415 Color Printer Features




- 100-Sheet Single-Pass DADF
- 150 Sheet Output Tray
- Main Tray – Up to 250 sheets of 75 gsm paper
- 550+100-Sheet Tray (optional) – Up to 550 sheets and 100 sheets of 75 gsm paper
- 7-inch Color LCD Touch Screen
- USB port allows users to quickly print from any standard USB memory device
- Manual Feed Slot – 1 sheet
- 550-Sheet Tray (optional)
- Printer Stand (optional)

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### B415 Color Printer Features



- 100-Sheet Single-Pass DADF
- 250 Sheet Output Tray
- Main Tray – Up to 550 sheets of 75 gsm paper
- 550-Sheet Tray (optional)
- 7-Inch Color LCD Touch Screen
- USB port allows users to quickly print from any standard USB memory device
- Bypass Tray – 100 sheet
- Printer Stand (optional)

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### Meet the C410 Color Printer and B410 Printer



- User-friendly experience
- Comprehensive security
- Performance packed into a compact, footprint
- A sustainable choice

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## Proposed Solution:

| Included Monthly BW Volume | Included Monthly Color Volume | Monthly Expense Lease & Service Base |
|----------------------------|-------------------------------|--------------------------------------|
| 28,983                     | 7925                          | \$2,408.90                           |

- Overage Rates A3 (Tabloid): B/W: \$0.005 Color: \$.05822
- Overage Rates A4 (Up to Legal): B/W: \$0.009 Color: \$.09

60 Month FMV Lease. Volume reconciled quarterly.

Includes: Delivery, Install, Training, and Assistance with Leased Assets Returned.

### Proposal Details:

Included New Color Assets:

- 2 – Xerox C8056
  - Office Finisher
  - 2/3 Hole Punch
  - Fax
- 3 – Xerox C8056
  - Office Finisher
- 3 – Xerox C8036
  - Office Finisher
  - 2/3 Hole Punch
- 1 – Xerox C8036
  - Office Finisher
- 1 – Xerox C8036
  - Fax
  - Foreign Interface Device
- 1 – Xerox C410
- 1 – Xerox C415
  - Extra Tray

Included New B/W Assets:

- 1 – Xerox B7135
  - Office Finisher and Fax
- 4 – Xerox B415
  - 3 with Stand and Extra Tray
- ~~5~~ 4 – Xerox B410

Proposed Device Location List included. See attached excel.



## Proposed Device Solution:

| Dept.               | User                          | Make           | Model   | B&W AMV | Color AMV | Revised Solution                |
|---------------------|-------------------------------|----------------|---------|---------|-----------|---------------------------------|
| Active Adult Center | Main Office                   | Ricoh          | C3504ex | 1154    | 1353      | C8056 OF                        |
| Library             | Public Kiosk                  | Xerox          | C7025   | 474     | 75        | C8036 Fax and Foreign Interface |
| Library             | Front Desk                    | Xerox          | C405    | 2215    | 1077      | C415 Xtray                      |
| Library             | Back Office                   | Xerox          | C7025   | 491     | 209       | C8036 OF                        |
| CED                 | Main Device                   | Xerox          | C8055   | 2191    | 156       | C8056 OF                        |
| City Clerk          | Main Office                   | Konica Minolta | C558    | 1455    | 995       | C8056 OF 2/3                    |
| Finance             | Main Device                   | Ricoh          | C3004   | 3096    | 740       | C8056 OF 2/3                    |
| Admin/HR            | Main Device                   | Xerox          | C8055   | 4700    | 14        | C8056 OF                        |
| Police Dept         | Basement Property Room        | HP             | M404dn  |         |           | B415                            |
| DPW                 | Recreation                    | Xerox          | C8070   | 2144    | 25        | C8056 OF 2/3                    |
| DPW                 | Water & Sewer                 | HP             | M451dw  | 37      | 37        | C410                            |
| Police Dept         | Dispatch                      | Ricoh          | IM 2500 | 1818    | 0         | Xerox B415 Extra Tray Stand     |
| Police Dept         | Report Writing                | Ricoh          | MP 305  | 1331    | 0         | Xerox B415 Extra Tray Stand     |
| Police Dept         | Records                       | Ricoh          | MP 4055 | 1908    | 0         | B7135 OF Fax                    |
| Police Dept         | Admin Main Device             | Ricoh          | C3504ex | 882     | 333       | C8056 OF 2/3 Fax                |
| Police Dept         | Detectives Main Device        | Ricoh          | C3504ex | 1877    | 2913      | C8056 OF 2/3 Fax                |
| Police Dept         | Basement SIU                  | Ricoh          | MP 305  | 351     | 0         | Xerox B415 Extra Tray Stand     |
| City Clerk          | Election Desk                 | HP             | M501dn  |         |           | B410                            |
| Finance             | Tax Printer                   | HP             | M401n   | 823     | 0         | B410                            |
| Finance             | Front Counter                 | HP             | M402dne | 1124    | 0         | B410                            |
| Finance             | Linda                         | HP             | M506dn  | 592     | 0         | B410                            |
| Admin/HR            | City Manager<br>Melissa March | HP             | M402n   | 319     | 0         | B410                            |
|                     |                               |                |         | 28983   | 7925      |                                 |

# Solution Benefits

## Solution Benefits

- Reduction in Models and Manufacturers.
- Print allowance shared between all contracted devices.
- XDA – Xerox Device Management Tool – Auto Toner, Drums, and Waste Container Replenishment
- All assets on same lease agreement with same end date.
- Assist with returning all leased assets, as well as removal and recycling of old customer assets that we are replacing, if desired.
- Pricing includes annual personal property tax expense.

## Program Benefits

- XBS Midwest recommends placing 22 new assets on an all-inclusive maintenance agreement. This agreement will support the fleet with parts, labor, and consumables (except for paper and staples) at no additional charge. This includes toners, drums, waste toner containers and all other parts/supplies for all assets on the agreement.
- Utilizing the XBS Midwest Customer Care Center and device service tags will allow for any employee to place service or supply requests. Overall process will be streamlined and easy to budget accurately; monthly, quarterly and annually.
- All assets would be managed for supplies and service. One number to call, one bill to receive. Overages are billed quarterly to assist in controlling costs.
- Account reviews performed quarterly to annually depending on your current goals and by request.
- City of Madison Heights has the option to participate in the Xerox Toner Recycling Program to assist with sustainability initiatives.
- Network eligible assets may take advantage of auto toner and supply replenishment program based upon toner thresholds set by City of Madison. Supply levels will be monitored via our app.

# NEXT STEPS

## WHERE DO WE GO FROM HERE?

|                    |   |
|--------------------|---|
| March 19, 2024     | Walk Through                            |
| April 11, 2024     | Validation Meeting/Co-Authored Solution |
| May 21, 2024       | Co-Authored Proposal                    |
| September 26, 2024 | Revised Proposal                        |
| TBD                | Implementation                          |
| TBD                | Delivery/Install                        |
| TBD                | Training                                |

## Our Team of Experts

### Dedicated to You

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