

**PROPOSED SOLUTION  
FOR  
CITY OF STEVENSON**

**CURRENT SITUATION:**

- Ricoh MPC4501 **Owned**
- 0 B&W copies included all copies @.01 (escalated from .008, 25%) 0 Color copies included all clr copies @.08125 (escalated from .0065, 25%)
- Feb 2, 2019 billing statement-Ricoh MPC4501- 14,444 B&W qtr (4,814 mo) @.01=\$48.14mo, 6,348 Color qtr (2,116 mo)@.08125=\$171.93mo

**Current monthly print spend of \$220.07 for just copies**

**RECOMMENDED SOLUTION:**

- **New Kyocera TASKalfa 4053ci**
- 40 Pages per minute copy and print (B&W/full-color)
- 100 ppm scan speed-single sided, 180 ppm double sided
- 270 Sheet dual scan single pass document feeder
- 4- 500 sheet adjustable trays (5.5x8.5-12x18)
- 3G Fax Technology
- OCR capabilities (word searchable documents)
- 150 Sheet multipurpose tray (12x48 banner, letterhead, cardstock, etc)
- Full network printing, faxing and scanning capabilities (scan to email, SMB, FTP, USB)



60 month FMV lease **\$184.99** per month (includes service and installation)

Purchase Price \$9,389.00

Network installation for connectivity and scanning \$520.00



**Maintenance Agreement**

B/W Service Rate \$ 0.006 (0 copies included)  
Color Service Rate \$ Tier 1 (Spot Color) .025, Tier 2 (Business Color) .035,  
Tier 3 (Full Color) .045

4,814 B&W images mo @.006=\$28.88, 2,116 Color images mo, Tier 1, 1,270 images (60%)@.025=\$31.75,  
Tier 2 254 images (20%)@.035=\$8.89, Tier 3, 254 images (20%)@.045=\$11.43 **Total cost for Service \$80.95**

**Total Monthly print spend-\$265.94**

- All usage billed monthly or quarterly "as used", no base and no minimums
- Rates are all-inclusive for toner, drums, parts, staples and labor (everything except paper)

**ADDITIONAL INFORMATION**

- Equipment set-up, delivery, network installation and **unlimited training** are all included.
- **Monthly Lease will not escalate.**
- **Service rates are fixed for life of lease**
- Pricing based on OETC pricing. Contract OETC-16R-Copiers

Presented By

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