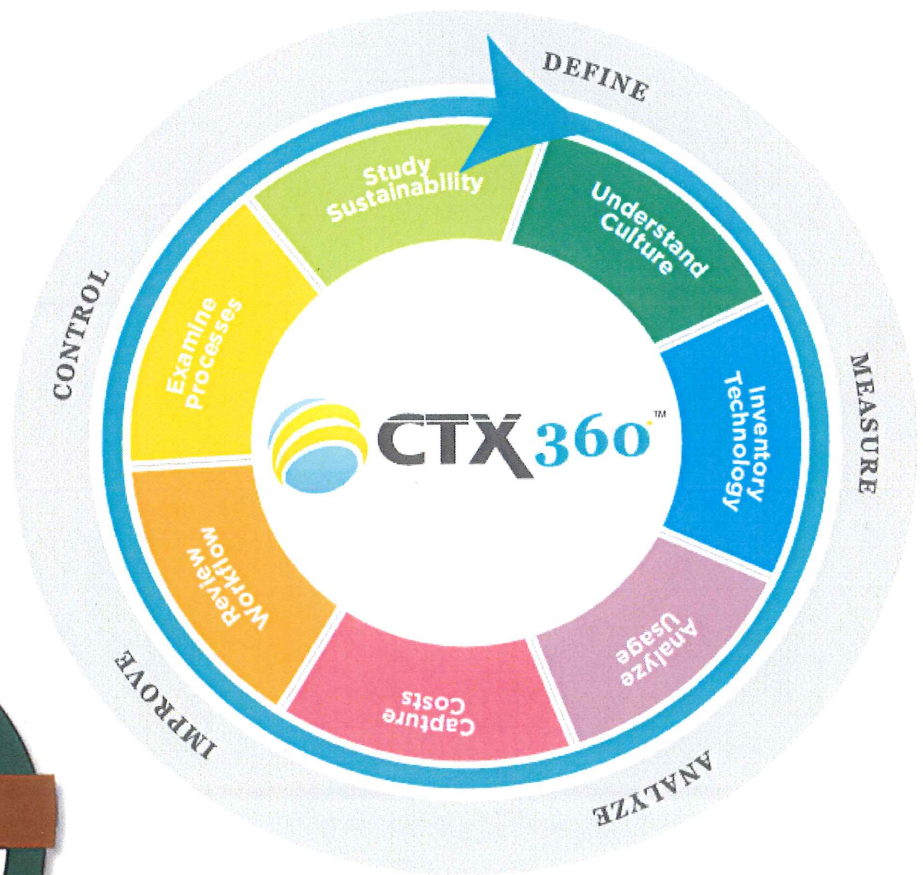


Proposal for

The City of Stevenson

Prepared for:



COPYTRONIX... A Xerox Company

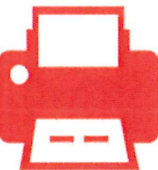


The CTX 360° Approach

*-Local, Technical support 7:30am- 6pm M-F
-Parts, Labor, Trip Fees, Shipping & Handling*



*-Replacement printers for all contracted devices
-A simple process to add and remove printers from agreement*



*-Reduce overall operating expenses
-Procure elite services to leverage current technology environment*



*-A customized Sustainable Printer Policy
-CTX's Zero Landfill Initiative*



*-Consultative services to select the right equipment as you grow
-Fleet monitoring application to assist with supply ordering and meter reads*



Current State:

- Old technology
- Expensive service pricing with annual increases
- Machine discontinued in 2012
- Guaranteed new parts availability ended 2018

Technology Environment	Lease Payment	Cost Per Copy	Average Monthly Images
Ricoh MPC4501	OWNED	\$0.01 B/W \$0.08125 Color	4,814 B/W 2,116 Color
Ricoh MP301	\$36.36	.00979 B/W	947 B/W
Total Lease Payment	\$36.36		
Total Service Payment	\$229.34		
TOTAL MONTHLY	\$265.70		

Xerox Altalink C8045



Key Features

- Prints at speeds of up to 45ppm in color and Black & White
- Automated workflows from touchscreen
- Scan to Email, SMB, FTP or HDD
- Limit and track usage with Xerox Standard Accounting
- Connect Key print controller with McAfee Security embedded
- Modular design to fit in your environment
- Quiet operation
- Xerox technology advantages
- Energy Star qualified

Xerox Versalink B405



Key Features

- Prints at speeds up to 47ppm in Black & White
- Easy to use touch screen
- Print/Copy/Scan/Fax/Email
- McAfee Security embedded
- Small in size for easy accessible desk
- Quiet Operation

CTX360^o™ Assessment



Benefits of this Technology:

- New Technology
- Lower service costs
- Guarantee Parts and Service for 10 years
- Lock service pricing for term of contract

Equipment	Monthly Cost	Cost Per Copy	Average Monthly Volumes
Xerox C8045 & B405	\$160.21	\$0.0085 B/W \$0.047 Color	5,761 B/W 2,116 Color

Monthly Service Cost (Based off of average monthly volumes)	\$140.37
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Total Monthly Cost	\$300.57
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Pricing Based
off of OETC
contact award



Future State:

- Consistent and reliable billing
- Technical support 7:30am- 6pm M-F
- Parts, Labor, Trip Fees, Shipping & Handling
- Quarterly Account Reviews to ensure satisfaction
- 4 hour response time
- EXCLUDES: Paper and Staples
- NO SERVICE INCREASES

