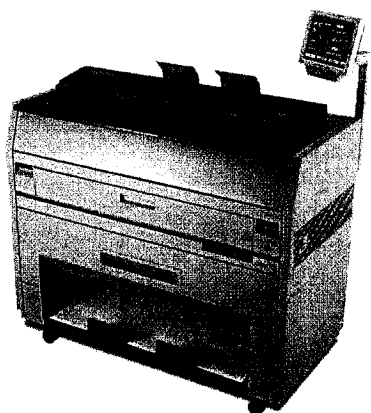


MEETING DATE: 02/25/08

AGENDA ITEM: Purchase of a Replacement Copier / Plotter /
Scanner Unit from Steven Enterprises, Incorporated

ATTACHMENTS

		<u>Pages</u>
1	Steven Enterprises Proposal for the KIP 3000	1-10

**Starprint 3000 Printer**

The KIP 3000 system is available in three main configurations to suit the needs of virtually any wide format document environment:

- ⌚ Digital Copy System
- ⌚ Digital Copier + Network Printing System
- ⌚ Digital Copier + Network Printer + STF System

Start with a digital copier. Add printing and scanning features to grow with business demands. KIP 3000 systems are easily field upgradeable via software key codes.

Technology	LED printer with KIP HDP Plus Technology
Dot Size	.0017"
One Pixel Line	.0017"
DPI	600 x 600
Speed	4 'D' size prints per min.
Media	1 roll or 2 roll field upgradeable Each version includes media bypass.
Warm-up	Instant from standby < 5 minutes
Output	Minimum: 8.5" x 11" Maximum: 36" x 11.8'
Media Types	Plain paper: Bond 20lb Tracing paper: Vellum 20lb



Power 1.5 Kw Maximum

Consumption

Electrical Requirements 120V +6% or -10%, 50/60Hz, 15A

Safety Approvals Energy Star® qualified printer

KIP Image Processing System

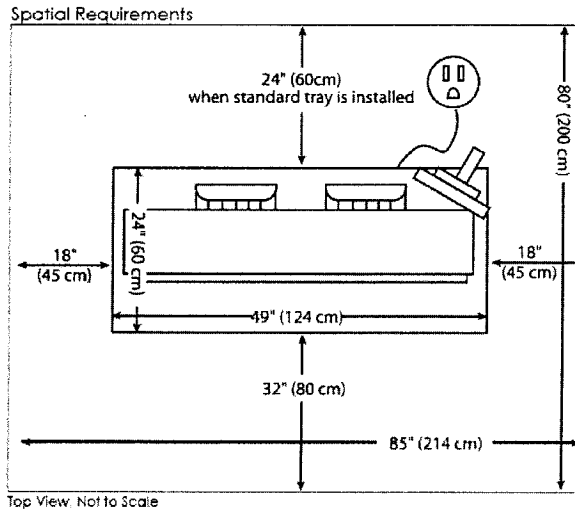
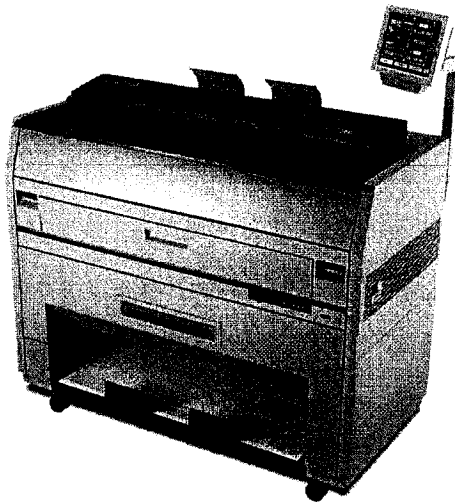
Features Platform KIP software with Windows XP

- ⌚ Expand capabilities instantly
- ⌚ 1 or 2 media roll capacity is easily field upgradeable
- ⌚ single, integrated footprint
- ⌚ Advanced touch screen user interface provides all system functions
- ⌚ Real-time original image viewing of copies and scans
- ⌚ Illustrated guides provide operational instructions
- ⌚ 4 'D' size per minute print speed
- ⌚ Copy, print and scan at true 600 x 600 dpi

Network TCP/IP, NetBEUI (smb), Novell Protocols (IPX/SPX), LPR/LPD

Standard File Formats Supported

HPGL 1/2, HP-RTL, Calcomp 906/907, CALS Group 4, TIFF Group 4, PCX, Intergraph CIT/TG4, Versatec Color Graphics (VCGL), Uncompressed Grayscale TIFF, TIFF Packbits, IBM IOCA, EDMICS (C4), TLC (KIP), PNG, JPEG



Space, Electrical, and Environmental Requirements

Compatible with all KIP 3001 & KIP 3002 system configurations

Weight	430lbs (195kg) 1 Roll 440lbs (200kg) 2 Roll
Dimensions	49"(W) x 24"(D) x 44"(H)
(Operation panel not included) 124cm x 60cm x 110cm	

Minimum Distance from Wall rear ,left, right ,front

24"(60cm) 18"(45 cm) 18"(45 cm) 32"(80 cm)

Total Space 85"(214 cm) x 80"(200cm)

Electrical (Dedicated) 120V +6% or -10%, 50/60Hz, 15A

Electrical Receptacle Nema 5-15R

Max. Power Consumption 1.5 Kw

Acoustic Noise
Idle: Max. 52db
Printing: Max. 60db
Impulse Sound: Max. 65db

Room Temperature 50-86°F (10-32°C)

Room Humidity 20-85%



Uniform GUI and Modular Software ☉ A uniform GUI and key operator interface across the KIP product range.

☉ The design of the GUI contains a high level of graphics for feature illustration.

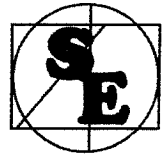
Connectivity ☉ Connectivity of the software to the printer is available via a variety of acceptable industry standards. ☉ Connectivity of the printer to the user network is available via acceptable industry standards, including IP address, computer name and hot folder.

Application Programming Interface (API) ☉ Allows third party applications direct access for printing via an open ASCII job ticket. ☉ Provides direct access for third party application programmers to build customized programs to communicate with the controller for project management software and imaging databases.

Installation, Support, and Training ☉ Acceptable installation standard, particularly for IT managers and consumers. ☉ Support for "one-product" using single support documentation for use by KIP dealers and the user. Special training on specific KIP printers is not needed. ☉ A "one-product" software platform that requires minimum technical training.

Price/Performance ☉ Dealers and customers benefit from an unlimited seat "site license". In addition, there is no software maintenance cost to the dealer.

Hardware and Configuration ☉ Standardized DMA printer board provides a standard interface across the product range designed to operate at the rated engine speed. ☉ Standardized PC components allow for simple maintenance and easy to understand instructions. ☉ Initial setup and installation of new controllers is fast and simple



Implementation Schedule for Planning

Pre-Sale Activities:

1. Customer requirements. (Space, Electrical and Network Cable)
2. Connectivity survey form by Steven Enterprises Applications Engineer (network requirements)
3. Implementation Proposal by Steven Enterprises Applications Engineer (Engineering Exec software configuration and capabilities).

Order Approval: Typically 2 - 3 days

4. Signed customer purchase order or Steven Enterprises customer agreement contract
5. Completed site survey form: electrical and space requirements (customer signature required)
6. Completed Technical Proposal: (customer signature required)

Delivery of System: Normally 2 - 3 weeks*

From order approval date

Installation: 1 Day

System Training: 1/2 day*

* May require additional time for back orders, delays caused by act of nature, etc. KIP may elect to ship partial shipments in an effort to deliver available components to customer sooner.



What you should expect during the installation of your new Digital Equipment:

A Digital Printer is a complex piece of equipment. We build and configure as much as possible in our office before we bring the equipment out to install.

Please be prepared for the installation to 1 day to complete.

Depending on the complexity of the network and work- stations.

During the installation process we request that your IT Manager or other technical person be present and have the required information to load software on both servers and workstations.

Software installation includes:

Network Integration - Driver installation on 2 workstations (additional workstations AT STANDARD HOURLY RATE .) Some installations may require software to be installed on a Server. Steven Enterprises prefers that your IT Manager install any Server side software. In the event that your IT Manager cannot be present Steven Enterprises will install this software but assumes no responsibility for any issues that may arise. **Make sure your Network has the latest versions of Anti-Virus software installed.**

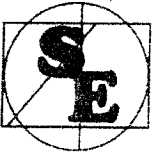
Basic training will be provided on the day the installation is completed. It will involve loading paper and toner replacement as well as Key Operator instruction. Additional training will be provided in about a week after the initial training is done.

It is suggested that each User write down any questions they may have since it is likely that other people may have the same questions but did not write them down so they can be covered during any follow up training sessions.

If there are any additional questions, or items you wish covered, about installation of your new Digital Printer/System, please contact your Sales Representative.

Acknowledged by _____



**Purchase Pricing: Product & Installation**

The terms and conditions of this proposal are for confidential and have been prepared for the exclusive use of your organization.

*Prices quoted are valid for 30 days from the date of this proposal and do not include any applicable taxes.

Model:	Price
KIP 3002 STF System: 2 roll Copier/Printer/Scanner, print and copy at 4 D-size prints per minute, KIP 300 Stacker	\$17,250.00

Software Included:

Powerprint Request – Client Job Submission (unlimited seats)

Powerprint Scan – Scan-to-File Software

Windows, ADI, HDI Print Drivers

Job Account Logging – Track users and job numbers

INCLUDED

Consumables:

Start Up Kit

INCLUDED

Software Options:

Powerscript3 Option (Starprint 3000): Interprets Postscript level 3 and PDF file formats for printing .

INCLUDED

Installation & Product Training:

Installation & Product Training

\$ 795.00

Freight Charges

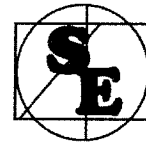
\$ 445.00

Sales Tax

\$ 1,423.13

Total Price* of above configuration: \$ 19,913.13

Optional Accessories & Upgrades:



Corporate Profile

Why Buy from Steven Enterprises?

Steven Enterprises Inc. is committed to providing the finest quality products and fast delivery in the CAD and Graphics markets, at competitive prices, for over 16 years.

We sell, lease, service, and furnish supplies for all models of Wide Format Equipment. We represent the latest technology from the leading manufacturers in analog and digital equipment including plain paper engineering copiers, digital printing systems, plotters, scanners, and blueline machines.

Steven Enterprises outside sales department has over 125 years experience in the Reprographics Industry. Their industry and equipment knowledge can help you find the best solutions for your companies needs today and in the future.

The Steven Enterprises radio dispatched service department can repair and maintain all of your Reprographic equipment to keep your down time to a minimum.

The Steven Enterprises Supplies department has knowledgeable and skilled sales people who can provide you with the most competitive priced supplies and consumable items for your machines to keep them running at their best. Thank you for your consideration. We look forward to providing this solution and becoming a long time business partner with your company.





EXECUTIVE SUMMARY

OBJECTIVE

Steven Enterprises is pleased to present this proposal to **City Of Culver City** to supply the required hardware, software, supplies, and services to implement a “turnkey” Wide Format Digital Scan-to-File System which allows, but is not limited to:

Printing - High speed printing from remote workstations at the rate of 4 D-Size drawings per minute.

Scanning - Capture and network storage of existing hard copy wide format documents as high-quality .tif, .pdf, & .cals digital images.

Copying - Walk up digital copy provides sets processing (collating of multi-page sets), enlargement / reduction 25-400%, account tracking, and stamping.

Cost-savings and convenience – Eliminate the expense of outsourcing, and the turnaround time that goes along with it that results in printing ‘waste’ sets. Print only the sets you need, when you want them.

PROPOSED SOLUTION

The proposed solution includes the **KIP 3002 Digital Scan to File System**. This fully integrated system works within the framework of your network to provide a complete “turnkey” solution to meet **City Of Culver City** requirements. It is a comprehensive systems approach with a single vendor who can provide hardware, software, supplies, installation, training and post-sales maintenance support.

RETURN ON INVESTMENT

The proposed system will add capabilities to **City Of Culver City** current systems while providing the potential for significant additional revenue sources. This system solution was designed and created specifically for printing, copying and scanning environments such as yours. You will be able to increase the efficiency of your business while reducing operating costs.

References:

Eleven Western Builders, Inc
Escondido, CA

Superior Electrical Contractors
Fontana, CA

LR Design
Oceanside, CA

Automatic Fire Sprinkler
Huntington Beach, CA

PCA
Newport Beach, CA

