

Meeting Date: August 24th 2009

Agenda Item: Approval of agreement with Konica Minolta Business Solutions inc. (Gardena, CA) for the lease of multi-function copying, printing, scanning, fax machines.

Attachments:

1. Vendor competitive bids
2. Konica proposal

COMPANY	SYSTEM	Model	PPM	Number of Units	Aggregate base/year	COPY CHARGE	Equipment Maintenance	Equipment Lease	Per Year	Annual Lease**	Current Cost
SoCal Office	Sharp	MX-M363N	36	17		\$0.0060		\$179.80	\$36,679.20		
Technologies.	Sharp	MX-M850	85	2		\$0.0060		\$483.66	\$11,607.84		
48 Mo	Sharp	AR-168S	16	3		\$0.0060		\$72.47	\$2,608.92		
					2,900,000		\$17,400.00		\$50,895.96	\$63,338.40	
36 Mo	Kyocera	KM-3060	30	17		\$0.0055		\$164.00	\$33,456.00		
KYOCERA (1)	Kyocera	TASKalfa 820	82	2		\$0.0055		\$306.00	\$7,344.00		
	Kyocera	KM-1820	18	3		\$0.0055		\$82.00	\$2,952.00		
					2,900,000		\$15,950.00		\$43,752.00	\$52,020.00	
36 Mo	Xerox	5030	30	17		\$0.0060		\$220.84	\$45,051.36		
XEROX	Xerox	4595	95	2		\$0.0060		\$716.12	\$17,186.88		
	Xerox	4118	18	3		\$0.0060		\$43.79	\$1,576.44		
					2,900,000		\$17,400.00		\$63,814.68	\$71,244.60	
36 Mo	Ricoh	MP 4000SPF	40	17		\$0.0046		\$181.97	\$37,121.88		
RICOH	Ricoh	MP 9001P	90	2		\$0.0046		\$589.95	\$14,158.80		
	Ricoh	SP 3200sf	30	3		\$0.0046		\$29.38	\$1,057.68		
					2,900,000		\$13,340.00		\$52,338.36	\$62,442.00	
KONICA	Konica	Bizhub361	36	17		\$0.0046		\$207.99	\$42,429.96		\$281.77
	Konica	Bizhub Pro 950	92	2		\$0.0046		\$483.38	\$11,601.12		\$622.71
	Konica	Bizhub 161f	16	3		\$0.0046		\$53.06	\$1,910.16		\$58.26
					2,900,000		\$13,340.00		\$55,660.44	\$51,076.51	
						\$0.0067					
	Canon	3235i	35	17		\$0.0059					
CANON	Canon	1025IF	23	3		\$0.0059					
	Canon	7095	95	2		\$0.0059		\$6,014.22			
					2,900,000		\$17,110.00		\$72,170.64	\$80,322.84	

** - does not include sales tax

Prepared For:

City of Culver City



bizhub 

Presented By:

Julia Ferreira
Senior Account Representative



KONICA MINOLTA

879 W 190th St. Ste. 200- KONICA MINOLTA BUSINESS SOLUTIONS, INC. – Gardena, CA - 90248



City of Culver City
Lloyd Reynolds
9770 Culver Blvd
Culver City, Ca 90232

Dear Lloyd,

I would first like to thank for being a loyal customer to both Konica and Konica Minolta. We take pride in having long term, valued customers. After speaking we determined the direction that you would like to see Culver City take in regards to technology. After reviewing your current situation and the systems you have in place I feel that I have come up with a solution that will both work for you today as well as the years to come!

As your account manager I monitor your account and review it quarterly. I strive to keep you informed of any necessary changes and stay on top of any needs that may have changed within your office. I understand the changes that you are making within your facility and I am able to present you with an opportunity to move forward with a new Konica Minolta Multifunctional Systems. Most importantly systems that will provide you with the features to satisfy your printing and scanning needs. The new systems that I am proposing will have the ability to scan, email, print and copy in black and white, and operate within your network.

As a Corporation, we make and service all the equipment that we sell. We are proud to introduce a complete line of digital document delivery solutions for copying and printing, cluster printing systems, color copying/printing, stand-alone facsimilies, and printers.

Please find the enclosed proposal for the City of Culver City. We are proposing to replace your current Konica Minolta 7235's, 7415's, and 7085 with new technologically advanced equipment that will assist in the streamlining of your current workflow.

Best Regards,

Julia Ferreira
Senior Account Representative
KONICA MINOLTA BUSINESS SOLUTIONS, INC.



Executive Summary

Client Requirements:

Printing PDF Files, Reliability, and cost effectiveness

Solution must exhibit:

- * Printing and Copying in efficient manor
- * High quality of reproduction
- * Scanning Technology
- * Reliability
- * High percentage of up time (KMBS provides 4 hour response time as well as dedicate technicians)
- * Easy integration into current environment (provided all digital needs analyses are complete and network drops are available at each location) approximately at 2.5 week delivery and install schedule including removal of current equipment (approximately 4 machines per day with a Tuesday – Friday schedule)

Applications/Recommendations:

Your document applications require:

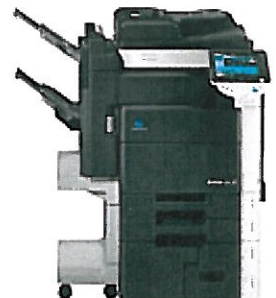
- * Quick processing of printing documents
- ** Copying and Printing from work stations
- *** New Scanning Technology Moving into the Future

KONICA MINOLTA BUSINESS SOLUTIONS Recommendation

Based on requirements, we recommend that Culver City implement 17 Bizhub 361's for your copying, printing, and scanning needs. This solution will provide an effective replacement to the 7235 systems now in use. We are also recommending 2 Bizhub PRO 950's for the 7085 replacement and 3 bizhub 161f's to replace the 7415's .Bizhub provides a unique way to achieve high quality, fast copying output on an as needed basis.

Konica Minolta's Bizhub 361

1. 36 pages per minute black and white copying
2. 36 pages per minute printing
3. 70 pages ppm scanning speed
4. Includes 4 X 500 sheet drawers
5. 2,000 sheet LCT
6. Standard and custom paper size support up to 11" x 17"
7. User friendly touch screen backlit LCD display
8. Tilting control panel
9. PCL & PS Emperon Print System
10. 60 GB Hard Drive.
11. Scanning Technology to Scan to Email, FTP, Desk Top, URL
12. Network Printing, Scanning, Distribution
13. Staple Finisher
14. Super G3 fax Board



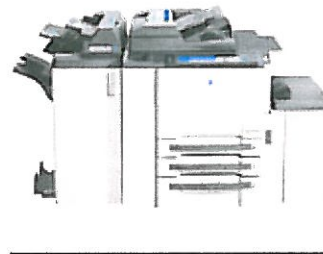
KONICA MINOLTA

879 W 190th St. Ste 200 - KONICA MINOLTA BUSINESS SOLUTIONS, INC. – Gardena, CA - 90248
Julia Ferreira (310) 214-6696 x 124



Bizhub PRO 950

- 1) 95 page per minute Black and White output
- 2) 600 X 600 dpi
- 3) High – Speed Deal Beam Laser Printing
- 4) Holds up to 12"X18" in on glass and 11" X 17" through RADF
- 5) 1 LCT that holds up to 12X18 paper and 1 that LCT that holds letter
- 6) 2 X 500 sheet universal paper trays
- 7) 1,000 sheet universal tray
- 8) 150 sheet bypass tray
- 9) 100 Sheet Booklet Finisher



Bizhub 161f

- 1) 16 ppm output
- 2) 1 250 sheet drawer
- 3) 1 500 sheet drawer
- 4) 10 sheet bypass tray
- 5) 50 sheet RADF
- 6) 1200 X 600 dpi resolution
- 7) 64 MB memory upgrade
- 8) Super G3 fax
- 9) Print/Scan/Copy





Proposed Investment Schedule

Fair Market Value Municipal Lease

Applicable sales taxes not included

17 Bizhub 361's, 3 Bizhub 161f's, and 2 Bizhub PRO 950's

36 Month Lease (each year paid in advance, total of THREE payments)

\$51,076.51

Equipment Purchase Price

\$138,689.00

Along with placement of the New Bizhub equipment Culver City will receive unlimited training, delivery, installation.

OFFER SUBJECT TO CREDIT APPROVAL: This proposal is subject to formal credit review and approval by KMPF and the execution and delivery of a lease agreement and related documents mutually acceptable to all parties. Such documentation may include terms and conditions or other matters that are not specifically covered by or made clear in this proposal. The resulting lease documents, not this proposal or any request to which it is responsive, shall govern the contractual relationship between the Lessor and Lessee. This proposal should not be construed as a commitment.

Maintenance Program

- All Inclusive service covers all toner, developer, drums, parts, staples & labor
- Excludes paper
- Maintenance Program is billed monthly \$.0046 B&W (ZERO MINIMUMS)



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