



## Prepared Exclusively For:



**PREPARED BY:**  
**Stephanie Keating Phillips**  
**Director of Production Print and Solutions**  
**952-516-7707**  
[skeating@ais-mn.com](mailto:skeating@ais-mn.com)

June 3, 2024

1

- Current Situation:** Edina Public Schools currently partners with AIS on the districts' hardware and software technology related to printing. There are 29 Konica Minolta multifunction devices that are leased and dispersed throughout the district. All single function printers are owned by the district and under a full service and maintenance contract with AIS. All leased devices are under a full service and maintenance contract with AIS as well.
- Current Pricing:** The AIS lease was inceptioned in July 2020. The contract is a 48-month term and expires July 8, 2024. The monthly lease price is \$5,112.88 per month.
- Current MFP Fleet:**
- 1 Konica Minolta 368e black device (new)
  - 8 Konica Minolta 4052 black devices (new)
  - 1 Konica Minolta C360i color/black device (new)
  - 9 Konica Minolta C759 color/black devices (new)
  - 4 Konica Minolta 558e black devices (new)
  - 1 Konica Minolta C4050i color/black device (new)
  - 3 Konica Minolta 1100 black production (new)
  - 2 Konica Minolta C368 color/black devices (used)
- Fact Finding:** When the partnership between Edina Public Schools and AIS began, the equipment chosen was based off of request by the district. After almost 4 years of history between AIS and Edina, we have found that there could be a more productive way to produce print throughout the district. The IT team did an excellent job meeting with each building to confirm needs and wants and after many discussions with the AIS team, we have a good recommendation to right fit devices where there may need for both over and under utilization as well as replace some black devices with color with the goal of eliminating more expensive single function printers that are currently being used.
- In this proposal the following is included:**
- AIS will swap out equipment once school is out-and work with IT to connect new devices to software
  - AIS will remove and return all existing devices to the leasing group
  - The proposed new devices look very similar to existing devices making a minimal learning curve for staff
  - However, AIS will work with buildings to schedule training, update training guides to ensure a smooth transition.
  - Existing card readers will be reutilized to keep costs down, if additional devices are installed we will add new readers to the new machines.

**Proposed Solutions:**

**A) Like for like to current fleet**

**MFP Fleet:**

- 1 Konica Minolta 360i black device
- 8 Konica Minolta 4050i black devices
- 3 Konica Minolta C360i color/black device
- 9 Konica Minolta C750i color/black devices
- 4 Konica Minolta 550i black devices
- 1 Konica Minolta C4050i color/black device
- 3 Konica Minolta 2100 black production
- New Proposed 48-month price: \$5112.00
- New Proposed 60-month price: \$4349.00
- Includes PaperCut

**B) Proposed right fit solution based on volumes and request-higher speed**

**MFP Fleet:**

- 7 Konica Minolta 4050i black devices
- 7 Konica Minolta C360i color/black device
- 1 Konica Minolta C750i color/black devices
- 3 Konica Minolta 550i black devices
- 1 Konica Minolta C4050i color/black device
- 4 Konica Minolta 2100 black production
- 6 Konica Minolta 850i black devices
- 7 Konica Minolta C550i color/black devices
- New Proposed 48- month price: \$6171.00
- New Proposed 60- month price: \$5184.00
- Includes PaperCut and card readers