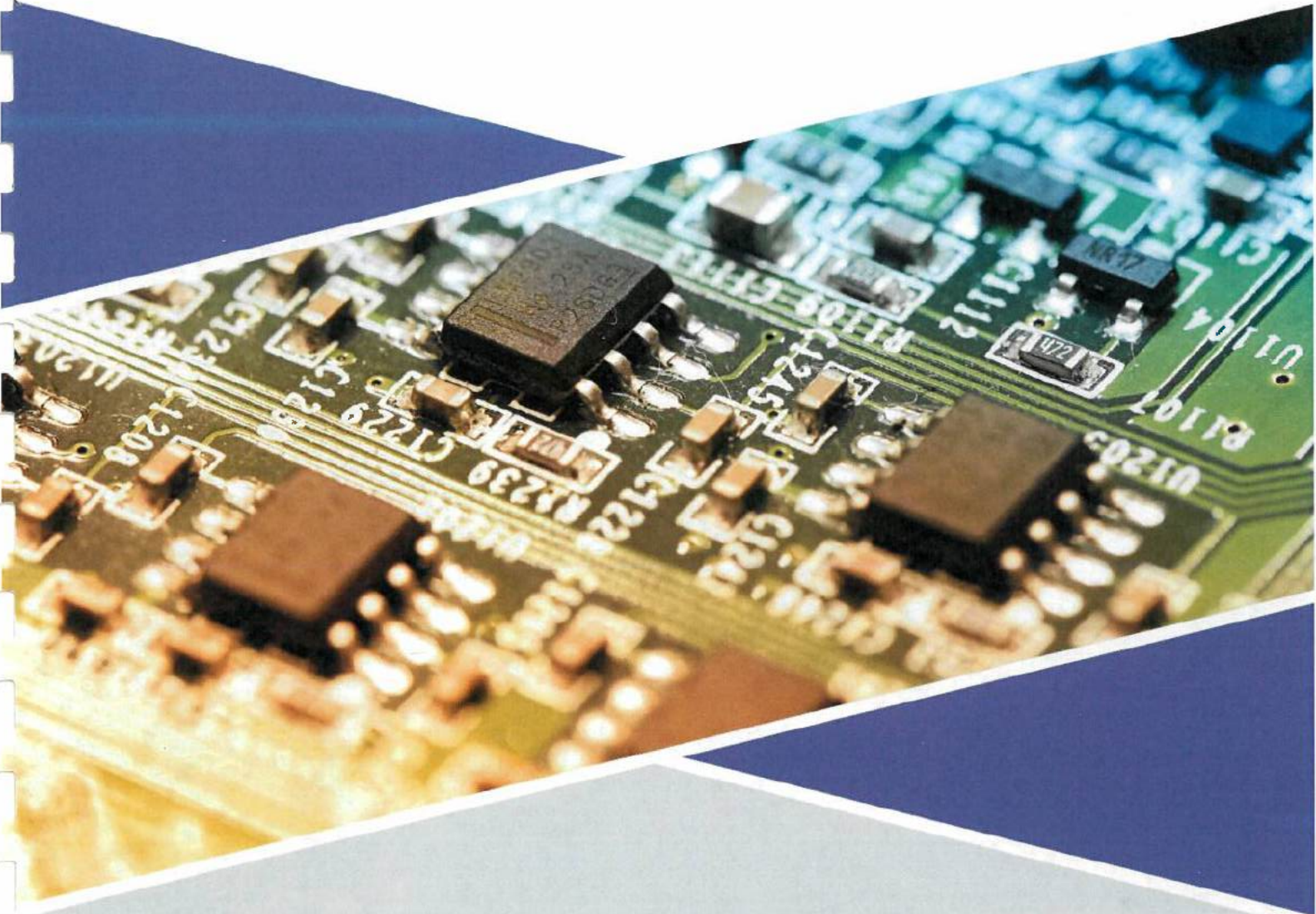


CONFIDENTIAL PROPOSAL PREPARED FOR



Lincolnwood 74
Lincolnwood School District 74



PREPARED BY

Lee Pietrowski

Partner

lpietrowski@imagetec.com

Mobile: 312-320-0491

PROPOSAL DATE

05/20/2022







Lincolnwood School District #74
6950 N. East Prairie Road
Lincolnwood, Illinois 60712
Attn: Jordan Stephen
Director of IT

Jordan,

As you are aware the past 2 years have been unusually difficult as we deal with manufacturing problems due to COVID, Supply chain issues, rising prices for goods, inflation issues and interest rate increases that the federal government is implementing due to the rising inflation.

All of these issues have to be discussed as it is my responsibility to provide the district with a solution that will help in easing the cost increases and to make sure that we can make timeframes that will coincide with your lease end.

On the following page I have provided you a spreadsheet that includes the information that will support my recommendation for the district. I have made a few changes in the hardware that better reflect the decrease in volumes that the district is currently using along with keeping in mind the accessibility and the fluctuating volumes during a school year.

Since IMAGETEC L.P. started its relationship with Lincolnwood S.D. 74, the district has implemented PaperCut with follow me printing which is a huge benefit to the users along with providing equipment that functions better and has less downtime than the district ever had.

I am very proud of our service team that has the highest rating of Master Technician for all techs that service your district along with an IT team that supports your needs. All of these components equate to a successful relationship that the district has experienced.

I hope to continue our relationship with the new implementation and provide the district world class service, support, and hardware.

Sincerely,

Lee Pietrowski
Partner
IMAGETEC L.P.



IMAGETEC

PROJECT OVERVIEW

LINCOLNWOOD SCHOOL DISTRICT 74

Current Lease

The district has a current lease and service agreement with IMAGETEC L.P. that will expire on 1/23/2023. This lease is a FMV lease which requires the district to send a letter of intent upon 30 days notice. The district will also be responsible for the shipping costs of the equipment back to the leasing company where designated. This is included if the district renews with IMAGETEC L.P.

Supply Chain Issues

Currently manufactures are taking 5 to 6 months to ship equipment that is ordered. This is due to constraints on the supply chain and rolling closures of facilities that are overseas. I am planning to place this order in June 2022 so that we can meet the lease end date of 1/23/2023.

Recommended Hardware

I am recommending the new i-Series Konica Minolta Bizhub systems as a replacement. These units have worked very well in the district and the staff like the ease of use and reliability. The i-Series have several changes in them which are noticed on the main screen. No longer are there any hard keys as it is a true integrated Pad type screen. Security on the systems is better and built into the device. The RFID card readers are of the GEN 2 type which have better security and can connect to a mobile device if wanted.

The only change that has been made is that the current 958 units will be replaced by the new 750i series. The reason for this change is that the districts volume has gone down whereas you do not need a 95 page per minute. This change will help with the investment and service costs. This change will offset some of the costs increases that I speak about in my letter.

Current HP Fleet of Printers

Currently the district is supporting its fleet of printers, it is my recommendation to put your HP printer fleet under our VIP program whereas you would only buy HP OEM toner from IMAGETEC L.P. and your printers would be serviced by us including all parts and labor at no additional costs. Because we are a Premier HP dealer we leverage our relationship with HP for this program. Costs for your printer toner are included in this proposal.

Lincolnwood School District 74
Lease End 1/23/2023

| LOCATION | ROOM#/DEPT. | CURRENT EQUIPMENT | CURRENT SERIAL # | CURRENT E-TAG | NEW EQUIPMENT | AVERAGE BLACK MONTHLY VOLUME | AVERAGE COLOR MONTHLY VOLUME | FAX NUMBER | CONFIGURATION | NOTES FOR INSTALL |
|---|--------------------------------|-------------------|------------------|---------------|---------------|------------------------------------|------------------------------------|--------------|-----------------------------------|----------------------|
| | | | | | | | | | | |
| Lincolnwood District Office 6850 N. East Prairie Road Lincolnwood, Illinois 60712 | Receptionist | Bizhub C558 | A79K011127481 | E24978 | Bizhub C550i | 4700 | 6000 | 847-675-4207 | Inner Finisher, Punch, Fax | |
| | Lower Level - Mail Room | Bizhub 458e | AA6U011018556 | E24945 | Bizhub 450i | 3000 | | | Booklet Finisher, Punch, Wireless | |
| | 2nd Floor - Tech Loft Closet | Bizhub 458e | AA6U011018213 | E24944 | Bizhub 450i | 1000 | | | Regular Finisher, Punch | |
| | | | | | | | | | | |
| Rutledge Hall School 6850 N. East Prairie Road Lincolnwood, Illinois 60712 | 2nd Floor - Room 20 | Bizhub 958 | A796011003057 | E24938 | Bizhub 750i | 23000 | | 847-675-9320 | Booklet Finisher, Punch | |
| | Staff Lounge | Bizhub 958 | A796011003061 | E24939 | Bizhub 750i | 25000 | | | Booklet Finisher, Punch | |
| | Office | Bizhub C458 | A79M011050512 | E24979 | Bizhub C450i | 3600 | 5300 | | Inner Finisher, Punch, Fax | |
| | | | | | | | | | | |
| Lincoln Hall Middle School 6855 N. Crawford Avenue Lincolnwood, Illinois 60712 | Office Mail Room | Bizhub 958 | A796011003066 | E24940 | Bizhub 750i | 24500 | | 847-675-8124 | Booklet Finisher, Punch | |
| | 3rd Floor - Room 305 storage | Bizhub 958 | A796011002965 | E24941 | Bizhub 750i | 10500 | | | Booklet Finisher, Punch | |
| | Office | Bizhub C458 | A79M011049383 | E24980 | Bizhub C450i | 3000 | 3700 | | Inner Finisher, Punch, Fax | |
| | Library | Bizhub 458e | AA6U011018560 | E24946 | Bizhub 450i | 7000 | | | Regular Finisher, Punch, Wireless | |
| Todd Hall School 3925 W. Lunt Avenue Lincolnwood, Illinois 60712 | Storage between Room 300 & 302 | Bizhub 958 | A796011003033 | E24942 | Bizhub 750i | 34000 | | 847-675-9378 | Booklet Finisher, Punch | |
| | Office Work Room | Bizhub 958 | A796011003044 | E24943 | Bizhub 750i | 33500 | | | Booklet Finisher, Punch | |
| | Office | Bizhub C458 | A79M011049762 | E24981 | Bizhub C450i | 16000 | 8000 | | Inner Finisher, Punch, Fax | |
| | | | | | | | | | | |

| | |
|------------|--|
| IT CONTACT | Jordan Stephen |
| E-MAIL | jstephen@sd74.org |
| PHONE | 847-675-8234 |

| | |
|------------------|--|
| DELIVERY CONTACT | Jordan Stephen |
| E-MAIL | jstephen@sd74.org |
| PHONE | 847-675-8234 |

| | |
|-------------|--|
| A/P CONTACT | Courtney Whited |
| E-MAIL | cwhited@sd74.org |
| PHONE | 847-675-8234 |

| | |
|---|--|
| What Operating System is Being used? Windws or Mac? | |
|---|--|

| | |
|----------------------------|--|
| Scan to e-mail information | |
| SMTP/Email Server | |
| Email Account User Name | |
| Email Account password | |
| Port Number | |



PROJECT OVERVIEW

LINCOLNWOOD SCHOOL DISTRICT 74

Project Costs

This project will include all new hardware consisting of the new Konica Minolta Bizhub i-Series units described in the spreadsheet. Also included is the setup of PaperCut with the new systems and upgrade/support for papercut for the term selected.

36 month lease term \$3,179.04

48 month lease term \$2,625.96

Full service maintenance will be .0042 per black copy/print and .031 per color copy/print based on 2,000,000 black and 300,000 color per year. This cost includes all service, toner, parts and staples.

VIP Program Pricing

| Model | Toner | Yield | VIP Price |
|---------|------------------|--------|-----------|
| P2055dn | CE505JC – Black | 8,000 | \$185.99 |
| M254dw | CF500X – Black | 3,200 | \$123.72 |
| | CF501X – Cyan | 2,500 | \$130.36 |
| | CF502X – Yellow | | |
| | CF503X – Magenta | | |
| 1320n | Q5949X – Black | 6,000 | \$210.99 |
| M501 | CF287J | 19,500 | \$326.99 |
| M451 | CE410X – Black | 4,000 | \$110.99 |
| | CE411A – Cyan | 2,600 | \$128.99 |
| | CE412A – Yellow | | |
| | CE403A – Magenta | | |

+ \$10.75 shipping per order

Color machines need to purchase a full set of toner to enroll. Mono, only black. Must be on FMA (\$12.00 annual charge) or SDS (Free). Enrollment form must be completed returned and toner must be purchased for enrolling machines before coverage starts. If choosing FMA, \$12.00 charge per machine is included on first order.

HP LaserJet 4300 – discontinued in 2010 and some parts are no longer available for this model. We cannot offer VIP for this model. We can do toner only though. It takes Q1338A toner, yield of 12,000 pages. OEM is \$222.99, compatible is \$90.00 each. I would recommend replacing the 4300 units with a new managed HP device as currently these models are a security risk as firmware is no longer supported.



VIP PRINTER SUPPORT PROGRAM

PROGRAM FEATURES & AGREEMENT TERMS



Partner First
Managed Print
Specialist

PREMIER

PROGRAM FEATURES



ALL-INCLUSIVE

Once you've purchased supplies through our VIP Printer Support Program, everything is included! When the need arises for service of your printer, the cost of repair is at no additional charge, during the course of the agreement. **This includes everything: parts, labor & travel.**



INCREASE OFFICE PRODUCTIVITY BY INCREASING UP-TIME

We provide you with discounted HP pricing on genuine OEM toner, which includes service. This will effectively reduce the number of services calls, enable you to achieve higher yield for each of your toner cartridges, and help you avoid defective supplies.



FREE QUOTES ON PRINTER REPLACEMENTS

If your printer becomes unserviceable, we will be happy to provide you with a quote on a replacement printer. As an HP Premier Partner, we can provide you with the best printers at competitive prices.



SIMPLE AGREEMENT

Service is included as long as you purchase your toner from us. Sign a basic agreement to ensure you always receive the best price on genuine HP toner. The agreement is valid for one year and can easily be renewed.

AGREEMENT TERMS

Machine(s) covered under the VIP Printer Support Program agreement will be connected to the HP Smart Device Service (SDS), which will send us automatic meter reads. This agreement includes service, parts, and labor. The agreement is good for one year, but renews for an additional year as toner is purchased through us. This agreement is void if toner is purchased from another supplier.

Imagetec LP Investment Analysis for:
Lincolnwood School District 74



| Current Situation | Quantity | Model(s) | Original Lease Term | Monthly Lease Payment(s) | B/W Monthly Cost | Color Monthly Cost | Monthly Overage Cost | Other (| Total Monthly Cost |
|----------------------|----------|-------------|---------------------|--------------------------|------------------|--------------------|----------------------|---------|--------------------|
| Financial Breakdown: | 6 | Konica 958 | 36 | \$2,506.60 | MFP: | \$716.67 | \$950.00 | | \$4,173.27 |
| | 3 | Konica 458e | | | | | | | |
| | 3 | Konica C458 | | | MPS: | \$0.00 | \$0.00 | | |
| | 1 | Konica C558 | | | | | | | |

| Service Breakdown | Type | Monthly Volume | Base Rate | Overage Rate |
|-------------------|-------------------|----------------|-----------|--------------|
| MFP | Black/Whit Volume | 166,667 | 0.00430 | MFP: |
| | Color Volume | 25,000 | 0.03800 | |
| MPS | Black/Whit Volume | 0 | | MPS: |
| | Color Volume | 0 | | |

| Imagetec Solution | Quantity | Model(s) | Lease Term | Monthly Lease Payment(s) | B/W Monthly Cost | Color Monthly Cost | Monthly Overage Cost | Other (| Total Monthly Cost |
|----------------------|----------|--------------|------------|--------------------------|------------------|--------------------|----------------------|---------|--------------------|
| Financial Breakdown: | 6 | Konica 750i | 36 | \$3,179.04 | MFP: | \$700.00 | \$775.00 | | \$4,554.04 |
| | 3 | Konica 450i | | | | | | | |
| | 3 | Konica C450i | | | MPS: | \$0.00 | \$0.00 | | |
| | 1 | Konica C550i | | | | | | | |

| Service Breakdown | Type | Monthly Volume | Base Rate | Overage Rate |
|-------------------|-------------------|----------------|-----------|--------------|
| MFP | Black/Whit Volume | 166,667 | 0.00420 | MFP: |
| | Color Volume | 25,000 | 0.03100 | |
| MPS | Black/Whit Volume | 0 | | MPS: |
| | Color Volume | 0 | | |

| | |
|-------------------|----------|
| Monthly Variance: | \$480.77 |
|-------------------|----------|

| | |
|------------------|------------|
| Annual Variance: | \$5,769.28 |
|------------------|------------|



Prepared and Presented By:

Lee Pietrowski

05/24/20

All information provided by Imagetec LP, within this "Investment Analysis", is proprietary and confidential and may not be shared with a 3rd party or through any FOIA request without the written consent of IMAGETEC LP.

Imagetec LP Investment Analysis for:
Lincolnwood School District 74



| Current Situation | Quantity | Model(s) | Original Lease Term | Monthly Lease Payment(s) | | B/W Monthly Cost | Color Monthly Cost | Monthly Overage Cost | Other (| Total Monthly Cost |
|----------------------|----------|-------------|---------------------|--------------------------|------|------------------|--------------------|----------------------|---------|--------------------|
| Financial Breakdown: | 6 | Konica 958 | 36 | \$2,506.60 | MFP: | \$716.67 | \$950.00 | | | \$4,173.27 |
| | 3 | Konica 458e | | | | | | | | |
| | 3 | Konica C458 | | | MPS: | \$0.00 | \$0.00 | | | |
| | 1 | Konica C558 | | | | | | | | |

| Service Breakdown | Type | Monthly Volume | Base Rate | Overage Rate |
|-------------------|-------------------|----------------|-----------|--------------|
| MFP | Black/Whit Volume | 166,667 | 0.00430 | MFP: |
| | Color Volume | 25,000 | 0.03800 | |
| MPS | Black/Whit Volume | 0 | | MPS: |
| | Color Volume | 0 | | |

| Imagetec Solution | Quantity | Model(s) | Lease Term | Monthly Lease Payment(s) | | B/W Monthly Cost | Color Monthly Cost | Monthly Overage Cost | Other (| Total Monthly Cost |
|----------------------|----------|--------------|------------|--------------------------|------|------------------|--------------------|----------------------|---------|--------------------|
| Financial Breakdown: | 6 | Konica 750i | 48 | \$2,625.96 | MFP: | \$700.00 | \$775.00 | | | \$4,100.96 |
| | 3 | Konica 450i | | | | | | | | |
| | 3 | Konica C450i | | | MPS: | \$0.00 | \$0.00 | | | |
| | 1 | Konica C550i | | | | | | | | |

| Service Breakdown | Type | Monthly Volume | Base Rate | Overage Rate: |
|-------------------|-------------------|----------------|-----------|---------------|
| MFP | Black/Whit Volume | 166,667 | 0.00420 | MFP: 0.00420 |
| | Color Volume | 25,000 | 0.03100 | |
| MPS | Black/Whit Volume | 0 | | MPS: 0.00000 |
| | Color Volume | 0 | | |

| | |
|-------------------|----------|
| Monthly Variance: | -\$72.31 |
|-------------------|----------|

| | |
|------------------|-----------|
| Annual Variance: | -\$867.68 |
|------------------|-----------|



Prepared and Presented By:

Lee Pietrowski

05/24/20

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KONICA MINOLTA

bizhub® i-SERIES
CONNECTING
TOMORROW'S
WORKPLACE
TODAY
RETHINK WORK

Giving Shape to Ideas

INTRODUCING THE bizhub i-SERIES FROM KONICA MINOLTA

Born from our desire to rethink the role of multifunctional printers in business, our next-generation technology seamlessly connects your dynamic environment. Simply and securely bringing together people, places and devices to embrace the way you work. Improve communications and productivity, streamline processes, make better decisions and, ultimately, enable smarter business.

The workplace is changing

- As more tasks move toward individual work in a place of the individual's choice, central offices are becoming hubs for communication
- As office documents become more digitized and the volume of data increases, centralized management and better access to documents is essential
- As business data leaks and hacking become more commonplace, the need for security is increasingly critical

bizhub i-Series is the solution

- With simple operability and high-quality performance, the bizhub i-Series allows people to complete tasks efficiently and effectively from anywhere
- With integrated cloud services that offer the right processes at the right time, the bizhub i-Series builds more convenient workflows for everyone
- With next-generation security technology built in, the bizhub i-Series provides a reliable and safe environment for your business



bizhub
i-Series C4050i



bizhub
i-Series C360i



bizhub
i-Series C650i



i-SERIES IS SIMPLE AND SECURE

We've simplified, secured and enhanced what technology can do for your business.

Intelligent simplicity

With a large touchscreen operation panel, smartphone style user interface and a display that users can customize with apps from Konica Minolta Marketplace, i-Series is intelligently simple.

Next-generation security

The next-generation bizhub i-Series comes with the highest security standards built in. The i-Series is compliant with General Data Protection Regulation (GDPR) and ISO 15408 certified HCD-PP, so data privacy standards and end-point security requirements are met.

With our bizhub SECURE services, we tailor the security settings to your needs, so your data is fully protected. And with optional anti-virus software, it safeguards your device against viruses that can harm your business.

Key benefits

- Stay in control of your information
- Protect your data and stop virus threats
- Security visibility, implementation and continuity
- The peace of mind to focus on core activities

i-SERIES IS INTUITIVE

Inspired by the way people interact with technology, we've completely redesigned the user experience.



Designed for people

The stylish bizhub i-Series looks at home in today's office environment, with contemporary touches like a floating operation panel, rounded edges and LED status indicators.

With a 24° to 90° tilt angle, the large 10" tablet style touch panel provides convenient accessibility and operation for all users.

Putting users first

The i-Series offers a market-leading and intuitive smartphone style experience.

So familiar, it's second nature. There's practically no learning curve and users can customize their screen similarly to the way they do for their mobile device.

In the new card-type Quick Copy screen, all main setting options are directly visible without scrolling or searching. Users can apply their desired settings with fewer clicks and pop-ups, making operation faster and more productive. You can also customize your personal home screen by simply adding or removing function icons. Widgets are available (similar to Widgets on Android-based smartphones), which facilitate the embedding of apps into the home screen.



No waiting time

To boost workflow and cut out waiting time, the i-Series is fast. In fact, thanks to its brand new quad-core Central Processing Unit (CPU), it's four times quicker than our previous generation bizhub models.

The new controller integrates all processes and distributes tasks more effectively within the CPU. As a result, the user experience is smoother and quicker and there is no waiting time while operating the i-Series.

With the new media sensor, paper weight detection is automatic, and the correct settings are reliably applied every time. Enhancing user convenience, this avoids setting mistakes and minimizes paper jams.



i-SERIES IS SAFER



75% of companies said they had experienced disaster recovery failures, resulting in the loss of critical applications and files. Yet 60% don't have a full-scale data recovery plan.

Sources: Disaster Preparedness Council, FEMA

TOTAL CARE BY BIZHUB SECURE

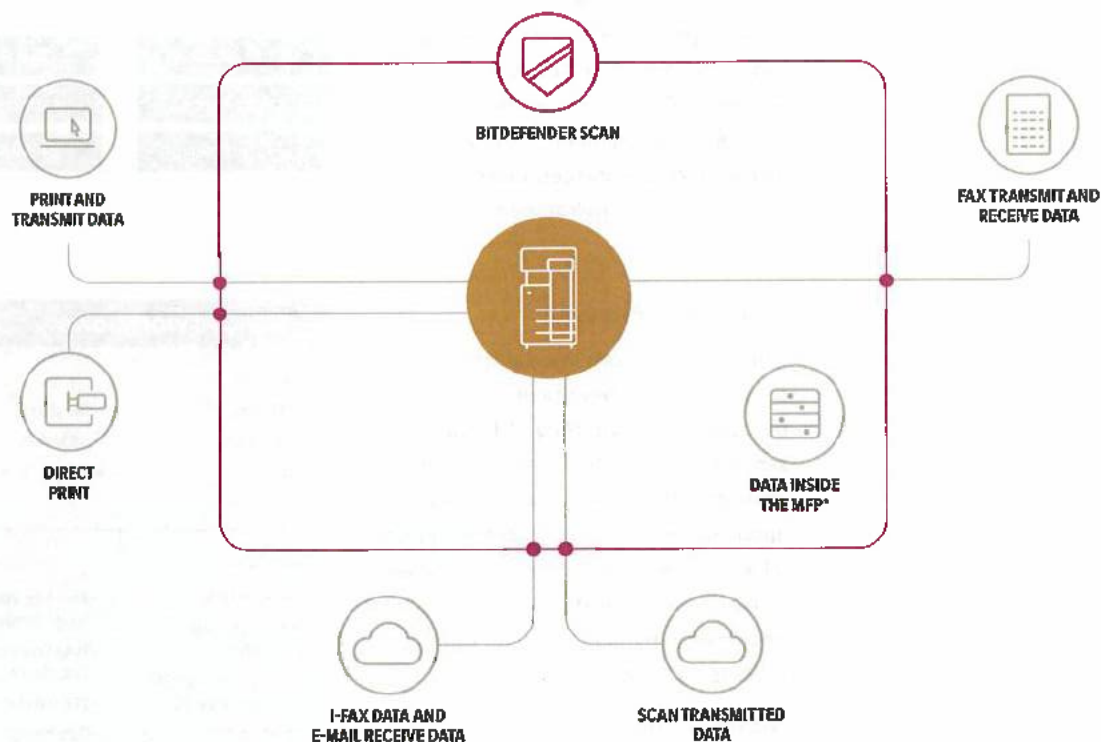
With bizhub SECURE services, we've made sure your business is fully protected by providing security tailored to your needs. Continuous security gives you one less thing to worry about. And because our team configures everything for you, you'll save time too.

Safe and SECURE

- **bizhub SECURE:**
 - protects the data stored in the memory of your i-Series
 - protects your i-Series from attacks via encryption
- **bizhub SECURE Platinum:**
 - secures your devices' network settings
 - secures your i-Series against unauthorized access
- **bizhub SECURE Notifier App:**
 - ensures the right settings are implemented and remain unchanged
 - alerts users if a security setting has been altered
- **BitDefender® Anti-Virus Option:**
 - defends you from the threat of viruses

ALWAYS SAFE. ALWAYS IN CONTROL.

Having complete protection against virus threats gives you the peace of mind to focus on other tasks. So to protect your data, the BitDefender anti-virus option automatically scans all transmitted and received data — in real time. You can also run on-demand or scheduled scanning of your data, to make sure you stay protected.



- * Data inside the MFP can be checked continuously, manually or on a scheduled basis
- Optional BitDefender scans transmitted and received data to protect the i-Series

i-SERIES IS UNLIMITED POSSIBILITIES

ENHANCED EFFICIENCY AND PRODUCTIVITY

Dispatcher Suite, our integrated print management and workflow automation solution, extends the workflow capabilities of the i-Series and provides effective management of corporate print and scan infrastructure.

As a unified platform, this feature-rich solution simplifies print and scan operations, maximizes office efficiencies and provides businesses of all sizes with the flexibility they need. It allows businesses to manage and reduce their printing costs, while increasing their document workflow productivity and security.

Dispatcher Paragon

Increase productivity and flexibility while reducing printing and copying costs. Dispatcher Paragon also offers sophisticated enterprise print management capabilities, including secure and central control for your entire print environment.

| | |
|--------------------|-------------------|
| Authentication | Reporting |
| Print Roaming* | Rule-Based Engine |
| Credit and Billing | Mobile Print |

Dispatcher Phoenix

Our advanced workflow automation solution streamlines document processing and handling. Whether it's sending documents to key recipients, routing documents to cloud storage applications, customizing complex print jobs, or indexing documents and folder browsing from the MFP panel, Dispatcher Phoenix can handle all of your document processing needs.

With its customizable workflows, businesses can simplify daily office routines, boost efficiencies and improve workplace productivity.

Advanced workflows*

Capture

- MFP Panel
- Web Capture
- Input Folder
- FTP Servers
- Dropbox
- DP Mobile
- Google Cloud Print

Process

- Advanced OCR
- Metadata Scripting and Routing
- File conversion to PDF, Microsoft Office, PS
- Metadata to File
- ODBC
- Annotate, Watermark & Image Enhancements
- Page Count and Color Route
- PDF Data Extraction
- Rename, Split and Merge

Distribution

- Dropbox*
- Box*
- OneDrive*
- OneDrive for Business*
- SharePoint*
- SharePoint Online
- Microsoft* Exchange
- Google Drive*
- WebDAV
- Output Folder
- FTP and SFTP Servers
- SMTP

*more system capabilities and features available

MAKE TIME FOR YOUR CORE BUSINESS

Simply add new capabilities to make the i-Series more accommodating to the way you work. The Konica Minolta MarketPlace gives you the freedom to customize your device. The available applications bridge unproductive gaps between work processes to give you more time to focus on core tasks.

Streamline office routines

Browse the Konica Minolta MarketPlace for new applications that serve your business needs. Then, simply add them to all your devices — however large your fleet.

Updates are also deployed directly to your devices without cost-intensive maintenance. And, as these apps run directly on your devices, you don't need to invest in additional infrastructure.

The i-Series provides a broad range of capabilities that serve all your needs. To minimize the time spent using your device, simply change the control panel to meet your preferences. And because the user operation of any model is completely customizable, there's no need for specific training.

Key benefits

- Add and remove functions from the panel to match your i-Series with your work style
- Streamline your daily office routines
- Boost team productivity



For more details on Konica Minolta MarketPlace, visit konicaminoltamarketplace.com

i-SERIES IS SMARTER

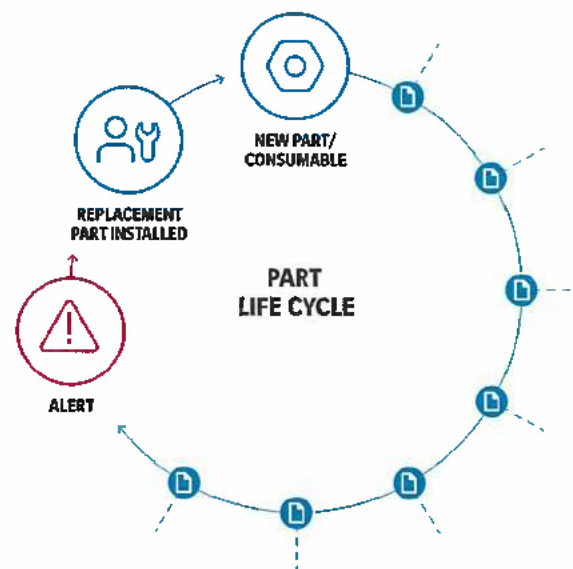
INCREASED UPTIME. ALL THE TIME.

Features this advanced don't come from merely improving technology. To make bizhub i-Series work with everything you do, we set out to rethink everything.

To ensure continuous and uninterrupted use, the i-Series, in conjunction with Konica Minolta's vCare™ solution, provides a trouble-free experience with minimum downtime.

Uploading the latest firmware, in real or scheduled time, lets users know they're always working with up-to-date technology.

Together, they work behind the scenes, intelligently collecting data for self-diagnosis, maintenance and optimum replacement time for parts and consumables.



 --- Data collected for part/consumable replacement predictions



EMBRACE THE WORKPLACE OF THE FUTURE

bizhub is the touchpoint for your business and information processing world.

Both the A3 and A4 models are inspired by the same contemporary design and connected technology of our comprehensive all-in-one IT platform, Workplace Hub. And as both work in intelligently simple ways, there's no need to waste valuable resources on training your staff.

So as your business grows, we will grow with you — seamlessly and securely linking people, places and devices to give new dimension to print, document workflow and security management.

To learn more, please visit workplacehub.konicaminolta.com



bizhub
i-Series C4050i



bizhub
i-Series C360i



bizhub
i-Series C650i



KONICA MINOLTA

INDUSTRY-LEADING ENVIRONMENTAL PERFORMANCE

We have invested substantial resources to keep the environmental impact of the bizhub i-Series as low as possible.

Our new eco settings, low temperature fusing toner and weight-detection sensor, combine to significantly reduce the consumption of energy and paper.

We're also committed to minimizing waste throughout the product's life cycle.

Our improved consumables and parts use fewer materials and have longer life cycles, minimizing downtime. Our industry-leading air-form packaging solution ensures safe transportation, while reducing waste.

Plus, Konica Minolta's quick, simple-to-follow and cost-free Clean Planet recycling program keeps recyclable materials and print consumables out of landfills, making a big difference in preserving our environment.

bizhub i-SERIES IS AVAILABLE NOW


With intelligent usability, next-generation security and seamless connectivity, the bizhub i-Series connects tomorrow's workplace today. Discover more at RethinkFutureofWork.com




Bitdefender®



bizhub  care®

Dispatcher  Suite

 Dispatcher
Paragon

 Dispatcher
Phoenix





KONICA MINOLTA

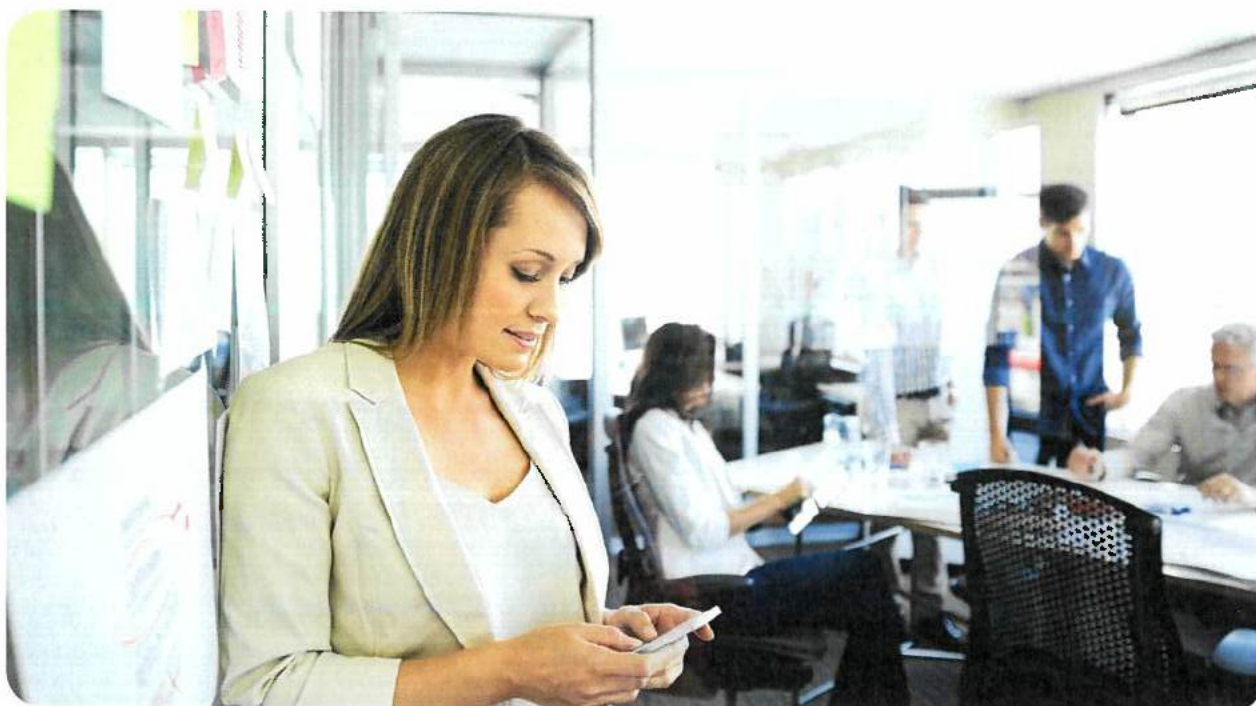
WORKPLACE
OF THE FUTURE™



TAKE SECURITY TO A
HIGHER LEVEL.

**AU-205H GEN 2 Multi-Technology Card Reader with mobile access
makes user authentication smart. Convenient. And always available.**

Protecting information is critical to your business. Yet as more and more business is done online, and more employees use personal devices to do it, security is becoming more complicated. That's why Konica Minolta's AU-205H GEN 2 Multi-Technology Card Reader takes user authentications to a higher level of security and convenience. There's no need to enter username or password, no compromise in print/scan performance and no loss of the security safeguards you count on to protect sensitive data. And it even adds support for HID Mobile Access from your iPhone or Android device.



VERIFY WHO'S ACCESSING AND USING YOUR PRINT NETWORK. **SAFEGUARD YOUR DATA.**

Contactless reader with industry standard compatibility.
Bluetooth® interface for mobile user authentication.

At Konica Minolta, we know you can never compromise on security. But you also want to make it as seamless as possible for your employees. That's why the GEN 2 reader comes with standard IC card support — and HID Mobile Access from your iPhone or Android device using Bluetooth Low Energy (BLE) technology. The mobile access app replaces cards typically used for door access and MFP login. It's easy to use and deploy. The user simply places their phone near the reader to log into the MFP. From there they can access applications such as Dispatcher® Paragon and other industry leading print management applications with single sign-on to advanced scan workflow applications such as Dispatcher Phoenix and other advanced scan workflow applications. The GEN 2 reader features:

DUAL FREQUENCY

Simultaneously supports low (125 kHz) and high-frequency (13.5 MHz) card access credentials.

SUPPORTS MOBILE ACCESS

Bluetooth interface leverages HID Global's Mobile Credentials to access MFPs, computers, network and Cloud data, as well as secure print release.

SUPPORTS SEOS AND ICLASSE PLATFORM

Provides multilayered security that extends beyond the card technology, offering additional protection to identity data. Easy-to-use, straightforward utilization of existing access control credentials for PC login in both CCID and keyboard wedge operation modes.

KEYBOARD WEDGE EMULATION

Retrieves data from a card and presents the information directly to any application by emulating keyboard strokes.

SECURITY AND CONVENIENCE **ALL IN ONE.**

It's reported that 60% of companies have lost data due to a printer security breach, costing an average of \$400K to address.* But a complex user authorization process can impact user productivity. Today, mobile devices are commonly used to access systems. But typing in complex passwords on a touchscreen can also prove challenging. The GEN 2 card reader bridges the gap between high security and convenience.

HELPS COMPLY WITH REGULATIONS

Maintaining strict compliance with regulations is essential in certain industries. The GEN 2 card reader provides secure access to print, scan, copy and fax devices in government, healthcare (HIPPA), legal and education (FERPA).

ID AND PRINT

How often are jobs printed and then sit at the MFP waiting for the user to pick it up? This feature allows you to hold print jobs at the MFP until the user presents their IC card. This prevents any compromise in security with print jobs containing confidential information sitting in output trays.

SECURE PULL PRINT

Send print jobs to any printer and hold it in a secure queue until you're ready to pick it up. Simply present the IC card, iPhone or Android device at any compatible MFP on the network to release your print job.

INTEGRATION

Monitoring and tracking who's accessing your system, and what they're accessing, is also vital to your business. The GEN 2 card reader integrates with authentication and accounting solutions provided by Konica Minolta so you know who did what by simply accessing information on the card.

SECURE PRINT RELEASE FROM SINGLE-FUNCTION PRINTERS

Select tabletop single-function printers now support card readers with authentication to secure pull print applications such as Dispatcher Paragon, PaperCut and Equitrac.

CONTROLLED ACCESS

The GEN 2 card reader does more than secure access. It makes it easy to reduce unauthorized operation and minimize unnecessary printing. That's key to saving paper and energy, supporting both public and private sustainability goals.

MOBILE ENABLED READER FEATURES

The GEN 2 card reader allows for adjustable read settings, overall power control and reading a range of mobile IDs. It enables flexibility for both close-proximity "tap" and long-range "twist-and-go" distances, with a directional antenna providing long-range reading up to 2 m. Read settings can also be administered using your mobile phone during installation.



FAST. SIMPLE. SECURE TECHNOLOGY.

- One reader supports multiple card technologies
- No custom reader programming required
- Utilizes your existing card technology
- Secure authentication controls MFP print, copy, scan and fax functions
- "ID and Print" functionality by quickly presenting the card
- Secure login to active directory
- Secure pull print for secure release of jobs at any bizhub*
- Software compatibility for authentication and accounting
- Compact design fits easily into your existing workspace
- Plugs directly into the USB connector of your bizhub MFP
- Mounts on the working table of your MFP — no visible wires

* Bizdefender. Hacked Off report. October 2019.



AU-205H GEN 2 Multi-Technology Card Reader

SPECIFICATIONS

| | |
|---|---|
| Dimensions | 2.79" x 3.66" x 0.63" (71 mm x 93 mm x 16 mm) |
| Status indicator | Dual Color LED (white=ready / blue=busy) Buzzer (programmable) |
| Smart card/protocols low frequency (125 kHz) | HID PROX (FSK) Indala (PSK) EM 41xx (ASK) Hitag 1, 2, S (Hitag) |
| Smart card/protocols high frequency (13.5 MHz) | T=CL MIFARE iCLASS ISO 14443A/B – up to 848 Kbps (depending on card) iCLASS SE and SEOs (can read data only, no writing) Felica (only UID) NFC Tag (1, 2, 3, 4, 5) |
| Bluetooth Low Energy (BLE) interface | Supports Android and iPhone devices with HID Mobile Access |
| Host interface | USB 2.0 full speed device (12 Mbps) USB 3.0 extended operability Tested with hubs/controllers |
| PC/SC driver | CCID native driver from operating system (Windows / Linux / Mac) |
| Keyboard driver | Native driver from operating system supporting MF-102 keyboard (Windows / Linux / Mac) |

AU-205H Multi-Technology GEN 2 Card Reader is just one way Konica Minolta is reshaping the Workplace of the Future.

As work becomes less about a place you go, and more about what you get done, Konica Minolta brings you the Workplace of the Future, a growing portfolio of unified smart solutions that allow your team to work smarter, more productively and more collaboratively from anywhere, at anytime.

For complete information about the AU-205H Multi-Technology GEN 2 Card Reader and other Konica Minolta products and solutions, please visit: kmbs.konicaminolta.us



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PARTNERSHIP

Konica Minolta can help give shape to your ideas and partner with you to achieve your corporate objectives. Contact us to realize opportunities in:

INFORMATION MANAGEMENT

Enterprise Content Management (ECM)
Document Management
Automated Workflow Solutions
Business Process Automation
Security and Compliance
Mobility
eDiscovery Services

IT SERVICES

Application Services
Cloud Services
IT Security
Managed IT Services
IT Consulting & Projects
Apple Managed Services
Managed Voice Services
Technology Implementation and Deployment

TECHNOLOGY

Office Multifunction Business Solutions
Commercial and Production Printers
Industrial Printers
Wide Format Printers
3D Printers
Scanners
Security Surveillance Systems
Laptops, Desktops and Computer Hardware
Servers and Networking Equipment
Managed Print Services (MPS)
Managed Enterprise Services



KONICA MINOLTA

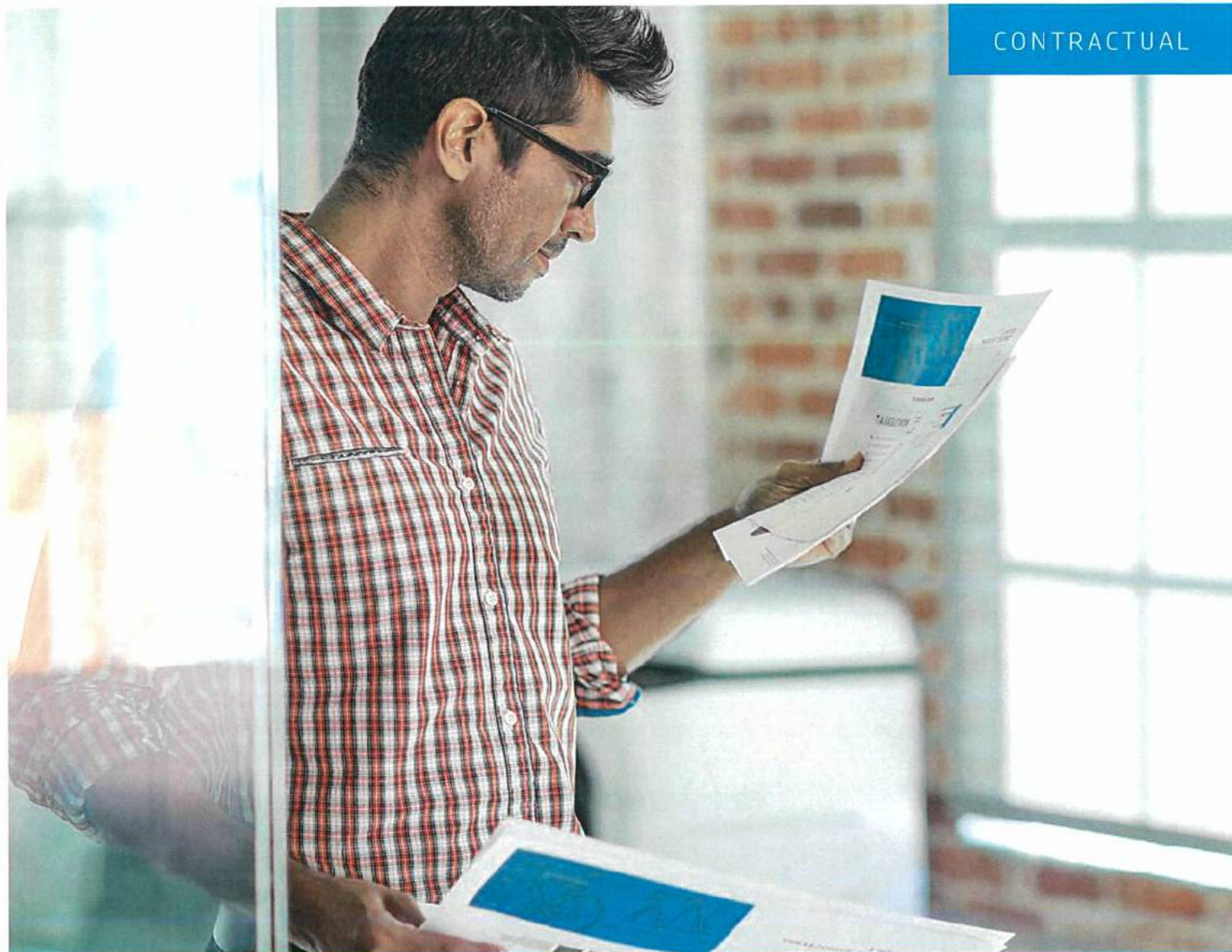
KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.
100 Williams Drive, Ramsey, New Jersey 07446

CountOnKonicaMinolta.com



Item #: AU205HG2BRD
7/2020-C

CONTRACTUAL



REVOLUTIONARY
TECHNOLOGY MEETS
REMARKABLE
PERFORMANCE



HP LaserJet Managed
MFPs and Printers



Uncompromising VISION

Exceptional RESULTS

HP LaserJet Managed MFPs and Printers were developed specifically to address essential business printing needs—today and tomorrow.



When we set out to create this line of LaserJet printers, we tasked our engineers and product teams with designing and developing printers that combined—without compromise—extraordinary design and user experience; exceptional print quality and reliability, even under the heaviest workloads; security that's unmatched in the industry; and extensibility features that allow them to adapt to and benefit from new technologies and new capabilities.



As the engineers, designers, and programmers progressed, they continuously validated their decisions against the most important metrics: real-world user expectations and business demands.

The result is an extraordinary portfolio that delivers brilliant, professional-quality prints at a remarkable price.





PERFORMANCE

From ideas to output

Performance tells the story. Whether you're printing five pages or fifty, color or black and white, HP LaserJet Managed MFPs and Printers deliver the professional performance you'd expect from an enterprise machine.

- **Virtually eliminate warm-up time**
These devices feature fusers that warm rapidly and cool quickly, so they start printing sooner, complete jobs faster, and help you conserve more energy.¹
- **Spend less time on maintenance**
These devices require significantly fewer replacement parts, and no manual cleaning of printer components is required to maintain print quality.² With HP Smart Device Services, proactive alerts ensure technicians know the right parts and exact procedures before service calls.
- **Get the best print quality automatically, right out of the box**
There's no need to change driver settings or the control panel. HP LaserJets employ built-in proprietary image enhancement technologies that consistently render vibrant and sharp color prints, page after page.
- **Minimize downtime**
HP Smart Device Services remote diagnostics and remediation can help reduce delays in servicing. Original HP LaserJet High-Yield Cartridges can help you print more pages, more affordably.

DESIGN

Purposeful and professional

Design is about more than aesthetics. Done with purpose, it connects form to function—promising performance and conveying confidence. In HP LaserJet Managed MFPs and Printers, simple, intelligent design delivers functionality for today and adaptability for the future.

- Cutting-edge technologies minimize paper jams and faulty inputs.
- Modular feed and finishing accessories offer customizable configuration options.
- User-facing design expedites workflows and print services at the device.
- Efficient scanning, copying, and document digitization at the device save time and resources.
- Touchscreen controls and a pull-out keyboard allow for seamless monitoring, editing, and updating of works in progress.

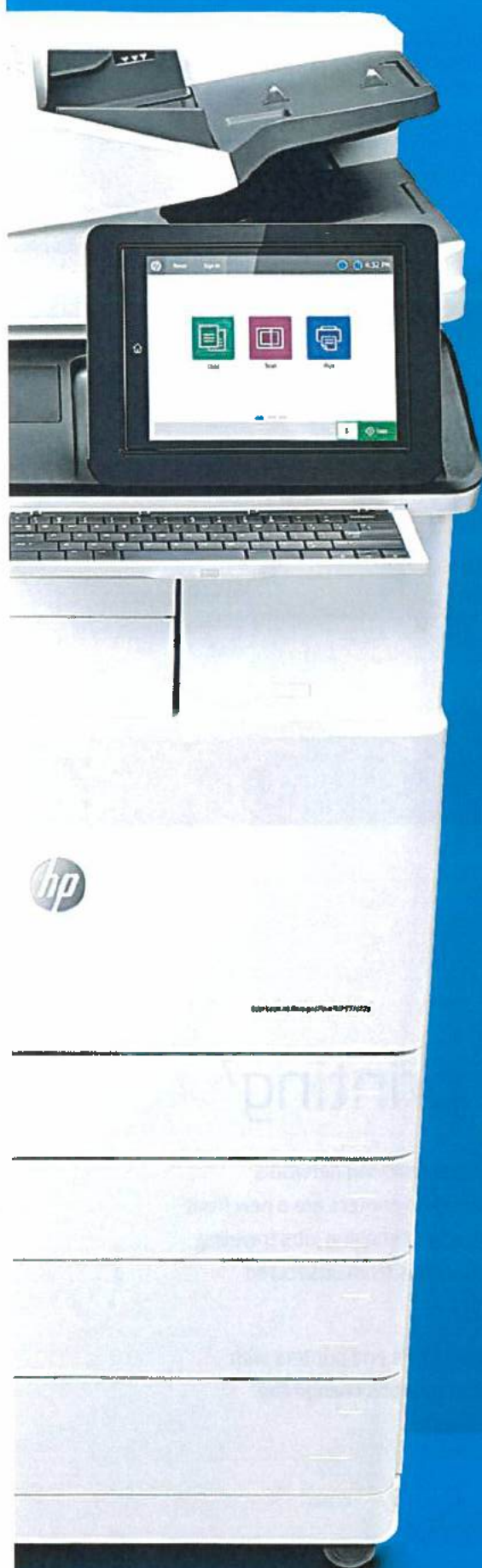


A photograph of two HP LaserJet Flow Multifunction Printers (MFPs) against a solid blue background. The printer on the left is a smaller, desktop model, while the one on the right is a larger, floor-standing model. Both are white with black accents. The larger printer has a prominent paper tray on the left side. The text 'WORKFLOW' is overlaid on a semi-transparent blue rectangle in the lower-left quadrant of the image.

WORKFLOW

Effortless integration

HP LaserJet Flow MFPs offer advanced workflow capabilities at the device that optimize your productivity through quick alignment with current workflows and demands. Flow solutions help you capture the right content, organize, and distribute it quickly, easily, and accurately—helping you save time and effort on complex scanning and printing projects.³



Auto-orientation, auto-page crop, and auto-tone

Advanced document management features simplify production and perfect the contrast, brightness, and background removal of each page.



Built-in optical character recognition (OCR)

The OCR simplifies editable and searchable scans.



Fast two-sided, single-pass scanning

Scan faster and more reliably with speeds up to 200 ipm⁴ and an extended-life ADF that supports higher recommended monthly scan volumes.⁵



Large touchscreen control panel

Advanced imaging and processing options, including send to Microsoft® SharePoint®, built-in OCR, auto-orientation, auto-page-crop, and auto-tone.⁶



Embedded HP EveryPage technology

Scan every page and detect potential errors or missed pages on the spot—even when the weight, size, or condition of pages vary.



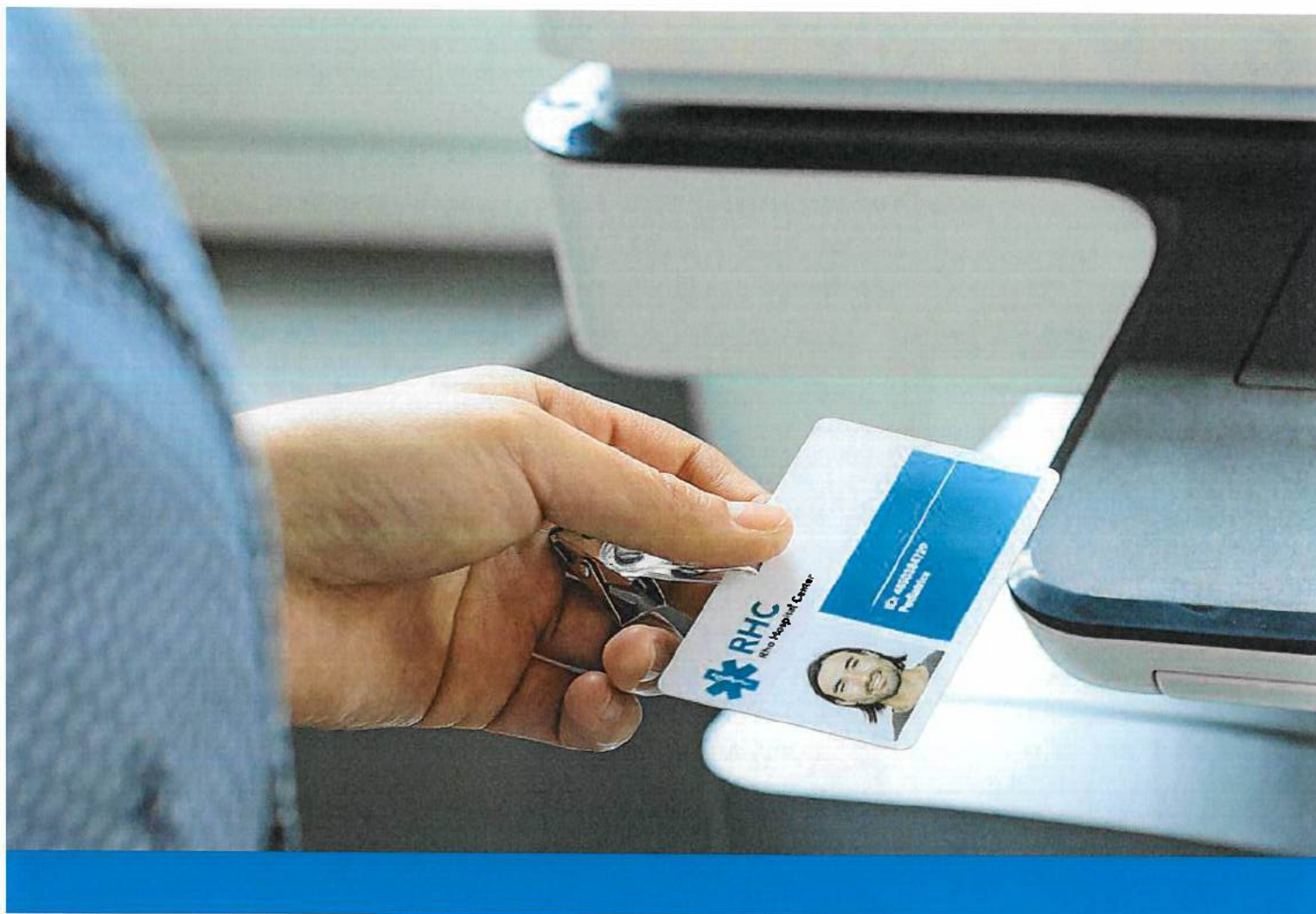
Large pull-out keyboard for simplified data entry

Make scanned documents easier to organize and find by adding information to files and context to your email.



HP Quick Sets

Find the right document workflow every time, and run it correctly at the touch of a button. HP Quick Sets automates all the steps of a complicated workflow, on a full-color touchscreen that's easy to use.



SECURITY

The world's most secure printing⁷

Today, hackers have their eyes on businesses. The most destructive exploits are attacking networks through endpoint devices—and not just PCs, tablets, and smartphones. Networked printers are a new front line, vulnerable to attacks and security breaches. Hackers can intercept printing and imaging jobs traveling over the network from devices to printers, manipulate printer settings and functions from unsecured control panels, and access privileged data via unsecured USB or network ports.

The good news? HP saw it coming. We developed LaserJet Enterprise Managed MFPs and printers with embedded security features covering device, data, and document risks. These solutions change the equation—transforming networked printers from vulnerabilities to strongpoints.



SECURE THE DEVICE

- HP SureStart monitors and maintains the BIOS
- Whitelisting helps protect the firmware
- Run-time intrusion detection keeps memory safe
- HP Connection Inspector stops suspicious network connections



SECURE THE DATA

- Authentication helps block unauthorized access
- Encryption helps keep data safe



SECURE THE DOCUMENT

- Workplace privacy and compliance through secure document workflows
- Anti-counterfeit tools deter tampering and fraud

Easily manage security across the fleet

HP JetAdvantage Security Manager streamlines fleet management with policy-based print security compliance.¹⁰ HP LaserJet Managed MFPs and Printers can send printer event data to Security Information and Event Management (SIEM) tools for real-time threat monitoring.

For more information on HP printing security features, visit hp.com/go/printersthatprotect.

A close-up photograph of a white HP printer with a black control panel. A tablet is positioned in front of the printer, displaying the HP Open Extensibility Platform (OXP) interface. The interface includes the HP logo, a 'Reset' button, a home icon, and a green document icon labeled 'Copy'. The printer's keyboard is partially visible at the bottom right.

EXTENSIBILITY

Forward-thinking adaptability

Technology, capabilities, and user expectations never stop evolving, and HP FutureSmart Firmware and the HP Open Extensibility Platform (OXP) let your printers evolve as well.

FutureSmart firmware

- Extends the life of the printer
- Offers consistency across your entire fleet via an intuitive interface
- Simplifies fleet-wide updates
- Allows your existing HP devices to be equipped with next-generation features¹¹

HP OXP

- Creates a unified environment for third-party software companies and enabled imaging and printing devices
- Integrates the third-party solutions you rely on today with your printer fleet tomorrow





SOLUTIONS

Focus on results

Help reduce costs, increase work efficiency, and accelerate business results with HP printing solutions. Help streamline information workflows by optimizing your IT infrastructures, managing your imaging and printing environments, and improving document intensive processes.

Management and security

Easily manage and optimize multi-vendor print environments and improve print application management.

HP Web Jetadmin allows you to remotely install, configure, troubleshoot, safeguard, and manage a wide variety of networked and PC-connected devices.¹²

HP JetAdvantage Security Manager offers an effective, policy-based approach to help secure HP printing and imaging devices.¹⁰ Easily set security configuration policies and automatically validate settings for every HP printer and MFP in your fleet—saving you valuable IT time and resources.

HP JetAdvantage Secure Print¹³ and **HP Access Control (HPAC)** help secure documents by requiring authentication to release print jobs. In addition, extend capabilities and easily customize with HPAC—integrate job accounting, manage rights, and establish quotas for things such as color use.¹⁴ Save IT time and make printing easy for the entire enterprise by using a single driver for all HP devices.¹⁵



Mobility

Simple and secure mobile authentication and print. HP offers customers right-sized solutions for their business.

HP Roam for Business gives mobile workers a simpler way to print.¹⁶ Users simply print to any HP Roam-enabled device—no need for a specific device driver, no need to be on the same network. Helps avoid IT complexity and costly servers that take up office space or require ongoing attention or maintenance.

HP PrinterOn Enterprise helps connect virtually any desktop or mobile device to printers from multiple vendors both on and off the trusted network. The solution can be deployed on-premise or in a private cloud, to meet the needs of your business. This secure enterprise cloud printing solution helps you print simply anywhere.

Workflow

Align paper-based processes to your overall digital strategy.

HP Workpath apps are transforming the capabilities of HP MFPs. Now you can have apps created or customized for your unique business needs. Workpath apps offer a variety of capabilities for streamlined digitization workflows and securing confidential information—while creating an intuitive user experience. Access personalized content and workflows with a single sign-on.

HP Capture and Route controls and tracks scanned content once it has been digitized and distributes it to its printing location.

HP Digital Sending Software allows users to route documents to email recipients, network folders, fax, FTP, a USB device, or Microsoft® SharePoint®.¹⁷

HP JetAdvantage Partner solutions offer simple capture programs to sophisticated workflow automation. Current partners providing workflow solutions are Ephesoft Transact, Genius Bytes GeniusMFP, Kofax AutoStore, and YSoft SafeQ.



Meet the HP LaserJet Managed MFPs and Printers

The smart, secure way to grow your business

Our portfolio is versatile, to say the least. Grow your business with our extensive portfolio of MFPs and printers that offers more device choices from A3 to A4, innovative technologies, industry-leading security features,⁷ and an overall improved user experience.

For more information on the latest HP LaserJet Managed MFPs and Printers, visit [here](http://www8.hp.com/us/en/printers/a3-multifunction/managed-color-laserjet-printer.html).*

Our latest LaserJet Managed MFPs and Printers redefine excellence with game-changing LaserJet printing innovations:

Low operating cost per page (OCP) with long life consumables and field-replaceable parts

Flow options on most models

More robust page volume and engine life (up to 100,000 pages RMPV¹⁸)

Larger and faster; up to 250 sheet ADF

HP FutureSmart printer firmware¹¹

Flexible, modular paper handling and finishing for maximum productivity

Device-based sensing capabilities that monitor and diagnose many service needs

Smaller footprint than previous generation

