



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: 6/15/2016

Purpose: Report Only Recognition Discussion/ Possible Action

Charles Ervin, Director of Career and Technical

Presenter(s): Peggy Gonzalez, Director of Purchasing

Item Title:

Discussion and possible action to approve the lease of print shop copier equipment, Xerox Versant 2100 Press to replace Xerox Nuvera 120 and Xerox 8080. This solution will increase printing efficiency to benefit the students and teacher.

Description:

The current printing equipment is over eight years old and obsolete. Replacement parts, toner and supplies are extremely rare or unavailable. The equipment will be installed under new contract with Dahill which will include servicing, parts, labor, supplies, toner and staples. The equipment will be used to print district and campus documents and forms, out of district work orders and commercial print jobs.

The equipment will also be used for the technical instruction of printing and imaging and practicum students. The print shop is also used to teach existing students workplace ethics, skills and systems. The cost and terms of the new lease will be \$7,144.92 monthly for a term of 60 months. The total cost of the lease will be \$428,695.20.

The District will use ESC 20 Contract PACE pricing.

District Goal:

Goal 2 We will develop a strong support system offering opportunities across the curriculum to create an innovative school experience, teaching students to value their education and motivate them to achieve excellence.

Funding Budget Code and Amount:

CFO Approval

199-21-6269-00-926-699000

APPROVAL ROUTE

SIGNATURE

DATE

Principal/Director:

6-9-16

Executive Director:

Chief Administrator:

Superintendent:

6-9-2016

Current Situation Details

Production Equipment

Serial Number	Device description	Location	Monthly B&W Allowance	Monthly	Color	Payment
KRD821273	XEROX NUVERA 120*	Print-Shop	200,000			
BF8797047	Xerox 8080**	Print-Shop			45,000	
			200,000			

	Maintenance Agreement	Included			
	Xerox Nuvera 120	Black Overages	0.0045		
	Xerox 8080	Black Overage	0.0109		
		Color Overages	0.0441		
Equipment Cost:				Term	Payment Total
Lease & Maintenance (Expiration- 2011 on the Nuvera 120 & 2015 on the Xerox 8080)				60 Month FMV	\$7,144.92

Note* Included the maintenance program before it was cancelled

Note** Black overage on the Xerox 8080 is 24,564 per year

Proposed Solution Details

Proposed Solution Details

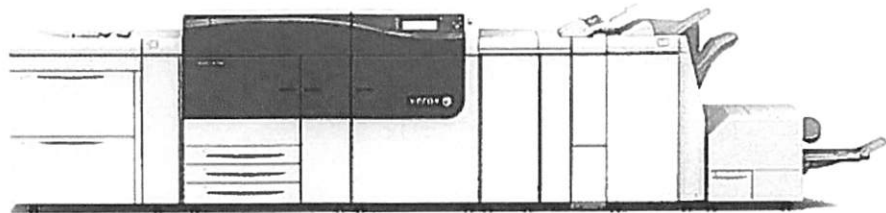


Xerox D136CP

- New Leading Edge Technology with a smaller footprint
- Superior performance and reliability to increase overall productivity
- High performance single pass, dual-head color scanner
- Concurrent Scans at speeds up to 200 images per minute
- 600 by 600 dpi with 8-bit gray scan resolution
- 2400 by 2400 dpi print resolution delivers consistent, high quality output
- 250 Sheet Automatic Document Feeder
- Print engine speed of up to 136 pages per minute
- Xerox EA toner delivers superior images quality
- Exceptional front to back registration
- Lower toner melting temperature, delivers lower carbon footprint
- Load while running, un-load while running, changing toner on the fly
- Job build enables programming different types of pages in one document
- No manual collation regardless of job's complexity
- Simply converting hard copies pages to TIFF, JPEG, and PDF with ease
- Imposition and composition tools to streamline the production process
- Booklets making and tab creations are simplified
- Plockmatic Pro50/35 will handle up to 50 sheets (80 gsm) paper
- Squarefold with a face trimmer to deliver a professional booklet
- Standard Finisher to handle basic stitching (stapling) jobs
- Fiery workflow to handle demanding turn around times
- Flexible make ready and high-quality output

Proposed Solution Details

Proposed Solution Details



Xerox 2100 with External Fiery

New Leading Edge Technology with a smaller footprint
Designed to handle increased challenges of our clients
Print engine up to 100 images per minute
Dual oversize high capacity feeder
Paper stabilizers and nip/release rollers to minimize skew
Paper size up to 13" x 19.2"
50 gsm to 350 gsm coated and uncoated
Booker maker finisher up to 23 sheets
200 sheets post-process
Superior color quality, automated workflow
HyperRip up to 40% more horsepower
Process complex files in less time
Stock Library Managing and profiling stock
Unparalleled control to maximize image quality
Accurate registration to delivers precise front to back registration
Handle emossed polyester, window decals, durable synthetic
such as linen and felt, coated and uncoated stock
Smaller toner partical, lower melting point, lower carbon foot print
Seamless intermediate belt transfer delivering greater versatility
Powerful Color Management technology is built into the press
Confident Color allows producing industry standards such as
GRACoL and Fogra, and adhere to PANTONE matching easy
Fuser belt technology allows you to maintain excellent quality on
on a wide varity of paper stock
Add paper and toner on the fly

Proposed Solution

Proposed Solution Xerox D136CP & Xerox 2100

	Monthly Payment
<i>One (1) New Xerox D136CP with Plockmatic Booklet Maker</i>	
<i>One (1) New Xerox Versant 2100 Press</i>	Included
SERVICE	
Xerox D136CP with Plockmatic Booklet Maker <i>200,000 black/white impressions per month</i> <i>Overage @ .0045</i>	
Xerox 2100 <i>50,000 color impressions per month</i> <i>Overage @ .0295</i> <i>CPC on B/W @ .0085</i>	Included
<i>Includes: All Parts, labor, service, supplies, toner, and staples. Paper is excluded</i>	
TOTAL PROPOSED MONTHLY EXPENDITURE - 60 Months	\$7,144.92

Benefits Summary:

1. Service is fixed for the term of the lease
2. Staples are included in the the service program
3. Single click on all size document up to 13 x 19.2
4. SLG Lease Documents
5. HCDE/PACE Pricing

Your New Workplace

The Ideal Solution Customized for Your Business

Prepared by:

Annette Auzenne

Public Sector Specialist
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Friday, May 6, 2016

Proposal valid for thirty (30) days from this date

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Why Dahill?

THINK GLOBALLY.
ACT LOCALLY.



Dahill - A Xerox Company

San Antonio • Austin • Waco • College Station • Houston • Corpus Christi • Laredo • Rio Grande Valley • El Paso • Las Cruces, NM

At Dahill, we partner with our customers to provide a long-term strategy for document technology, services and software for graphic communication and office printing environments of any size. Our experts will help you capture costs, analyze usage and review workflow processes – then leverage today’s technology to determine the most efficient and cost effective solution for your individual needs.

Faster. Stronger. Greener. We offer a comprehensive solution that includes MFP Integration, Managed Print Services, Production Print, 3D Printing, Document Management, Business Process Automation and Managed IT Services. From design to implementation to after sales support, our innovative approach provides process improvements that will keep you aligned with your business strategies.

As a Xerox Company, Dahill provides your business with the resources and credibility of the world’s leading enterprise for business process and document management with the agility and leadership of a locally managed company. Whether your business is local or nationwide, Dahill can be your single source provider for every facet of document workflow.



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Our Dahill Guarantee

It's Like No Other



Common Sense Total Satisfaction Guarantee

If you are not totally satisfied with any equipment ordered under this agreement, Dahill will, at your request, replace it with a machine of comparable performance and features at no additional cost. This guarantee will be effective for the term of your lease/rental or for 36 months from date of installation on purchased equipment. This guarantee applies only to equipment which has been continuously maintained by Dahill under a Dahill Full Service Agreement.

Common Sense Performance Guarantee

- All systems recommended exceed your current needs for volume capacity and meet or exceed all of your requested functionality
- Fleet Equipment uptime of at least 95%. Uptime will be calculated on a quarterly basis. Equipment uptime percentage is calculated using the sum of normal business hours for each system installed (9 hours per business day) minus all business hours lost due to downtime.
Example: 100 Business Hours - 3 hours downtime = 97% uptime
- 2 to 4 hour average service response time. For machines located beyond 30 miles of your Dahill servicing office, the guarantee will be 4 to 8 hour average response time.
- Loaner equipment available for any unit that will be down more than one business day
- Authorized parts and supplies for all systems

Common Sense Performance Financial Guarantee

If Dahill fails to perform as outlined above for any calendar quarter, Dahill will refund the entire base service amount paid for that quarter. Dahill must be notified in writing (email permitted) within (30) thirty days of the quarter in question. All meter readings must have been provided to Dahill as requested and the account must be in good standing. Our guarantee applies to every machine you have under contract with Dahill. The total base billing amount will be allocated to each individual machine in the instance of a combined base billing for multiple machines.

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Account Management Team

Account Manager:

Annette Auzenne
d: 210-332-4901
aauzenne@dahill.com

The Account Manager is responsible for managing all communication between the project team and Dahill. To keep the project on schedule and avoid miscommunication, all project related concerns should be communicated to your Account Manager. Your Account Manager will provide measurable results during the Quarterly Business Review process.

Sales Manager:

Dana Daniels
d: 210-840-4081
ddaniels@dahill.com

The Sales Manager oversees Account Management and is another point of contact when the Account Manager is unavailable.

Managed Services Specialist:

Molly Marchand
d: 210-332-4913
mmarchand@dahill.com

The Managed Services Specialist will provide support for implementation of all IT and Print Managed Services outlined in the proposal.

Solution/Production Support Manager:

Michael McAdams
d: (512) 554-4633
mmcadams@dahill.com

The Support Manager is responsible for managing the technical details of the project to ensure it meets the terms of the proposal and contract. All technical needs for installation and training will be scheduled through the Support Manager.

Field Service Manager:

George Mendoza
d: (210) 805-8200 x10403
gmendoza@dahill.com

The Field Service Manager will assure that all required equipment will function properly and perform to the standards outlined in the Dahill Guarantees.

Implementation Roadmap

Site Preparation

- You must make sure electrical and space requirements are satisfied before the equipment is delivered.
- One network drop per device is required for installation.

Plug-N-Play Installation

- Our Installation Specialist will pre-install device drivers, configure scanning and implement Dahill360 APP meter collection.
- You will need to have an IT/Alternate Point of Contact available 24-48hrs from time of submitted order to provide a Dahill Installation Specialist the information required to place the new system on your network.
- If your IT is not available, Dahill offers On-Site installation at an additional cost.

Equipment Installation

- Device(s) will typically be delivered within 5-10 business days from the day of submitted order.
- Dahill Logistics Coordinator will contact your company within 5 business days to coordinate the delivery and installation.
- Dahill will provide scheduled initial key operator training, available within 24hrs of completed installation or at your convenience.

Lease Returns/Trade-Ins *(If Applicable)*

- The Dahill delivery team will pickup your lease return at the time of delivery of your new, preconfigured equipment.
- You must provide the lease return instructions for your replaced device(s).
- Upon receipt of return instructions, Dahill will facilitate the shipment of your replaced device/s to the leasing company.

Responsibility Matrix

ACTION	CLIENT	DAHILL
Ensure adequate space and power to configure your new Device	X	
Ensure available network port	X	
Facilitate communication between your IT and Dahill Installation Specialist within 48hrs	X	X
Provide additional Professional Services for on-site installation if required*		X
Select & enable Dahill360/APP meter collection solution	X	X
Arrange delivery and installation logistics		X
Provide Category 5 Ethernet cable for network connection (if needed)	X	
HDD replacement and destruction**		X
Install system hardware		X
Provide Helpdesk support**		X
Provide supplies and parts***		X
Provide service***		X

*Professional Services available at an additional cost

**Optional HDD destruction and replacement available for lease return/trade-in devices at an additional cost

***Included with Dahill Maintenance Agreement at NO additional cost