



Executive Summary Finance Committee Meeting

DATE: October 20, 2022

TOPIC: Multifunction Printer Contract Update for the 2023-2028 School Year

PREPARED BY: Jordan Stephen

Recommended for:

- Action
- Discussion
- Information

Purpose/Background:

In January, the District's three-year printing contract with the Imagetec L.P. company will expire. In 2019 the District sought out assistance from local companies and requested them to provide proposals that would include new equipment, installation, parts, labor and support for a total of 13 multi-function machines placed throughout the District. This year the team duplicated that process and reached out to three local companies that are very reputable in the area of education and printing. The District requested three proposals all highlighting different equipment manufactures yet offering the same feature sets that we currently utilize. All companies were asked to present proposals that also included an equal number of color and black-and-white prints on a monthly basis so that all of the figures were looked at equally. The three companies that provided us proposals were the Gordon Flesch Company, Genesis Technology, and Imagetec L.P.

The charts below list manufacturer information, model numbers and financial specs on the solutions that are being proposed by each of the vendors. Each of the charts also includes into the calculations, the price of 167,000 Black and White Copies Per Month and 25,000 Color Images Per Month, as well as any software charges all presented within a 60 month lease timeframe as requested by the District Finance Committee.

Gordon Fleisch Company (60 Month Lease)

Qty.	Description	Monthly Lease Payments
6	Canon IR ADV DX 8795i	
1	Canon IR ADV DX 6780	
2	Canon IR ADV DX 4845i	
4	Canon IR ADV DX C5850i	\$2809.00
166,667	B/W Prints .0039	\$650.00
25000	Color Prints .039	\$975.00
	Software Charges Papercut Management	\$206.00
TOTAL		\$4640.00

Notes:

- Monthly lease payment
- Monthly billing for actual prints that are made.
- Accurate monthly billing
- Costs include service, toner, staples and other supplies.

Genesis Technology (60 FMV Month Lease)

Qty.	Description	Monthly Lease Payments
6	TASKalfa 9003i	
3	TASKalfa 4054ci	
2	TASKalfa 4004	
1	TASKalfa 4004i	
1	TASKalfa 5054ci	\$1809.17
166,667	B/W Prints .0049	\$1362.05
18750	Color Prints .015	
3125	Color Prints .035	
3125	Color Prints .049	
	Software Charges Papercut Management	Included in print cost
TOTAL		\$3171.22

Notes:

- Affordable Monthly Lease Payment
- Billed monthly for actual prints that are made. Will be charged for overages.
- Credit issued for copies that are unused. (True-Up)
- Costs include service, toner, staples and other supplies.
- 2 slightly different interfaces because of machine model ages.
- Rates in printing are not locked and can change increase annually up to 5%

Imagetec L.P. (60 Month Lease) (FMV Buyout Lease)

Qty.	Description	Monthly Lease Payments
6	Konica 750i	
3	Konica 450i	
3	Konica C450i	
1	Konica C550i	\$1987.56
166,667	B/W Prints .0042	\$700.00
25000	Color Prints .031	\$775.00
	Software Charges Papercut Management	\$0.00
TOTAL		\$3462.56

Imagetec L.P. (60 Month Lease) (\$1.00 Buyout Lease)

Qty.	Description	Monthly Lease Payments
6	Konica 750i	
3	Konica 450i	
3	Konica C450i	
1	Konica C550i	\$2048.72
166,667	B/W Prints .0042	\$700.00
25000	Color Prints .031	\$775.00
	Software Charges Papercut Management	\$0.00
TOTAL		\$3523.72

Notes:

- Affordable Monthly Lease Payments
- Provided 2 scenarios for lease FMV and \$1.00 Buyout
- Billed quarterly for prints that are made. Monthly billing options are available. Will be charged for overages.
- Credit issued for copies that are unused. (True-Up)
- Costs include Service, Toner, Supplies and other Supplies.
- Company will credit the District for unused copies for the remainder of this school year.
- Contracted print rates locked for 5 years.
- District will not be responsible for costs involved in shipping the current equipment back to the manufacturer at the end of the current lease.

Fiscal Impact:

The District previously paid \$50,080.36 during the 2021-2022 school year for print services.

Recommendation:

This is for informational purposes only. The Administration requests next steps from the Finance Committee.