

BASE TECHNOLOGIES

Our Business is Improving Yours

23 FRANCIS J. CLARKE CIRCLE
BETHEL, CT 06801-0542
800-466-6377
BASEINC.COM

Thank you for allowing BASE Technologies the opportunity to participate in the process of selecting a partner for the Town of New Fairfield's Public School District in regards to providing Copier / Printers within the work environment. It is our pleasure to provide you with the following bid supported by the Kyocera State NASPO Contract / OMNIA Price Schedule.

Over the last 25 years, BASE Technologies has been a total document solution provider for businesses across every industry. From our local town of Bethel, CT to a large enterprise like People's United Bank, BASE Technologies has the ability to service any size fleet with nearly zero down time. In addition, BASE Technologies has been recognized as an elite provider for service and compliance by renowned publications over the last 10+ years.

I am pleased to enclose our proposal to provide your organization with our recommended printing solution. We have suggested these particular systems and service solutions because we believe that they fully meet your stated requirements while offering:

- The power and performance you need to satisfy your department's document requirements now and in the future.
- Superior quality output with every job.
- An ease of use, versatility and built-in reliability that will enhance productivity throughout the workgroup.
- Improved cost control and easy device management.
- An enterprise wide software solution that will analyze all aspects of the document's lifecycle.
- Excellent Security
- Right Sizing of the Environment – Managed Devices and use of devices – Printing Accountability
- BASE Technologies: Fast Track Service Solution
- Ongoing assessments and workflow recommendations
- Customized Billing

After reviewing the scope of work for the Board of Education our knowledge and expertise in the print industry has produced the included response that meets the needs of the project. Our team has collaborated and have uncovered areas where there is a potential for additional savings, right sizing of optimization of hardware equipment and possible implementation of applications to create a more efficient print environment. Possible areas to be looked at would be the following within the term of contract and partnership.

Desktop Printers – Savings of 25% - 30% has successfully been implemented in this area within other organizations. Management of desktop printing can save an additional 25% of current spend – Once this is implemented through consolidation using the method of main workgroup MFP's (copiers) that meet the needs of the staff and implement tools like Papercut the district will be on track for potential savings.

Right sizing of Equipment – Areas where print volume is low based on monthly use (history) review those locations and access / Users needs / and see if there is a possible equipment change vs. current machines in place. Fleet optimization and assessments should be ongoing and now more than ever needs change along with technology. This will be an ongoing project to allow for best practices within the district. Devices being removed from larger copier areas / main office will see an increase in speed and efficiency based on current systems in place.

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Tier Color Price Structure Included in bid– Allows for color costs to be cut in half based on what is being printed. In most cases the documents being printed are not full color documents unless they are marketing documents. Kyocera offers technology that will manage the output and allow for additional savings.

Example:
BW .0035
Full Color .035
Partial Color .02

IT Support Services – BASE Technologies offers and supports full IT services. Including helpdesk support, firewall support, backup, cybersecurity – Lending a back-up for Full IT Support

I hope this proposal meets your satisfaction and I look forward to hearing your feedback regarding our solution, in which together we will create a local, community focused partnership. We will provide the Town of New Fairfield's Public School District with exceptional customer focused service, and customized account management that will exceed your expectations. That is our promise to you. BASE Technologies will provide state of the art technology that meets your workflow needs now, and also ever-changing needs for the future. In the meantime, if you have any questions or if anything is unclear then please contact me or any member of my team.

Please see below references in regards to comparable implementations that BASE Technologies has successfully executed. Our Partnerships are available if you have any questions.

Town of Newtown
Al Miles
Director of IT Technology and GIS
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Town of Bethel Board of Education
Director of Physical Services
Theresa Yonsky
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Connecticut College
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Yours Sincerely,
Lisa Emmons
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Financial Review

Current Contract Cost – Annual Cost – \$128,889.00

New Contract - \$10,588.00 Per Month 60 Months – Annual Cost - \$ 127,056.00

Includes – 37 New Machines within the district

Service - \$1,884.15 per month

Papercut Software - \$712.50 per month / \$19.26 per machine

Equipment and E Fax Solution - \$7,991.35 per month

Option

90 Day Deferred Payment - \$10,808.77 – Annual Cost - \$ 129,705.24

Service Portion - \$1,884.15 based on a copy allowance / volume (annual) of BW 3,393,738 and Color 306,619

Service will be billed on a ¼ basis with overage not being determined until end of physical year. This is a benefit for School Districts since the volume is not consistent each month, total counts will be reviewed after the year is complete. Service Includes all onsite service/ parts/ labor and toner. Includes remote monitoring software for toner alerts and management.

Cost Per Copy Rates:

BW .0035

Full Color .035

Partial Color .02

NOTES:

Papercut when implemented will decrease unnecessary printing and should allow the district to benefit from at least a 5-8% decrease in copies produced.

The color volume will also see a savings once Kyocera's Color Tier Pricing Structure is also being implemented. Color cost will be determined based on the amount of toner on a document. Example – a document printed with a line of color, or highlighted area (spreadsheets) will not be counted as a full color charge. This will allow for color printing to be cut in ½ within the districts print environment.

Teachers will have access to Print Secure, Follow Me Printing to allow for ease of use and create a more efficient and reliable work environment.

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Equipment List

CONS / MHHS		Annex / MS Central Office	
Main Office	8353ci	FAC Bldg Grounds	M3645idn
Nurse	M3645idn	IT Dept	M3645idn
Music	M4132idn	Staple PPS	M3645idn
CELA Workroom	8353ci	PPS	8353ci Mail bins
CELA Workroom	9003	Superintendent	9003
Staff Workroom 316	9003	HR	8353ci
Staff Workroom 316	8353ci		
Grade 5	M3645idn		
Library	9003		
Tech Office	M3645idn		
NFMS			
Copy Room Main	9003		
Main Office	8353ci		
Copy Room Main	8353ci		
Tech Office	M3645idn		
Nurse	M3645idn		
Grade 6 - Science	M3645idn		
Grade 7 - Science	M3645idn		
Grade 8 - Science	M3645idn		
Faculty	9003		
High School			
1st Fl. C Area	9003		
1st Fl. D Area	9003		
2nd Fl. C Area	9003		
2nd Fl. D Area	9003		
3rd Fl. C Area	9003		
3rd Fl. D Area	9003		
Counseling Office	8353ci		
Admin Office	8353ci		
Music A/B	M3645idn		
Tech Office	M3645idn		
Athletic Area	M3645idn		
MAC/Ant Area	8353ci		