



Price Proposal  
CALALLEN ISD  
Submitted:  
11/4/2024  
Xerox Business Solutions Southwest 8200  
IH 10 W #400  
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**xerox**™ Business Solutions Southwest

# Agenda

- **Technology Overview**
  1. **Proposed Devices and Pricing**
  2. **Security**
  3. **Software Tools – XDA, Xerox Fleet Management Portal**
  4. **Maintenance and Service**
  5. **Additional Offerings**
- **Questions? Next Steps**

# Account Management Team



**Sherri Garza**  
Account Executive

**Rob Taylor**  
Sales Manager

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# Current Device Snapshot

Serial No.	Campus	Dept.	Model	replace	configuration notes	Configuration	Status	Term	Install Date	Term Date	Lease Pymt	B/W Allowance	B/W AMV	B/W Oct 23	B/W Ovg. Rate	Color Allowance	Color AMV	Color Oct 23	Color Ovg. Rate	Total color	Total Spend
3TX410874	East Primary	ARD Room	C8035H	C8235		OFFICE FINISHER, CONV. STAPLER, BOOKLET MAKER	LEASE	60	2/5/2019	2/5/2024	\$125.91	75,000	1,284	1,461	0.0056	-	898	892	0.0506	45.44	\$171.35
8TB612838	East Primary	Teacher's Workroom	C8055H	C8235	no booklet	OFFICE FINISHER, FAX, CONV. STAPLER, WIRELESS KIT, BOOKLET MAKER	LEASE	60	2/5/2019	2/5/2024	\$155.11	75,000	83	188	0.0051	-	197	199	0.0456	8.98	\$164.09
3TX407661	Woodriver	ARD Room	C8035H	C8235	no booklet	OFFICE FINISHER, CONV. STAPLER, BOOKLET MAKER	LEASE	60	2/5/2019	2/5/2024	\$125.91	75,000	1,277	1,404	0.0056	-	758	852	0.0506	38.35	\$164.26
3TX407636	Middle School	AP Office	C8035H	C8235	no booklet	OFFICE FINISHER, CONV. STAPLER, BOOKLET MAKER	LEASE	60	2/5/2019	2/5/2024	\$125.91	75,000	4,161	4,620	0.0056	-	1,424	3,022	0.0506	72.05	\$197.96
8TB634122	Middle School	Office	C8055H	C8245	no booklet	OFFICE FINISHER, FAX, CONV. STAPLER, WIRELESS KIT, BOOKLET MAKER	LEASE	60	10/8/2019	10/8/2024	\$155.11	75,000	3,871	6,048	0.0051	-	1,550	1,274	0.0456	70.68	\$225.79
3TX402385	High School	Counselor's Office	C8035H	C8235	no booklet	OFFICE FINISHER, CONV. STAPLER, BOOKLET MAKER	LEASE	60	7/31/2018	7/31/2023	\$125.91	75,000	2,845	5,268	0.0056	-	1,078	3,209	0.0506	54.55	\$180.46
8TB609801	High School	Office	C8055H	C8235 or C8245	no booklet	OFFICE FINISHER, CONV. STAPLER, BOOKLET MAKER	LEASE	60	2/5/2019	2/5/2024	\$138.63	75,000	1,772	2,338	0.0051	-	595	1,291	0.0456	27.13	\$165.76
6TB449194	High School	Work Room	C8070H	C8270		BR FINISHER, CONV. STAPLER, WIRELESS KIT, HCF	LEASE	60	2/5/2019	2/5/2024	\$192.21	100,000	89,197	66,090	0.0051	-	523	960	0.0456	23.85	\$216.06
6TB449134	High School	Work Room	C8070H	C8270		BR FINISHER, CONV. STAPLER, WIRELESS KIT, HCF	LEASE	60	2/5/2019	2/5/2024	\$192.21	100,000	60,561	54,180	0.0051	-	217	60	0.0456	9.90	\$202.11
6TB449170	High School	Work Room	C8070H	C8270		BR FINISHER, CONV. STAPLER, WIRELESS KIT, HCF	LEASE	60	2/5/2019	2/5/2024	\$192.21	100,000	21,715	32,646	0.0051	-	1	2	0.0456	0.05	\$192.26
3TX418694	High School	Special Ed - Wauson	C8035H	C8235		OFFICE FINISHER, CONV. STAPLER, BOOKLET MAKER	LEASE	60	10/8/2019	10/8/2024	\$125.91	75,000	4,465	7,021	0.0056	-	283	273	0.0506	14.32	\$140.23
3TX418719	High School	Special Ed - Sutton	C8035H	C8235	no booklet	OFFICE FINISHER, CONV. STAPLER, BOOKLET MAKER	LEASE	60	10/8/2019	10/8/2024	\$125.91	75,000	2,924	3,692	0.0056	-	467	696	0.0506	23.63	\$149.54
3TX414373	High School	Dual Credit	C8035H	C8235	no booklet	OFFICE FINISHER, CONV. STAPLER, BOOKLET MAKER	LEASE	60	7/31/2019	7/31/2024	\$125.91	75,000	947	878	0.0056	-	608	861	0.0506	30.76	\$156.67
8TB609055	STAR Annex Bldg. 2	Curriculum	C8055H	C8255	no booklet	OFFICE FINISHER, CONV. STAPLER, WIRELESS KIT, BOOKLET MAKER	LEASE	60	2/5/2019	2/5/2024	\$146.82	75,000	14,245	12,971	0.0051	-	-	0	0.0456	0.00	\$146.82
3TX410895	STAR Annex Bldg. 2	DAEP	C8035H	C8235	no booklet	OFFICE FINISHER, CONV. STAPLER, BOOKLET MAKER	LEASE	60	2/5/2019	2/5/2024	\$125.91	75,000	2,872	2,794	0.0056	-	1,536	830	0.0506	77.72	\$203.63
											\$2,179.58		212,219	201,599			10,135	14,421			\$2,677.00
																	Oct Color	\$710.77			\$2890.35

# Proposed Pricing

# Proposed Devices- Xerox C8235, C8245, C8255, C8270

**Xerox C8235** – Color MFP  
Office Finisher



**Xerox C8245 C8255** – Color MFP  
Office Finisher




**Xerox C8270** – Color MFP BR  
Finisher 2/3 Hole punch



## **XBSSW \$2874.65 with Unlimited Black and Unlimited Color**

- 7 - C8235 with Office Finisher and Convenience Stapler
- 2 - C8235 with Office Finisher, Convenience Stapler, Booklet Maker for Office Finisher
- 1 - C8235 with Office Finisher, Convenience Stapler, Fax and Wireless Print Kit
- 1 - C8245 with Office Finisher, Convenience Stapler, Fax and Wireless Print Kit
- 1 - C8255 with Office Finisher, Convenience Stapler, Wireless Print Kit
- 3 - C8270 with Business Ready Finisher, 2/3 Hole Punch, Convenience Stapler, Wireless Print Kit, High-Capacity Feeder
- Xerox Financial Services \$1 Out 60 Month Lease, devices convert to owned at lease end
- Unlimited black and color usage, fixed monthly cost
- All Equipment 100% new current models
- Includes all OEM toner, parts, staples, and service
- Pricing from Choice Partners/HCDE: 21-031KN
- Delivery, Install, Networking, Training
- HDD Wipe on old devices and removal/return of old devices



 Xerox AltaLink 8200 Series  
New Features

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## Advancing the User Experience

**BECAUSE BUSYWORK ISN'T YOUR JOB**

**With Adaptive Learning, Get Busywork Done in Less Time**

- Get your job done in seconds, powered by AI algorithms and automation
- The AltaLink learns and recognizes commonly completed or complex tasks and suggests and builds 1-Touch shortcuts for your everyday copy/scan/email jobs
- Already have a 1-Touch but forgot to use it? AltaLink will remind users while they are setting up the job.
- The AltaLink reorders and prioritizes commonly used features, and automatically presents default screen for highest used job apps (copy/scan/email).
- Automatically default to the language of the user's preference





## Advancing the User Experience

**BECAUSE BUSYWORK ISN'T YOUR JOB**

### **Embedded Pre-installed AI-Assisted Apps\***

- **Xerox® Auto Redaction App:** Supplant your sharpie with your AI-assisted Auto Redaction app. Establish search criteria (words, names, numbers and phrases) to automatically highlight and redact any digital document to safeguard sensitive information effortlessly.
- **Xerox® Summarizer App:** Leverage your AI-assisted AltaLink to generate concise document summaries for efficient reviewing, printing and sharing.
- **Xerox® Note Converter App:** The Note Converter app utilizes the power of AI to make sense of handwriting, and accurately transforms the written pages into digital files that can be shared, stored and retrieved for future reference.

FAQ document can be downloaded from [xerox.com](https://www.xerox.com) to answer all your questions on the embedded apps operationalization.

\*Fully functional with limited use credits that can be renewed from the Xerox® App Gallery.

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## Supporting Accessibility with Assistive Technology

### WE BELIEVE IN EQUAL AND INCLUSIVE SOCIETY

These beliefs are reflected in our designs. The Assistive Technology features of our products, equipment and systems enhance learning, working and daily operations for all individuals.

The AltaLink 8200 Series accessibility features include:

- **Updated Touchscreen Interface** that supports zoom and pan to allow the user to zoom via pinch/zoom gestures.
- **Touchscreen keyboard navigation** which allows users to navigate and operate the touchscreen via an attached USB keyboard.
- **Speech output** that works in conjunction with the keyboard to enable the user to navigate through the touchscreen and in return receive audible sounds for the information displayed on screen (i.e., Print, Copy, Scan To).
- **Updated Embedded Web Server guest pages** that meet Web Content Accessibility Guidelines (WCAG) success criteria.

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## Simplifying Security Implementation to Ensure Device and Data Security

### **PRE-DEFINED SECURITY TEMPLATES**

- Managing security demands technical expertise. Failure to configure printer security leaves organizations vulnerable to cyberattacks, data loss, financial setbacks and damage to their reputation.
- AltaLink printers have comprehensive security features built in, and now offer easy to implement security settings.
- Choose from predefined security templates (Default, Elevated or High) and the printer automatically configures corresponding security settings.
- Saves IT staff time and removes guesswork from security implementation and compliance.

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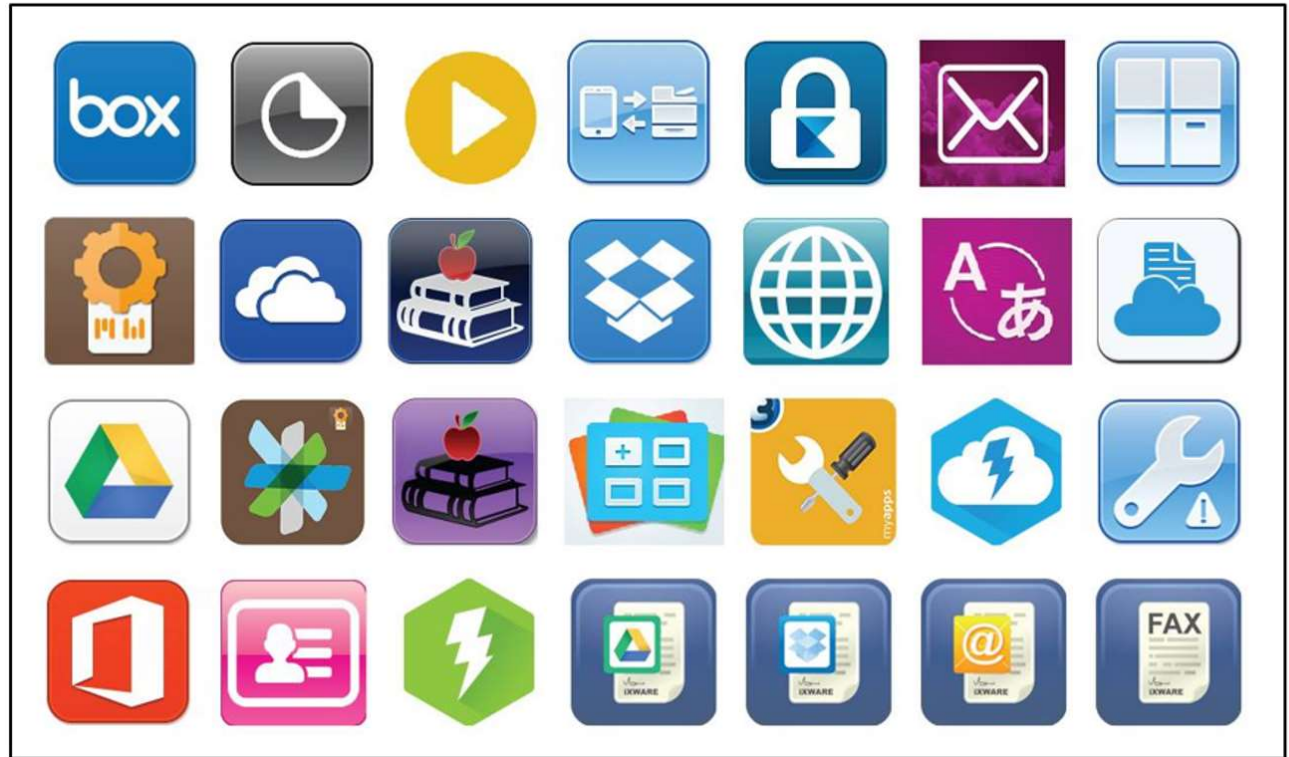


## Faster Transfer Speeds, Increased Security

- 256 GB storage space and 256-bit encryption with a NVMe Solid State Drive
- Option to upgrade to the 1TB NVMe SSD
- Higher speeds, up to six times faster than SATA SSDs, that process data with greater efficiency
- Built-in encryption and security features
- Power efficient, lower in weight and increased durability
- Improved performance for data intensive tasks (such as for AI)

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# Xerox App Gallery



Connect to leading cloud applications to print from and scan to the cloud: Box, OneDrive, Google Drive and more

STREAMLINE WORKFLOW  
AUTOMATE COMPLEX  
TASKS

# ConnectKey Technology Benefits

- **Remote front Panel** enables a user to view and operate the MFP user interface (UI) via a Web UI without being present at the physical device
- **Device Cloning** allows you to Copy configuration settings and Web templates from a device and store the settings in a file. A system administrator uses the clone file as a backup to reconfigure the source device or transfers the clone file to another networked device where the settings it contains are duplicated. Saves time for IT when resetting the device.
- **Customer Replaceable Units** puts you in control of basic maintenance. What previously required a lengthy service call by a technician can now be done in seconds by the End User: Replace Drums, Fusers, etc. with Xerox Smart Kits®. Changing a Smart Kit® is as easy as replacing a toner cartridge.
- **Print Around** prevents printing bottlenecks. The Xerox-exclusive Print Around feature holds a job needing resources (such as a different paper size) and prints the next job in the queue. Plus, users can manage the job queue at the device by promoting or deleting jobs accordingly.
- **Control Color by Application** allows you to restrict access to print features by user, by group, by time of day, and by application. For example, allow color print jobs only during certain hours of the day, or emails always print in black-and-white.
- **Text Searchable PDF Scanning** lets users effortlessly create fully searchable PDF files in one easy step. OCR at the machine!
- **The Best in Hard Drive Security** Multifunction printers are often overlooked as a security risk. McAfee and Xerox have teamed up to provide **McAfee's** Embedded Control and **Cisco Trustec** enabled on the latest Xerox multifunction printers (MFPs) to protect your printers from security breaches and threats to confidential data. Xerox is the only one in the industry that has the feature.
- **Remove Blank Pages when Scanning** automatically removes blank pages when scanning into a PDF format at the MFP.

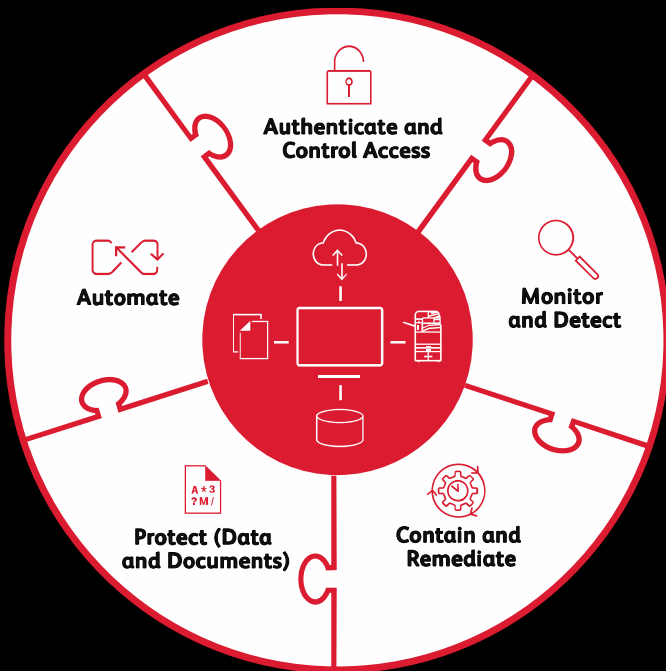
# Xerox® Security Features

- We strive to provide our customers with the strongest information-security infrastructure.
- We have achieved the highest international security certifications for critical portions of our service environments.
- By conforming to this extremely high standard, we can assure our customers that we are minimizing the risks to these environments.





# Zero Trust



## Xerox Supports Zero Trust.

### Best Practices to Implement Zero Trust



#### Authenticate and Control Access

- Verify all access to devices and network



#### Monitor and Detect

- Continuously scan for security threats



#### Contain and Remediate

- Limit and eliminate potential compromises



#### Protect (data and documents)

- Encrypt and password protect files; remove data no longer required with NIST approved algorithms



#### Automate

- Enforce compliance through automation of security polices

# Xerox Tools – Xerox Device Agent (XDA)

Xerox Device Agent (XDA)



Proactive supplies, meter reads  
and analytics

The screenshot shows the Xerox Device Agent (XDA) interface. The title bar reads "Xerox Device Agent" and includes "Configuration Wizard", "Help", and "About" buttons. The main window is divided into several sections:

- Printers:** A sidebar on the left with "Dashboard" and "List" options.
- Filter:** A section with "All", "In Scope", and "Out of Scope" filters.
- Actions:** A list of actions including "Refresh All", "Order Supplies", "Request Service", "View Meter Reads", "Add Printer Wizard", "Delete Printer(s)", and "Export to File".
- Printer Cards:** A grid of printer status cards. Each card shows the printer model, IP address, and ink levels for Black, Cyan, Magenta, and Yellow. Some cards also show "Intervention Required" or "Out of Scope" status.

At the bottom of the interface, it says "System operational" and "Version 5.0 (Build 1.0.305)". The Xerox logo is in the bottom right corner.

# Fleet Management Portal

Dashboard and the Account Key Metrics on homepage viewed at login (Partner)

Multi-function drop down navigation bar

Additional Option to place service and supply calls

Simplified Content panels- only shows those that are needed

Improved viewing across whatever devices you might be using to display the portal

The screenshot displays the Xerox Fleet Management Portal interface. At the top, the Xerox logo and 'Fleet Management Portal' are visible, along with user account information: 'Account: Operations DLA' and 'Welcome: FMP User'. A navigation bar includes links for 'Printers', 'Supply Orders', 'Service Requests', and 'Administration'. Below this is a 'DashBoard (Open Dashboard)' section with five key metrics cards: 'Device Managers Down' (10), 'No Communication' (0), 'Missing Meters' (7), 'Supplies Needed - Managed Devices' (0), and 'Service Needed' (0). Each card shows a total count and a smaller 'Total :9' value. A 'Key Metrics' table follows, detailing device status by color and network type. The bottom section features six content panels: 'Printers', 'Supply Orders', 'Service Requests', 'Meters', 'Documents', and 'Support/Quick Links', each with a brief description and a 'View' link. The footer contains the version number '1.20.72', copyright information, and the Xerox logo.

	Managed	Unmanaged	Total	Managed					
Xerox	9	9	18	Colour	Black	Networked	Proactive	Reactive	
Non Xerox	0	1	1	56%	44%	78%	0%	0%	Tickets last 30 Days
Total	9	10	19	0%	0%	78%	0%	0%	

# Remote Control Panel

- Enables end users to view and operate the MFP interface without being present at the physical device
- Web User Interface provides remote emulation of the device control panel
- All user and administrative functions can be accessed using the remote control panel.

The screenshot displays the Xerox AltaLink C8035 Remote Control Panel web interface. The top navigation bar includes the Xerox logo, the device model name, and an 'admin-Logout' link. Below this is a secondary navigation bar with icons for Home, Jobs, Print, Scan, Address Book, Properties, and Support. The main content area is divided into a left sidebar and a main panel. The sidebar, titled 'Support', features an image of the printer and a list of technical details: Machine Model (Xerox® AltaLink® C8035 Multifunction Printer), Name (XR9C934E9477E3), IPv4 Address (192.168.8.37), IPv6 Address (Link-Local), Location, Fax Line 1 (757), Status (Power Saver Mode On), and a note about the machine's power state. The main panel has tabs for General, Troubleshooting, Billing Impression Mode, and Remote Control Panel. The 'Remote Control Panel' tab is active, showing a 'Configuration' section with 'Enabled For Admin Only' and an 'Edit' button. Below this is an 'Access' section with a checkbox for 'Block device control panel (local user can only observe)'. A preview window shows a simulated remote control interface with icons for Copy, Email, Server Fax, Scan to, Print from, Workflow Scanning, ID Card Copy, and Internet Fax. A 'Start Remote Session' button is located below the preview. A 'Note' section at the bottom provides instructions on using a Device Root Certificate Authority to resolve browser errors, with links to download the authority and view installation instructions.

# SERVICE CAPABILITIES

- ❑ Service Technicians based locally that are factory trained and tenured
- ❑ Predictive Maintenance
- ❑ Service Level Agreement
  - ❑ 4-6 hour response time
- ❑ Genuine Xerox OEM Parts & Supplies
- ❑ Replacement Warranty
- ❑ Onsite Training
- ❑ Online requests with callback ETA's
- ❑ Superior Remote Support & installation
- ❑ Online training videos
- ❑ Live Chat Support 8am – 5pm



# Our Products and Services



# What are the possibilities?

Improve everyday work processes that cause businesses to slow down and operate inefficiently.

## Simplify and automate key business processes...

increasing overall productivity and minimizing errors.



[Invoice Capture](#)



[Fraud Detection](#)



[Digital Signature](#)



[Expense Receipt](#)

## Connect to key business systems used every day...

streamlining inefficient processes from small to enterprise.



[ERP Systems](#)



[Cloud Repositories](#)



[CRM Systems](#)



[Content Management](#)

## Convert any document into more usable formats...

avoiding unnecessary delays with seamless, secure access.



[Text to Audio](#)



[Translation](#)



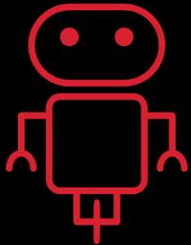
[Hand to Text](#)



[Redacting](#)

# Harness New Levels of Productivity

**Xerox® Robotic Process Automation (RPA) Service** extracts, integrates and organizes data from multiple formats and disparate systems.



RPA uses software robots (bots) to replicate human actions to perform manual tasks across various workflow applications.

## Benefits:

- Operational efficiency
- Improved productivity
- Increased accuracy
- Accelerated timings
- Higher visibility
- Process analysis
- Compliance
- Single service provider

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A background image showing a business meeting. Two people in business attire are seated at a table, looking at documents and writing with pens. A laptop is visible on the left side of the table. The image is semi-transparent, allowing the text to be overlaid.

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