Resolution 2022-033
Exhibit A

Proposed
Solution

City of Pataskala

Prepared by
Greg Houser
02/25/2022

GORDON FLESCH®
COMPANY, INC.
BUSINESS TECHNOLOGY. MANAGED.®

Letter of Introduction

We appreciate your interest in partnering with the Gordon Flesch Company (GFC). It is our passion to empower your people through technology to meet and exceed your goals and objectives, while providing you with the highest level of customer service.

GFC will assess your current technology objectives and develop strategies to decrease costs and increase efficiencies. This approach emphasizes the importance of aligning your technology investments with your business goals. Working in a systematic, phased approach, we will close the gap between where you are today to where you would like to be. This process can also include right-sizing your fleet, removing inefficient devices, current invoice/contract analysis, technology enhancements, process optimization, and total cost of ownership considerations.

We are an independent, privately-owned technology solutions provider **with over 65 years of experience**. We are not limited to any one manufacturer nor restricted to that manufacturer's solution offerings. Our independence allows us to develop solutions that are customized to your needs. We look forward to building upon this partnership and implementing reliable solutions for your company, ensuring the success of our solutions with our unmatched service and support.

Please do not hesitate to contact me if you have any questions or desire any additional information.

Sincerely,

GRegory L. Houser

Greg Houser
Account Executive
o: (614) 734-6342
c: (614) 371-3940
ghouser@gflesch.com

Your Local Partner

With 30 local offices throughout the Midwest, GFC is proud to serve these communities with a complete line-up of business technology products and services. In fact, all our personnel – from analysts to technicians – live and work in the communities they serve. We offer professional expertise with a local dedicated team giving you one vendor and one point of contact.

Wisconsin - Madison (2), Appleton and Milwaukee (2)

Illinois - Geneva, Chicago, Joliet, Lake Zurich and Rockford

Indiana – Indianapolis, Bloomington, Columbus and Terre Haute

Iowa – Cedar Falls, Davenport, Dubuque, Fairfield, Fort Dodge, Hiawatha, Mason City and Spencer

Ohio – Columbus, Chillicothe, Findlay, Lancaster, Mansfield, Newark and Wooster

South Dakota – Sioux Falls

Technology Solutions Provider

One Vendor

GFC helps organizations develop and implement customized business technology solutions that save time, money, and resources by providing a complete suite of the very best office workflow solutions, services, and support. From multi-function and single-function output devices to managed IT services, enterprise content management, asset management, business process optimization workshops, on-site services, cloud storage and more.

In-House Leasing

GFC Leasing was formed to provide a personalized, flexible way for our clients to lease business equipment and services. We offer flexible terms and straightforward end-of lease options and best of all, GFC Leasing will hold the lease for the duration of the contract; *we will never sell a lease to a 3rd Party*.

- Flexible leasing terms and no end of term surprises
- Change equipment as business needs change
- Dedicated and personalized team of experts
- Stay up-to-date with the latest technology
- True "Technology as a Service" solutions (TaaS)

Our Products and Services

MANAGED PRINT SOLUTIONS

ONSITE SERVICES

ASSET MANAGEMENT

MANAGED CONTENT

MANAGED IT SERVICES

OUTPUT SOLUTIONS

image+CARE™ Managed Print Services

GFC's Managed Print Services program is all about integrating the right combination of hardware and software to help you save money, time and resources. Our Managed Print associates help businesses like yours improve print workflow efficiencies, reduce waste for a greener office and save up to 50% on printing costs through proactive management of your fleet. Once the fleet strategy is deployed, we work with you to evaluate areas that can benefit from equipment consolidation, as well as solutions to improve document workflow. With Strategic Business Reviews, GFC will show areas where improvements can be made by moving, consolidating, swapping, replacing or implementing a new concept. Building on Microsoft's Power BI analytics platform, **GFC is the only office technology company that can provide you with live, data-driven analytics**.

Elevity - Managed IT Services & Projects

Elevity is one of the largest and most capable managed IT providers in the Midwest. Our team of technology experts helps our clients reach a truly elevated level of technology strategy, security, solutions and support. Our experienced consultants will provide risk analysis, cutting-edge tools and expertise to guard your business against the threat of a cyberattack. When you partner with Elevity you work with a dedicated Virtual CIO (vCIO) who serves as your trusted advisor to strategically address your technology challenges. Whether you are looking to totally outsource your technology management, or need assistance completing a large IT initiative – Elevity has the resources and support you need to elevate your business.
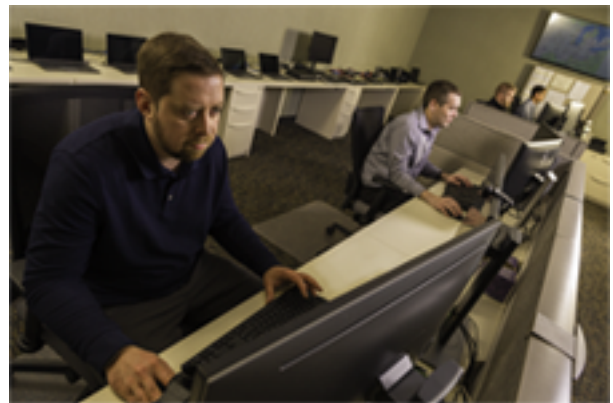
Managed Content Services

The GFC Managed Content Services consultants will work with your business to learn how your processes work, identify pain points and find ways to automate, streamline and improve them so that you can focus on what you do best. Our business process experts identify pain points in your workflows, automate processes and help you make more informed business decisions.

Ongoing Service and Support

GFC Service

The GFC name is synonymous with customer service. We do not have a "fix it and run" mentality. Our service professionals have one individual and one team goal. The individual goal is "First Call Effectiveness" which rewards them for their overall thoroughness and technical skill. The team goal is "Response Time". Here the incentive is for the entire service team to work together to minimize our overall response time to all service calls, keeping you going and minimizing down-times. To that end, our service professionals focus beyond just fixing the immediate problem. They also search for other potential problems (i.e. worn parts) during the same service call and take steps to prevent possible machine failure from occurring down the road.

GFC Support

Since 1997, the Technology and Logistics Center (TLC) has been a key component of our customer service offering. Based out of our Wisconsin facility. The TLC is a modern laboratory equipped with a representative array of our hardware and software solutions. The center is staffed with trained Systems Engineers each specialized in computer operating systems, graphics and color correction, variable data processing and enterprise content management solutions. Their combined expertise covers our complete product and solution suite; ensuring you will receive qualified dedicated support when you need it. **With over 18,000 annual calls to the TLC, 90% are answered live by a technician and resolved during that first call.**

GFC Website

The GFC website allows you to research new products and technology trends, read the latest blog posts and discover new solutions that can increase productivity and functionality through our GFC Resource Center.

Customers can also pay online and access recycling labels for ink and toner cartridges.

Check the events page for the upcoming Tech Summits, Webinars and Lunch & Learns in your area.

Visit our website at **gflesch.com**

RESOURCE LIBRARY
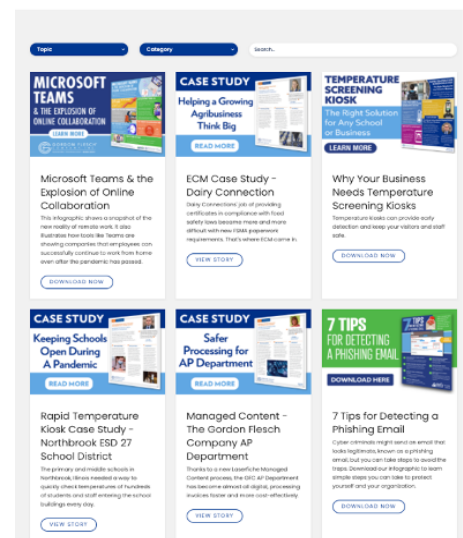
GFC Client Portal

The **GFC Client Portal** and the **myGFC** app make it easy to manage your business technology needs. Place service calls on the new mobile **myGFC** app or access the customized GFC Client Portal to place your technology data at your fingertips. The GFC Client Portal is a private online interface that enhances your relationship with GFC by providing complete 24x7 access to tools and information. It allows you to safely and securely navigate through your whole print fleet in a matter of minutes and is an all-in-one hub to manage your output devices. Download the **myGFC** app from the App Store or visit the GFC Client Portal at **einfo.gflesch.com**
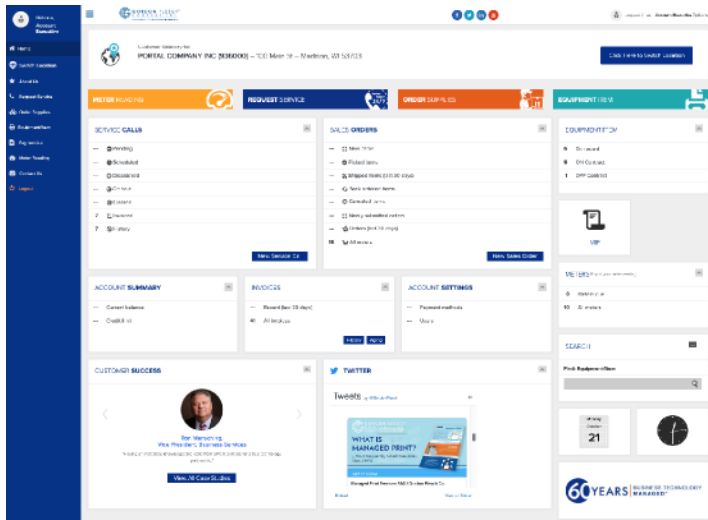
Award Winning Industry Leader

2021 Canon Top Dollar Volume Award
7 Consecutive Years

2021 Canon Advanced Partner Program

2021 EFI Platinum Partner

2021 ENX Magazine Elite Dealer

2021 Deloitte Wisconsin 75

2021 Conway Center for Family Business
Anniversary Award

2019 Laserfiche Winners Circle Achiever

2019 Honda Supplier of the Year Award

2019 Honda Outstanding Value Award

1956

1978
GFC expands to Columbus, OH and another office opens in Madison.

1956
Gordon Flesch, a salesman for Royal Typewriters, takes over a 3M dealership and establishes the Gordon Flesch Company in Madison, WI.

1976
John Flesch, Gordon's son, joins the Gordon Flesch Company.

1977
The company begins selling Savin copiers with liquid toner technology and reaches $3 million in sales with 75 employees.

Tom Flesch, another of Gordon's sons, joins GFC and later becomes President and CEO July, 1986.

1982
Bill Flesch, Gordon's third son, joins GFC.

1997
Having done business in Geneva, Illinois for more than 20 years, a new office is built to hold sales, service and distribution.

2001
The Gordon Flesch Charitable Foundation is established.

1983
Gordon Flesch Company expands and builds an office in Milwaukee.

2007
The Gordon Flesch Company establishes an office in Indy.

2005
GFC headquarters moves to Fitchburg, Wisconsin.

2016

2009
The professional services division is created, the first step in moving GFC beyond equipment sales and service.

2008
Mark Flesch joins his brother Patrick at the company, and is named Chief Operating Officer in 2018.

2006
Tom Flesch's son, Patrick, represents the next generation to join the company. In 2018, is named President of the Gordon Flesch Company

2012
GFC opens an office in Appleton, Wisconsin.

2021
GFC breaks ground on a new office in Appleton, Wisconsin.

2020
GFC expands their footprint in Indiana with the purchase of Jim Gordon, Inc. based in Columbus and Bloomington, Indiana.

2019
GFC acquires Advanced Systems, Inc. with 10 offices in Iowa, Minnesota and South Dakota, and Indiana Business Equipment in Terre Haute, Indiana.

2020
GFC acquires Managed IT provider ITP and becomes Elevity. Jeff Dotzler is named President of Elevity.

elevITy
A GORDON FLESCH COMPANY

Timeline years: 1956, 1975, 1980, 1985, 1990, 1995, 2000, 2005, 2010, 2019

2022

Discovery Research

What You Told Us

- Looking for similar model device. (New version of Canon is C5840)
- External Finisher
- High Capcity Drawers
- Fax Board
- Quote Ohio State Term quoted
- Zero based maintenance

GFC Recommended Solution

Canon iR ADV DX C5840i

Machine Features
- 40 Images Per Minute - Black & White/Color
- Energy Star & EPEAT Gold Certified
- Quick Startup Mode: 4 seconds
- First Out Time: As fast as 4.1 seconds (B/W) 6.1 seconds (Color)
- (2) 550 Sheet Standard Paper Cassettes
  - Up to 12" x 18" Size Paper and 14 lb. Bond to 80 lb. Cover
- 100 Sheet Stack Bypass
- 10.1" Customizable High-Resolution LCD Touch Screen
- With New Timeline Feature to enhance User Experience
- 200 Sheet Single Pass Document Feeder (up to 270 ipm)
- Maintain Scanning Integrity with Multi-Sheet Feed Detection
- Rapid Jam Recovery
- Advanced Color Network Scanning Features:
- Improved Scanning Security with TLS 1.3
- Single Pass Scanning
- Network Color Scanning to File Folder, E-mail, or FTP
- Scan Directly to Word or PowerPoint
- Scan as PDF Compact - Decreases File Size of Color Scans
- Scan to Text Searchable PDF File Format
- Scan to USB Drive
- Blank Page Removal
- Network Printing - UFR II, PCL6, Adobe PS3
- Secure Print Via Mailbox and Print Driver
- Mobile Device Printing
- Direct Print via USB Drive
- Standard Wireless Networking
- 5 GB Standard RAM + 256 GB SSD
- 1,200 x 1,200 dpi Resolution
- Enabled with Canon's Unified Firmware Platform (UFP) to ensure regular updates and continuous improvements
- Remote Operators Kit (for remote troubleshooting & support)
- Integration with existing SIEM systems and McAfee Embedded Control to protect against malware and tampering of firmware and apps
- Enhanced Security Features: Protecting SSD Data [SSD Data Encryption (FIPS140-2 Validated), SSD Lock], Standard SSD Initialize, Trusted Platform Module (TPM), Job Log Conceal Function, Protecting MFD Software Integrity, Checking MFD Software Integrity (Verify System at Startup, Runtime Intrusion Detection)
- **Buffer Pass Unit-P1**
- **High Capacity Cassette Feeding Unit-C1**
- **Staple Finisher-AB1**
- **Super G3 FAX Board-AX1**

Optional Accessories
-

Photo may not represent final configuration

02/25/2022

GFC Solution Investment

Qty	Manufacturer	Model	Description
1	Canon	iR ADV DX C5840i	**iR ADVANCE DX C5840i**
			High Capacity Cassette Feeding Unit-C1
			Staple Finisher-AB1
			Buffer Pass Unit-P1
			Super G3 FAX Board-AX1

imageCARE Agreement				
	BW Images		Color Images	
	Volume	**Overage**	**Volume**	**Overage**
iR ADV DX C5840i	0	0.0086	0	0.04740

The imageCARE Agreement includes toner, all parts, all labor, travel time, technical updates, preventative maintenance, access to the GFC Help Desk for remote resolution, and firmware updates through GFC's Quality Assurance Program. GFC's imageCARE also provides an automatic meter reading application and 24/7 access to your private customer portal with information and tools. Network connected installations include the services of a Digital Support Specialist to manage system integration and training. Delivery, installation and start-up supplies is included. *Pricing does not include sales tax.*

	48 Month
48 Monthly Lease Investment	$298.26

Network Consultation, Installation and Support

Network connected installations include the services of a Digital Support Specialist to manage system integration, training & unlimited access to our Technology and Logistics Center (TLC).

Delivery, equipment installation, start-up supplies and training included.

Pricing does not include applicable sales tax. Pricing valid for 30 days.   **02/25/2022**

Information herein is proprietary and confidential and shall not be used or disclosed without prior written consent of the Gordon Flesch Co.

Next Steps

Thank you for choosing to partner with the Gordon Flesch Company. It is our goal to provide you with an exceptional customer experience and ensure you can fully leverage the technology in which you have invested. Below are some of the key milestones we feel are necessary to achieving this goal:

___ Authorize Agreements

√ *Schedule Automatic Payments*

√ *Set up Your Electronic Invoices (E-Invoices)*

___ Coordinate Successful Delivery

√ *Delivery Coordinator - Collaborate to Determine Implementation Details*

√ *Pre-Install Site Survey (If Deemed Necessary)*

√ *Complete Networking Information Sheet*

√ *Coordinate Delivery, Installation, & Training*

___ Complete Implementation & Training

√ *Network the Device(s)*

√ *Load Necessary Print Drivers*

√ *Configure Automatic Meter Readings*

√ *Set up Your Dedicated Customer Portal*

√ *Configure All Required Device Settings*

√ *Selected Key-User Training*

√ *End-User Group Training*

___ Our Additional Value-Added Services

___ Perform Network Assessment

___ Print Fleet Assessment & Analysis

___ Develop Your Technology Roadmap

___ Perform Account Reviews on Pre-Determined Basis

Thank You

Please let us know if you have any questions, desire a walk-through of our facility, or would like a demonstration of our solution offerings.