



CITY OF PATASKALA

RESOLUTION 2018-018

Passed April 16, 2018

A RESOLUTION AUTHORIZING AND DIRECTING THE CITY ADMINISTRATOR TO ENTER INTO AND EXECUTE AN OPERATING LEASE AGREEMENT WITH KONICA MINOLTA BUSINESS SYSTEMS AND KONICA MINOLTA PREMIER FINANCE FOR THE REPLACEMENT OF AN EXISTING CITY COPIER AND ASSOCIATED MAINTENANCE AGREEMENT.

WHEREAS, the City of Pataskala has a number of office copiers currently in use by the various city departments which are a critical component of supporting city operations; and,

WHEREAS, the current copier for the Police department was obtained in 2014 from Konica Minolta through the use of a 4-year operating lease; and

WHEREAS, the operating lease for the aforementioned copier is set to expire, and the city is required to either purchase or replace this copier.

NOW THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE CITY OF PATASKALA, COUNTY OF LICKING, STATE OF OHIO, A MAJORITY OF THE MEMBERS ELECTED THERETO CONCURRING THAT:

SECTION 1: The City Administrator is hereby authorized and directed to enter into and execute an operating lease with Konica Minolta for the acquisition of an office copier and ancillary equipment in accordance with the terms of the Proposal dated April 6, 2018 from Konica Minolta attached hereto and incorporated herein as Exhibit A.

SECTION 2:The City Administrator is hereby authorized and directed to enter into, and execute, any relevant maintenance agreements related to the equipment authorized in Section 1.

SECTION 3: It is hereby found and determined that all formal actions of this Council concerning and relating to the passage of this Resolution were adopted in an open meeting of Council, and that all deliberations of the Council and any of the decision making bodies of the City of Pataskala which resulted in such formal actions were in meetings open to the public in compliance with all legal requirements of the State of Ohio.

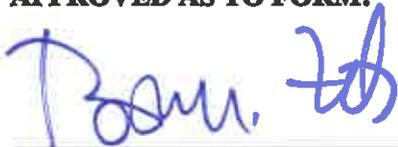
SECTION 3: This Resolution shall take effect at the earliest time allowed by the Charter of the City of Pataskala.

ATTEST:


Kathy M. Hoskinson, Clerk of Council


Michael W. Compton, Mayor

APPROVED AS TO FORM:


Brian M. Zets, Law Director



KONICA MINOLTA

Res. 2018-018
Exhibit A

PROPOSAL FOR:
City Of Pataskala-Police Department

PRESENTED BY
Debbie Steidle
Client Manager
Konica Minolta Business Solutions U.S.A., Inc.





Giving Shape to Ideas

April 6, 2018

Jamie Nicholson
City of Pataskala
621 West Broad Street, Suite 2B
Pataskala, Ohio 43062

Dear Jamie:

Today's highly mobile, flexible and dynamic workforce requires technologies and solutions that seamlessly blend physical and virtual work environments. At Konica Minolta we are building on our core set of smart office solutions by integrating technology that allows our clients to be more productive, efficient and collaborative. We welcome this opportunity to propose our technology, solutions and services that will give you a competitive advantage, reshape your work environment and will contribute to your long-term business goals.

The following were identified as important in selecting your next technology partner:

1. An economic cost competitive solution.
2. Reliable MFD.
3. Consistent and timely Service support when needed.
4. Fax solution that supports VoIP

Based on your requirements we have proposed a program that aligns with your vision and supporting your goals. This program will improve your speed to market, reduce your print costs and increase productivity all while maintaining the security of your documents and network.

Thank you for considering Konica Minolta in your evaluation. We look forward to demonstrating our commitment to City of Pataskala and are confident that our offering will meet your expectations and deliver increased value and efficiencies.

Sincerely,

Debbie Steidle

Debbie Steidle
Client Manager

Proposed Solutions:

	Current Solution	Konica Minolta bizhub C458
		
	<p>Bizhub C454e B&W Printer / Copier / Scanner</p> <ul style="list-style-type: none"> • Up to 45 pages per minute Black • 100 Sheet Reverse Automatic Document Feeder/Scanner <ul style="list-style-type: none"> ◦ 80 PPM Single Sided Pages ◦ 160 PPM Two Sided Pages • Four Paper Trays- 3,500-Sheet Universal Paper Feed Drawers (5.5" x 8.5" up to 11" x 17") • Finisher-50 Sheet Stapler • Fax Kit – Single Line • Drawers (5.5" x 8.5" up to 11" x 17") • 150-Sheet Bypass Tray (4" x 6" up to 12" x 18"; Banner Paper) • ESP Diagnostic Power Filter 120V/15A • BizHub Secure 	<p>bizhub C458– B&W & Color Printer / Copier / Scanner</p> <ul style="list-style-type: none"> • Up to 45 pages per minute print/copy output for high-speed productivity • 300 Sheet Automatic Dual Document Feeder <ul style="list-style-type: none"> ◦ 120 PPM Single Sided Pages ◦ 240 PPM Dual Sided Pages • Four 3,500Sheet Universal Paper Feed Drawers (5.5" x 8.5" up to 11" x 17") • 150-Sheet Bypass Tray (4" x 6" up to 12" x 18"; Banner Paper) • Duplex Unit • 50 Sheet Finisher/Stapler • Fax Kit – Single Line • Web Browser, 4 GM Memory • Downloadable Apps • 250 GB HDD • EPEAT Gold-Certified, low power consumption to cut costs • Mobile Printing Supported (Airprint, Google Cloud Print Classic, NFC) • ESP Diagnostic Power Filter 120V/15A • Bizhub Secure • Delivery, Basic Networking, and Initial Training Included
48 Month Lease Monthly Cost	\$266.88	\$244.61
Service Monthly Cost	<p>\$15.97 Includes 2,000 B& W Impressions Incremental Impressions @ B&W-\$.00799 Color-\$.05789</p> <p>Average Month Volume: B&W-4147 Color-2451 Total Cost @ Average Volume: \$174.99</p>	<p>\$17.00 Includes 2,000 B&W Impressions Incremental Impressions @ B&W-\$.0085 Color-\$.055</p> <p>Average Month Volume: B&W-4147 Color-2451 Total Cost @ Average Volume: \$170.03</p>
TOTAL COST	\$441.87	\$414.61
Monthly Savings		\$27.26

Fax Solution Option Detail	Options
48 Month Lease Monthly Cost	\$12.88
Secure Cloud Faxing Solution <ul style="list-style-type: none"> • Pay Per Fax-Incoming & Outgoing • HTTPS Secure Sight • Estimate Pricing: • \$3.00 Per User • \$.14 Per Page 	Example Pricing: Monthly 5 Users=\$15.00 100 Fax pages \$ \$.14=\$14.00 Total Monthly Cost: \$30.00 *Cost can be significantly lower if commit to a term and minimum number of fax pages.

Program Includes: For Contracts Executed By 6/30/2018

1. State of Ohio Promotional Discount
2. State of Ohio Service Discount-Impression Charge Exception So Same Across Fleet
3. Konica Minolta Comprehensive Training & Setup
4. Service Billed Quarterly
5. Konica Minolta Customer One Guarantee Program