



CITY OF PATASKALA

RESOLUTION 2018-024

Passed May 7, 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 ACQUISITION OF A MULTIFUNCTION COPIER AND ASSOCIATED MAINTENANCE AGREEMENT FOR THE FINANCE OFFICE.

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 City's Finance Department will be moving out of the Administrative offices in Suite 2B and into Suite 2F, which require the acquisition of a multifunction copier/scanner/fax machine to support their operations; and

WHEREAS, the current copiers were obtained from Konica Minolta through the State of Ohio Term Schedule and the use of a 4-year operating lease.

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 30, 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. 2018-024
Exhibit A

PROPOSAL FOR:
City Of Pataskala - Finance Department

PRESENTED BY

Debbie Steidle

Client Manager

Konica Minolta Business Solutions U.S.A., Inc.





Giving Shape to Ideas

April 30, 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. Color MFP.
2. Configured with same options as currently installed units.
3. Consistent and timely Service support when needed.

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

Executive Summary

As an industry leader we are committed to a client-first methodology, offering a comprehensive suite of products and services comprised of industry-leading MFP technology, best-of-breed software and managed print services. This end-to-end strategy, along with a consultative engagement with our clients, provides a 360 degree view of your business processes, challenges, as well as your goals and objectives. Through this collaborative approach, Konica Minolta enables targeted solutions yielding improved efficiencies, cost reduction and the realization City of Pataskala's Police Department's vision.

Our Portfolio

Delivering solutions and services that enable the Workplace of the Future™



INFORMATION MANAGEMENT

Enterprise Content Management
 Document Management
 Automated Workflow Solutions
 Business Process Automation
 Security and Compliance
 Mobility
 eDiscovery Services



IT SERVICES

Application Services
 Cloud Services
 IT Security
 Managed IT Services
 IT Consulting and Projects




TECHNOLOGY

Office Multifunction Business Solutions
 Commercial and Production Printers
 3D Printers
 Wide Format Printers
 Laptops, Desktops & Computer Hardware
 Servers and Networking Equipment
 Managed Print Services (MPS)
 Managed Enterprise Services

Proposed MFP For Finance Office

Pricing Information:

Konica Minolta bizhub C308	
	
	<p>bizhub C308– Color B&W Printer / Copier / Scanner</p> <ul style="list-style-type: none"> • 30 pages per minute print/copy output for high-speed productivity • 100 Sheet Automatic Dual Document Feeder <ul style="list-style-type: none"> ◦ 80 PPM Single Sided Pages ◦ 160 PPM Dual Sided Pages • Two 500-Sheet Universal Paper Feed Drawers (5.5"x8.5" up to 11"x17") • Large Capacity Paper Tray-2500 Sheets 8.5 x 11 • 150-Sheet Bypass Tray (4" x 6" up to 12" x 18"; Banner Paper) • Finisher with 50-Sheet Stapling, Collating, and Offsetting Capabilities • 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) • Power Filter 120V/15A • Delivery, Basic Networking, and Initial Training Included
48 Month Lease –Monthly Cost	\$180.02
Exception Service Price Plan	Service Monthly Cost \$6.35
<ul style="list-style-type: none"> • Includes 100 B&W Impressions • Includes 100 B&W Impressions 	<p>Incremental Impressions @ B&W-\$.0085 Color-\$.055</p>

Program Includes:

1. Konica Minolta Comprehensive Training & Setup
2. Konica Minolta Bizhub SECURE Software
3. Konica Minolta Customer One Guarantee Program

Office Systems a complete line up in every segment in both color and monochrome devices. A common platform and interface with the bizhub experience.



High-Volume Color

High-Volume B&W

Mid-Volume Color

Mid-Volume B&W

Compact MFP

AIO

Single Function



Mid-Volume Flexible solutions for every business need. Print/copy output speeds of 55ppm, 45 ppm, 38 ppm, 28 ppm, and 22 ppm.

Light-Volume Perfect for fit for mixed MFP and desktop environments. Provides increased efficiency, wide-ranging flexibility, reduced cost and greater accuracy and accountability.

Customizable:

The bizhub MFP user interface can be customized to suit individual needs by adding or removing an application from the home screen, customizing a scanning process or displaying the functions that match small business needs or enterprise user demands.



Simplicity:

The exclusive INFOPalette design lets you drag, drop, pinch in and pinch out, rotate images and more. Most models provide the ability to preview documents before you print, reducing errors that waste time and paper.



Recognitions and Awards

We are proud to be recognized from widely respected industry organizations for our achievements as we continually demonstrate our ongoing pursuit for excellence.



Environmental Sustainability

Protecting our planet is a top priority. We pursue a broad array of environmental initiatives – eliminating pollutants, reducing energy consumption and creating products and solutions that help our clients realize their own sustainability goals and strive to assist our clients to resolve their environmental issues.

- Eco Vision 2050 - our long term environmental vision
- Solar Energy Initiative - installation of a solar panels to harness the power of the sun for pollution-free energy
- Earth Friendly Products - environmentally friendly innovations that consistently improve efficiencies in our print technologies
- EPEAT - proud to have the highest total of EPEAT points of any registered imaging equipment company in the world
- Clean Planet - program for cost-free recycling of our consumables
- Simitri[®] HD^E Toner - consumes less energy during production and CO₂, NO_x and Sox emissions are reduced by more than 1/3 during use
- Green Products Certification System
- Green Factory Certification System
- Green Marketing





Giving Shape to Ideas

To ensure efficient implementation of environmental management Konica Minolta is committed to the environment by operating its management systems based on ISO 14001.

Appendix:

