



Introduced: 02/06/2017
Revised:
Adopted:
Effective:

CITY OF PATASKALA

RESOLUTION 2017-012

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 EXISTING CITY COPIERS AND ASSOCIATED MAINTENANCE AGREEMENTS.

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 aforementioned copiers were obtained in 2013 from Konica Minolta through the use of a 4-year operating lease; and

WHEREAS, the existing copier operating leases for the Administration, Planning & Zoning and Council departments are set to expire, and the city is required to either purchase or replace these copiers.

NOW, THEREFORE, BE IT RESOLVED BY THE CITY OF PATASKALA, COUNTY OF LICKING, STATE OF OHIO, A MAJORITY OF MEMBERS 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 office copiers and ancillary equipment in accordance with the terms of the Proposal dated January 31, 2017 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, 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 4: 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

A Proposal For The City of Pataskala



Office Printing Systems

Submitted By:

Kent Miller
Major Account Sales Manager
Konica Minolta Business Solutions USA
kent.miller@kmbs.konicaminolta.us
614-726-4215



Business Confidential

January 31, 2017

Mr. Jamie Nicholson
Director of Fiance
City of Pataskla
621 West Broad Street, Suite 2B
Pataskala, Ohio 43062

Dear Mr. Nicholson,

Please find enclosed our updated recommendation for a new Konica Minolta bizhub C368 and c227 **color** copier, printer, scanner, fax to upgrade your current bizhub c454 and a bizhub 223. Both the Konica Minolta bizhub C368 and c227 offer superior image quality; productivity, connectivity, reliability and security features that will benefit your users and help streamline your document processes.

Our focus for this recommendation is to create improvements in three specific areas and establish real enhancements with the overall mission of your business.

These three areas include:

- Outstanding service delivery that will keep your units operating at optimum performance
- Providing the latest technology for your staff to best produce and manage your company's document workflow
- Provide industry leading security to keep your company's documents secure

In addition to award winning products, Konica Minolta offers business solutions that help stream-line workflow, print/copy less and provide industry leading IT Services.

Thank you again Jamie, for this opportunity. We strive to deliver the highest levels customer service and satisfaction. We value and appreciate your business and look forward to continuing our business partnership.

Please contact me if you have any questions.

Sincerely,

Kent Miller
Major Account Sales Manager

Konica Minolta Business Solutions U.S.A, Inc.
425 Metro Place North
Dublin, OH 43107
Phone: 614-726-4215 Cell: 614-657-6980
Email: kent.miller@kmbs.konicaminolta.us
Web Site: <http://kmbs.konicaminolta.us>

About Konica Minolta Business Solutions U.S.A.

Konica Minolta Business Solutions, U.S.A is a wholly owned subsidiary of Konica Minolta Holdings, Inc., formed through the merger of Konica, Inc. and Minolta Co., Ltd. With more than 200 years of combined experience, Konica Minolta is building on a long and rich history of developing innovative imaging technologies and bringing new products to market. It is a company that continues to create fresh new impressions in the field of imaging by mobilizing its core competencies in optics, printing and copying, scanning and software to create these products and services.

Headquartered in Ramsey, New Jersey, KMBS provides its customers with complete solutions to efficiently create, reproduce, share and manage document-based information. The company provides the essentials of imaging to companies and organizations ranging from small office/home office, workgroups and departments to large production operations. With **20 manufacturing facilities** and a sales presence in over **70 countries**, we are proud to employ over **34,000 people globally**.

Since 1990, this office location has been committed to customer satisfaction by providing businesses with the outstanding quality of our products. And when you look beyond our superior products, you'll find a dedication to support and service that is unsurpassed in our industry.

Our technologically advanced line of products and services include:

- A full line of superior quality color imaging systems for corporate, graphics arts and production environments.
- A wide range of multifunctional workgroup and departmental document systems and facsimile machines with advanced functionality such as network scanning and Internet faxing.
- Software solutions designed to bridge the gap between computers and document systems, offering capabilities from easy scan-to-file to automated document manipulation to total workflow process solutions.
- Professional services for infrastructure management and document process streamlining.
- World-class sales, service and support through an extensive network of direct sales offices, authorized dealers, resellers and distributors in the United States, Canada, Mexico, Central America and South America.

Products

- Office Systems
- Printers & 3D Printers
- Print Production
- Wide-Format

Applications / Integrated Solutions

- Cost Accounting
- Scan, Capture, Route
- Data Conversion
- Production Solutions
- Document Management
- Wide Format Solutions
- Security Systems
- Mobile Applications
- Variable Data Printing
- Fax Solutions
- Device Management
- 3D Printing

Services

- IT Services
- Wide Format
- Optimized Print Services
- Enterprise Content Management

For further information, visit our web site at: **www.kmbs.konicaminolta.us**

Current

Konica Minolta bizhub c454 and bizhub 223

C454: 48 Month FMV Lease Payment:	\$224.25
227: 48 Month FMV Lease Payment:	<u>\$147.51</u>
Total Monthly Lease Payment:	\$371.76

Average monthly volume:

bizhub c454: 6,505 black impressions, 3510 color impressions

bizhub 223: 2,903 black impressions

Maintenance (service & supply):	
C454 base black minimum	\$ 16.70
C454: 6,505 black less 2k allow x \$.00835	\$ 37.61
C454: 3,510 color x \$.0605:	\$212.36
227 base black minimum:	\$ 12.46
227: 2,903 black less 1k allow x \$.01246	<u>\$ 23.71</u>
Total Monthly Maintenance	\$302.84

Total Monthly Cost

Monthly Lease	\$371.76
Monthly Maintenance	<u>\$302.84</u>
Total	\$674.60

Proposed**A. Upgrade the current C454 to a new bizhub C368****Qty 1 bizhub C368– B&W and Color Printer / Copier / Scanner / Fax**

Includes PS, PCL & XPS Controller, 2GB Standard Memory, 250 GB HDD
Up to 36 pages per minute print/copy output for high-speed productivity
Single Pass Dual Scan Document Feeder up to 100 originals, scans up to 160 originals/min
Two 500-Sheet SUniversal Paper Feed Drawers (5.5" x 8.5" up to 11" x 17")
2,500 Sheet Large Capacity Paper Tray
150-Sheet Bypass Tray (4" x 6" up to 12" x 18"; Banner Paper)
Duplex Unit
Floor Finisher with 50-Sheet Stapling, Collating, and Offsetting Capabilities
Fax Kit
Scan-to-Email, Scan-to-FTP, Scan-to-SMB (Scan-to-desktop), Scan-to-HDD (User Box),
Scan-to-Me/Home, Separate Scan, Scan-to-USB Thumb Drive, Print-From-USB Thumb Drive
ESP Diagnostic Power Filter 120V/15A
BIZHUB Secure
VCare – automatically sends monthly meter reads for maintenance billing and alerts
Delivery, Basic Networking, and Initial Training Included
Removal and return of existing Konica Minolta c454 Included

B. Upgrade the current bizhub 223 to a new bizhub C227**Qty 1 bizhub c227– B&W and Color Printer / Copier / Scanner / Fax**

Includes PS, PCL & XPS Controller, 2GB Standard Memory, 250 GB HDD
Up to 22 pages per minute print/copy output for high-speed productivity
Reversing Automatic Document Feeder up to 100 originals
Two 500-Sheet SUniversal Paper Feed Drawers (5.5" x 8.5" up to 11" x 17")
2,500 Sheet Large Capacity Paper Tray
150-Sheet Bypass Tray (4" x 6" up to 12" x 18"; Banner Paper)
Duplex Unit
Floor Finisher with 50-Sheet Stapling, Collating, and Offsetting Capabilities
Scan-to-Email, Scan-to-FTP, Scan-to-SMB (Scan-to-desktop), Scan-to-HDD (User Box),
Scan-to-Me/Home, Separate Scan, Scan-to-USB Thumb Drive, Print-From-USB Thumb Drive
ESP Diagnostic Power Filter 120V/15A
BIZHUB Secure
VCare – automatically sends monthly meter reads for maintenance billing and alerts
Delivery, Basic Networking, and Initial Training Included
Removal and return of existing Konica Minolta 223 Included

Proposed**Konica Minolta Premier Leasing**

	<u>Term</u>	<u>FMV Lease</u>
C368	48 Months	\$243.70
C227	48 Months	\$156.00

The above quoted lease includes retiring the current lease obligation and returning the equipment upon delivery of the new Konica Minolta equipment.

Maintenance CPC Service Contract (annual renewal) - billed separately from lease:

Includes all parts, labor, service calls (8:00am -5:00pm), and supplies, including staples (excludes paper).

C368 and C227

Monthly minimum charge:	\$0
Impressions included:	0
Charge / impression 1+	Black \$0.075
	Color \$0.055

Current Verses Proposed Cost**Current**

Monthly Lease	\$371.76
Monthly Maintenance	<u>\$302.84</u>
Total	\$674.60

Proposed

Monthly Lease	\$399.70
Monthly Maintenance	<u>\$234.79</u>
Total	\$634.49

Proposed Savings

Monthly Savings:	\$40.11
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Suggested Implementation Schedule – Dates are tentative

Action	Primary Party Responsible	Suggested Timeframe
Review revised proposal	Jamie Nicholson, Kent Miller	01/31/2017
Present & obtain council approval	Jamie Nicholson	02/06/17
Complete site survey/network info	City of Pataskala IT	02/07/17
Accept proposal, sign agreement	Jamie Nicholson	02/07/17
Process order, equipment ordered	Kent Miller, KM Admin	02/07/17 – 02/08/17
Prepare site for delivery	Jamie Nicholson	02/14/17
Deliver & install equipment	Konica Minolta	02/16/17
Set up machines per site survey document	Konica Minolta service	02/16/17
Train end users	Sally Leppert	02/17/17
Conduct customer account review to review performance and satisfaction. Explore additional areas where KM may add value	Kent Miller to coordinate	Quarterly or Semi-annual

COUNT  KONICA MINOLTA