



CITY OF PATASKALA

RESOLUTION 2019-053

Passed August 5, 2019

A RESOLUTION AUTHORIZING AND DIRECTING THE CITY ADMINISTRATOR TO EXECUTE AN OPERATING LEASE AGREEMENT WITH THE GORDON FLESCH COMPANY, INC. FOR THE ACQUISITION OF A MULTIFUNCTION COPIER AND ASSOCIATED MAINTENANCE AGREEMENT FOR THE UTILITY DEPARTMENT

WHEREAS, the City of Pataskala has a number of office copiers currently being used by various departments; and

WHEREAS, the current copiers were obtained through the State of Ohio Term Schedule and have 4-year operating leases; and

WHEREAS, the City's Utility Administration Department will be moving out of the offices in Suite 1D and into the old Town Hall, which will require the acquisition of a multifunction copier/scanner/fax machine to support its operations; and

WHEREAS, the City solicited and received proposals from several office equipment vendors and the proposal from the Gordon Flesch Company, Inc. was determined to be the preferred option.

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

Section 1: The City Administrator is hereby authorized and directed to execute an operating lease with the Gordon Flesch Company, Inc. ("the Company") for the acquisition of an office copier and ancillary equipment in accordance with the terms of the Proposal dated July 22, 2019 which is attached hereto as Exhibit A and incorporated herein by reference.

Section 2: The City Administrator is hereby authorized and directed to execute the related maintenance agreement for the equipment described 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


Michael W. Compton, Mayor

APPROVED AS TO FORM:


Brian M. Zets, Law Director

Res. 2019-053
Exhibit A



Proposed Solution

City of Pataskala

Prepared by Tyler Lasure

July 22, 2019





Letter of Introduction

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

At GFC, we assess your current technology objectives and develop strategies to decrease costs and increase efficiencies. This approach emphasizes the importance of aligning your business goals with your technology investments. The goal is to close the gap between where you are today to where you would like to be in a systematic phased approach. This process can also include right-sizing of your fleet, removal of 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 60 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 un-matched service and support.

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

Sincerely,

Tyler Lasure
Senior Account Executive
o: 614-734-6301
Tlasure@gflesch.com



Your Local Partner

Located in Dublin, Ohio the Regional Headquarters of Gordon Flesch Company is proud to serve Central Ohio and surrounding areas with our complete line-up of 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, one point of contact.

Technology Solutions Provider

One Vendor

The Gordon Flesch Company 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)

ImageCARE 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 GFC specialists 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. The key to sustaining the savings gained from managing your document environment is to continually measure and adjust on an ongoing basis. Through the quarterly account review report that we will provide, GFC will show areas where improvements can be made by moving, consolidating, swapping, replacing, or implementing a new concept.

Our Products and Services



MANAGED IT SERVICES



ELECTRONIC CONTENT MANAGEMENT



MANAGED PRINT SOLUTIONS



ONSITE SERVICES



OUTPUT SOLUTIONS



ASSET MANAGEMENT



GFC Consulting Group for Managed IT Services

The GFC Consulting Group is comprised of experienced consultants dedicated to working with customers to solve broken processes and technical challenges that are keeping businesses from accomplishing their goals. Our team brings years of experience and time-tested, interactive methodologies which allow organizations to realize their full potential through a variety of services including Business Process Management, Technology Planning Services, and IT Consulting.

Cambridge Connections LLC, now a part of the GFC Consulting Group, has leveraged Laserfiche® content management software to offer custom technology integrations along with cloud-based services to 24 different vertical markets for more than 30 years.

Ongoing Service and Support

GFC Service

The GFC name is synonymous with service. We have built our organization and reputation on excellence in 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

Get expert support for your Gordon Flesch Company business technology solutions e-mail or phone from our experienced associates. Since 1997, the Technology and Logistics Center (TLC) has been a key component of our customer service offering. Based out of our Wisconsin facility, it has consistently grown with the times. 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. ***94% of the time your issue is solved on the first call, that's help that you can rely on.***

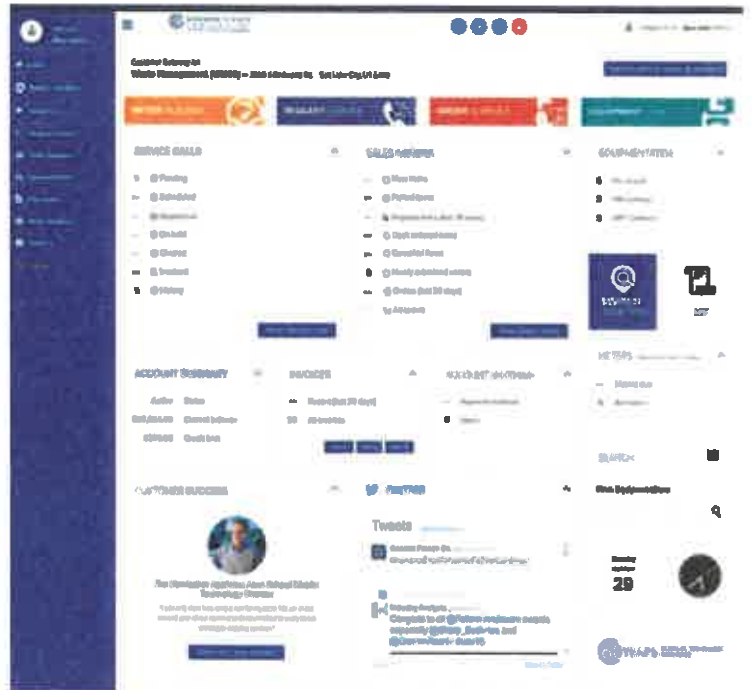




GFC Website & Customer Portal

The Gordon Flesch Company provides easy-to-use features for our customers. Our 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.

We also offer a customized GFC Customer Portal to place your technology data at your fingertips. The GFC Customer Portal is a private online interface that enhances your relationship with GFC by providing complete 24 X 7 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.



Award Winning Industry Leader

- 2018 Canon Advanced Partner Program
- 2018 ENX Magazine Elite Dealer Award
- 2018 Continuum OE Partner of the Year Award
- 2018 Continuum Help Desk MVP Award
- 2018 Channel Futures MSP Top 15 of 501
- 2018 CRN's Top Solution Provider 500 List
- 2018 Laserfiche Winners Circle VAR
- 2018 Conway Center for Family Business Milestone Anniversary Award
- 2018 ITEX Perfect Image Award for Service
- 2016 Honda Indirect Procurement Top Supplier





Our History

1956
Gordon-Fleisch, a salesman for Royal Typewriters, takes over a 21st dealership and establishes the Gordon-Fleisch Company in Madison, WI

1956
John Fleisch, Gordon's son, joins the Gordon-Fleisch Company

1976
The company begins selling Saxon copiers with liquid toner technology and reaches \$3 million in sales with 25 employees

1977
Tom Fleisch, another of Gordon's sons, joins GFC and later becomes President and CEO July, 1984

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

1982
Bill Fleisch, Gordon's third son, joins GFC

1983
Gordon-Fleisch Company expands and builds an office in Milwaukee

1983
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-Fleisch Charitable Foundation is established

2005
GFC headquarters moves to Fitchburg, Wisconsin

2007
The Gordon-Fleisch Company establishes an office in Indy

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

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

2012
GFC opens an office in Appleton, Wisconsin

2015
The GFC Consulting Group is launched. Sales reach \$15MM

2019
Mark Fleisch joins his brother Patrick at the company, and is named Chief Operating Officer in 2018



Recommended Solution

(NEW) Canon Color ImageRUNNER Advance C5535I II System

Machine Features:

- 35 Images Per Minute - Black & White and Color
- Energy Star Certified
- Quick Startup Mode: 4 seconds
- First Out Time: As fast as 4.1 Seconds
- (2) 550 Sheet Standard Paper Cassettes
- 100 Sheet Stack Bypass
- 10.1" TFT LCD WSVGA Color Touch Screen
- Up to 12" x 18" Size Paper and 14 lb. Bond to 110 lb. Cover 300gsm
- 150 Sheet Single Pass Automatic Duplexing Document Feeder
- Multi-Sheet Feed Detection
- Network Printing - UFR II, PCL, Adobe PS3
 - Secure Print Via Mailbox and Print Driver
 - 100 User Inboxes
 - Mobile Device Printing
 - Direct Print via USB Drive
 - Standard Wireless LAN
- Advanced Color Network Scanning Features:
 - Dual Head 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
- 4 GB Standard RAM + 250 GB HDD
- 1,200 x 1,200 dpi Resolution
- Enhanced Security Features: Hard Drive Disk Erase, HDD Encryption, Initialize & Lock, Mailbox Password Protection
- Inner Finisher (Supports Staple Free Stapling & Staple on Demand)
- Super G3 Fax Board (Outbound Network Faxing & Inbound Network Fax Routing)
- Cabinet



GFC Solution Investment

Monthly imageCARE investment:

**48 Month
\$209.80**

imageCARE Maintenance Agreement

• 100 Black and White images with overages billed at \$0.0086 per image and 100 Color images with overages to be billed at \$0.0474 per image.

Pricing includes toner, parts, labor, travel, technical updates. Also included in onsite preventative maintenance and equipment modernization through GFC's Quality Assurance Program.

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



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 Complimentary 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.