

ATTACHMENT NO. IX-J: Proposal to Replace District Copiers

Potential motion: Move to approve the replacement and installation of District copiers with Xerox Corporation based upon the Illinois State Contract pricing.

Recommended action: Approve the motion

Current cost and capabilities of the District copiers has been reviewed with four companies. The companies included Xerox Corporation (Xerox), Ikon (Ricoh), Gordon Flesch (Canon/Sharp) and Stateline Copy Products (Toshiba).

Pricing estimates have been done to reflect fifteen copiers and 350,000 monthly copies. This configuration allows for at least one office machine which includes faxing and a minimum of one workroom machine. Every machine has the ability to scan/copy/staple functions and will be networked. There is one machine that will be located at the high school which has the ability to make half-page booklet/programs and also one District color copier.

The monthly costs include toner, staples, and parts/labor for repairs. Training is also included for all staff, based upon District needs. The length of this agreement is sixty (60) months and is based upon the current Illinois State contract pricing with Xerox. Monthly costs are estimated at \$2,895. Copy reconciliation will be done twice a year to capture the best use of the pooled number of copies included.

Other vendor monthly estimates: Ikon: \$3,387; Gordon Flesch \$3,868; Stateline Copy \$3,908.

The selected vendor will also be responsible for the removal and recycling of the current copiers.

Acceptance of this agreement with Xerox will save an estimated \$20,000 annually based upon current costs.

Therefore, it is recommended that the Board approve the replacement of the current District copiers with Xerox.

	<u>Xerox</u>	<u>Ikon</u>	<u>Gordon Flesch</u>	<u>Stateline</u>
Type of Copier	Xerox	Ricoh	Canon/Sharp	Toshiba
	WC5150 - (6) WC7535 (color) - (1) WC5775 - (3) WC5135 - (5) Total = (15)	MP6001 - (9) MP2851 - (5) MPC3501 (color) - (1) Total = (15)	IR6055 - (5) IR6065 - (1) IR2525 - (6) C5045 (color) - (1) Sharp MX-363N - (2) Total = (15)	E-studio 555 - (9) E-studio 305 - (5) E-studio 2830 (color) - (1) Total = (15)
# of Copies Included	297,600	350,000	343,842	280,000
Cost for Extra Copies	0.0028	0.0039	0.0045	0.0048
Color Copier	.0079/ B&W .0490/Color		.0099/ IR2525 .05/Color	.045/Color
Services Included:				
Toner	Yes	Yes	Yes	Yes
Staples	Yes	Yes	Yes	No
Parts/Labor	Yes	Yes	Yes	Yes
Removal of Existing Machines	Yes	Yes	Yes	Yes
Length of Est. Response Time	4 hours or less	Avg. 2 to 4 hours	4 hours or less	4 hours or less
Length of Agreement	60 months	60 months	60 months	63 months
Monthly Cost	\$ 2,715.00	\$ 3,197.27	\$ 3,840.60	\$ 3,430.00
Add'l Copies to 350K	\$ 139.72		\$ 27.71	\$ 336.00
Color Copier (2000bw/500c)	\$ 40.30			\$ 52.50
Fax Capability (7)		\$ 70.00		\$ 78.00
Hole Punch (15)		\$ 120.00		\$ 11.00
Booklet (1)				
Estimated Monthly	\$ 2,895.02	\$ 3,387.27	\$ 3,868.31	\$ 3,907.50
Estimated Annual Cost	\$ 34,740.24	\$ 40,647.24	\$ 46,419.72	\$ 46,890.00
FY11 - Costs YTD (thru 2/28)	\$ 48,130.50			



**Pool Plan Agreement**

Customer: North Boone Communit

Bill To: North Boone Communit School District  
6248 North Boone Sch  
Poplar Grove, IL 61065

**Plan Summary**

Configuration	Monthly Charge	Pool Print Charges			Plan Features
		Meter	Volume Band	Per Print Rate	
14 Items  <b>Modification Summary</b> - Adding: 14 Items	\$2,479.80	1 Total	1 - 294,600 294,601+	Included \$0.0028	<b>Maintenance Coverage</b> - Consumable Supplies, Included for all prints - Pricing Fixed for Term  <b>Administrative</b> - Identification Number: NEW - Motors Reconciled Quarterly - Invoice using Standard Format - Plan to take effect on 4/1/2011

**Item Details**

Configuration	Unit Portion of Charge	Volume Included
<b>Adding</b>		
1. W5150PT	\$151.80	21,200
2. W5150PT	\$143.18	21,200
3. W5150PT	\$143.18	21,200
4. 5775PT	\$378.60	35,400
5. 5775PT	\$283.21	35,400
6. W5135PT	\$128.82	10,000
7. W5135PT	\$128.82	10,000
8. 5775PT	\$283.21	35,400
9. W5150PT	\$143.18	21,200
10. W5135PT	\$128.82	10,000
11. W5150PT	\$143.18	21,200
12. W5135PT	\$128.82	10,000

**Authorized Signature**

Customer acknowledges receipt of the terms of this agreement which consists of 3 pages including this face page.	Thank You for your business! This Agreement is proudly presented by Xerox and <b>Raymond Brandt</b> (815)389-3795  For information on your Xerox Account, go to <a href="http://www.xerox.com/AccountManagement">www.xerox.com/AccountManagement</a>
Signer: CATHY NELSON  Signature: _____	Phone: (815)765-3322  Date: _____

**Pool Plan Agreement**



**Item Details (Cont'd)**

Configuration	Unit Portion of Charge	Volume Included
<b>Adding</b>		
13. W5150PT	\$143.18	21,200
14. W5150PT	\$151.80	21,200

**Lease Agreement**



Customer: NORTH BOONE COMMUNITY UNIT SCHOOL DISTRICT 200

Bill To: NORTH BOONE COMMUN  
UNIT SCHOOL DISTRICT  
200  
6248 N Boone School  
Poplar Grove, IL 61065-8548

Install: NORTH BOONE HIGH  
SCHOOL  
Rd  
17823 Poplar Grove  
Poplar Grove, IL 61065-0014

Solution		Agreement Information	Trade Information	Requested Install Date
Item	Product Description			
1.	<b>W7535PC (WC7535P PRINTER)</b> - 3-hole Punch(fin-lx) - Office Finisher Lx - Hi Cap Tandem Tray	Lease Term: 60 months Purchase Option: FMV	- Toshiba E-studio 3511 Trade-In to Xerox	2/17/2011

Monthly Pricing						
Item	Lease	Print Charges			Maintenance Plan Features	
1.	W7535PC	\$235.20	1: Meter 1 2: Meter 2	All Prints 1 - 500 501+	\$0.0079 Included \$0.0490	- Consumable Supplies Included for all prints
<b>Total</b>		<b>\$235.20</b>	<b>Minimum Payments (Excluding Applicable Taxes)</b>			

**Authorized Signature**

<p>Customer acknowledges receipt of the terms of this agreement which consists of 4 pages including this face page.</p>		<p>Thank You for your business! This Agreement is proudly presented by Xerox and</p>	
<p>Signer: CATHY NELSON</p>	<p>Phone: (815)765-3322</p>	<p><b>Raymond Brandt</b> (815)389-3793</p>	
<p>Signature: _____</p>	<p>Date: _____</p>	<p>For information on your Xerox Account, go to <a href="http://www.xerox.com/AccountManagement">www.xerox.com/AccountManagement</a></p>	



### Lease Agreement



Customer: NORTH BOONE COMMUNITY UNIT SCHOOL DISTRICT 200

Bill To: NORTH BOONE COMMUN  
UNIT SCHOOL DISTRICT

200

6248 N Boone School

Poplar Grove, IL 61065-8548

Tax ID#: xoxoxox

State or Local Government Negotiated Contract : 072517800

Install: NORTH BOONE COMMUN  
UNIT SCHOOL DIST 200

Rd

6248 N Boone School

Poplar Grove, IL 61065-8548

### Solution

Item	Product Description	Agreement Information	Trade Information	Requested Install Date
1.	<b>W5150PT (W5150 PRINTER W/HCTT)</b> - Office Finisher - Ntw Scan W/amb Fax - 3 Hole Punch Kit	Lease Term: 60 months Purchase Option: FMV	- Toshiba E-studio 650 Trade-In to Xerox  - Toshiba 2880 Trade-In to Xerox	3/14/2011

### Monthly Pricing

Item	Lease	Meters	Print Charges		Maintenance Plan Features
			Initial Charge	Per Print Price	
1. W5150PT	\$151.80	1: Meter 1	1 - 21,200	Included	- Consumable Supplies Included for all prints - Pricing Fixed for Term
			21,201+	\$0.0028	
<b>Total</b>	<b>\$161.80</b>	<b>Minimum Payments (Excluding Applicable Taxes)</b>			

### Authorized Signature

Customer acknowledges receipt of the terms of this agreement which consists of 8 pages including this face page.

Signor: CATHY NELSON

Phone: (815)765-3322

Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Thank You for your business!  
This Agreement is proudly presented by Xerox and  
**Raymond Brandt**  
(815)389-3795

For information on your Xerox Account, go to  
[www.xerox.com/AccountManagement](http://www.xerox.com/AccountManagement)



**Lease Agreement**



BillTo: NORTH BOONE COMMUN  
UNIT SCHOOL DISTRICT

200  
6246 N Boone School  
Poplar Grove, IL 61065-8548

Tax ID#: xoxoxox

State or Local Government Negotiated Contract : 072517900

Install: NORTH BOONE HIGH  
SCHOOL

Rd  
17823 Poplar Grove  
Poplar Grove, IL 61065-8014

Solution			
Item	Product Description	Agreement Information	Trade Information
			Requested Install Date
1.	W5150PT (W5150 PRINTER WHCTT) - Office Finisher - Ntw Scan / Email - 3 Hole Punch Kit	Lease Term: 60 months Purchase Option: FMV	- Toshiba E-studio 650 Trade-In to Xerox 3/14/2011
2.	W5150PT (W5150 PRINTER WHCTT) - Office Finisher - Ntw Scan / Email - 3 Hole Punch Kit	Lease Term: 60 months Purchase Option: FMV	- Toshiba E-studio 650 Trade-In to Xerox 3/14/2011
3.	5775PT (WC5775 PRINTER/4TRAY) - High Vol Fin W/bm - 3 Hole-hvl Fins - Embedded Fax-1 Line - Mono Scanning Kit	Lease Term: 60 months Purchase Option: FMV	- Toshiba E-studio 650 Trade-In to Xerox 3/14/2011

Monthly Pricing					
Item	Lease	Print Charges	Maintenance Plan Features		
1. W5150PT	\$143.18	1: Meter 1 1 - 21,200 21,201+	Included \$0.0028	- Consumable Supplies Included for all prints - Pricing Fixed for Term	
2. W5150PT	\$143.18	1: Meter 1 1 - 21,200 21,201+	Included \$0.0028	- Consumable Supplies Included for all prints - Pricing Fixed for Term	
3. 5775PT	\$378.60	1: Meter 1 1 - 35,400 35,401+	Included \$0.0028	- Consumable Supplies Included for all prints - Pricing Fixed for Term	
Total	\$664.96	Minimum Payments (Excluding Applicable Taxes)			

**Lease Agreement**



Bill To: NORTH BOONE COMMUN  
UNIT SCHOOL DISTRICT  
200  
6248 N Boone School  
Poplar Grove, IL 61065-8548

Install: NORTH BOONE  
MIDDLE SCHOOL  
Rd  
17641 Poplar Grove  
Poplar Grove, IL 61065-8014

Tax ID#: xaxoxox

State or Local Government Negotiated Contract : 072517900

Solution					
Item	Product Description	Agreement Information		Trade Information	Requested Install Date
1.	5775PT (WC5775 PRINTER/4TRAY) - 3-hole - Ofclin Only - Mono Scanning Kit - Office Finisher	Lease Term:	60 months	- Toshiba E-studio 850 Trade-In to Xerox	3/14/2011
		Purchase Option:	FMV		
2.	W5135PT (W5135 PRINTER W/HCTT) - Office Finisher - Ntw Scan W/amb Fax - 3 Hole Punch Kit	Lease Term:	60 months	- Toshiba E-studio 850 Return to Vendor (CRP)	3/14/2011
		Purchase Option:	FMV		

Monthly Pricing					
Item	Lease	Print Charges		Maintenance Plan Features	
1. 5775PT	\$283.21	1: Meter 1	1 - 35,400 35,401+	Included \$0.0028	- Consumable Supplies Included for all prints - Pricing Fixed for Term
2. W5135PT	\$128.82	1: Meter 1	1 - 10,000 10,001+	Included \$0.0028	- Consumable Supplies Included for all prints - Pricing Fixed for Term
Total	\$412.03	Minimum Payments (Excluding Applicable Taxes)			





**Lease Agreement**

**Bill To:** NORTH BOONE COMMUN  
UNIT SCHOOL DISTRICT  
200  
6248 N Boone School  
Poplar Grove, IL 61065-8548

**Install:** NORTH BOONE  
UPPER ELEMENTARY SCH  
Rd  
6200 N Boone School  
Poplar Grove, IL 61065-8548

Tax ID#: xxxxxxx

State or Local Government Negotiated Contract : 072517900

Solution		Agreement Information	Trade Information	Requested Install Date
Item	Product Description			
1.	<b>W5135PT (W5135 PRINTER W/HCTT)</b> - Office Finisher - Ntw Scan W/emb Fax - 3 Hole Punch Kit	Lease Term: 60 months Purchase Option: FMV	- Toshiba 2050 Trade-In to Xerox	3/14/2011
2.	<b>5775PT (WC5775 PRINTER/4TRAY)</b> - 3-hole - Oldin Only - Mono Scanning Kit - Office Finisher	Lease Term: 60 months Purchase Option: FMV	- Toshiba E-studio 650 Trade-In to Xerox	3/14/2011

Monthly Pricing					
Item	Lease	Print Charges			Maintenance Plan Features
		Meter 1	1 - 10,000	1 - 35,400	
1. W5135PT	\$128.82	1: Meter 1	1 - 10,000 10,001+	Included \$0.0028	- Consumable Supplies Included for all prints - Pricing Fixed for Term
2. 5775PT	\$283.21	1: Meter 1	1 - 35,400 35,401+	Included \$0.0028	- Consumable Supplies Included for all prints - Pricing Fixed for Term
<b>Total</b>	<b>\$412.03</b>	<b>Minimum Payments (Excluding Applicable Taxes)</b>			

**Lease Agreement**



**Bill To:** NORTH BOONE COMMUN  
UNIT SCHOOL DISTRICT  
200  
6248 N Boone School  
Poplar Grove, IL 61065-8548

**Install:** POPLAR GROVE  
ELEMENTARY SCHOOL  
208 N State St  
Poplar Grove, IL 61065-9702

Tax ID#: xxxxxx

State or Local Government Negotiated Contract : 072517900

Solution					
Item	Product Description	Agreement Information		Trade Information	Requested Install Date
1.	W5150PT (W5150 PRINTER W/HCTT) - Office Finisher - Ntw Scan / Email - 3 Hole Punch Kit	Lease Term:	60 months	- Toshiba E-studio 650 Trade-In to Xerox	3/14/2011
		Purchase Option:	FMV		
2.	W5150PT (W5150 PRINTER W/HCTT) - Office Finisher - Ntw Scan W/emb Fax - 3 Hole Punch Kit	Lease Term:	60 months	- Toshiba E-studio 1351 Trade-In to Xerox	3/14/2011
		Purchase Option:	FMV		

Monthly Pricing					
Item	Lease	Print Charges			Maintenance Plan Features
1. W5150PT	\$143.18	1: Meter 1	1 - 21,200 21,201+	Included \$0.0028	- Consumable Supplies Included for all prints - Pricing Fixed for Term
2. W5150PT	\$151.80	1: Meter 1	1 - 21,200 21,201+	Included \$0.0028	- Consumable Supplies Included for all prints - Pricing Fixed for Term
Total	\$294.98	Minimum Payments (Excluding Applicable Taxes)			

**Lease Agreement**



Bill To: NORTH BOONE COMMUN  
UNIT SCHOOL DISTRICT

200  
6248 N Boone School  
Poplar Grove, IL 61065-8548

Tex ID#: xxxxxx

State or Local Government Negotiated Contract : 072517900

Install: MANCHESTER  
ELEMENTARY SCHOOL

3501 Blaine Rd  
Poplar Grove, IL 61065-9487

Solution					
Item	Product Description	Agreement Information		Trade Information	Requested Install Date
1.	<b>W5135PT (W5135 PRINTER W/HCTT)</b> - Office Finisher - Ntw Scan W/emb Fax - 3 Hole Punch Kit	Lease Term:	60 months	- Toshiba E-studio 850 Trade-In to Xerox	3/14/2011
		Purchase Option:	FMV		
2.	<b>W5150PT (W5150 PRINTER W/HCTT)</b> - Office Finisher - Ntw Scan / Email - 3 Hole Punch Kit	Lease Term:	60 months	- Toshiba E-studio 650 Trade-In to Xerox	3/14/2011
		Purchase Option:	FMV		

Monthly Pricing					
Item	Lease	Print Charges			Maintenance Plan Features
1. W5135PT	\$128.82	1: Meter 1	1 - 10,000 10,001+	Included \$0.0028	- Consumable Supplies Included for all prints - Pricing Fixed for Term
2. W5150PT	\$143.18	1: Meter 1	1 - 21,200 21,201+	Included \$0.0028	- Consumable Supplies Included for all prints - Pricing Fixed for Term
Total	\$272.00	Minimum Payments (Excluding Applicable Taxes)			

**Lease Agreement**



**Bill To:** NORTH BOONE COMMUN  
UNIT SCHOOL DISTRICT  
200  
6248 N Boone School  
Poplar Grove, IL 61065-8548

**Install:** CAPRON ELEMENTARY  
SCHOOL  
200 N Wooster St  
Capron, IL 61012-9550

Tax ID#: XXXXXX

State or Local Government Negotiated Contract : 072517900

Solution		Agreement Information		Trade Information	Requested Install Date
Item	Product Description				
1. W5135PT (W6135 PRINTER W/HCTT)	- Office Finisher - Ntw Scan W/emb Fax - 3 Hole Punch Kit	Lease Term:	60 months	- Toshiba 2860 Trade-In to Xerox	3/14/2011
		Purchase Option:	FMV		
2. W5150PT (W5150 PRINTER W/HCTT)	- Office Finisher - Ntw Scan / Email - 3 Hole Punch Kit	Lease Term:	60 months	- Toshiba E-studio 850 Trade-In to Xerox	3/14/2011
		Purchase Option:	FMV		

Monthly Pricing					
Item	Lease	Print Charges			Maintenance Plan Features
		Meter	Line Item	Per Page	
1. W5135PT	\$128.82	1: Meter 1	1 - 10,000 10,001+	Included \$0.0028	- Consumable Supplies Included for all prints - Pricing Fixed for Term
2. W5150PT	\$143.18	1: Meter 1	1 - 21,200 21,201+	Included \$0.0028	- Consumable Supplies Included for all prints - Pricing Fixed for Term
<b>Total</b>	<b>\$272.00</b>	<b>Minimum Payments (Excluding Applicable Taxes)</b>			