

A Confidential Proposal for:



Multi-Function Printer/Copier Equipment
Lease RFP #: 20181114PC

- A. **Contract** – Include a sample contract/agreement containing the terms and conditions used by your company for maintenance services. Prior to contract award the City of Hapeville's City Attorney will review the final contract from the selected vendor. Please reference documents behind tab named Contracts.
- B. **References** – Include at least three (3) companies or organizations within the State of Georgia that have recently purchased similar equipment from your company. Please include company name, company address, contact name, and contact phone number in your response. Please reference our references behind tab named References.
- C. **Exceptions** – Include commentary on any exceptions to the specifications that you are making in the response. For example, indicate services not covered, equipment or parts not maintained, response time variations, or other information appropriate for this section. Initial networking is done at no charge at time of delivery of all machines so that each staff will be able to print, scan and fax. Should you need future networking service calls you would contact your IT Administrator with Liberty and/or we may help with the approval of remoting into your server to help troubleshoot any issues. With your maintenance agreement everything except paper is covered. Response time is 2-3 hours upon placing a service call with the exception if a call is placed at 4:00pm then you'd probably be the first call the next day. Should any machine be completely down and inoperable then you'd be escalated to next call to status to ensure up time as quickly as possible.
- D. **Pricing Sheets** – Complete the summary pricing sheets in Section 6 and include the completed pricing in this section. Price the unit to meet the required specifications. Price is not the sole factor in the decision. Pricing sheet will be listed under tab Proposed Investment. And as Mrs. Epps and I discussed I will list the pricing as requested in the RFP as well give an option to what certain departments requested as features that'd love to have to make their jobs more productive and simpler.
- E. **Option Pricing Sheets** – Include pricing and any relevant brochures or explanations of options not requested. Do not assume that City personnel are knowledgeable of the equipment or available options. Behind the tab named Options Pricing, I will provide information on document management software solutions we provide once the city is ready to look at implementing such a program. I will put all brochures on proposed models under a tab named brochures.
- F. **Respondent Signature** – the appropriate organization representative must sign the proposal response. Signatures will be given on all documents required by The City of Hapeville under tab named Signatures.

SECTION 2. Respondent Information

Consolidated Copier Services, Inc.

124 Westridge Industrial Blvd.
McDonough, Ga. 30253
678-289-5100

Matt Wallace
matt@consolidatedcopiers.com

www.consolidatedcopiers.com

SECTION B. Questionnaire

5.1 Qualifications

- 5.1.1 Describe the history of your company as it relates to multifunction sales, support, and services. Brochures, websites, and other attachments are welcome to describe the organization. Consolidated Copier Services, Inc. has been in business since 1987. CCS is a 10-year Pro-Tech Konica Minolta dealer as well as Xerox. CCS won the prestigious award of fastest growing dealer in the nation in 2005, have been featured multiple times in ENX Magazine for being an elite dealer for six consecutive years as well.
- 5.1.2 What is the location of your corporate headquarters? Do you have regional offices in the Atlanta/Hapeville area? From which office would you service the equipment? CCS's corporate office is located in McDonough, Ga. All of our supplies and parts are maintained in inventory at our corporate office as well as full inventory stocked in our service technician's vehicles. All of our technicians are dispatched from McDonough.
- 5.1.3 Why is your organization best qualified to provide printer/copier equipment and maintenance service for the City of Hapeville? Not only is CCS more than qualified to handle your business due to the outstanding level of service we provide but the City of Hapeville will also have the benefit of having the same service technician to handle your MFP devices, you'll have the same account representative and any time you need service, supplies or just general questions you'll always speak to a live person at our office. CCS does not utilize any form of automated phone system so you'll always speak to someone directly. The president of our company is in the office everyday so you can also have the assurance of speaking to the principal officer should you request. CCS does not have turn over in staff. All of our employees have been with our company for 5+ years which speaks volumes in any business but especially in the technology business because most companies are only focused on profitability instead of customer retention.
- 5.1.4 What are the qualifications of your service technicians that enable them to service the proposed equipment? All of our service technicians are factory trained at Konica Minolta's training facilities and must pass certification tests to continue their availability of maintaining their expertise and pro-tech certifications.
- 5.1.5 How many service technicians in the Hapeville area would you have or potentially have available for printer/copier maintenance? While you will have one dedicated technician to your account there will be two other service technicians readily available as needed. Having a dedicated technician to your account is a benefit because the service tech knows your machines in and out, builds relationships with your department managers and completely understands each machine and the service that has been performed.

5.2 Service Response

- 5.2.1 Describe the procedure and options for placing and tracking a service call with your company. A designated staff member or a department manager of each department may either call our local number which will be answered by a live person because our company does not have any type of automated phone system. We believe in the traditional personalized customer service so you will always speak to someone live and they can take your service call or supply orders. You may also order online via our website. We can also set-up for our company to receive service and supply alerts automatically before your staff or IT even notices that there is an issue.
- 5.2.2 Will you outsource any of the work? If so, please describe under what conditions outsourcing would occur. All equipment, set-up, training and service will never be outsourced. We do all of our own service and training on all Konica Minolta devices.
- 5.2.3 Please describe your service response times for MAJOR corrective maintenance (where the printer/copier is unusable) and MINOR corrective maintenance (where some functionality may be unavailable) this includes the copiers in the areas for police, 911, and the jail that are critical 24 -7-365. When a device is considered down or inoperable you will be escalated to next call status and for some circumstance our technician cannot resolve the issue on site then you will receive a loaner the same day so that you do not experience down time. With minor maintenance issues on our devices should for some reason you can't scan to email all other functionalities are still available. Konica Minolta devices isolate the feature that does not work and still allows all other forms of productivity to continue working. Only the problematic issue would be inoperable and again if a service tech can't resolve the issue on-site, we deliver a loaner same day.

5.3 Non-covered Services

- 5.3.1 Please clearly state which services would not be considered covered services as part of the proposed equipment and software installation and service/supply maintenance plan. With your maintenance agreement everything from all toners, drums, parts, staples and labor are covered. The maintenance does not include paper. The initial network set-up for print/scan/fax is done at no charge through our company if your IT Administrator gives approval. After the initial install if any issues arise with printing or scanning you would call Liberty Technologies since they handle all your IT services. Our technicians of course would assist them in any way possible. All training is included and I will do additional training at any time during your entire investment with Consolidated at no additional charge to you.
- 5.3.2 Please state your onsite billable hourly service rates for non-covered services. The only service that would be billable would be after our normal business hours and that would be \$225.00 per hour. I can assure you though you shouldn't have after hour issues because your staff will be thoroughly trained and Konica Minolta is the most reliable, productive and easy friendly device to operate. Even clearing a jam is simple due to the fact that our machines have a straight paper path feed system so any paper jam will be easily accessible through the left side door.

5.4 Test period

- 5.4.1 The City would like to have a least a 15-day test period to fully examine the equipment and features before issuing a purchase order or entering in to a final lease agreement. Please state your terms and conditions for such a test period. CCS will gladly allow The City of Hapeville to demo the machine in your own environment to make sure it meets your needs and you are satisfied with our product before making your decision. I strongly agree with this because until the MFP is being put to the test in your environment, you'll never know how reliable our machines are. We wouldn't have carried Konica Minolta for 20+ years if they weren't the best of the best and have won product line of the year for several consecutive years.
- 5.4.2 Would there be any additional costs associated with a test period? CCS will allow you to demo for the 15 days. The only additional cost will be if you print over 5,000 impressions, we will require you to pay for the overages. All overages will be billed at B/W \$0.05 and Color \$0.10.
- 5.4.3 What would the course of action or options be if the City finds during the test period that the installed equipment and features does not meet expectations? Hopefully that wouldn't happen but, in the case, that it did we would simply pick up our demo and I would thank you for allowing us the opportunity to earn your business and ask that you keep us in mind for future opportunities.

5.5 Payment Methods Accepted

- 5.5.1 Please state the payment methods that are acceptable: ACH, VISA, and Check. Vendor, and Lease Company if separate, will be required to complete Vendor information and W-9 forms for payment setup with Finance. All leasing is third party so I would have Wells Fargo (that's who I utilize for most of my government accounts) to send you their W-9 and you may pay monthly via check or you can also pay ACH. Consolidated Copiers will also provide our W-9 for you as well.

SECTION C. Contracts

SECTION D. References

Local Government:

Butt's County

Ella Cheeves
625 W. Third Street Suite # 4
Jackson, GA 30223
770-775-8200

Henry County Board of Commissioners

Susan Harris
140 Henry Pkwy
McDonough, GA 30253
770-288-6267

City of Jenkinsburg

William Mullis
211 Maple Drive
Jenkinsburg, GA 30234
770-775-4850

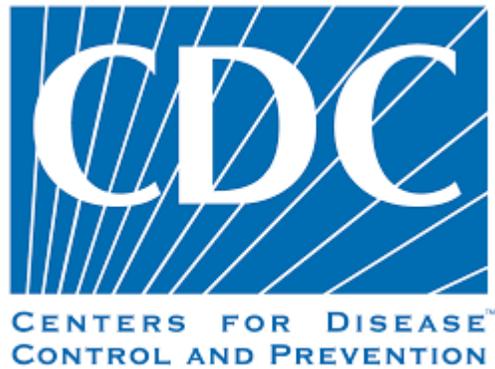
City of Hampton

Mayor Hutchison
17 East Main Street South
Hampton, GA 30228
770-946-4306

Clayton County Water Authority

Scott Whitlock
1600 Battlecreek Road
Morrow, GA 30260
770-960-5225

National Accounts:



SECTION E. Exceptions

Multi-Function Copier/Printer/Scanner specifications and features

Requirements: All of the Konica Minolta devices proposed meet requirements listed.

Requirements	Feature
Copier must be new and unused	Required
Multi-Function Requirements	Copy, Network Printing, and Scan
User Interface	Easy to use interface and navigation required
Energy Star Compliant	Required
Message Display & Help Key	Required
Control Panel/Display	Color and Tilting
Power	120V, 20A
Desktop Operating System Support	Windows 7 – Windows 10 Pro
Faxing	Faxing capabilities are required
Network and Security:	
Common Criteria Certification	Required
Network Interface	1000 Base-T / RJ-45 / Ethernet
LAN Print and Scan	Required
SNMPv3	Required
Secure Sockets Layer (SSL)	Required
Secure Printing Capability	Required
I.P. Address Filtering	Required
Hard-Drive Overwrite Security Kit	Required

4.2 Software Features for all copiers

All equipment shall be “user friendly” with an uncomplicated display. [Standard Large 10.1” color display with tablet-like touchscreen interface](#)

Displays should be customizable - [Standard](#)

Keyboards should be included in the proposed equipment for added scanning functionality. [Included in proposal](#)

Equipment should integrate with Active Directory-[Standard](#)

Equipment shall have the ability to scan, email (SMTP) and create a multiple page .tiff file minimum resolution of 300 dpi. [Standard](#)

Equipment should be able to scan into multiple file type, including: PDF, TIFF, Encrypted PDF, Searchable PDF, Word and Excel. [Included in proposal](#)

End users should be able to easily name the file at the point of scan. [Standard](#)

End users should be able to browse network folders and print back at the MFP control Panel. [Standard](#)

Capability to add Metadata to scanned documents. [Standard](#)

Equipment should have the capability to accept print job via e-mail without having to load drivers or access the organization secured WIFI. [Included in proposal](#)

Equipment should have the capability to route faxes to a general e-mail address instead of printing out every time. [Standard fax forwarding to an email address and/or folder](#)

Capability of usage reporting for cost recovery or billing. [Standard usage reports available by user or department](#)

Equipment should be able to send confidential jobs to a password protected folder. [Standard](#)

Equipment should be able to be monitored remotely by the IT department. [Standard](#)

Equipment should allow for CENTRALIZED user cost accounting via either code entry or proximity card recognition (provide # users) [Standard cost accounting via code](#). [Proximity card authentication is available as an option](#). [Up to 1,000 users may be registered for authentication per device](#)

Equipment should allow for jobs to be printed to queue and held centrally for release at any device. [Print jobs may be sent as secure print documents and can be released after entering 4-digit code](#). [Jobs may also be sent to a secure user box which may also require a password to access and release print jobs.](#)

SECTION F. Pricing Sheets Totals

Description of Option	Costs
Total Black and White Machine's	48 mo \$616.49 60 mo \$513.13
Total Color Machines	48 mo \$649.76 60 mo \$540.82
Monthly Total	48 mo \$1,266.26 60 mo \$1,053.94

Black and White Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (1 total)
Multi-Function Copier	48 Month Lease:	\$131.06
	60 Month Lease:	\$109.09
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub 458e	
	With: Finisher and LCT	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	N/A
	Black & White (per page)	\$0.009
Other Costs (if any)		

Black and White Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (1 total)
Multi-Function Copier	48 Month Lease:	\$110.24
	60 Month Lease:	\$91.76
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub 458e	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	N/A
	Black & White (per page)	\$0.009
Other Costs (if any)		

Black and White Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (1 total)
Multi-Function Copier	48 Month Lease:	\$121.61
	60 Month Lease:	\$101.22
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub 458e	
	With: Finisher	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	N/A
	Black & White (per page)	\$0.009
Other Costs (if any)		

Black and White Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (2 total)
Multi-Function Copier	48 Month Lease:	\$118.73 EA \$237.46 Total for 2
	60 Month Lease:	\$98.82 EA \$197.64 Total for 2
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub 368e With: Finisher	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	N/A
	Black & White (per page)	\$0.009
Other Costs (if any)		

Black and White Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (1 total)
Multi-Function Copier	48 Month Lease:	\$16.12
	60 Month Lease:	\$13.42
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub 4702P	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	N/A
	Black & White (per page)	\$0.019
Other Costs (if any)		

Color Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (1 total)
Multi-Function Copier	48 Month Lease:	\$178.61
	60 Month Lease:	\$148.67
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub C458 With: Finisher and LCT	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	\$0.055
	Black & White (per page)	\$0.009
Other Costs (if any)		

Color Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (1 total)
Multi-Function Copier	48 Month Lease:	\$156.50
	60 Month Lease:	\$130.26
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub C458	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	\$0.055
	Black & White (per page)	\$0.009
Other Costs (if any)		

Color Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (1 total)
Multi-Function Copier	48 Month Lease:	\$157.50
	60 Month Lease:	\$131.09
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub C368 With: Finisher and LCT	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	\$0.055
	Black & White (per page)	\$0.009
Other Costs (if any)		

Color Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (1 total)
Multi-Function Copier	48 Month Lease:	\$128.61
	60 Month Lease:	\$107.04
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub C308	
	With: Finisher	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	\$0.055
	Black & White (per page)	\$0.009
Other Costs (if any)		

Color Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (2 total)
Multi-Function Copier	48 Month Lease:	\$14.27 EA \$28.54 For Both
	60 Month Lease:	\$11.88 \$23.76 For Both
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub C3100P	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	\$0.13
	Black & White (per page)	\$0.019
Other Costs (if any)		

SECTION G. Options

Based on doing a site survey and speaking with staff members from each of the departments, we have added additional options to the proposed content.

After reviewing our site survey, we want to offer the following options:

Hardware Options:

1. HID Card Readers

- a. With HID Readers on each machine, you can use your building access cards to sign into the copiers for secure printing.
- b. Each employee's card can be personalized to allow each user different access such as color restrictions or secure print.
- c. If paired with PaperCut, each employee's printing cost can be tracked with just a touch of a card.

2. All Copiers with Color

- a. There can be great uses with color within each department. Such as Billing needed to add a red box around "DUE ON" for helping customers easily see and remember key information on billing.
- b. All color machines are defaulted to B/W and each user has to select color before being allowed to print in color.
- c. Only key users can be allowed color and all others be restricted.
- d. When paired with PaperCut, each user can be tracked and held responsible for all prints and copies made. You can also allow budgets for each user.

Software Options:

1. PaperCut with Find-Me Printing

- a. Find-Me printing minimizes waste and has been shown to reduce printing output by up to 20% in busy office environments.
- b. Reduce IT administrators needed to manage multiple print drivers and queues for both workstations and notebooks.
- c. Optional client and account billing.
- d. Advanced scripting can be used to define and finely tune your printing policy and support your organization in eliminating waste and changing user behavior.

SECTION F. Pricing Sheets:
Totals

Description of Option	Costs
Hid Card Readers	48 mo \$66.48 60 mo \$55.33
All Color Machines	48 mo \$1,467.54 60 mo \$1,221.48
PaperCut Software	48 mo \$259.86 60 mo \$216.29

All Listed Options Pricing is if Options are included in and installed at the time of installation MFP and Printers.

Color Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (2 Total)
Multi-Function Copier	48 Month Lease:	\$178.61 EA \$357.22 Total for 2
	60 Month Lease:	\$148.67 EA \$297.34 Total for 2
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub C458 With: Finisher and LCT	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	\$0.055
	Black & White (per page)	\$0.009
Other Costs (if any)		

Color Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (2 Total)
Multi-Function Copier	48 Month Lease:	\$156.50 EA \$313.00 Total for 2
	60 Month Lease:	\$130.26 EA \$260.52 Total for 2
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub C458	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	\$0.055
	Black & White (per page)	\$0.009
Other Costs (if any)		

Color Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (1 Total)
Multi-Function Copier	48 Month Lease:	\$169.16
	60 Month Lease:	\$140.80
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub C458	
	With: Finisher	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	\$0.055
	Black & White (per page)	\$0.009
Other Costs (if any)		

Color Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (2 Total)
Multi-Function Copier	48 Month Lease:	\$148.05 EA \$296.10 Total for 2
	60 Month Lease:	\$123.22 EA \$246.44 Total for 2
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub C368 With: Finisher	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	\$0.055
	Black & White (per page)	\$0.009
Other Costs (if any)		

Black and White Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (1 Total)
Multi-Function Copier	48 Month Lease:	\$16.12
	60 Month Lease:	\$13.42
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub 4702P	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	N/A
	Black & White (per page)	\$0.019
Other Costs (if any)		

Color Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (2 Total)
Multi-Function Copier	48 Month Lease:	\$157.50 EA \$315.00 Total for 2
	60 Month Lease:	\$131.09 EA \$262.18 Total for 2
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub C368 With: Finisher and LCT	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	\$0.055
	Black & White (per page)	\$0.009
Other Costs (if any)		

Color Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost (1 Total)
Multi-Function Copier	48 Month Lease:	\$128.61
	60 Month Lease:	\$107.04
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub C308	
	With: Finisher	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	\$0.055
	Black & White (per page)	\$0.009
Other Costs (if any)		

Color Multi-function Copier Pricing Sheets

You may include a detailed spreadsheet of charges if you wish. However, for purposes of the proposal review please complete this summary pricing sheet.

Description	Comments	Cost
Multi-Function Copier	48 Month Lease:	\$14.27 EA \$28.54 Total for 2
	60 Month Lease:	\$11.88 EA \$23.76 Total for 2
Multi-Function Unit	Mfg: Konica	
	Model: Bizhub C3100P	
Installation Charge		\$0.00
Training Charge		Unlimited Training - \$0.00
Other Charges (Describe)		N/A
Less Discounts		N/A
Sub-Total		
MAINTENANCE & SUPPLIES		
Copy Costs	Color (per page)	\$0.13
	Black & White (per page)	\$0.019
Other Costs (if any)		

SECTION H. Respondent Signatures

Vendor: Consolidated Copier Services, Inc.

Authorized Signature _____ Date _____

Authorized Signature _____

Title of Person Signing President - Edward Patrick Nunnally
Account Specialists - Matt Wallace

Address of Firm 124 Westridge Industrial Blvd.
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