

6/20/2017

A Proposal for

# PELICAN RAPIDS SCHOOL

## BILL SIMMONS

Prepared by:

Jeff Davis

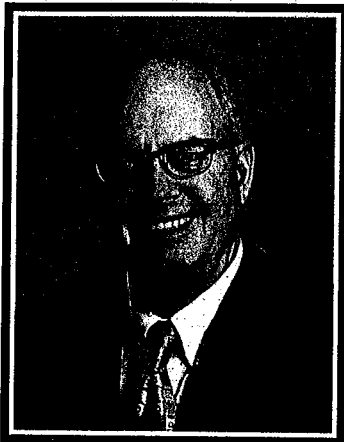
800.847.3062

[Jeff.e.davis@marconet.com](mailto:Jeff.e.davis@marconet.com)



**CONFIDENTIAL**

Here are just a few reasons why partnering with Marco for your technology services is the right decision.



*“When you work with Marco, you get our very best every day—our best people, our best support services and the best technology in the industry. Because consistently outperforming your expectations is the key to building strong partnerships.”*

Jeff Gau, CEO

To learn more about Marco's high-performance culture, visit [aleadershipculture.com](http://aleadershipculture.com).

### **Passionate employees**

When you love what you do, it shows. And we have a generous list of awards to prove it. Marco is consistently named a top workplace by highly respected organizations locally and nationally for being a fun and friendly place to work, a good corporate citizen and a caring employer.

### **Committed to our communities**

Marco is committed to giving back to the communities we serve. We contribute financially, sponsor events, participate in fundraisers and encourage employees to volunteer on and off company time.

### **Customer survey process to ensure we're doing things right**

We have consistently been sending out monthly surveys and measuring the results since 1994 to make sure we're doing everything we can to keep our customers happy. We're proud to say that 90% of customers surveyed say they would recommend Marco.

### **Quality assurance program to keep us sharp**

We use Lean continuous improvement principles to keep us focused on working smarter. Because the more efficiently we operate on the inside, the better service we offer on the outside.

### **Over 500 certified systems engineers and technical representatives**

You have access to a depth of technical expertise to help you stay on top of the latest technologies. Our technical staff is certified at the highest levels for their area of expertise because your business deserves nothing less.

### **Real-time service dispatching with GPS software**

We use real-time GPS technology to determine which resource is closest to your location. That means quicker on-site service and more efficient use of everyone's time.

### **Convenient online services**

Marco's online services make it easy to send a service request, order supplies and check your account history in real time.

### **Quick response to your service requests**

Our full-time dispatchers and support desk representatives consistently maintain a 98% live call answer rate and resolve 97% of service issues remotely so you experience less down time. We use real-time GPS technology to determine which resource is closest to your location when on-site service is needed.

### **Industry-leading partnerships**

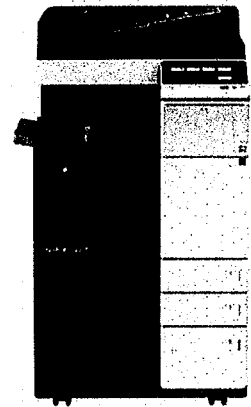
You benefit from the innovation and resources of our industry-leading partners. Together we are committed to helping you connect the right technology to achieve your business goals.

## Recommended Print Solution

Qty	Description
(1)	Konica C258 Color MFP (New)

### Specifications

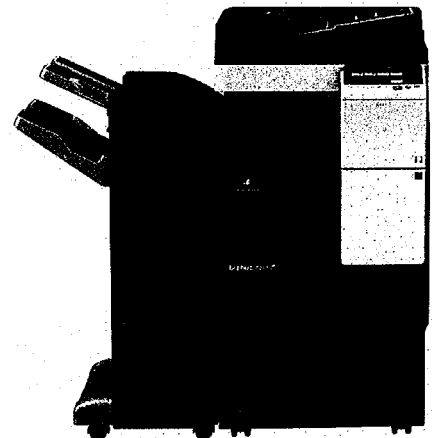
- 25 Black and White Pages Per Minute
- 100 Sheet Single Pass Duplexing Document Feeder
- (2) 500 Sheet Paper Trays
- (1) 2500 sheet large capacity Tray
- Inner Stapling collating finisher
- 100 Sheet Bypass Tray
- Automatic Duplexing
- Network Color Scanning (email, folder, ftp)



Qty	Description
(2)	Konica Bizhub C458 Color MFP (New)

### Specifications

- 45 Black and White and Color Pages Per Minute
- 150 Sheet Single Pass Duplexing Document Feeder
- (2) 500 Sheet Paper Trays
- (1) 3000 sheet large capacity Tray
- 150 Sheet Bypass Tray
- External stapling, collating finisher
- 2/3 Hole Punch
- Automatic Duplexing
- Network Printing
- Network Color Scanning (email, folder, ftp)
- External Stapling Finisher



Description	
-------------	--

(1)	Konica Bizhub C658 Color MFP (New)
-----	------------------------------------

**Specifications**

- 65 Black and White and Color Pages Per Minute
- 150 Sheet Single Pass Duplexing Document Feeder
- (2) 500 Sheet Paper Trays
- (1) 3000 sheet large capacity Tray
- 150 Sheet Bypass Tray
- Automatic Duplexing
- Network Printing
- Network Color Scanning (email, folder, ftp)
- External Stapling Finisher
- 2/3 Hole Punch

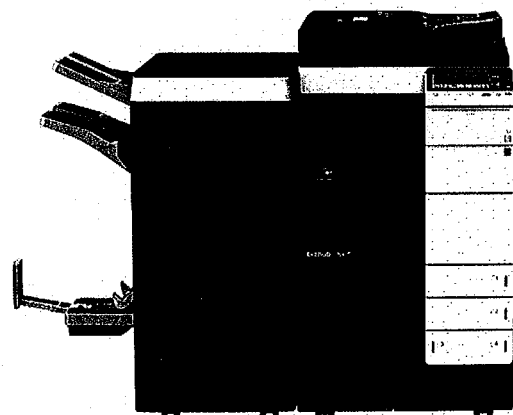


Qty	Description
-----	-------------

(1)	Konica Bizhub C658 Color MFP (New)
-----	------------------------------------

**Specifications**

- 65 Black and White and Color Pages Per Minute
- 150 Sheet Single Pass Duplexing Document Feeder
- (4) 500 Sheet Paper Trays
- (1) 3000 sheet large capacity Tray
- 150 Sheet Bypass Tray
- Automatic Duplexing
- Network Printing
- Network Color Scanning (email, folder, ftp)
- External Saddle Stitch Folding, Stapling Finisher that tri-folds
- 2/3 hole punch



### Managed Account Program (MAP)

With Marco's Managed Account Program, all you pay for is the number of prints you produce. The following program includes the equipment, service, and supplies (except staples, paper and network troubleshooting services). The result is a system with the capabilities and features you need—without the administrative headaches. You may also upgrade or downgrade your equipment at any time as your needs change.

- 63 Month FMV Lease.....\$1020.50/Month
  - \*\*Proposal includes paying off last 11 months of Schools Lease and service with Toshiba
    - Toshiba Lease  $\$918.76 \times 11 \text{ months} = \$10,106.36$
    - Monthly minimum Service agreement Copiers  $\$627.03 \times 11 = \$6,897.33$
    - Monthly minimum Service agreement Printers  $\$410.52 \times 11 = \$4,515.72$
    - - Total amount of reimbursement from Marco = \$21,519.41

#### Service & Supplies:

- Konica Black and White Prints: \$.0057/Print
- Konica Color Prints: \$.042/Print
- HP Printer Prints: \$.012/Print

**\*\*Service rates on copiers Fixed for the term of the contract**

**\*\*Service contract includes Staples**

Average monthly Toshiba prints b/w.....147,000/month  
Average monthly Toshiba prints color..... 13,920/month  
Average monthly HP Printer prints b/w.....26,332/month  
Current Toshiba cost for service using above volumes.....\$1749.37/month  
Service costs with above volumes with new Marco environment.....\$1738.52/month

**Total additional monthly investment to upgrade current Toshiba environment to Marco.....\$90.89/month**

### DELIVERY, INSTALLATION, INITIAL SUPPLIES AND INITIAL TRAINING

Delivery, Installation, Initial Supplies & Initial Training..... Included

- 1 INVOICE THAT INCLUDES ALL HARDWARE AND SERVICE AND SUPPLIES.
- INVOICE BROKEN OUT PER DEVICE

**The above pricing does not include applicable sales tax.**

*Prices quoted are subject to change and should be verified before placing your order.*

Accepted by: \_\_\_\_\_ Date: \_\_\_\_\_

By signing this proposal, you are authorizing Marco, Inc. to order, install and invoice the above listed equipment