



Proposal prepared for:



Date: November 20, 2020

Prepared by: Ryan Rogers

Tel: 925-360-2659

xerox™



November 20, 2020

Tom Sullivan
Print Shop Supervisor
Mount Diablo Unified School District
1936 Carlotta Drive
Concord, CA, 94519

MRC Smart Technology Solutions
A Xerox Company
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Pleasanton, CA, 94588
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Dear Tom:

Our proposal to supply a Production Refresh Solution for your Print Shop

We are pleased to enclose our proposal to provide you with our recommended document solution. I have suggested this particular solution because I believe that it fully meets your stated requirements while offering:

- The power and performance you need to satisfy your document requirements now, and in the future
- Update your Production Color Press for additional capabilities, speed and image quality
- Update your Production B&W capability to include increased media flexibility for B&W printing & GBC Punches on all units
- An ease of use, versatility and built-in reliability that will enhance productivity in your shop
- Improved cost control and easy device management
- Industry leading security

We trust that this proposal meets with your satisfaction and we look forward to your order. In the meantime, if you have any questions or if anything is unclear then please contact me or any member of my team.

Yours sincerely,

Ryan Rogers

The Financial Proposal

The reference contract is TCPN/OMNIA; a National Cooperative Contract

Configuration

Our proposal is designed to reflect your request for:

- **Color Production Press** designed to add capabilities and features to reduce outsourcing and enhance the print shop capabilities.
- **(2) Light Production B&W Presses** with enhanced media support, better image quality and full GBC Punch capability on both machines.
- **High-End Production B&W** to refresh equipment in its current configuration to meet production requirements.

The goal of maintaining your monthly spend is attainable while still providing you substantial upgrades:

1. Xerox has agreed to absorb the buyouts on your current Leases (~10 months on the B&W and 6 Months on the C60) and provide you ownership of the FreeFlow Make Ready Software – Valued at over \$62,000).
 2. We will replace the 4.5-year old C60 (ByPass Tray and Business Ready Booklet Maker) with a Substantially Upgraded Versant 180 that includes - Two Tray Oversized High Capacity Feeder and Business Ready Booklet Maker). This upgrade provides:
 - 33% Faster: 80 Page/Minute Production Press
 - 2,000 Sheet Oversized High Capacity Feeder: Higher volume printing, better ergonomics for paper loading
 - Additional Capability: Envelope Printing & 26" Banner sheet printing
 - Better image quality control, improved ability to print on synthetics, floor labels and window clings
 - Increased reliability
 3. We replace the two 4-year old D136 with a NEW PrimeLink B9136. This upgrade provides:
 - Better Media Support (256gsm => 350gsm)
 - Better Image Quality with our Low-Gloss B&W Toner that reduces glare and makes reading easier
 - Faster Scanner (200 Duplex Images/Minute => 270 Duplex Images/Minute)
 4. We replace the older Nuvera 144 with a NEW Nuvera 144 in the same configuration and reduce the monthly Allowance from 300k to 200k to address volume fluctuations.
-
- ❖ Current Average Monthly Fixed Costs = \$11,193.15/month
 - ❖ Proposed Average Monthly Fixed Costs (includes upgraded Color Press with 2 Tray Oversize High Capacity Paper Tray) has Fixed Costs = \$10,142.90 (**Saves \$1,050.25/mo.**)

This quote is valid for Installation occurring BEFORE December 31, 2020 and is subject to change.

Contact information: Jeffrey Goldman, Jeffrey.goldman@xerox.com. The contents of this proposal are considered to be Xerox private data and are provided for the exclusive use of the addressee. The contents herein may not be reproduced without the specific written permission of Xerox. This proposal is for informational purposes only and does not constitute a contract or an offer to contract. Should you find this proposal of interest, we would be pleased to submit contract terms.

Xerox is offering two (2) additional incentives to upgrade and install prior December 31, 2020:

❖ **Select between:**

- **1,000,000 free Mono prints on the two PrimeLink B9136s**
- or**
- **100,000 free Color prints on the Versant 180**

❖ **Plus a 90-Day Payment deferral on a portion of the contract:**

- **\$4,166.13/month for a total deferral of \$12,498.39**

Please see the cost comparison on the following page:

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Current

Product	Financial Install Date	Equipment Status	Monthly Equipment Charge	Monthly Service Charge	Monthly Fixed Costs	Meter	Average Monthly Volume	Allowance	Average Vol Above Allowance	Excess Meter Rate	Meter Charges	Includes Supplies	Total (pre-tax)		
C60 E2B659302	6/13/2016	Leased 53 of 60	\$585.58	included	\$11,193.15	1: Color 2: B&W	7,484 1,723	- -	7,484 1,723	\$ 0.0495 \$ 0.0050	\$370.46 \$8.62	yes	\$11,572.22		
D136CP A0D404865	11/15/2016	Leased 49 of 60	\$784.30	\$ 768.68		1:TOTAL	239,964	100,000	139,964	\$ 0.0036	\$ 503.87		\$503.87		
FFSRVR136 G6X725586			\$432.34	\$ 58.00		N/A	N/A	-	N/A	N/A	N/A	N/A	N/A	\$0.00	
D136CP A0D404864			\$970.88	\$ 844.08		1:TOTAL	263,268	100,000	163,268	\$ 0.0036	\$ 587.76		\$587.76		
FFSRVR136 G6X725403			\$432.34	\$ 58.00		N/A	N/A	-	N/A	N/A	N/A	N/A	N/A	\$0.00	
DPS144 TB7004138			\$2,778.58	\$ 2,617.61		1:MTR A	360,000	300,000	60,000	\$ 0.0036	\$216.00	yes	\$216.00		
FFMKRC KLA005429			\$431.38	included		N/A	N/A	-	N/A	N/A	N/A	N/A	N/A	\$0.00	
FFMKRC KLA005510			\$431.38	included		N/A	N/A	-	N/A	N/A	N/A	N/A	N/A	\$0.00	
\$11,193.15											\$1,686.71		\$12,879.86		

Proposed

Product	Financial Install Date	Equipment Status	Monthly Equipment Charge	Monthly Service Charge	Monthly Fixed Costs	Meter	Average Monthly Volume	Allowance	Average Vol Above Allowance	Excess Meter Rate	Meter Charges	Includes Supplies	Total (pre-tax)	
V180B BR BkltMkr 2T-OHCF	12/31/2020	60m FMV Lease	\$ 3,903.13	\$ 263.00	\$ 10,142.90	1: Color 2: B&W 3: CLR-L 4: XLS	7,484 1,723 - -	- - - -	7,484 1,723 - -	\$ 0.0370 \$ 0.0079 \$ 0.0050 \$ 0.0440	\$ 276.91 \$ 13.61 \$ - \$ -	yes	\$ 10,433.42	
V180 iFiery						N/A	N/A	-	N/A	N/A	N/A	N/A	N/A	\$ -
B9136 BkltMkr GBC						1:TOTAL	239,964	10,000	229,964	\$ 0.0036	\$ 827.87		\$ 827.87	
B9100 Fiery						N/A	N/A	-	N/A	N/A	N/A	N/A	\$ -	
B9136 BkltMkr						1:TOTAL	263,268	10,000	253,268	\$ 0.0036	\$ 911.76		\$ 911.76	
B9100 Fiery						N/A	N/A	-	N/A	N/A	N/A	N/A	\$ -	
DPS144		1:MTR A	360,000	200,000		160,000	\$ 0.0036	\$ 576.00	yes	\$ 576.00				
HP MICR														
FFMKRC KLA005429		Owned	\$ -	\$ 116.00		N/A	N/A	-	N/A	N/A	N/A	N/A	\$ -	
FFMKRC KLA005510	\$ -		\$ 116.00	N/A	N/A	-	N/A	N/A	N/A	N/A	\$ -			
\$10,142.90											\$2,606.15		\$12,749.05	