

REPORT

TO: Mayor Avis & Council

FROM: Jason Kabel, Manager of Community Services

DATE: Monday, August 3, 2015

RE: Photocopier Proposals – Memorial Sports Centre and Fort Frances Children's Complex

Currently, the Memorial Sports Centre and Fort Frances Children's Complex are in a position to upgrade the copiers being used at each facility; the existing copiers are both Sharp MX3100N contracted with Wilson's Business Solutions.

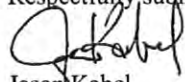
Copier requirements were sent to three vendors for proposal quotations and below is a summary of the results:

	Wilson's Business Solutions	Lowerys Office Technologies Division	Xerox Corporation
Proposed Solution	Sharp MX3140N Digital Colour (Network Ready)	Konica Minolta Bizhub C364e Digital	Xerox 7845 (3 hole punch option in brackets)
Discounted Purchase Price	\$10,605	\$6,595.00	Not provided
Monthly Lease Amt.	\$237.42	\$130	\$117 (\$122)
Meter Rate – Black	\$.0095 (.95 cents)	\$.0075 (.75 cents)	\$.008 (.8 cents)
Meter Rate – Colour	\$.075 (7.5 cents)	\$.065 (6.5 cents)	\$.062 (6.2 cents)
Labour, parts, and toner included	Yes	yes	Yes (with 7500 b&w impressions and 3000 colour impressions)
25,000 black copies	\$237.50	\$187.50	\$200.00
5,000 colour copies	\$375.00	\$325.00	\$310
Est. Annual Cost	\$3,461.54	\$2,072.50	\$1914.00
Copies per min.	31 B&W/31 Colour	36 B&W/ 36 Colour	35 B&W/ 35 Colour
Paper Trays	2x500, 1x2000, bypass 100	2x500, 1x2500, bypass 150	
Print Resolution	1200x1200 dpi	1200x1200 dpi	1200x2400 dpi
F/T service techs	2	1.5	0 (service within 24 hours)

Recommendation

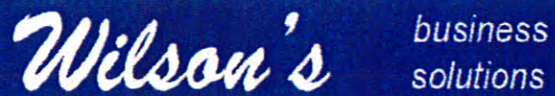
The Community Services Executive Committee reviewed the details provided and gave direction to the Division to move forward with the proposal provided by Lowerys based on service level and price, so long as current functionality would not be sacrificed. Subsequent follow up revealed that the Lowerys digital copier is equipped with all of the existing functionality currently utilized. The Community Services Executive Committee recommends to Mayor and Council to authorize entering into an agreement with Lowerys Office Technologies Division for the purpose of providing digital photocopiers & service for Memorial Sports Centre and the Children's Complex for a five year term.

Respectfully submitted,



Jason Kabel

Council approval of this report will authorize entering into an agreement with Lowerys Office Technologies Division for the purpose of providing digital photocopiers & service for Memorial Sports Centre and the Children's Complex for a five year term.



A
PROPOSAL
FOR

**TOWN OF FORT FRANCES
FORT FRANCES, ONTARIO**

PREPARED FOR: JASON KABEL

YOUR BUSINESS REPRESENTATIVE: BRIAN BEERS
WILSON'S BUSINESS SOLUTIONS

PREPARED BY: L. FLETCHER

Wilson's

business
solutions

July 13th, 2015

Town of Fort Frances
320 Portage Avenue
Fort Frances Ontario P9A 3P9

Attention: Jason Kabel

Re: Digital Document Printer Proposal

Further to your request I am pleased to provide the information on new copier systems which, will allow you to make a decision based on your business needs:

Proposed Solution

The installation of a new copy system from Wilson's, regardless of which one you select, will result in the following benefits to your organization:

- 1) **Reliability** - Tested and proven products backed by professionally trained local sales and service representatives.
- 2) **Productivity** - Feature for feature, our copy solutions are consistently rated by third-party testing organizations as tops in their field in terms of productivity.
- 3) **Quality** - Whether your copier is new or newly remanufactured, if you're not satisfied with the quality of each print, we'll fix the problem or replace the unit at no cost to you.
- 4) **Vendor commitment** - Wilson's was established on principles of integrity and respect. You, are more than a customer to us, you are our business partner. We have worked hard over the years to bring you reliable products and service at a fair price. A quick sale is not our goal. A beneficial and lasting business relationship is.

Yours truly,

WILSON'S BUSINESS SOLUTIONS

Brian Beers
Business Solutions Representative

RECOMMENDED EQUIPMENT

SHARP MX3140N DIGITAL COLOR DIGITAL COPIER (Network Ready)

SPECIFICATIONS:

MXDE20 Stand/ 500 & 200 Sheet P/Drawer

MXRB10N Paper Pass Unit

31 copies per minute Color

31 copies per minute B & W

Warm Up Time: Less Than 18 Seconds

First Copy Time: Full Color 6.8 Seconds

Black & White 5.2 Seconds

Duplex Copy

Continuous Copy: Max 999 Copies

Copier Memory Std. 4GB

Printer Memory: Std. 320GB HDD

Auto Tray Switching

256 bit encryption & 7 times overwrite

Edge/Centre Erase

Network Tandem Copy, Book Copy

Total Satisfaction Guaranteed

MXFN10 Saddle Stitch Finisher

FX11 Facsimile Kit

10.1" Colour Tilting Touch Display

Scan to e-mail & desktop

100 Multi Bypass Tray

1-500 Sheet Paper Trays

1200x1200 dpi (all color & b/w)

Auto Color Selection

12" x 18" max copying size

25 - 400% Copy Ratio

Auto Paper Selection

Rotation Copy

Electronic Sorting

Job Build

User Authentication (200 Accounts)

M.S.R.P.

\$21,305.00

Major Account Discount:

\$10,700.00

NET PURCHASE PRICE:

\$10,605.00

MONTHLY LEASE (Billed quarterly)

60 months: per month

\$ 237.42

OPTIONAL:

MXPNX5B Hole Punch

\$ 369.00 or \$8.75 per month

METER RATE: .0095 cents per black copy/ .075 cents per color copy (labor, parts and toner included)

Applicable taxes and Environmental fees extra.
Above quote valid for 30 days.



Locations

540 Central Avenue
Thunder Bay, ON
P7B 6B4
T 807.344.6666
F 807.345.4446

136 Main Street
Kenora, ON
P9N 1S9
T 807.468.1921
F 807.468.1922

398 Scott Street
Fort Frances, ON
P9A 1G9
T 807.274.2743
F 807.274.8748

Toll Free 800.465.3989
www.lowerys.com
inquiries@lowerys.com

July 27, 2015

Community Services
Town of Fort Frances
Fort Frances, ON

Attention: Jason Kabel

Dear Jason,

Lowerys would like to thank you for this opportunity to submit this account review and provide you with the following proposal to replace the copiers at the Sportplex and Daycare. Our intent is to provide your organization with the maximum value for your dollars being spent and maintain viable options that may be expanded on, as your needs change into the future.

We appreciate your business and will be trying to maximize your dollar expenditure and provide you with long, lasting equipment that are rich in features and durable. Our service is local and we strive for customer satisfaction.

We will be recommending the Konica Minolta Bizhub C364e Digital Copier in order to meet your present and future copying, printing and scanning needs. Thank you for considering Lowerys as your supplier for office equipment.

Sincerely yours,

Jim Hudson
Account Manager

Lowerys Office Technologies Division

398 Scott Street, Fort Frances, ON, P9A 1G9 Tel: (807) 274-2743 x 7701 Fax: (807) 274-8748
E-mail jim.hudson@lowerys.com



KONICA MINOLTA BIZHUB C364e DIGITAL COPIER/PRINTER/SCANNER

Bizhub C364e Digital Copier Highlights

- 36 page per minute in B/W and Colour
- Reversing Dual Scan/Single Pass Document Feeder. Results in up 160 scans per minute in Duplex mode. Up to 80 scans per minute in Simplex mode colour or black and white
- Paper Handling Weights: from 14 lb bond to 140 lb index paper
- Direct printing from USB device
- Stapler Finisher included
- Super G3 33.6 Fax with full features
- Reliable Stack less Duplexing. (Unlimited)
- Intuitive Touch Screen Control Panel.
- Real-time Original Document Processing. (36 Copies per Minute).
- Reserve Setting to Pre-program up to 5 jobs while copier is running. (Concurrency)
- Job Management List. (5 Copy Jobs and 5 Print Jobs).
- User Boxes and I.D. Code Capabilities (Cost Recovery).
- Ability to Prioritize Task in Reserve. (Change Order of Jobs).
- Reduction/Enlargement –25% to 400%.
- Real-time Scan Technology. (Scan to Network and Scan to E-mail)
- 2-500 sheet Cassettes with 150 Sheet Intelligent Bypass
- Large Capacity 2,500 sheet Tray
- Letter, Legal and 11 x 17 capabilities.
- Copy Quantity: 1-999
- Image Rotation and Watermarks.
- Auto Layout and Background Elimination.
- Large Touch screen control panel, with clear, easy to understand menus and adjustable control for panel for wheelchair accessibility.
- Network Colour Scanner/ Printer.
- Full Bleed on 12 x 18 Paper
- Duty Cycle of up to 150,000 impressions per month.
- Scanning speeds of up to 160 originals per minute
- Equipment is new, not reprocessed or newly manufactured



COST ANALYSIS

Proposed Unit - Konica Minolta C364e Digital Copier complete with Single Pass, Dual Scan Document Feeder, Duplex, Large Capacity Paper Tray, Super G3 fax, Network Printing/Scanning, Finisher/Stapler,

Discounted Purchase Price: \$6595.00

Monthly Lease (paid quarterly): \$130.00

Service: \$0.0075 BK and \$.065 Colour

This cost per copy charge includes all toner, parts and labour on the equipment while it is installed. Delivery, installation and set-up are included. Paper, taxes and environmental fees are extra.

FORWARD simply
2014

Proposal Prepared for:

Town of Fort Frances

Introducing Xerox® ConnectKey™



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Comparison

Features	Current Machine- Sharp MX-5500N	Xerox 7845
Intro Date	October 2006	March 2014
Duty Cycle	150,000	300,000
Air Print	No	Yes
Print Speed	50ppm Mono/ 41 Colour	35ppm Mono and Colour
Scan Speed	40	55
Paper Weight	18 lb	22 lb
Bypass Capacity	50	70
Max Paper Size	11x17	11x17
Offset Touchscreen	No	Yes
Print Resolution	1200x1200dpi	1200x2400dpi