



**BUSINESS OF THE CITY COUNCIL
BONDURANT, IOWA
AGENDA STATEMENT**


Item No. 6h
For Meeting of 03/23/2020

ITEM TITLE: Resolution approving the Konica Minolta Agreement

CONTACT PERSON: Marketa Oliver, City Administrator

SUMMARY EXPLANATION: The City is currently paying on average \$382 per month for a lease for two professional machines for scanning/printing/copying. The lease includes maintenance and ink for both machines. Additionally, the City owns individual desktop printers that are not covered by a lease and for which the City purchases ink separately, which average approximately \$116 per month. This means the total monthly cost the City is currently paying for printers is \$498.

The City has solicited and received a new proposal that would include two upgraded professional machines for copying/printing/scanning and three desktop professional printers, including maintenance and ink. The lease plus service for the proposed five machines is \$452.33/month, a savings of \$45.67 per month.

<input checked="" type="checkbox"/> Resolution	<input type="checkbox"/> Ordinance	<input type="checkbox"/> Contract	<input type="checkbox"/> Other (Specify) _____
Funding Source _____			
APPROVED FOR SUBMITTAL _____			
		City Administrator	

RECOMMENDATION: Staff recommends approval of the lease.

CITY OF BONDURANT
RESOLUTION NO. 200323-74

RESOLUTION APPROVING THE KONICA MINOLTA AGREEMENT

WHEREAS, the City is in need of reliable and cost-efficient solutions for our daily printer needs; AND

WHEREAS, this Agreement will put in place a copier that lowers pricing/click rates, and provide a simple, and clear billing process; AND

WHEREAS, the Agreement is a 60-Month Agreement in the amount of \$452.33/month; AND

WHEREAS, the proposed pricing includes five copier/printers, delivery, installation, and training on all new equipment, and maintenance (includes toner) for the device,

NOW, THEREFORE, BE IT RESOLVED, by the City Council of the City of Bondurant, Iowa, that the Konica Minolta Agreement is hereby approved as presented.

Passed this 23rd day of March, 2020,

By: _____
Curt Sullivan, Mayor

ATTEST: I, Shelby Hagan, City Clerk of Bondurant, hereby certify that at a meeting of the City Council held on the above date, among other proceedings the above was adopted.

IN WITNESS WHEREOF, I have hereunto set my hand the day and year above written.

Shelby Hagan, City Clerk

Council Action	Ayes	Nays	Abstain	Absent
Cox				
Peffer				
Enos				
McKenzie				
Elrod				



Bondurant
Life Connecting

City of Bondurant, Iowa

KONICA MINOLTA BUSINESS SOLUTIONS
FACTORY DIRECT BRANCH

2830 100th Street, Suite 100, Urbandale, IA 50322

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Project Team

Our team is committed to excellence in customer service and assembled to deliver creative, industry leading solutions that will help you exceed all of your business goals.

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Jean Neuberger

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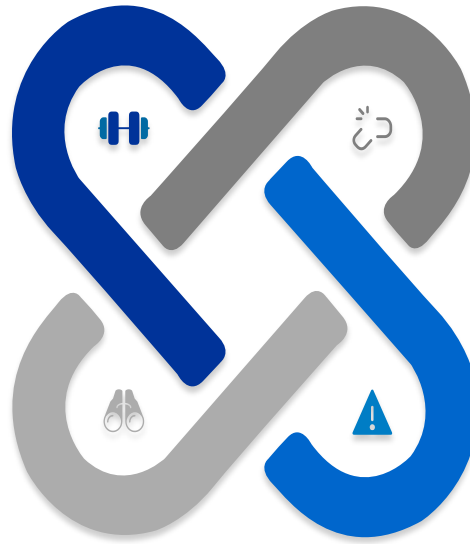
SCOPE OF WORK

GOALS

- PROVIDE THE CITY OF BONDURANT WITH RELIABLE AND COST-EFFICIENT SOLUTIONS THAT MEETS THE NEEDS OF THE CITY.

OBJECTIVE

- PUT IN PLACE A COPIER THAT LOWERS PRICING/CLICK RATES
- PROVIDE SIMPLE, CLEAR BILLING PROCESS



CHALLENGES

- CURRENT C454E PRINTER IS NEAR END OF CONTRACT (3/24/20)
- CURRENT C353 PRINTER IS AT END OF LIFE, MEANING NO PARTS WILL BE AVAILABLE FOR REPAIRS.
- CURRENT C353 HAS HIGH CLICK RATES (OVER .16/CLICK FOR COLOR)

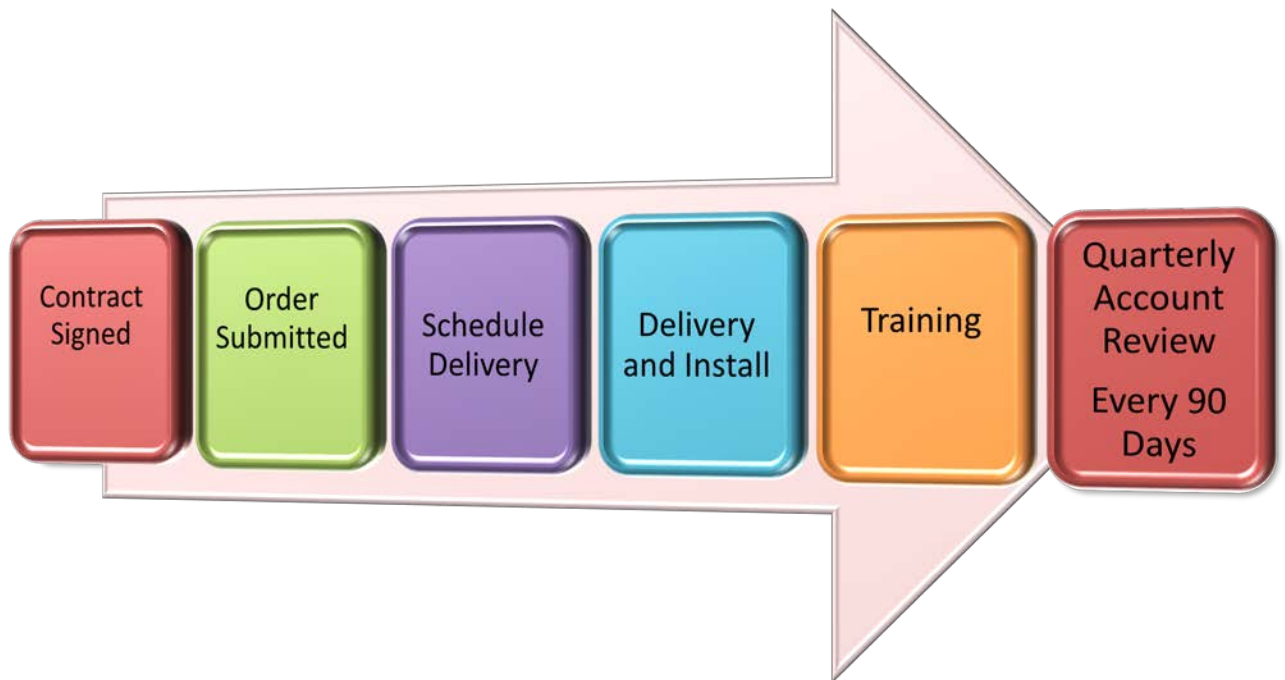
DECISION CRITERIA

- VOLUMES AS PROJECTED
- SOLUTION THAT FITS NEEDS AND OFFERS BETTER RATES FOR CUSTOMER



SCOPE OF WORK (CONTINUED)

IMPLEMENTATION TIMELINE



TECHNOLOGY OVERVIEW & PRICING

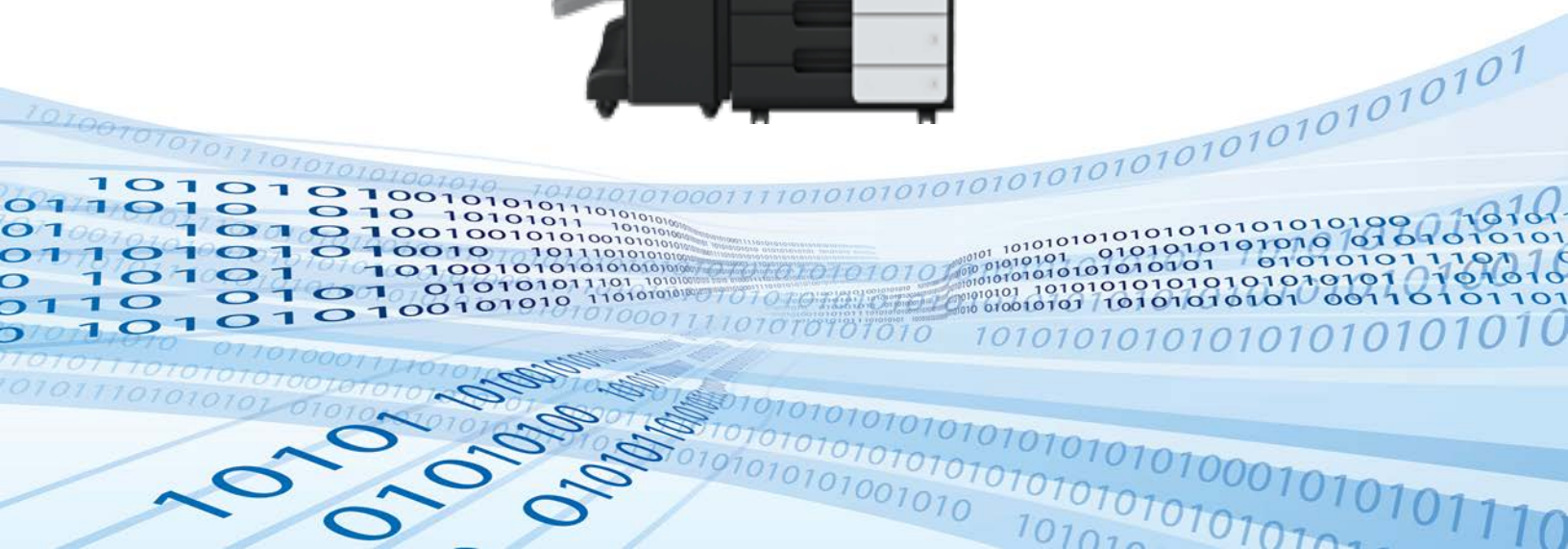


Proposed Technology – City Hall

bizhub C360i

Includes:

- High-speed, high-volume 36 ppm print/copy output in both color and B&W
- Dual scanning option at up to 200 opm
- Large, user-friendly touchscreen that can be rotated to meet ADA compliance
- Standard 8 GB of memory
- Quad-core CPU allows for quickest response time for any MFP in the market today
- Capability to print files from personal thumb drive
- 50 sheet inner-finish stapler finisher
- bizhub SECURE cybersecurity protection
- Delivery of new bizhub C360i
- Network Installation of new bizhub C360i for scan, print & fax
- Installation of Print Drivers for each workstation
- On-Site Training for new bizhub C360i
- MyKMBS online portal activation for real time view of service, supply ordering, etc.



Proposed Technology – Fire Department

bizhub C287

Includes:

- 28 ppm print/copy output in both color and B&W
- Large, user-friendly touchscreen
- Standard 4 GB of memory
- Fast processing CPU to provide high performance for office usage as central MFP
- 50 sheet inner-finish stapler finisher
- bizhub SECURE cybersecurity protection
- Delivery of new bizhub C287
- Network Installation of new bizhub C287 for scan, print & fax (1 line)
- Installation of Print Drivers for each workstation
- On-Site Training for new bizhub C287
- MyKMBS online portal activation for real time view of service, supply ordering, etc.



Proposed Technology – City Hall

bizhub C3350i

Includes:

- High-speed, high-volume 33 ppm print/copy output in both color and B&W
- Dual scanning option at up to 90 opm
- Large, user-friendly touchscreen
- Standard 5 GB of memory
- Fast processing CPU to provide high performance for office usage as central MFP
- bizhub SECURE cybersecurity protection
- Delivery of new bizhub C3350i
- Network Installation of new bizhub C3350i for scan, print & fax
- Installation of Print Drivers for each workstation
- On-Site Training for new bizhub C3350i
- MyKMBS online portal activation for real time view of service, supply ordering, etc.



Proposed Pricing

60 MONTH AGREEMENT.....\$452.33/MTH

- INCLUDES:

- NEW C360i COPIER/PRINTER
- NEW C287 COPIER/PRINTER
- THREE NEW C3350i COPIER/PRINTERS
- DELIVERY, INSTALLATION AND TRAINING ON ALL NEW EQUIPMENT
- MAINTENANCE (INCLUDES TONER) FOR THE DEVICE

COST PER CLICK RATES

C360i

BLACK AND WHITE – FIRST 3000 CLICKS FREE, \$0.0075/CLICK ADDITIONAL
COLOR – FIRST 1000 CLICKS FREE, \$0.05/CLICK ADDITIONAL

C287

BLACK AND WHITE – FIRST 2000 CLICKS FREE, \$0.075/CLICK ADDITIONAL
COLOR - \$0.05 PER CLICK

C3350i

BLACK AND WHITE - \$0.016/CLICK (JENE'S DESKTOP HAS FIRST 1000 CLICKS FREE)
COLOR - \$0.06 PER CLICK (JENE'S DESKTOP HAS FIRST 500 CLICKS FREE)



Monthly Cost Analysis

Your lease plus service for the C360i, C287 and three C3350i machines is **\$452.33/month**
 Based off of current volumes, your average spend for lease, service and overages on all five machines combined would be **\$492.59/month**.

Current Pricing											
Total Monthly Spend		c454e	\$323.36								
		c353	\$42.81								
		Total	\$366.17								
Proposal Pricing											
Equipment Model	Lease + Service Base	BW Base	AMV BW	BW Overages	Overage CPC	Overage Cost	Color Included	AMV Color	Color Overages	Overage CPC	Color Overage Cost
bizhub C360i (CH)	\$315.17	3000	3,295	295	0.0075	\$2.21	1000	1523	523	0.05	\$26.15
bizhub C287 (FD)		2000	1,426	0	0.0075	\$0.00	0	176	176	0.05	\$8.80
bizhub C3350i (1)	\$51.84	1000	1,000	0	0.016	\$0.00	500	500	0	0.06	\$0.00
bizhub C3350i (2)	\$95.17	0	0	100	0.016	\$1.60	0	0	25	0.06	\$1.50
bizhub C3350i (3)	\$137.16	0	0	100	0.016	\$1.60	0	0	25	0.06	\$1.50
		C287/C360i	\$352.33								
	Plus	C3350i (1)	\$404.17								
	Plus	C3350i (2)	\$450.60								
	Plus	C3350i (3)	\$492.59								



Konica Minolta Direct Service

Konica Minolta National Customer Support Center

- 24x7 Expert Support
- Redundant sites: CT and AZ
- Staffed 24 hours a day, 365 days per year, with trained customer support professionals

Konica Minolta Mobile Field Service

- Sales & Service Offices
 - ✓ Urbandale, IA
 - ✓ Our technicians average over 20 years of service experience
- Response Time
 - ✓ 1 Hour - Call Back
 - ✓ 4 Hours - Technician On-site
- All KM technicians are part of dedicated team whose sole focus is KM gear.



1. VISIT: www.mykmb.com
2. CALL: 1-800-456-5664

- Service press 1
- Supplies press 2
- Billing press 3
- Consult application assistance press 7



The Konica Minolta Direct Advantage

- Brand Keys #1 rated company nationwide in “Brand Loyalty” for the 12th consecutive year
- Single Product Focus
 - ✓ Use only original equipment manufacturer (OEM) parts and supplies
- Konica Minolta Des Moines – Expertly trained service staff
 - ✓ Service staff at KMBS Des Moines averages over 20 years of tenure with our company
- Local partner with a national/global backing
 - ✓ Our clients have the power of a \$20 billion dollar company standing behind them, and also a local branch advocate on their behalf. The best of both worlds.

Clean Planet Recycling Program

- Cost-free consumables recycling program that adds zero waste to landfills.
- All Konica Minolta consumables can be recycled.



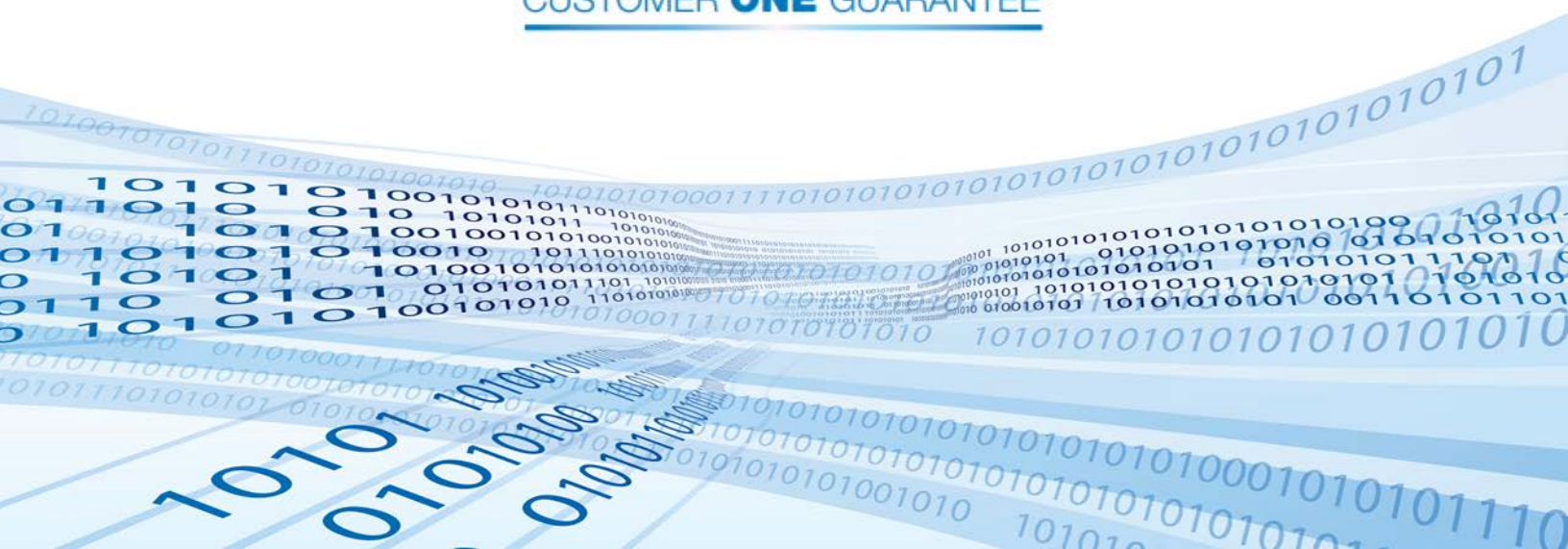
Customer One Guarantee

- We guarantee your Konica Minolta MFP will meet factory specifications and be compatible with your network, or we'll replace it with an equivalent model.



KONICA MINOLTA

CUSTOMER **ONE** GUARANTEE





Giving Shape to Ideas

THANK YOU

for the opportunity to earn your business!

