Pricing Overview   8/6/2024

Konica Minolta with this outline a proposal for hardware and solution to optimize the hardware fleet.

Konica Minolta proposal includes the following: a right-sizing of color models based on the historic and incumbent knowledge of the City's fleet and usage.

- Complete Color Fleet
- Right-size of fleet
- Easy management of supplies
- Single platform training
- Streamlined user interface experience
- Porting over existing user data included

The proposed configuration of hardware is fully equipped with fax, OCR as well as Bizhub Secure and Bitdefender.

Multifunction Printer Hardware Proposal Description

Fleet right-sizing

Konica Minolta proposes to replace all the current models with a top-of-the-line right-sized fleet models based on incumbent knowledge of volume and usage. Below is the list of models proposed with full cost in Total Monthly Cost

Total	New Model	Configuration Includes
2	C3351i	Color copy/Printer/Scanner A4 MFP - 35 ppm print speed, 1500-sheet capacity, 50-sheet stapling and hole punch, OCR, 90 ipm scan speed, fax, fully equipped with badge. Additional configuration details in Cost Sheet
4	C361i	Color Copy/Printer/Scanner A3 MFP - 36 ppm print speed, 2500-sheet capacity, 50-sheet stapling and hole punch, OCR, 280 ipm scan speed, fax, Additional configuration details in Cost Sheet
3	c751i a	Color Copy/Printer/Scanner A3 MFP - 75 ppm print speed, 2500-sheet capacity, 100-sheet stapling and hole punch, OCR, 280 ipm scan speed, fax
1	C751i b	Color Copy/Printer/Scanner A3 MFP - 75 ppm print speed, 2500-sheet capacity, 50-sheet booklet stapling and hole punch, OCR, 280 ipm scan speed, fax

The total monthly price includes Konica Minolta's unlimited Supplies and Service Program

Our Monthly Flatrate program simplifies customers' business without compromising security. Enabling customers to work more efficiently and spend more time on their core business with **No Meter Reads, No Overage Charges, No Reconciliation, No Escalators, No Hidden Fees, No Hassles**, One Easy Payment and Global Client Services.

This program includes unlimited copies, supplies, parts and maintenance, furthermore:
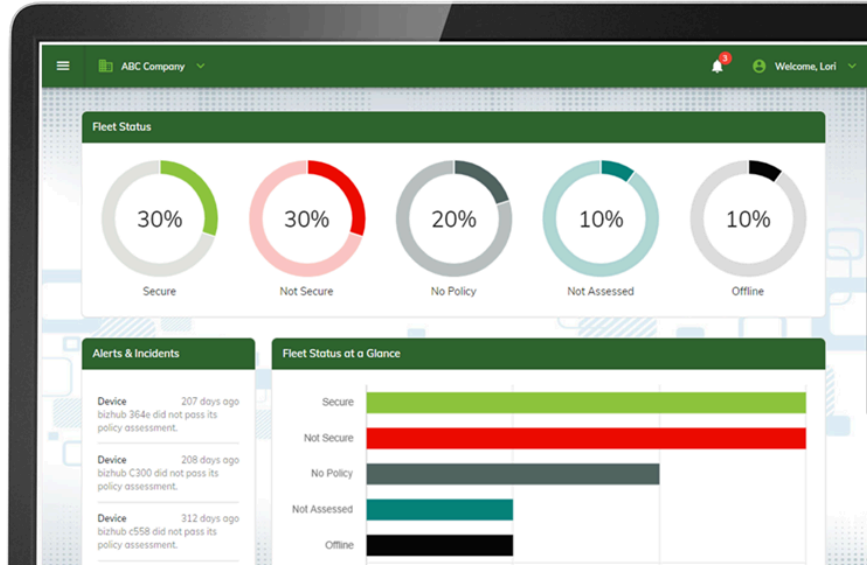- *No charge for scans, or outbound faxes, includes toner, training, service and parts*

- *One single consistent payment, predicable budget spend, no AP reconciliation needed, no hidden variable cost, no management or reporting of meter reads*
- *Additional Configurations are available on request.*

In the configuration and pricing sheets, the pricing for complete lease, services and solution pricing will be listed for an overall total cost of the project for 60 months.

Features also included in the overall monthly pricing:

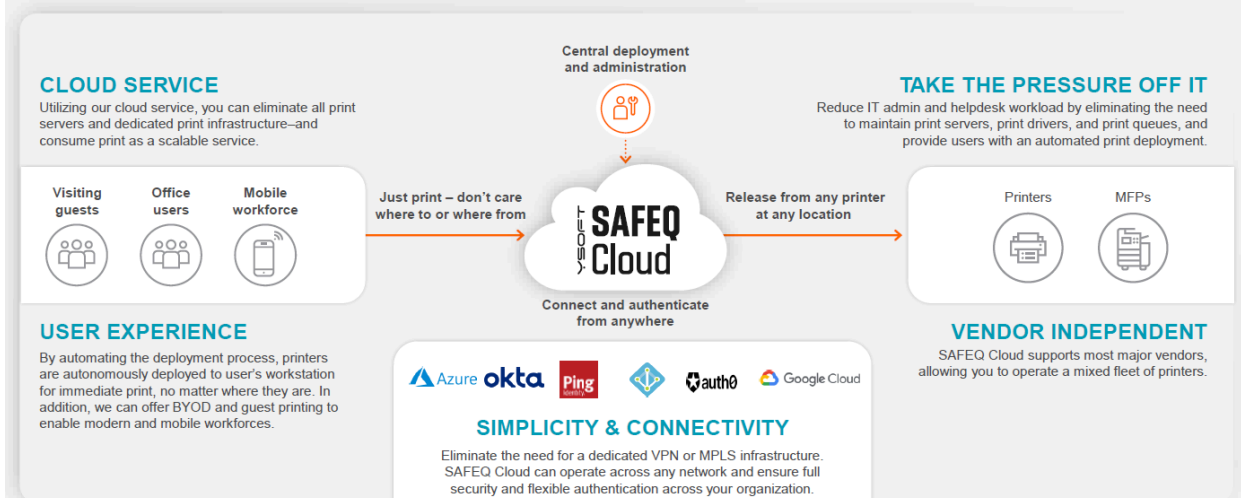- **Shield Guard - Fleet Security Management**

- Graphical Dashboard

- Device Management

- Policy Management

- User Management

- Log Management

- Security Reports

For public sector organizations, Konica Minolta's Shield Guard provides critical centralized security management and compliance capabilities across their multifunction printer/copier fleet. Its cloud-based dashboard allows IT staff to easily monitor and be alerted to any security incidents or policy violations on networked devices from a central location. Shield Guard then automatically remediates threats by enforcing configured security policies and settings across all devices. This automated enforcement of consistent security policies helps public entities demonstrate compliance with data protection and information security regulations. With Shield Guard, public sector organizations can simplify ongoing print security governance while better safeguarding sensitive data and citizen information from cyber threats.

- **Intelligent Driver Deployment:**

Move your print infrastructure to the cloud.

Say goodbye to multiple printing drivers in your IT infrastructure, and enjoy one single full-features print driver, including full finishing options for all of the copiers, no matter what manufacturer. It delivers one global print queue that connects every printer, every user and every office across your organization, enabling seamless printing without IT intervention. It creates IT efficiency by ease of administration, simple deployment & scale, you can connect anywhere.

Fleet Right-size

Includes pricing based on the following configurations:

- 60-month lease of 10 Konica Minolta bizhub MFPs on an all-inclusive flatrate service&supply program (excluding paper) - upgrade with volume right-sized equipment - configuration list also includes lease of (1) HP Pagewide XL 4200 MFP

Configuration		
# units	**Model**	**Description**
2		**BIZHUB C3351i - COLOR A4 MFP/35 PPM**
2		500-Sheet Paper Tray
2		Off-Line Stapling Unit
2		ENHANCED PDF - Format File Conversion - DocX & XLSX
2	C3351i	Fax Option
2		Power Filter 120V/15A
2		Bizhub Secure (SSD Encryption)
2		Bitdefender
		Professional Services

4		**BIZHUB C361i 36 PPM COLOR MFP**
4		Additional 2500-sheet Paper Drawer
4		50-sheet Staple Finisher
4		2/3 Hole Punch Kit
4		Fax Option
4	C361i	ENHANCED PDF - Format File Conversion - DocX & XLSX
4		Working Table
4		Power Filter 120V/15A
4		Bizhub Secure (SSD Encryption)
4		Bitdefender
		Professional Services

3		**BIZHUB C751i 75 PPM COLOR MFP**
3		100-sheet Staple Finisher
3		2/3 Hole Punch Kit
3		Fax Option
3	C751i (a)	ENHANCED PDF - Format File Conversion - DocX & XLSX
3		Working Table
3		Power Filter 120V/20A
3		Bizhub Secure (SSD Encryption)
3		Bitdefender
		Professional Services

1		**BIZHUB C751i 75 PPM COLOR MFP**
1		Additional 2500-sheet Paper Drawer
1		50-sheet Booklet Staple Finisher
1		2/3 Hole Punch Kit
1	**C751i (b)**	Fax Option
1	**(Machine for**	ENHANCED PDF - Format File Conversion - DocX & XLSX
1	**Community Center)**	Working Table
1		Power Filter 120V/20A
1		Bizhub Secure (SSD Encryption)
1		Bitdefender
1		Professional Services

1	**HP Pagewide**	**HP Pagewide XL 4200 MFP**
1	**XL 4200 MFP**	Pagewide XL Cleaning Container
1		Pagewide XL Maintenance Cartridge
1		HP Pagewide Format Delivery Charge Level 3
1		HP Pagewide XL Printer Install&Training KMBS
1		HP 865M 500ML Pagewide Black/Cyan/Magenta/Yellow Ink Cart (extra sets)
1		HP 841 Pagewide XL Printhead (extra set)

HP has designed a self-maintenance service mode in all DesignJet and Pagewide printers. As long as the device stays plugged in and turned on it automatically goes into sleep mode which draws less than .3w of power and wakes up itself once a week to run a simple printhead cleaning mode and then goes back to sleep. With printers that are left unused for longer periods of time: then when powered up for usage, no printhead replacement is needed.

Total Monthly Cost for All Inclusive Components	
Hardware Lease	$3,859.21
Flatrate MFPs + HP Wide Format monthly Service	$1,594.00
Solutions (ShieldGuard & SafeQ Cloud Driver Deployment)	Incl.
Professional Project Services	$1,400.00
Complete Monthly Cost*	**$5,453.21 (+Tax)**

*_**Notation of all-encompassing monthly price estimate above:**_

**The total monthly cost is all-inclusive of all hardware, service, supplies and solutions for a total of 60 months (5 years)**

**Price not to exceed complete monthly cost - this cost overview is an estimate for hardware, services and solutions included in the overall cost. A thorough on-site assessment will be conducted in order to comprehensively quote the accurate complete monthly cost. This price estimate here within is a *NOT TO EXCEED* monthly cost for a 60 month (5 year) term.**

Summary: 60 Month Lease Investment: $ 5,453.21 + taxes

Monthly payment includes:
- 10 bizhub Multifunction Printers
- 1 HP Pagewide XL 4200 MFP
  - _(Includes KM Wide format Monthly Service w/ parts and labor)_
- 60 Month Lease
- Flatrate - Service&Supply Program for bizhub i-series
  - Flatrate includes no meter reads, no overages, no escalators, one easy flat payment every month
- Hardened Security Layers
  - Bizhub Secure
    - SSD Encryption
  - Bitdefender
    - Antivirus
  - Shield Guard
- Intelligent Driver Deployment (SafeQ Cloud) for up to 35 networked Single-function and Multifunction devices