



Proposal

For

Ricoh/Savin MP C2504

and Kyocera FS-C2626MFP Multifunction Copiers

Friday, February 24, 2017

Submitted to:
Palos Park Recreational Center

Prepared by:
Image Systems & Business Solutions, Inc.
Rikki Barrett
(224)443-7001 / rbarrett@isbscorp.com
1776 Commerce Drive
Elk Grove Village, IL 60007

Proposal Valid Till February 28, 2017

ABOUT US

Image Systems and Business Solutions (ISBS) has been serving clients in the Chicago area offering a wide variety of business equipment and services for the office environment.

- ◆ Digital Office Equipment
- ◆ Managed Print & Network Services
- ◆ Document Management Software
- ◆ Data & Voice Cabling
- ◆ Video Security Cameras
- ◆ Business Phone Systems

WE SPECIALIZE IN CUSTOMER SATISFACTION

Our technical teams are trained and certified on all of our products and services to get the job done right the first time.

CUSTOMER FOCUSED

ISBS works closely with their business clients to understand their needs and goals before offering a customized approach to reduce their bottom line.

COST EFFICIENT

Reducing the number of suppliers cuts time and money out of your procurement process, resulting in fewer points of contact and more cost-effective business solutions.

Ranked by Inc. Magazine's Top 5000 Fastest-Growing Private Companies in America.

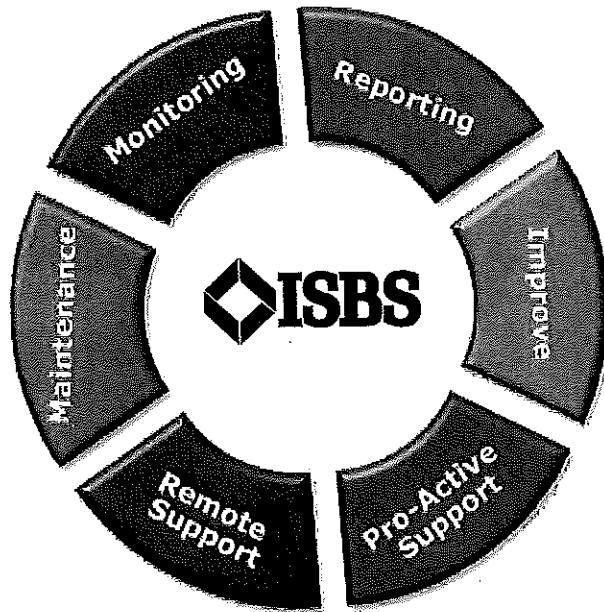


Image Systems & Business Solutions (ISBS) is proud to announce that we are the recipients of the Ricoh/Savin Service Excellence Award! This award acknowledges the level of service ISBS provides to our customers. It is especially significant to us because it honors our Service team's dedication to our clients' needs.

"We wish to extend our appreciation for your participation in Ricoh/Savin's 2014-2015 Service Excellence Program. This program was designed to recognize Dealers who provide outstanding service and support in accordance with Ricoh's guidelines. I am pleased to inform you that Image Systems and Business Solutions, Inc. is being recognized as a Ricoh Service Excellence Certified Dealership for the 2014-2015," said Wayne Butterfield, Ricoh/Savin Midwest Region Service Manager.

savin
Service Excellence
Certified Dealership *year*
2014-2015

Ricoh/Savin Service Excellence Award recognizes service professionals who demonstrate resourcefulness as well as exceptional skill. Ricoh/Savin measures the technician's tactfulness and innovative approach to problem solving. Ricoh/Savin stated that a significant contributing factor to their product's success is directly related to the effectiveness of the ISBS service organization along with the skill set of our field service engineers.

ISBS is celebrating its 10th anniversary and we still believe in the very same principle we started with: a satisfied customer is our most important customer service promise begins with our time and attention and ends with satisfaction. We are committed to continually improving the customer We provide our customers with:

 **10TH**
2005 * 2015
Anniversary founding asset. Our complete experience.

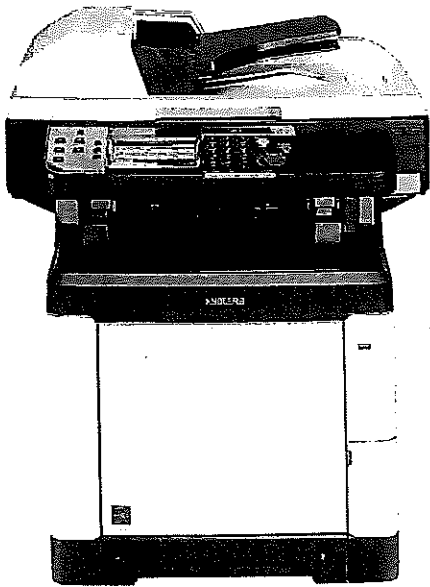
- Dedicated customer service (24x7)
- Dedicated experienced service technicians
- Guaranteed service-response times
- Guaranteed replacement & loaner equipment
- Custom service-level agreements
- Proactive monitoring & management
- Quick-and-easy online ordering

SAVIN MPC2504



- ◆ 25 pages-per-minute speed
- ◆ 100 Sheet Automatic Reversing Document Feeder
- ◆ 3 – 550 Sheet Paper Tray and 100 Sheet Bypass
- ◆ 10.1" Smart Control Panel
- ◆ Scan to email, Scan to File
- ◆ Fax
- ◆ Data Overwrite Security System
- ◆ USB/SD Card Print and Scan
- ◆ Print and Scan Wirelessly from Mobile Devices

Kyocera FS-C2626MFP – this is not a refurbished system. It has been a demo on our showroom floor with a very low meter.



- Up to 26 pages per minute in A4 in color and b/w
- Time to first copy: 10(12) seconds in b/w (color)
- Double-sided print, copy, scan and fax functionality as standard
- Powerful controller: 800 MHz, 1 GB RAM, Gigabit interface
- Full-color touch panel provides ease of use
- High security through SSL, IPsec and Private Print functionality
- HyPAS solution platform enables powerful customizations
- Compact design with low noise
- Exceptionally low printing costs in its class

Lease Pricing

60months \$313.02 per month

***Delivery and installation is included in lease price.**

****This price also includes payoff and removal of old copier.**

Service & Maintenance includes all supplies (except paper & staples). Refer to Appendix B.

NOTE: All leases include delivery, installation, networking of 5 workstations/computers on current network, and network rated surge protectors.

Applicable taxes not included.



YOUR BUSINESS SOLUTIONS PARTNER

Maintenance Pricing

Monthly proposal includes 120,000 (2000/month) black & white copies and 52,800 (880/month) color copies. No overages will be charged unless usage exceeds those quantities.

Savin MP C2504

Maintenance Agreement includes all parts, labor, unlimited service calls and OEM toner.
Agreement does not include paper or staples

Overages billed monthly or quarterly (Village of Palos Park preference) at:

- All black & white @ \$.007 per page and color @ \$.079 per page

Kyocera FS-C2626MFP

Maintenance Agreement includes all parts, labor, unlimited service calls and OEM toner.
Agreement does not include paper or staples.

Overages billed monthly or quarterly (Village of Palos Park preference) at:

- All black & white @ \$.009 per page and color @ \$.075 per page

APPENDIX B

Service & Maintenance Commitment

- ◆ Nationally Recognized Service Team
- ◆ 5 Star SAVIN Dealer
- ◆ 4-Hour Response Time
- ◆ Certified Technicians
- ◆ Multi-level Support Structure
- ◆ Live Service Attendant
- ◆ Easy to Use Supply Ordering and Meter Entry System via Internet
- ◆ Professional Training Services
- ◆ Certified Microsoft Professionals
- ◆ Remote Diagnostics (No Charge new customers)

ISBS Product Assurance Program

- ◆ Includes All Parts & Labor
- ◆ Includes All Supplies (excludes staples and paper)
- ◆ Includes All Service Calls and IT Support (via the phone)
- ◆ Delivery & Install of Equipment
- ◆ Connections to Your Network via LYNC
- ◆ Equipment Training
- ◆ Phone Support
- ◆ Training and Scanning Connections





VILLAGE OF
PALOS PARK

Village Council
 Mayor John Mahoney
 Village Clerk Marie Arrigoni
 Commissioner James Pavlatos
 Commissioner Dan Polk
 Commissioner Nicole Milovich-Walters
 Commissioner G. Darryl Reed

| | | |
|-------------------------------|---------|------------------------------|
| Meeting of: February 27, 2017 | 7:30 PM | Kaptur Administrative Center |
|-------------------------------|---------|------------------------------|

AGENDA MATTER:

Approve the Agreement for Image Systems & Business Solutions (ISBS) of Elk Grove Village.

BACKGROUND/HISTORY:

The Recreation and Parks Department currently has an agreement with Konica Minolta for the leasing and maintenance for two copiers. Although the current contract does not end until August 2018 it was discovered that that we could save money by changing companies this year and that the entire Village would be under once company instead of three. However we are seeking the lowest bid and copiers with more function for the department needs.

The following quotes are from Konica Minolta (KM) and Images System & Business Solutions (ISBS).

STAFF RECOMMENDATION:

Staff recommends ISBS agreement as it is a better overall proposal for the Recreation and Parks Department in terms of equipment provided, cost effectiveness and constant reliability and service.

RECOMMENDED MOTION:

Motion to approve the proposal from ISBS for two multifunction copiers. A Savin MP C2504 copier for the Registration Office and a Kyocera FS-C2626MFP for the staff office in the Recreation Center for a total of \$313.02 a month/ \$18,781.20 for 60 months.

| • Based on 2 machines | Konica Minolta | ISBS |
|-----------------------|----------------|------------------------------|
| 60 MONTH LEASE | \$205.95 | Included in total |
| MAINTENANCE | \$103.46 | Included in total |
| TOTAL | \$309.41 | \$313.02 |
| BUY OUT OLD CONTRACT | N/A | Yes \$2783.04 |
| PPM 25 | Yes | Yes |
| MONOCHROME | 4,117 | 120,000 / 52,800 (60 months) |
| OVERAGE | \$0.006 | 0.007 Savin/ 0.009 Kyocera** |
| COLOR | 1,575 | 30,000/ 23,544 (60 months) |
| OVERAGE | \$0.005 | \$0.079/ \$0.075** |

** Overages charged after the volume exceeds the amount allotted for 60 months