

**Proposal for:
Lt. Daniel Quam
Fort Bend County Jail**

Upgrade Options/Suggestions



Presented By:

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A Proposal By:
KONICA MINOLTA BUSINESS SOLUTIONS USA
15120 NW Frwy Houston TX 77040



7/6/2012
Lt Quam
Richmond, TX

Lt. Quam,

The enclosed detail is a proposal for the Sheriff Department's need for multi-functional-printers (MFP) device with equipment that is best suited for their ongoing high-volume needs. I have included a snapshot of our excellent State Contract DIR Promos available to you. Please review the many exciting options. We sincerely appreciate the opportunity to be of service to you and the Fort Bend County Sheriff.

Some inherent differences that set Konica Minolta apart from all others: (We are a local company)
Fully on DIR-SDD-1673 State Contract

1. Fully **EAL3 Secure** and ISO15408 Certified
 1. There is ***no accidental storage of information***
 2. EAL3 is the highest level of security available for MFPs
 3. Nothing less than EAL3 Secure devices should be used in Government
 4. Every time a print is made the ***memory is wiped 8 times with 1s and 0s***
 5. Your print information is ***fully secure with Konica Minolta***
2. Secure Userboxes and Technology, Scanning-to options (all Standard)
 1. Print to userboxes for convenience and protection of info
 2. Passcode-to-print options
 3. **Scan-to-email (or groups, SSL...)**
 4. Scan-to-HDD
 5. Scan-to-folders
 6. **Duplex scanning and printing**
 7. **Scan-to or from USB**
 8. Scan-to-PDF
3. Service and repairs
 1. Same day service
 2. GPS deploy with the right parts
 3. Nearly **80 technicians** for greater Houston/Galveston/Dickinson area
 4. Service calls are Auto- notified by the actual copier
4. Available add-ons
 1. **Scan-to-Word/Excel/and Searchable PDF-A**
 2. Follow-me printing with ID cards or passcodes
 3. Scan-to OCR for Doc Management System
 4. Cost allocation to departments
5. The **GREEN** Commitment
 1. Use organic polymerized toner, Simitri
 2. Simitri toner leaves ***no toxic by-product***
 3. Simitri toner requires far less heat than normal pulverized toner
 4. Black plastic/poly portions are made of recycled material
 5. Uses 40% less energy than competitors, which means LOWER utility bills for fleets
6. A highly diversified workforce
7. V-Care (free service)
 - Auto monthly click reports
 - Auto notify of equipment status
 - Auto send repair requests
8. A local service center composed of nearly 80 same-day service technicians



System 1, bizhub 363, *bundled promo*

For devices located in the Major's Office, Male Booking, Jail Imaging


State DIR Contract Number: **DIR-SDD-1673**

Purchase Order Number: _____

*DIR Contract & MLA/MOLA T&C's are controlling and supersede PO terms & Conditions
(*Must appear on Purchase Order)

Model and Appropriate Accessories:

State DIR Contract Pricing via **DIR State Contract** **PROMO System 1, Bundled**

1	<p>bizhub 363</p> 	<ul style="list-style-type: none"> • A1UD011 bizhub 363 <ul style="list-style-type: none"> ○ RADF, PCL, PS XPS Controller ○ 250GB HDD, and 2GB Standard Memory ○ Scan to USB, Print from ○ Networked • A0U7WY2 Staple Finisher • EAL3 Secure • ISO 15408 secure • Scan to email, USB, HDD... • Auto duplexing • 36PPM • Fax board and mount
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PROMO DIR Bundled Lease Price/per unit: **\$151.99 per month per unit, 48 months**

X 4 Units = \$607.99/month	Promo is bundled per-unit
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Maintenance Price: (Supplies and Maintenance ARE included as listed below)
8,000 B/W copies per month per unit (overages bill at .00755/copy)

Fort Bend County Sheriff

Federal Tax ID Number: _____

Payment Address: Konica Minolta Business Solutions, Dept. 2366
P.O. Box 122366 Dallas, TX 75312-2366 PH 800-456-6422 coganm@kmb.konicaminolta.us

The State DIR Contract is effective once a signed PO is received and an order is complete processed in the Konica Minolta System. Billing will be prorated from the date of delivery and will not begin until delivery is complete.

The signed PO from the County is the agreement of contract.

Current Lease/Usage, and Newly Proposed via the DIR Promo Bundles

Annual Savings = \$1,639.56

Current SN	Current Model	Current Location	Last Day of Lease	Current Monthly Eqpmt Lease	Current Monthly Maintenance	Current Monthly Allowance	Current Overage CPC	Actual Meter Dec, 2010	Actual Meter Dec, 2011	Actual Annual Use	Actual Use Avg Monthly
31126280	BIZ250	MAJORS OFC	8/1/2012	\$ 114.86	\$ 40.00	5,001	\$ 0.0080	343,353	409,536	66,183	5,515
42GJ00537	BIZ420	MALE BKING	8/1/2012	\$ 150.12	\$ 120.00	15,001	\$ 0.0080	371,182	459,632	88,450	7,371
31126239	BIZ250	FEMALE BKING	8/1/2012	\$ 114.86	\$ 48.00	6,001	\$ 0.0080	253,984	435,227	181,243	15,104
31126187	BIZ250	JAIL IMAGING	8/1/2012	\$ 100.75	\$ 56.00	7,001	\$ 0.0080	127,563	170,127	42,564	3,547
Monthly Sub-totals				\$ 480.59	\$ 264.00						
Monthly Combined Total, Current				\$ 744.59							
DIR-SDD-1673 Bundled Promo			New Promo includes Copies/Prints Suggested Upgrade to bizhub 363 Includes Fax Board and Mount								
bizhub 363 (48mo)		Location	Monthly	Includes	Overage CPC						
System 1	BIZ363	MAJORS OFC	\$ 151.99	8,000	\$0.00755						
System 1	BIZ363	MALE BKING	\$ 151.99	8,000	\$0.00755						
System 1	BIZ363	FEMALE BKING	\$ 151.99	8,000	\$0.00755						
System 1	BIZ363	JAIL IMAGING	\$ 151.99	8,000	\$0.07550						
New Monthly Total				\$ 607.96							
								via The New DIR Promo			
								Annual Savings:		\$ 1,639.56	

At Konica Minolta we strive to bring the best solutions available:

Workflow –automated processes necessary to streamline the scan-to features (ie scan to SSL email, to PDF, to secure PDF, to email, to user box, to HDD, and to/from USB... V-Care auto notification of monthly usage and service calls.

Instruction/Procedural Manuals–hole-punching for regular runs of instructional manuals and other such marketing materials.

Security and Technology –Fully ISO15408 compliant and is Fully EAL3 secure, uses polymerized non-toxic tone which requires 40% less heat.

We have but one goal and that is to provide the very best document imaging and management solution for your company. I am confident we can provide tremendous document processing flexibility and enhance staff productivity companywide.

Konica Minolta is one of the fastest growing document solutions providers in the country. Our customers realize exceptional value from the Konica Minolta products we offer, and our single server and open systems architecture approach provides a cost effective platform for the rapid deployment of new systems and technologies. We stay ahead of the game.

Thank you again for working with us and for choosing KONICA MINOLTA BUSINESS SOLUTIONS. Please do not hesitate to call me if you have any questions about this proposal or if you wish to discuss the upcoming presentation.

Respectfully,

Donnie White
 KONICA MINOLTA BUSINESS SOLUTIONS