



Giving Shape to Ideas



Integrate. Optimize. Deliver. In Today's Government Environment

City Of La Habra

Proposal- February 2022



Prepared for:
Patton Chu- Deputy Director of IT, City of La Habra

Mike Lamanna- Konica Minolta,
Senior Account Representative, Government Services
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February 14, 2022

City of La Habra
110 East La Habra Boulevard
La Habra, CA 90631

Attn: Patton Chu

RE: Proposal – MFP Fleet

Dear Patton:

Konica Minolta is pleased to provide the **City of La Habra** the attached Sourcewell Co-Op pricing for your Multi-Function Printer Fleet.

As a proven and experienced IT and technology partner in Government Services, Konica Minolta is uniquely qualified to implement a world-class Multi-Function Fleet solution across the City of La Habra's campus to refresh your MFD Fleet. Our solution includes highly secured encrypted printing and workflow scanning within the city's domain with seamless integration into your network.

Our world-class team is dedicated to providing consistent, responsive "white-glove" service support so the City of La Habra government team can focus on providing the exceptional services your residents enjoy.

Sincerely,

Mike Lamanna

Michael Lamanna
Government Services Representative
Konica Minolta Business Solutions U.S.A., Inc.



2022 Sourcewell Proposal Analysis

Current City of La Habra MFP Fleet Operating Expense

Details:

Model	Serial	Department	Current CPC	Current CPC	BW AMV	Color AMV	Average Monthly Usage \$ Fiscal 20-21	Monthly Lease Total
BizC658	A79J011002259	CD- Admin	0.01157	0.07174	5700	12,096	\$842.48	\$3,866.67
BizC658	A79J011002266	CMO- Admin	0.01157	0.07174	3647	4,730	\$344.25	Included
BizC658	A79J011003439	CS- Comm Center	0.01157	0.07174	4871	7,199	\$516.85	Included
BizC658	A79J011002257	FAFI - Finance	0.01157	0.07174	7604	8,299	\$616.58	Included
BizC658	A79J011002184	PD- Admin Copier	0.01157	0.07174	2682	2,273	\$175.12	Included
BizC658	A79J011002228	PD- Records Copier	0.01157	0.07174	9575	3,333	\$315.72	Included
BizC658	A79J011002284	PD- Report Copier	0.01157	0.07174	1696	711	\$63.72	Included
BizC658	A79J011002290	PW- Eng	0.01157	0.07174	2716	4,168	\$298.14	Included
BizC368	A7PU011020682	CC- Chambers	0.01157	0.07174	8	6	\$0.47	Included
BizC368	A7PU011020158	CSCD- St Pre	0.01157	0.07174	1982	2,186	\$162.20	Included
BizC368	A7PU011020152	CSFM- Fac Maint	0.01157	0.07174	629	506	\$39.30	Included
BizC368	A7PU011020138	FAIT- Info Tech	0.01157	0.07174	127	158	\$11.52	Included
BizC368	A7PU011020165	HR- Admin	0.01157	0.07174	2386	2,548	\$189.87	Included
BizC368	A7PU011020139	PW- City Yard Admin	0.01157	0.07174	2057	1,741	\$134.14	Included
BizC3350	A4Y4011023021	FAFI- Water	0.01157	0.07174	685	516	\$40.52	Included
Subtotals of expiring Current MFP Fleet					46,365	50,470	\$3,750.89	\$3,866.67
Total Average Monthly Operating Expense- Fiscal 2020-2021						Monthly		
Lease Total (Includes Tax)						\$3,866.67		
Service Supply Usage Total- 12 Month Average (Includes Tax)						\$3,750.89		
Monthly Current Operating Expense (Includes Tax)						\$7,617.56		

- Average Monthly usage calculated reflects usage for the Fiscal Year of 2020 /2021.
- Includes 15 expiring Konica Minolta units
 - Lease Agreement #: 061-0133621-00



KONICA MINOLTA

Sourcewell Fleet Renewal Operating Cost

Konica Minolta Upgraded Model	Department	B&W CPC	Color CPC	BW AMV	Color AMV	Total Mo. CPC w/ est. tax	Total Mo. Lease w/ est. tax
Bizhub C650i	CD- Admin	0.0069	0.0459	5700	12,096	\$ 615.35	\$ 268.19
Bizhub C650i	CMO- Admin	0.0069	0.0459	3647	4,730	\$ 250.75	\$ 268.19
Bizhub C650i	CS- Comm Center	0.0069	0.0459	4871	7,199	\$ 376.79	\$ 268.19
Bizhub C650i	FAFI - Finance	0.0069	0.0459	7604	8,299	\$ 448.56	\$ 268.19
Bizhub C650i	PD- Admin Copier	0.0069	0.0459	2682	2,273	\$ 127.14	\$ 268.19
Bizhub C650i	PD- Records Copier	0.0069	0.0459	9575	3,333	\$ 226.72	\$ 268.19
Bizhub C650i	PD- Report Copier	0.0069	0.0459	1696	711	\$ 45.89	\$ 268.19
Bizhub C650i	PW- Eng	0.0069	0.0459	2716	4,168	\$ 217.40	\$ 268.19
Bizhub C360i	CC- Chambers	0.0077	0.051	8	6	\$ 0.38	\$ 174.32
Bizhub C360i	CSCD- St Pre	0.0077	0.051	1982	2,186	\$ 131.18	\$ 174.32
Bizhub C360i	CSFM- Fac Maint	0.0077	0.051	629	506	\$ 31.72	\$ 174.32
Bizhub C360i	FAIT- Info Tech	0.0077	0.051	127	158	\$ 9.35	\$ 174.32
Bizhub C360i	HR- Admin	0.0077	0.051	2386	2,548	\$ 153.51	\$ 174.32
Bizhub C360i	PW- City Yard Admin	0.0077	0.051	2057	1,741	\$ 108.29	\$ 174.32
Bizhub C3350	FAFI- Water	0.0126	0.0581	685	516	\$ 39.96	\$ 63.90
Totals				46,365	50,470	\$ 2,782.99	\$ 3,255.39

New Sourcewell Average Monthly Operating Expense-						Monthly
Lease Total- (Includes Estimated Tax)						\$3,255.39
Service Supply Usage Total- (Includes Estimated Tax)						\$2,782.99
New Sourcewell Agreement Operating Expense						\$6,038.38

Total Current Fleet Operating Expense- Monthly (Tax Included)	\$ 7,617.56
Total Upgraded Fleet Operating Expense- Monthly (Estimated Tax Included)	\$6,038.38
Total Fleet Savings with New Sourcewell Agreement- Monthly	\$1,579.18

*Autostore can be added for an additional \$45 monthly per mfp on a per unit basis

Details:

- Current Leases will be retired and closed with acceptance of a new Konica Minolta agreement
- Konica Minolta will return the current equipment to the lease company
- Hard Drives will be removed and returned to the City of La Habra and includes labor for Hard Drive re-installation
- Includes Delivery, Installation, Networking, and Training
- **New Fleet Copiers become property of City of La Habra for \$1 at the end of the 60 month lease term.**



Configurations:

Konica Minolta Bizhub C650i **(Matches or Exceeds Current Configurations)**

EMBRACE THE WORKPLACE OF THE FUTURE:

bizhub is the touchpoint for your business and information processing world.

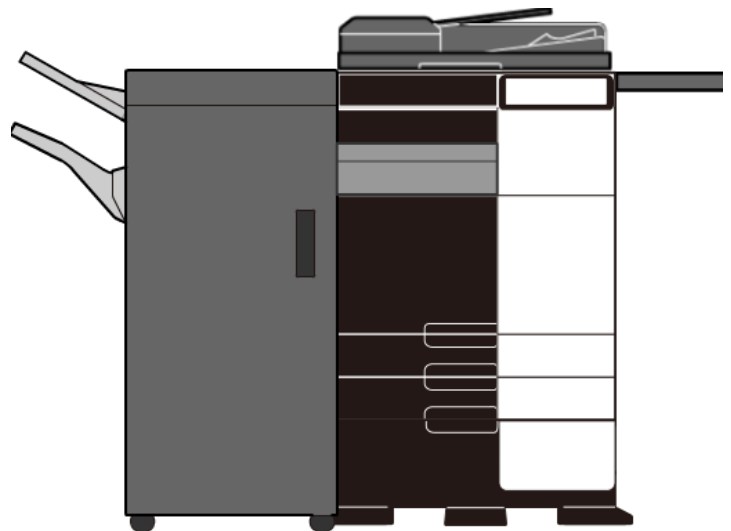
The Bizhub C650i, C360i and C3350i are inspired by the same contemporary design and connected technology of our comprehensive all-in-one IT platform, Workplace Hub

Konica Minolta Bizhub C650i

- Bizhub 650i- 65 ppm MFP; 8.02 MB Memory; 256 GB SSD
- Standard Dual Scan Feeder- 280 opm; 300 Sheet Capacity
- PC-416- 2,500 Sheet Paper Cabinet, Total Paper Capacity; 3,650 Sheets
- FS-539 Finisher
- PK-524- 2 / 3 Hole Punch
- WT-506- Work Table
- Bizhub Secure

**Includes 2 ea. LU-302
3000 Sheet Side Paper Deck (8.5x11)**

AutoStore option per MFP- \$45.00



Cost Per Page
Black- \$0.0069
Color- \$0.0459



[Konica Minolta has won BLI's coveted 2021 A3 Line of the Year Award.](#)

Given once a year, this award recognizes the vendor whose product line is deemed best overall based on its rigorous lab evaluations.



Konica Minolta Bizhub C360i

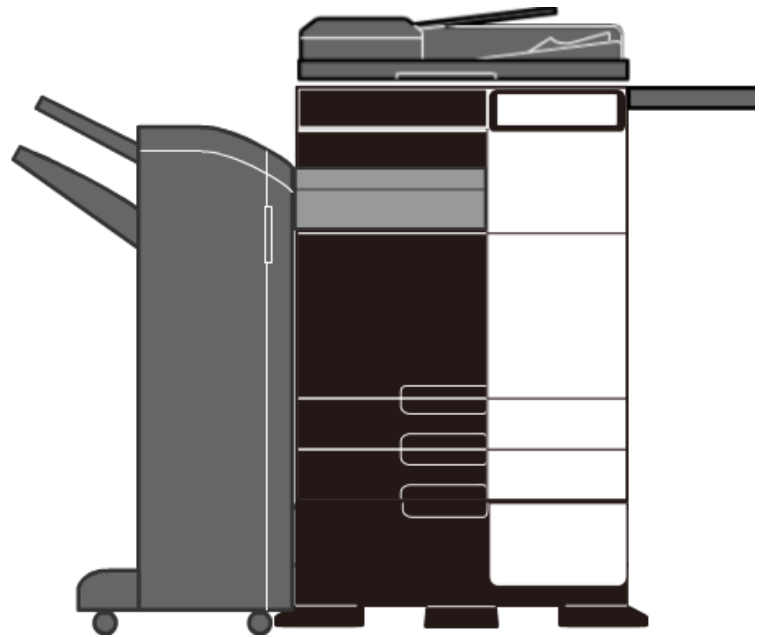
(Matches or Exceeds Current Configurations)

Next-generation security

The next-generation bizhub i-Series comes with the highest security standards built in. The i-Series is compliant with General Data Protection Regulation (GDPR) and ISO 15408 certified HCD-PP, so data privacy standards and end-point security requirements are met.

Konica Minolta Bizhub C360i

- Bizhub 360i- 36 ppm MFP; 8.02 MB Memory; 256 GB SSD
- Standard Dual Scan Feeder- 200 opm; 100 Sheet Capacity
- PC-416- 2,500 Sheet Paper Cabinet, Total Paper Capacity; 3,650 Sheets
- FS-539 Finisher- 50 Sheet Staple Capacity
- PK-524- 2 / 3 Hole Punch
- WT-506- Work Table
- Bizhub Secure
- Intelligent Surge Protector



Cost Per Page
Black- \$0.0077
Color- \$0.051



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Konica Minolta Bizhub C3350

(Matches or Exceeds Current Configurations)
Bizhub C3350i- Compact 33ppm MFP

Key benefits –

- Stay in control of your information
- Protect your data and stop virus threats
- Security visibility, implementation and continuity
- The peace of mind to focus on core activities

Bizhub C3350i-

- **Compact 33ppm Color MFP with Dual Scan Feeder**



Cost Per Page
Black- \$0.126
Color- \$0.0581



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