



Giving Shape to Ideas



# **City Of La Habra Child Development Offices**

Proposal- Updated 9/28/2023

**Prepared for:**

**Monica Nogal, Child Development Offices  
City of La Habra**

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Senior Account Representative, Government Services  
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September 28, 2023

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

Attn: Monica Nogal  
Child Development Offices

RE: Quote for Child Development Offices Renewal

Dear Monica:

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

After reviewing your usage, the following proposal is recommended to accommodate your current and future usage.

Konica Minolta appreciates your business and we look forward to supporting the efforts of your department in the future. Please review. I will connect to answer any questions.

Sincerely,

*Mike Lamanna*

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



## 2022 Sourcewell Proposal Analysis

### Current Fleet Operating Cost

#### Details:

The following chart is an estimation of the current monthly expense for operating the fleet for the Child Development Department. The volumes are historical (since initial install).

Model	Serial	Department	Black	Color	BW AMV	Color AMV	Total Monthly Usage \$	Monthly Lease Total
Bizhub C658	A79J013004635	Euclid Main/Downstairs	\$0.0057	\$0.0459	4,627	7,938	\$ 390.73	\$630.00
Bizhub C658	A79J013005700	Euclid Main/Downstairs	\$0.0057	\$0.0459	5,370	8,616	\$ 426.08	Included
Bizhub C3351 MFP	A92F011010924	Child Development	\$0.0163	\$0.0612	356	867	\$ 58.86	Included
BIZHUB C3351 MFP	A92F011010941	Child Development	\$0.0163	\$0.0612	1,373	1,736	\$ 128.62	Included
Subtotals of expiring Current MFP Fleet					11,726	19,157	\$ 1,004.30	\$630.00

Lease Total	\$630.00
Service Supply Usage Total	\$1,004.30
Monthly Current Operating Expense	\$1,634.30

- Average Monthly Volume is from install
- Excludes taxes
  - Current Lease Agreement # 061-0150056-000



## Fleet Renewal Proposal

### C650i and upgrading the desktop units to C4050i (floor model) units FMV

This proposal suggests upgrades to the C3351 units to a faster more durable C4050i unit and keeps the speed of the main units the same.

Cost are slightly higher for the new fleet as the Child Development Center units have been upgraded to accommodate higher usage over the last few years.

Model	Department	Black	Color	BW AMV	Color AMV	Total Monthly Usage \$	60 Month Lease Total
Bizhub C650i	Euclid Main/Downstairs	\$0.0069	\$0.0459	4,627	7,938	\$396.28	\$674.70
Bizhub C650i	Euclid Main/Downstairs	\$0.0069	\$0.0459	5,370	8,616	\$432.53	Included
Bizhub C4050i	Child Development	\$0.0126	\$0.0581	356	867	\$54.86	Included
Bizhub C4050i	Child Development	\$0.0126	\$0.0581	1,373	1,736	\$118.16	Included
Subtotals of New MFP Fleet				11,726	19,157	\$1,001.83	\$674.70

60 month FMV Lease		60 Month
Lease Total		\$674.33
Service Supply Usage Total		\$1,001.83
Monthly Future Operating Expense		\$1,676.53

### 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
- Returning Fleet-Hard Drives will be removed and returned to the City of La Habra
  - (new Hard Drives to be provided by the City)
- New Fleet- SSD (Solid State Drives) will be wiped and certification of sanitation will be issued at the end of the lease term.
- Includes Delivery, Installation, Networking, and Training



## **Recommendations and Considerations:**

### **Recommendation for Main Units-**

Recommendation for C650i-

Volume on the main MFPs is consistently high. Recommended to keep the C650i as the main units.

### **Recommendation for Desktop Units-**

Recommended to utilize the C4050i units at the Child Development Centers.

Increase in speed and durability will yield a return on investment if the units are owned at the end of the term.

5 Year- FMV (Fair Market Buyout at lease end)

60 Month- \$674.70 (2 ea. C650i; 2 ea. C4050i floor model)

### **Cost Justification-**

Although the new fleet upgrade lease cost increases by \$44.33 per month, this cost is offset as follows:

The 2 child care center units have been upgraded to accommodate the high volumes of the units.

- Speed increase from 33 to 42 pages per minute.
- Upgraded from a desktop to a floor configuration with an additional 1,000 sheets of paper.

The unavoidable increase in interest rates also contributed to the slight increase in monthly cost.

The Sourcewell Cooperative Pricing used to upgrade the City's fleet is also utilized for the Child Development Department.



## Configurations:

# Konica Minolta Bizhub C650i

SourceWell Contract 030321-Kon

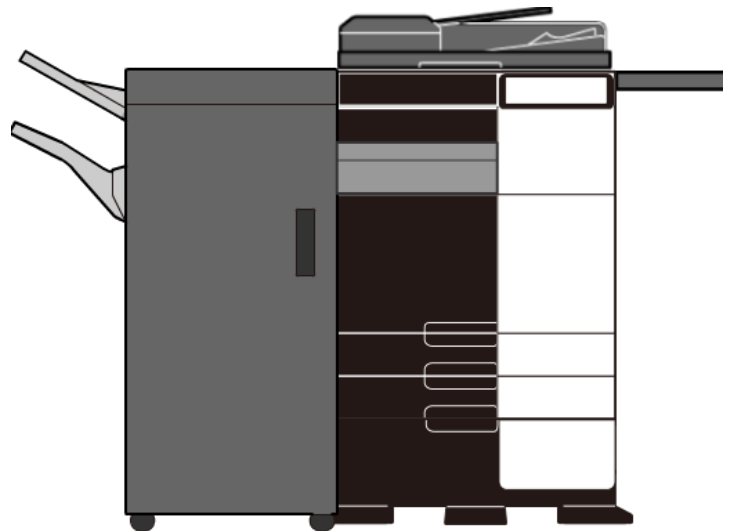
### EMBRACE THE WORKPLACE OF THE FUTURE:

*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



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 C4050

Next-generation security

**Bizhub C4050i- Compact 42 ppm MFP**

**SourceWell Contract 030321-Kon**

### 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 C4050i-

- **Compact 42 ppm Color MFP with Dual Scan Feeder**

Cost Per Page  
Black- \$0.0126  
Color- \$0.058



Desktop Configuration



Floor Model Configuration



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KONICA MINOLTA