

**CITY OF PALMER**  
**ACTION MEMORANDUM No. 11-029**  
**AGENDA: APRIL 12, 2011**

**Subject:** Authorize the City Manager to Enter into an Agreement for a Color Printer, Copier, Scanner for City Hall with Business Solutions USA, Inc

Authorized

**Council Action:** \_\_\_\_\_

**Approved for presentation by:**

**City Manager**  
**City Attorney**  
**City Clerk**

\_\_\_\_\_  
*Angela B. Griff*  
 \_\_\_\_\_  
 WBCB  
 \_\_\_\_\_  
 \_\_\_\_\_

Route To:	Department/Individual:	Initials:	Remarks:
x	Originator – Administration	<i>HW</i>	
	Director of Administration		
	Director of Community Development		
	Director of Public Safety		
	Director of Public Works		

**Certification of Funds:**

Total amount of funds listed in legislation:     \$ 343/month

This legislation (√):

- Has no fiscal impact
- Funds are budgeted from this (these) line item(s): Various Department's Lease/Rental (6036)
- Funds are not budgeted. Budget modification is required. Affected line items:

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Unrestricted/undesignated fund balance (after budget modification)     \$ \_\_\_\_\_

Director of Administration signature certifying funds: *HW*

**Attachment(s):**

Quote Sheet Comparison

**Summary statement:** The current network copier for City Hall was purchased in 2007 for \$12,698. This copier has required numerous maintenance calls in the past four months causing delays in printing and copying various documents. Informal quotes were received from three vendors for a color copier/printer for 40,000 copies per month with scan features having three-hole punch and stapling capabilities. Maintenance response times were considered among the top two vendors and both offered the same four hour guarantee but generally within one to two hours as both vendors have technicians in the Valley. The Konica Minolta has the best purchase

price, lease price and maintenance price in addition to competitive copies per minute and larger memory which is necessary with color print jobs. The administration recommends entering into an agreement with Business Solutions, USA Inc for a Konica Minolta C652 to replace the City's current network copier.

**Administration recommendation:** Approve action memorandum 11-029.

	<b>Business Solutions Konica Minolta(1)</b>	<b>Valley Business Machine Sharp (2)</b>	<b>Xerox Xerox (3)</b>	<b>Xerox Xerox(4)</b>
<b>model system</b>	Bizhub C652	MX-M7001N	color cube 9203	Work Center 7775
<b>copies/month</b>	40,000	40,000	40,000	40,000
<b>purchase price</b>	14,195.64	15,417.20	15,325.00	16,444.00
<b>lease payment (60 mos)</b>	343.00	355.00	312.47	293.22
<b>Maintenance</b>	336.00	467.00	796.00	1,333.58
<b>color rate</b>	0.0363	0.055	0.0553	0.07
<b>B&amp;W rate</b>	0.0066	0.0065	0.0061	0.0089
<b>Pages per minute</b>	65 B&W 50 Color	70 B&W 50 Color	50 B & W 50 Color	75 B & W 50 Color
<b>Hard Drive</b>	250GB	80GB	2GB	80GB
<b>Memory</b>	2GB	1.28GB	1GH	2GB
<b>USB Support</b>	Yes	Yes	No	No
<b>Scan</b>	Yes	Yes	Yes	Yes
<b>Fax</b>	Yes	Yes	Yes	Yes
<b>Copy</b>	Yes	Yes	Yes	Yes
<b>security</b>	Yes	Yes	Yes	Yes

1. Manages color, scan to multiple destination including Sharepoint, Copy Print accounting, User authentication, Secure print( Lock Job) User box password protection, Network security, USB printing.

2. Maintenance Agreement includes up to 35,000 B & W & 5,000 Color pages per month and covers all parts, labor and toner. Offers direct USB printing, account management, confidential printing, network scanning, tracking & auditing. Price include trade in.

3. This copier has biodegradable solid ink stick( color Qube) and cartridge- free, holds enough solid ink to print 55,500 pages Scan to e-mail, Network scanning,Creat3-text searchable PDFs, fax capabilities, easy accurate billing, Multitasking operation, State- of- the -art- security, Secure Access unified ID system, Image Overwrite.

4. Network Authentication, Secure Print, Image Overwrite, Embedded Fax, Device Access Password Protection, IP address Restriction, Secure Scan, Secure Device Administration, Port Based Network Access Control, Secure Access Unified ID System.