

MESQUITE
T E X A S®
Real. Texas. Flavor.



Prepared for: Monica Thompson, Print Shop Manager

Prepared by:

Manny Gonzalez, Sr. Production Print

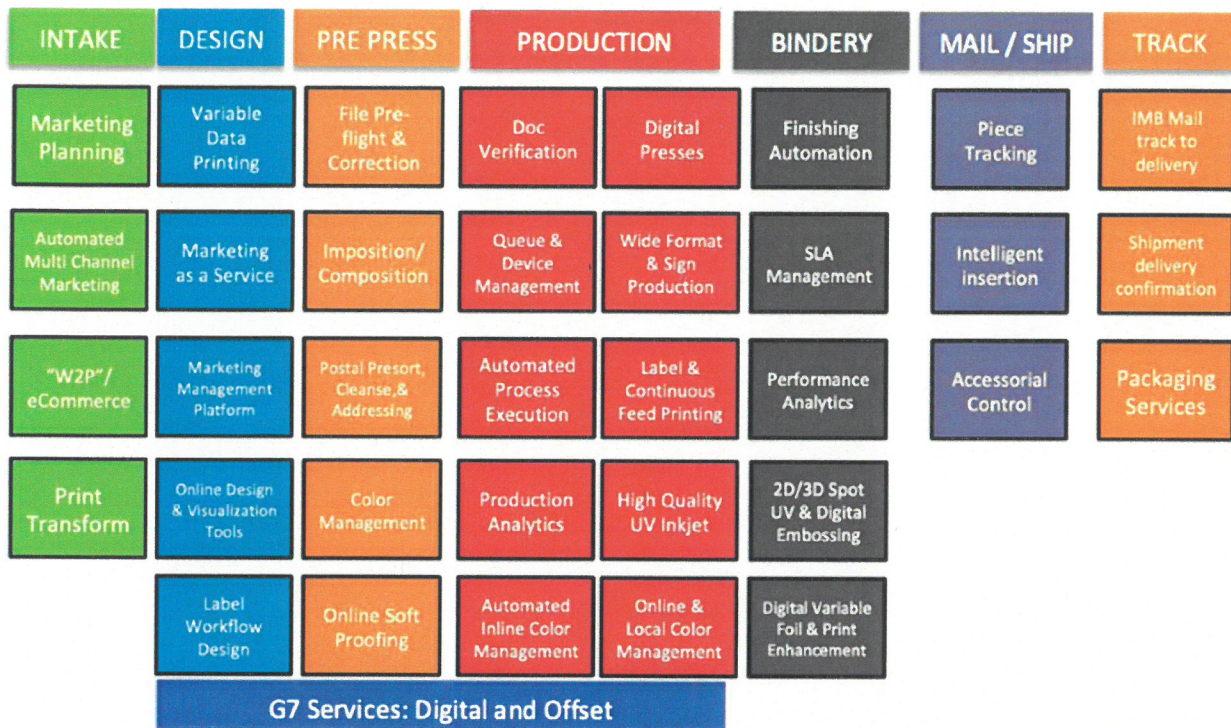
Angel Word, Account Executive

Tom Schniepp, Production Solutions Analyst



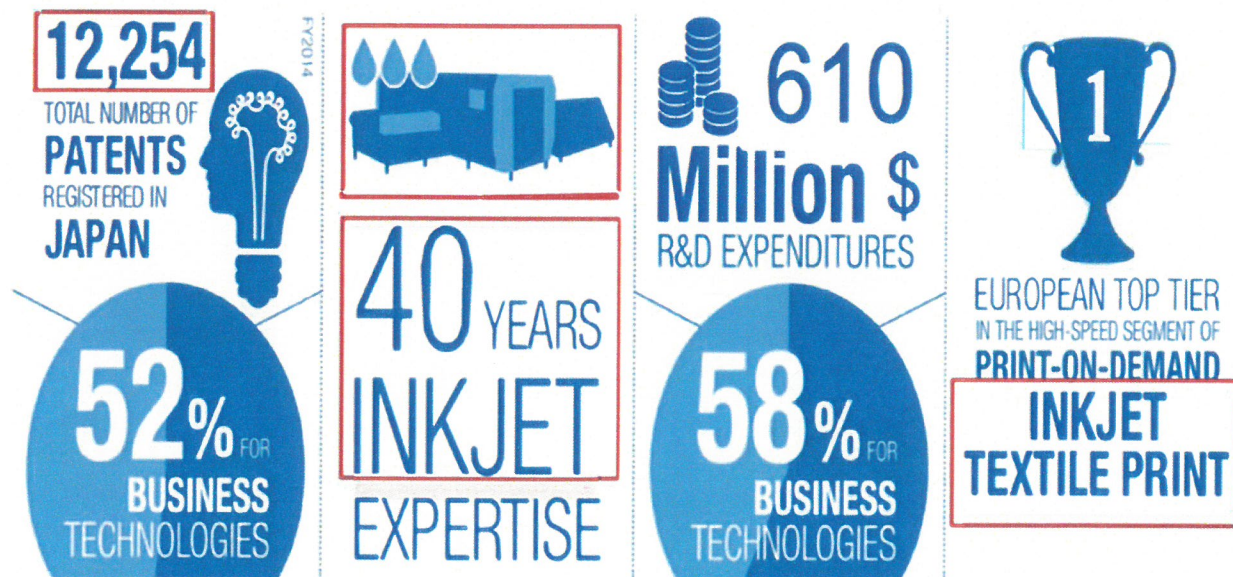
The iDEAlliance Digital Press Certification is awarded to digital presses that meet specific standards in the areas of color, print properties, and production.

Konica Minolta Customer Alignment



MIS Systems

Leading Expertise in Industrial Print





At Konica Minolta; We value our Current Relationship with CITY OF MESQUITE as being a trusted Partner that provides all output devices for printing and Service to maintain the workflow at City of Mesquite. Our goal is to assist in improving this relationship by recommending the correct Solutions in order to INCREASE business output for City of Mesquite.

Current State: Assembling Customer Facing Marketing, newsletters and all materials related to service the residents of the City of Mesquite. Currently producing this work on a Konica Minolta C2070 and 2 Xerox Units. One B&W and one color. City of Mesquite has several off-line finishing options that they incorporate to finish their work on a monthly basis.

Quarterly current spend - \$ 7,143.00
 \$ 7,980.00 – Includes 210,000 images per quarter
 \$ 1,238.00 – Average quarterly overage bill
Total Quarterly bill - **\$ 16,361.00 – Lease and service**

New Proposed current spend - \$ 6,912.00
 \$ 7,980.00
 \$ 1,238.00 – Average quarterly overage bill
 \$ 16,130.00 – Lease and service

Proposal Upgrade Benefits:

Increased speed from 70 PPM to 81 PPM

1200 x 1200 increased to 1200 x 3600

Increased memory from 2 GIG to 4 GIG

Increased hard drive memory from 500 GIG to 2 TB

Document feeder capacity is now 300 sheets and scan speed is 120 IPM

Production printing of all files will be processed and printed at 100% + faster sheet printing at all paperweights up to 350gsm.

KM Accurio has a duty cycle of **864,000** prints per month. Based on 8.5 x 11 sheets. Compared to **350,000** on the C1070.

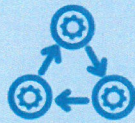
Other Features

- Accepts paper sizes up to 13" x 19.2" and weights up to 350 gsm, with envelope printing at rated speed
- Productive duplex banner printing with a banner tray that holds 1000 banner sheets of up to 30" and simplex banner printing up to 51" (Optional)
- High-speed dual scanning at speeds up to 120 ipm for hard-copy originals
- 1200 x 3600 DPI resolution with 8-bit processing for smoother, more realistic images
- Enhanced Simitri® HDE toner for superior halftone and skin-tone reproduction, with biomass plant-based material to reduce environmental impact
- SEAD V Screen-Enhancing Active Digital Processing System continuously maintains image stability
- Versatile inline finishing options to suit any production need
- Konica Minolta participates in EPEAT, a ratings standard for measuring electronics products' environmental impact.

Key Features



80 ppm Color Output on media up to 350 gsm



Automated Closed-Loop Quality Management System



864,000 Sheet Monthly Duty Cycle



Duplex High-Capacity Banner Printing



DESIGNED FOR OUR PLANET.

Konica Minolta's Clean Planet Program provides cost-free recycling for all our consumables, including toner cartridges, toner bottles, imaging units, developer and drums, with prepaid shipping labels and cost-free packaging. Courtesy pick-up is available to high-volume users.

SUSTAINABILITY


Our exclusive Simitri® HD⁺ toner formulation uses plant-based biomass material to reduce environmental impact. Our presses use recycled PC/ABS resins and bioplastics in construction. The AccurioPress series models are EPEAT-Gold Certified and achieve among the lower power consumption rate of presses in their class.

ECOVISION 2050

We're committed to a mid-century goal of reducing CO₂ emissions by 80% from 2005 levels, minimizing greenhouse gases that may contribute to global warming. We pursue that goal every day, with focused energy savings, clean manufacturing and highly efficient recycling practices.

Konica Minolta Accurio C3080 – Option 1

AccurioPress C3080

 Size(W x H x D) =
3,786 x 1,478 x 903 mm

Color: 80 ppm

B/W: 80 ppm

Paper size: 5.5 x 8.5 to 13 x 19

Max.Paper capacity[80g/m²]: 6130



Option List


Item
Finisher FS-532
Saddle Stitcher SD-506

Item
Dual Scan Document Feeder DF-706
Status indicator light
Relay Unit RU-518
Fiery Image Controller IC-313
└ Video Interface Kit VI-509
Paper Feeder Unit PF-707m


C3080 Accurio Press – Option 1		Description
Accurio Press C3080 Color		Digital Color Production Color Press
Network Services Onsite		Support on site for seamless integration support
DF-706 Document Feeder		Dual Scan Document Feeder – 300 Sheets
PF-707m Vacuum Feed paper		Three Drawer Vacuum feed paper Feed unit
RU-518 Relay		Anti-Curl and production pass through
SD-506 Saddle Stitch Finisher		Up to 200 Page Saddle Stitch Book
FS-532 100 Sheet Staple Finisher & 2/3 Hole Punch		3,000 Sheet Open Stacker, Stapler and hole punch
ESP Diagnostic Power Filter 240V/30A		Surge Protector Main Engine
IC-113 FIERY Controller		Processing and complete command workstation
Financial - Monthly Lease		<u>48 Month Lease Payment – Billed quarterly - \$ 6,912.00 –</u>
KM – Will terminate current lease on C1070		Service for C3080 - <u>\$ 7,980.00 – Includes 210,000 per quarter</u>
KM – Will return current unit to leasing company		COLOR: .038 any size one-click up to 13 x 19
		Black and White .007
		ZERO escalations throughout life of lease
		<u>\$ 1,238.00 – Average quarterly overage bill</u>

FINISHING OPTIONS


The AccurioPress C3080 series features a variety of finishing options to meet customers' needs and tap into new revenue streams.




Booklets
(including square-fold and full-bleed finishing)




Perfect bound




Punching




GBC punching and binding




Stapling




Stacking



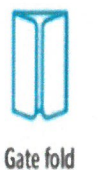
Envelopes



Banner printing

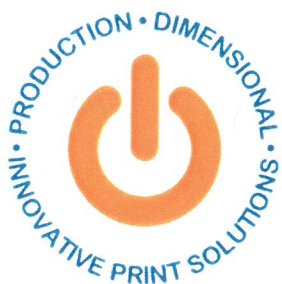


Tri-fold



Gate fold

COUNT **ON** KONICA MINOLTA



Uncompromised speed to drive your business ahead of the competition



KONICA MINOLTA



KONICA MINOLTA

**City of Mesquite Print Shop
C3080 Proposal 3/5/2019
PO Information for Lease**

- **Contract Number DIR-TSO-3082**
- Per MLA T's & C's are controlling and supersede PO Terms and Conditions.
- 48 Month FMV Lease Payment \$2269, billed quarterly
- Lease price includes final payment of \$1190.50 to Konica Minolta for Unit Contract # 61271789 for model C1070-A50U011001006.
- Excludes Maintenance overages.
- Texas Sales and Use Tax; Permit No. # 1-75-6000606-0

Proposed New System

A9VE011 - bizhub PRESS C3080
7640012602 - Basic Professional Services
7640020218 - Expert Color Production Training
7640015255 - Professional Services Project Fee
A782WY2 - DF-706 Auto Document Feeder
A9CEWY1 - RU-518 Relay Unit
A55CWY2 - PF-707m Paper Feed Unit
A4F3WY1 - FS-532 100 Sheet Stapler Finisher
A0H2WY2 - SD-506 Saddle Stitch Unit
A9F5WY3 - IC-313 EFI Server Type Image Controller
A9GWY2 - VI-509 Video Interface Kit
45152665 - FACI+CPS+Imp+JM+Gappe
KONI6600 - LR5402 Patlite Status Light Kit
EV20830L630GNS - ESP Power Filter 240V/30A
(3) XGPCS15DKM - ESP Power Filter 120V/15A
7640019042 bizhub PRESS Starter Kit

Remittance Address for Lease Payments:

Konica Minolta Business Solutions C/O DeLang Landen Financial Services, Inc
111 Old Eagle School Road
Wayne PA 19087

Install at Print Shop

757 N Galloway Avenue
Mesquite TX 75149

mthompso@cityofmesquite.com

Monica Thompson 972-216-6240 or 972-216-6239