

F-25

Whereas, the Union Township Board of Education has elected to lease-purchase new copiers under NJ State Contract Commodity Code G-2075 and NJ State Contract A40467, These copiers can be networked for use as printers and scanners; and

Whereas, Atlantic Business Products provided us with a proposal under the state contract # 40467 for 20 Savin Copiers, 14 HP Printers, and Paper Cut cost recovery software in the amount of \$6,954.00 per month for 60 months and a cost of \$.004 for Black and White copies (which includes all service, parts, labor and toner) and a MPS program (Managed Print Service) at a cost of \$.0256 for Black and White Prints and \$.10 per color prints on existing Printer Fleet and

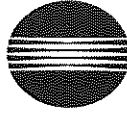
Now Therefore Be IT Resolved; that the Union Township Board of Education enter a contract with Atlantic Business Products for a 60 month period starting 02/18 with payments to commence 07/2018 ending 09/2023

Gregory E. Brennan
School Business Administrator/
Board Secretary

Board Approved: March 20, 2018

Union Board of Education

School	Dept	Proposed Model	Atlantic Discounted Lease Price	Commercial List Lease Price	GSA Schedule Lease Price
High School	Carear Education	Savin 7503	\$6,954.00	\$20,787.00	\$10,774.00
High School	Guidance Office	Savin 7503	Included	Included	Included
High School	Main Office	Savin 7503	Included	Included	Included
Hannah Caldwell	Supervisors	Savin 4055	Included	Included	Included
Washington	Teachers Room	Savin 6503	Included	Included	Included
Franklin	Main Office	Savin 6503	Included	Included	Included
Franklin	Library	Savin 6503	Included	Included	Included
Kawameeh	Copy Room	Savin 8210	Included	Included	Included
Livingston	Teachers Room	Savin 8200	Included	Included	Included
Livingston	Main Office	Savin 5055	Included	Included	Included
Connecticut Farms	Copy Room	Savin 8200	Included	Included	Included
Connecticut Farms	Main Office	Savin 5055	Included	Included	Included
Burnett	Room 124	Savin 5055	Included	Included	Included
Burnett	Special Services	Savin 3055	Included	Included	Included
Burnett	Guidance Office	Savin 4055	Included	Included	Included
Burnett	Main Office	Savin 7503	Included	Included	Included
Battle Hill	Main Office	Savin 7503	Included	Included	Included
Battle Hill	Teachers Room	Savin 8210	Included	Included	Included
Battle Hill	Teachers Room	Savin 7503	Included	Included	Included
Jefferson	Main Office	Savin 6503	Included	Included	Included
Various Locations	Various Locations	14 HP Printers	Included	Included	Included
			\$6,954.00	\$20,787.00	\$10,774.00
		710,000 Pages Per Month	\$2,840.00	\$6,390.00	\$3,550.00
		Total Monthly Cost	\$9,794.00	\$29,307.00	\$14,294.00
*** Lease Price includes Paper Cut Software.					
*** The following rates on Maintenance for Atlantic is \$.004 per copy, Retail is \$.009 per copy and GSA is \$.005 per copy					
*** Note the CPC of \$.004 includes staples where the Retail Cost and GSA does not.					



KONICA MINOLTA

March 7, 2018

Gregory Brennan
Business Administrator
Union Township Board of Education
2369 Morris Ave
Union, NJ 07083-5712

Dear Gregory:

On behalf of, Konica Minolta Business Solutions, I would like to thank you for the opportunity to respond to present a proposal to the Union Township Board OF Education.

Konica Minolta is a leading provider of copiers and multifunction devices. Based on the information we discussed I am presenting the following proposal for your review.

The enclosed proposal is based on all New Jersey state contract pricing. I am sure you will find our recommendations compelling and meeting the expressed needs of the district.

In addition to our excellent products proposed all our equipment is backed with Konica Minoltas Full Service Maintenance Program.

Should Union Township Board OF Education. Require any additional workflow software solutions please let me know and I will be happy to propose these solutions to complement our solution.

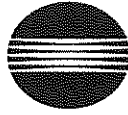
Please call me if you have any questions please contact me at 201-825.4000.

Again, thank you for this opportunity.

Mark Roman

Mark Roman
Account Manager
Konica Minolta Business Solutions

The essentials of imaging



KONICA MINOLTA

Proposed Equipment

- (2) Konica Minolta 1100 Digital Multifunctional Systems**
- (2) Konica Minolta 958 Digital Multifunctional Systems**
- (6) Konica Minolta 754e Digital Multifunctional Systems**
- (4) Konica Minolta 658e Digital Multifunctional Systems**
- (3) Konica Minolta 558e Digital Multifunctional Systems**
- (2) Konica Minolta 458e Digital Multifunctional Systems**
- (1) Konica Minolta 308 Digital Multifunctional Systems**
- (1) Paper Cut Print Management Software**

Monthly Lease Price @ \$7,513.00

All service and supplies (paper/staples not included) to be billed at \$.0054 per copy. Monthly cost based on 710,000 copies per month is \$3,834.00.

Total Monthly Cost based on 710,000 copies: \$11,347.00

***Proposal includes delivery, set-up and training.**

***Proposal includes pay-off and return of current Ricoh Equipment**

The essentials of imaging