BELLVILLE INDEPENDENT SCHOOL DISTRICT
Meeting of the BISD Board of Trustees

March 22, 2021

Subject:	Consider approval of the copier contract with Konica Minolta
Presenter:	Dennis Jurek
Board Policy:	
BISD Goal:	1. Develop and attain local standards for high levels of integrated learning and performance. [LEARNING] 2. Foster a connected, collaborative, and strategic approach to continuous improvement for the district. [LEADERSHIP] 3. Create a culture that attracts, develops, and retains exceptional individuals to be part of our district and community. [HUMAN CAPITAL] 4. Cultivate connections in our schools and community to ensure all feel safe, valued, and engaged in meaningful ways. [COMMUNITY]

Summary:	Bellville ISD is currently coming to the end of a four year copier contract with Konica Minolta. Konica Minolta has proven to have quality copier equipment and excellent service response and resolution. The copiers provide top quality copies and the scanning capabilities have allowed electric document conversion, decreasing in many instances physical copy needs. The copier proposal includes an additional two copiers (replacing 8 printers), single pass scanning on all copiers, color scanning on all copiers, and upgraded copiers rated at current volumes. The proposal pricing based on a fixed monthly lease amount and a monthly maintenance fee based on a per copy price. Pricing fee structure is broken down on page 12 of the proposal per copier. The estimated yearly cost is based on the fixed lease and estimated volume of 500,000 copiers per month based on actual prior usage.

Lease	**Service/Maintenance**	**Yearly Total**
$26,261	$28,257 (est.)	$54,518

To meet procurement requirements, Bellville ISD will utilizing an inter-local contract through DIR (Department of Information Resources). The current bid is under DIR Contract No. DIR-CPO-4439. |

BELLVILLE BRAHMAS
LEARNERS TODAY. LEADERS TOMORROW.

Attachments:	▪ Konica Minolta Proposal
Recommendation:	It is my recommendation, the board approve the four year proposal with Konica Minolta under DIR Contract DIR-CPO-4439

RETHINK
WHAT'S POSSIBLE

PROPOSAL FOR:

Bellville Independent School District

Print Assessment and Copier Proposal

PRESENTED BY:

Chris Strickland

Sr. SLED Specialist

Konica Minolta Business Solutions U.S.A., Inc.

Dear Bellville Independent School District:

Today's highly mobile, flexible and dynamic workforce requires technologies and solutions that seamlessly connect people, spaces and technologies. At Konica Minolta, we are committed to helping you increase collaboration and productivity and improve your overall workplace efficiencies.

The enclosed proposal provides a detailed description of the proposed workgroup turnkey Konica Minolta system and describes how we would implement it at your organization. It also discusses the resulting financial and productivity benefits. Many are based on the findings of our audit.

Konica Minolta will provide an excellent document imaging and management solution for your company that will dramatically lower your document processing costs, provide tremendous document processing flexibility and enhance staff productivity throughout the enterprise

Thank you for considering Konica Minolta. We look forward to demonstrating our commitment to you and are confident that our offering will meet your expectations and deliver increased value and efficiencies.

Sincerely,

Chris Strickland
Cstrickland@KMBS.konicaminolta.us
832-239-5993

KONICA MINOLTA

Executive Summary

As an industry leader we are committed to a client-first methodology, offering an expansive smart office product portfolio from IT Services, Information Management. Managed Print Services and industrial and commercial print solutions. This end-to-end strategy, along with a consultative engagement with our clients, provides a 360° view of your business processes, challenges, as well as your goals and objectives. Through this collaborative approach, Konica Minolta enables targeted solutions yielding improved efficiencies, cost reduction and the realization of our clients' vision.
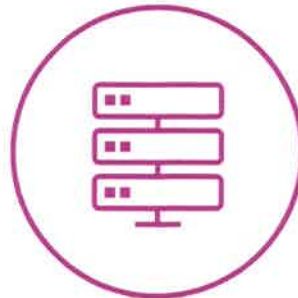
Our Portfolio

Delivering solutions and services that enable the Workplace of the Future™

INFORMATION MANAGEMENT
ENTERPRISE CONTENT MANAGEMENT
PRINT MANAGEMENT
AUTOMATED WORKFLOW SOLUTIONS
BUSINESS PROCESS AUTOMATION
SECURITY & COMPLIANCE
MOBILITY
eDISCOVERY SERVICE

IT SERVICES
APPLICATION SERVICES
CLOUD SERVICES
IT SECURITY
MANAGED IT SERVICES
IT CONSULTING & PROJECTS
MANAGED VOICE SERVICES
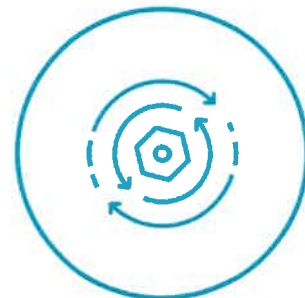
TECHNOLOGY
OFFICE MULTIFUNCTION BUSINESS SOLUTIONS
COMMERCIAL & PRODUCTION PRINTERS
3D PRINTERS
WIDE FORMAT PRINTERS
LAPTOPS, DESKTOPS & COMPUTER HARDWARE
SERVERS & NETWORKING EQUIPMENT
MANAGED PRINT SERVICES (MPS)
MANAGED ENTERPRISE SERVICES

Account Management

Our relationship will be managed by the Konica Minolta SLED team based in our Houston branch. The team will ensure the overall success of our program and the timely implementation of our solution. They will also provide support in managing any contract changes or additions, implementing process improvements and resolving all general issues in a timely manner. Additional support, including site analysis, order receipt and fulfillment, service maintenance, billing and fleet reporting will also be coordinated by your Konica Minolta SLED team and the appropriate Konica Minolta team members. The designated Konica Minolta point of contacts for Bellville Independent School District will be:

- Chris Strickland - *Senior Account Executive Public Sector*
  cstrickland@KMBS.konicaminolta.us :: (832) 239-5993

- John Wiltshire - *Manager of Public Sector*
  Jwiltshire@KMBS.konicaminolta.us :: (832) 467-5158

- Harrison Harpole - *Area Vice President*
  hharpole@kmbs.konicaminolta.us :: (832) 467-5176

- Brian Steinmann - *Service Manager.*
  bsteinmann@kmbs.konicaminolta.us :: (832) 467-5203

- ALEX BASHUNOV– *Project Manager*
  ABashunov@kmbs.konicaminolta.us :: (832) 467-5203

Konica Minolta delivers a collaborative and proactive approach to foster improvements in your efficiency and the effectiveness of your document and information management program. At regular intervals during our relationship, the team will coordinate Periodic Account Review (PAR) meetings that will act as a forum to discuss our partnership, the current deliverables, and the development of future strategies. We recommend these reviews take place on a quarterly basis, or as needed, throughout the term of your contract.

Customized fleet reports, based on data collected by our service and billing system, will also be presented to analyze performance in a concise manner. The format of the reports, and the data to be included, will be discussed upon award to ensure that all relevant data can be captured and accurately defined.

Konica Minolta will provide additional support by:

- Performing site analyses.
- Organizing delivery and deployment of product.
- Managing contract changes and additions.
- Implementing process improvements.
- Tracking order receipt and fulfillment.
- Coordinating service, maintenance and end user training.
- Providing invoice and fleet reporting.
- Engaging third party providers when necessary.
- Providing our loyalty every step of the way!

KONICA MINOLTA

Proposed Equipment

Bizhub 750i

As a new model added to the bizhub legacy product line, this i-Series houses a powerful engine, a quad-core central processing unit with standard 8 GB of memory and 256 GB SSD, which allows for quick-response, high-performance operations with higher print speeds. With an additional combination of full-speed media printing range, high-speed single pass dual scan doc feeder as well as finishing options, digital skew correction, and large capability trays, it blends reliable functionality with versatile serviceability. 75ppm B/W and 280opm scanning.

- **50 Sheet Staple Finisher**
- **Saddle Stitch (Saddle Stitch will be on 1 machine)**
- **Hole Punch**
- **6,650 Paper Capacity**
- **Mobile Print Support**

Location	Replacing
Bellville High School Print Room	**Bizhub 654e**
Bellville High School Print Room	**Bizhub 654e**

KONICA MINOLTA
MarketPlace

![KONICA MINOLTA]

Bizhub 650i

As a new model added to the bizhub legacy product line, this i-Series houses a powerful engine, a quad-core central processing unit with standard 8 GB of memory and 256 GB SSD, which allows for quick-response, high-performance operations with higher print speeds. With an additional combination of full-speed media printing range, high-speed single pass dual scan doc feeder as well as finishing options, digital skew correction, and large capability trays, it blends reliable functionality with versatile serviceability. 65ppm B/W and 280opm scanning.

- **50 Sheet Staple Finisher**
- **Hole Punch**
- **6,650 Paper Capacity**
- **Mobile Print Support**

Location	Replacing
Bellville Jr. High Print Room	**Bizhub 558**
Bellville Jr. High Print Room	**Bizhub 558**

KONICA MINOLTA
MarketPlace

Bizhub 550i

As a new model added to the bizhub legacy product line, this i-Series houses a powerful engine, a quad-core central processing unit with standard 8 GB of memory and 256 GB SSD, which allows for quick-response, high-performance operations with higher print speeds. With an additional combination of full-speed media printing range, high-speed single pass dual scan doc feeder as well as finishing options, digital skew correction, and large capability trays, it blends reliable functionality with versatile serviceability. 55ppm B/W and 280opm scanning.

- **50 Sheet Staple Finisher**
- **Hole Punch**
- **6,650 Paper Capacity**
- **Mobile Print Support**

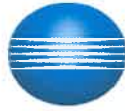| Location	Replacing
Bellville West End	**Bizhub 558**
Bellville O'Bryant Primary	**Bizhub 558**
Bellville O'bryant Primary	**Bizhub 558**
Bellville O'bryant Intermediate Print Room	**Bizhub 558**
Bellville O'bryant Intermediate Print Room	**Bizhub 558**

Bizhub 300i

As a new model added to the bizhub legacy product line, this i-Series houses a powerful engine, a quad-core central processing unit with standard 8 GB of memory and 256 GB SSD, which allows for quick-response, high-performance operations with higher print speeds. With an additional combination of full-speed media printing range, high-speed single pass dual scan doc feeder as well as finishing options, digital skew correction, and large capability trays, it blends reliable functionality with versatile serviceability. 30ppm B/W and 280opm scanning.

- **50 Sheet Staple Finisher**
- **Hole Punch**
- **Mobile Print Support**

Location	Replacing
Bellville Administration Building	**Bizhub 368**
Bellville West End	**Bizhub 308**
Bellville High School Library	**Bizhub 368**
Bellville High School Agricultural	**Bizhub 227**
Bellville Spicer	**Bizhub 227**
Bellville O'bryant Intermediate Spec. Ed	**(5)Desktop Printers**

![Konica Minolta logo]

KONICA MINOLTA

Bizhub C450i

As a new model added to the bizhub legacy product line, this i-Series houses a powerful engine, a quad-core central processing unit with standard 8 GB of memory and 256 GB SSD, which allows for quick-response, high-performance operations with higher print speeds. With an additional combination of full-speed media printing range, high-speed single pass dual scan doc feeder as well as finishing options, digital skew correction, and large capability trays, it blends reliable functionality with versatile serviceability. 45ppm B/W and Color with 280opm scanning.

- **50 Sheet Staple Finisher**
- **Saddle Stitch**
- **Hole Punch**
- **Mobile Print Support**

Location	Replacing
Bellville Administration Building	**Bizhub C458**

KONICA MINOLTA
MarketPlace

KONICA MINOLTA

Bizhub 4050i

As a new model added to the bizhub legacy product line, this i-Series houses a powerful engine, a quad-core central processing unit with standard 8 GB of memory and 256 GB SSD, which allows for quick-response, high-performance operations with higher print speeds. With an additional combination of full-speed media printing range, high-speed single pass dual scan doc feeder as well as finishing options, digital skew correction, and large capability trays, it blends reliable functionality with versatile serviceability. 40ppm B/W and Color with 280opm scanning.

- **Additional Paper Tray**
- **Mobile Print Support**
- **Cabinet Stand**

Location	Replacing
Transportation	(3) Desktop Printers

KONICA MINOLTA
MarketPlace

Pricing

Current:

Location	Equipment	Serial Number	B/W CPC	Color CPC	Average Volume
West End	bizhub 308	A9HK011001378	.0049	N/A	4,414
West End	bizhub 558	A9HG011002101	.0045	N/A	31,510
OB Primary	bizhub 558	A9HG011002470	.0045	N/A	53,789
OB Primary	bizhub 558	A9HG011002395	.0045	N/A	51,814
OB Intermediate	bizhub 227	A7AK011006803	.0083	N/A	2,141
OB Intermediate	bizhub 558	A9HG011002386	.0045	N/A	65,341
Junior High	bizhub 558	A9HG011002520	.0045	N/A	61,018
Junior High	bizhub 558	A9HG011002388	.0045	N/A	59,360
High School	bizhub 654e	A5YN017013263	.0045	N/A	78,113
High School	bizhub 654e	A5YN017012170	.0045	N/A	89,071
High School	bizhub 368	A9HJ011002773	.0049	N/A	2,903
High School	bizhub 227	A7AK011008609	.0083	N/A	4,685
Administration	bizhub 368	A9HJ011002778	.0049	N/A	2,934
Administration	bizhub C458	A79M011009777	.006	.049	6,922
Spicer	bizhub 227	A7AK011008627	.0083	N/A	1,053

Current 48 Month Lease Payment	$2,036

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Proposed:

Location	Equipment	Replacing	Proposed B/W CPC	Proposed Color CPC	Lease Cost
West End	bizhub 300i	bizhub 308	.0049	N/A	$100.14
West End	bizhub 550i	bizhub 558	.0045	N/A	$139.11
OB Primary	bizhub 550i	bizhub 558	.0045	N/A	$139.11
OB Primary	bizhub 550i	bizhub 558	.0045	N/A	$139.11
OB Intermediate	bizhub 550i	bizhub 227	.0049	N/A	$139.11
OB Intermediate	bizhub 550i	bizhub 558	.0045	N/A	$139.11
Junior High	bizhub 650i	bizhub 558	.0045	N/A	$139.11
Junior High	bizhub 650i	bizhub 558	.0045	N/A	$139.11
High School	bizhub 750i	bizhub 654e	.0045	N/A	$190.72
High School	bizhub 750i	bizhub 654e	.0045	N/A	$194.72
High School	bizhub 300i	bizhub 368	.0049	N/A	$107.41
High School	bizhub 300i	bizhub 227	.0049	N/A	$100.14
Administration	bizhub 300i	bizhub 368	.0049	N/A	$107.41
Administration	bizhub C450i	bizhub C458	.006	.049	$167.54
Spicer	bizhub 300i	bizhub 227	.0049	N/A	$100.14
OBI Spec. Ed	bizhub 300i	(5) Printers	.0049	N/A	$100.14
Transportation	bizhub 4050i	(3) Printers	.01	N/A	$46.32

Proposed 48 Month Lease Payment	$2,188.46

*Pricing is based on DIR Contract # DIR-CPO-4439
**CPC Costs include all Maintenance, Toners, Parts, Supplies, Training, and Break/Fix
***Pricing includes any Buyouts, Shipping, Install, and/or Return Fees

Upgrades:

- Single Pass Scanning on all copiers included which will improve scanning times
- Color Scanning on all copiers
- Bellville ISD will have copiers rated for current volumes
- Print and Copy speeds have increased
- Mobile printing available on devices