

Current Situation

Current USB Agreement	\$265.00
B/W Overage (534 overages)	\$ 11.73
Color CPC 1990 x .124	\$ 246.76
Total Current Spending	\$ 523.49

Equipment	Allowance	B/W Volume	Color Volume	B/W Overages Rate	Color Overages Rate
Sharp 2600	1000	1534	1990	.02197	.124

Proposed Solution

(2) New Xerox 7835 -PTA

- Network Print
- Scan to Email, Desktop or FTP
- PRINT DIRECT FROM IPAD AND IPHONES
- True Adobe Post Script
- Data security kit
- 4-550 sheet paper cassettes (11x17 1-click)
- Delivery set-up/ Network set-up
- On-going training

Service Includes:

- 1,534 B/W Impressions
- 1,710 Color Impressions
- All Parts, Labor, Travel Time, and Supplies. Excludes Paper and Staples Only.

Dahill to satisfy Current USB agreement and return equipment at no charge

Proposed Total Monthly Cost of Operation:

381.94

Monthly Savings of \$ 141.55

*\$15.00
a month
staples*



Proposed Solution

(2) New Xerox 7225 -PTA

- Network Print (25 pages per minute)
- Scan to Email, Desktop or FTP
- True Adobe Post Script
- PRINT DIRECT FROM IPAD AND IPHONES
- Data security kit
- 4-550 sheet paper cassettes (11x17 1-click)
- Delivery set-up/ Network set-up
- On-going training



Service Includes:

- 1,534 B/W Impressions
- 1,710 Color Impressions
- All Parts, Labor, Travel Time, and Supplies. Excludes Paper and Staples Only.

Dahill to satisfy Current USB agreement and return equipment at no charge

Proposed Total Monthly Cost of Operation:

341.00

Monthly Savings of \$ 182.49

Official Proposal For:

OFFICE SOLUTIONS[®]

Village of Volente

Proposal Submitted by:

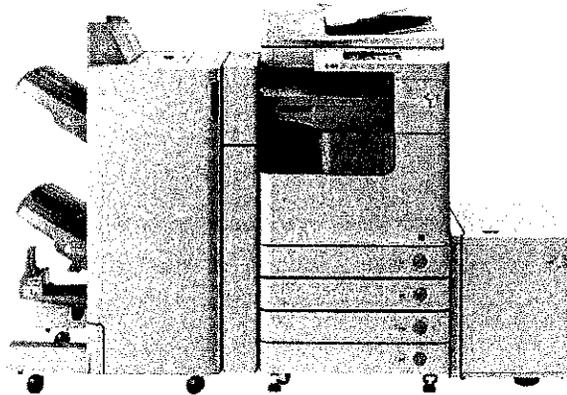
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IMAGING[®]

Village of Volente

Print Solution

OFFICE SOLUTIONS[®]

Overview: As one of the largest Independent Equipment Providers in the nation, Zeno Imaging is uniquely qualified to provide solutions and services to Village of Volente. Our size and presence affords us extremely strong relationships and financial advantages with manufactures, software engineering firms and financial institutions; without sacrificing the high level of service, support, and local accountability expected in high demand environments. Our commitment to excellence drives our customer focused business model and helps to facilitate close client relationships and the highest level of service, implementation, and client support for all products and services. Our proactive service and support model looks to bridge the gap between reactive service and truly preventative servicing, including automated processes and response protocol.

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- **Excellent Customer Service and Fast service response and repair:**
 - As a member of the BEI Pros Elite 100 (see following page for reference), Zeno is proud to be held to the highest standard for service and response. Our unique service benchmarking model prioritizes statistics that directly impact your service and equipment performance to ensure the highest level of service accountability. The result is a network of dedicated individuals working toward a common goal...the highest level of service in the business.
 - **Additional Service Information:**
 - To maximize every service call and eliminate future downtime, our service technicians complete a Total Call Checklist on every service call. A copy of the checklist is included in this section.
 - After every completed service call you or a member of your staff will receive a digital survey from our customer service department to ensure the following:
 - Each and every call has been completed to your satisfaction
 - You have immediate and easy access for additional communication or feedback
 - Results in complete accountability on every call and a higher level of positive feedback for our technicians.
 - **Complete end-user and key operator training :**
 - Zeno has a dedicated staff of professional trainers committed to a complete training for all users and support personnel. Their equipment expertise is available throughout the contract to make certain your staff can maximize your equipment technologies.



IMAGING[®]

Village of Volente

Print Solution

OFFICE SOLUTIONS®

Overview: Zeno's large product portfolio (Canon, Ricoh, HP, Kyocera, Sharp, and Oce) allows us the opportunity to offer Best in Class solutions focused on client priorities and solution requirements. Based on your existing requirements, our production print experience and the technologies available in production print, we are recommending both Ricoh and Canon as Best in Class solutions.

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- **Minimize jamming & maximize performance**
 - Many jams are a direct result of air humidity, high internal temperatures and inefficient friction feeding systems. Our solutions utilize state of the art technologies to drastically increase equipment performance:
 - Humidity detection and air purifying systems
 - Air-assist feeding for more efficient feeding
 - Liquid cooled toner to reduce heat emissions
 - Counter steering feed system
 - Multi-feed detection and purge technologies to reduce down time and maintain equipment stability
 - **User friendly equipment interface**
 - Based on Windows-like look and feel for more familiar interface
 - Easy to navigate and customize
 - User's can create personalized hot buttons and individual workflows
 - **Meet or exceed existing equipment capabilities**
 - All existing functionality will be available on new equipment
 - **Accounting and Tracking system**
 - Our Solutions include a very elaborate tracking system for detailed statistics and analysis.



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Village of Volente

Print Solution

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Current Situation

Current Rental Payment: \$ 219.00
Current Service Overages: \$271.55

Total Monthly Spend **\$490.55**

Current System	Contract Volume B/W	Contract Volume Color	Black & White Average	Color Average	Overage Cost
Sharp MX-2600	1,000-Excess@.02197	0-Excess @.12445	1,615@.02197 \$13.51	1,710@.12445 \$212.81	\$226.32
Total	1,000	0	\$13.51	212.81	226.32

IMAGING®

Canon Print Solution

(1)Canon IR 5240-

- 40 ppm B/W and Color printing and copying
- 2-500 Sheet Paper Cassettes with cabinet
- Copy, Print, Scan & Fax
- Color Scanning
- Fax Kit, with Fax Forwarding and PC Fax
- Data Security Kit
- Inner two way tray

Service Pricing Overview:

Includes 1,534 Black & White Impressions per month

Includes 1,710 Color Impressions per month

****Service includes all Toner, Parts, Service and Labor. Unlimited Training and Sales Support.***

Excludes Paper and Staples.

- All B/W Overages Billed @ \$.0135
- All Color Overages Billed @ \$.06
- All Overages Reconciled Quarterly
- Single click charge for all paper sizes

****Service includes all Toner, Parts, Service and Labor. Unlimited Training and Sales Support.***

Excludes Paper

Zeno to pick up and return existing equipment once Letter of Authorization is provided

60 Mo. S.L.G. Lease-

\$360.00

Options-

Inner Finisher-

Add- \$ 21.00 per mo.

External Finisher W/Hole Punch-

Add-\$ 54.00 per mo.