

Proposal for...

Albany Unified School District



March 19, 2025



KONICA MINOLTA

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Your Konica Minolta Team...

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NASPO Contract Advantages

No Need To:

- Develop RFQ/RFP/RFI (Legalities)
- Advertise, announce the solicitation, post it, pre-bid meetings...
- Deal with costly protests - *Contract was competitively Solicited by a public agency.*
- Negotiate or manage contract



Proposed Equipment

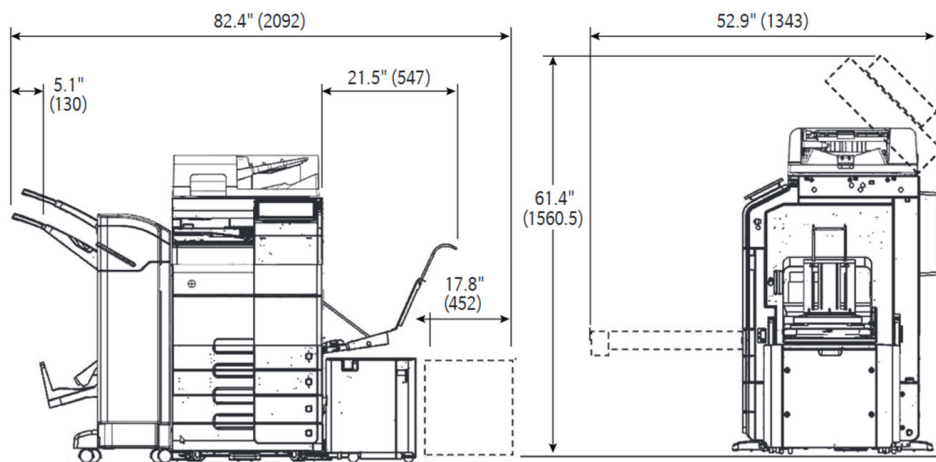
Bizhub C751i



- Up to 75 PPM Color Print/Copy
- Single Pass Dual Color Scanning
 - Up to 280 ipm
 - 300 Sheet Capacity
- Large 10" Floating Color Display
- 50 Sheet Floor Finisher
- 2/3 Hole Punch
- Fax Kit (1st and 2nd Line)
- Power Filter/Surge Protector

***Image for illustrative purposes only**

SPACE REQUIREMENTS



bizhub C751i FS-539 + LU-302



Proposed Solution 75ppm Color MFP



Purchase Price

Albany USD - District Office			
Qty	Item #	Model/Accessory	Contract Price
1	ADXD011	C751I 75PPM COLOR MFP W/DUAL COLOR SCANNER	\$7,200.00
1	7670525507	MFP DELIVERY CHARGE - LEVEL TWO	INC.
1	7640018094	BASIC NETWORK SERVICE - BNS04	INC.
1	AAR4WY3	FS-539 50 SHEET FLOOR FINISHER	\$673.75
1	ACU6WY1	RU-519 RELAY UNIT FOR FS-539	\$113.75
1	AC28W11	PK-524 2/3 PUNCH UNIT FOR FS-539	\$225.75
1	A883012	FK-514 FAX KIT (1st & 2nd LINE)	\$411.95
1	W200020120	PWRFILTER W PREMIUM INRUSH 120V/20A	\$276.25
TOTALS			\$8,901.45

* Sales Tax not included

Maintenance/Supply Pricing

bizhub C751i		
Monthly Min	B/W Images	Color Images
\$0.00	\$0.0064	\$0.043



Equipment Pricing Includes...

- **Delivery**
- **Network Installation**
- **Onsite and/or Virtual Training**
- **Removal and Disposal of Old Device (if needed)**

Maintenance Pricing Includes...

- **Parts**
- **On-Site Labor**
- **Toner and Staples**
- **Fixed Service Rates - Locked for up to 60 months**



KONICA MINOLTA

CUSTOMER **ONE** GUARANTEE

We believe the best customer experience comes from not only how our products perform and how easy they are to use, but also from giving our customers the peace of mind to know that our MFP are backed by the best guarantee in the industry. So when your new MFP arrives, you'll know you are getting the latest technology, superior service and support and a lease-long guarantee, **direct from the manufacturer.**

"It Works or It Walks"

We are so confident in the quality of our products that we guarantee your Konica Minolta MFP will (1) meet factory specifications and (2) be compatible with your network, or we'll replace it with an equivalent model:

- First two years: replacement will be a **brand new MFP**
- After two years: replacement may be new or refurbished
- **Plus**, Konica Minolta will also provide a \$1,000 credit towards your next Konica Minolta MFP as a way to say "we're sorry for the inconvenience."

We've Got You Covered

The best customer experience is one that avoids problems altogether which is why we've established remote monitoring and a rapid response process in conjunction with your local sales representative.

- Our Solutions & Support team will proactively monitor our installed MFP's performance, looking to identify potential issues before they become problems for our customers.
- Should a problem arise, our technical support, local service manager and advanced diagnostics team members are all empowered to authorize a replacement, allowing for a fast and easy resolution.