

In essence of everyone's time and in preparation for our meeting on 2/20/18, I am going to be recommending the following solutions as options for (3) new Xerox devices to be leased, while reducing overall expenses.

Current Scenario:

Xerox Devices

Currently, JICHS owns (14) Xerox MFP's. All of the devices are covered under the Full Service Maintenance (FSM) Agreement in accordance with the rates and terms of the NASPO / SC State Contract. Under these agreements, JICHS receives black/white click charges ranging from \$0.004, \$0.0049, \$0.0058, \$0.0065, \$0.0085, \$0.023 based on the model.

Based on the cumulative average monthly volume of 280,000+ images, JICHS incurs an average monthly expense for these (14) devices of **\$1,655.20.**

HP Devices

Currently, JICHS owns (37) Networked HP Printers. There are an unknown number of locally connected devices throughout the school, that are not accounted for in the below expenses.

All of the networked devices produce an average monthly volume of 21,350 Black/White images and 9,775 Color Images. JICHS incurs an average monthly expense for these (37) devices of **\$1,714.38.** These expenses were confirmed in an email dating 2/22/17 by Billy Koll. The above figure is only accounting for toner expenses, and not maintenance related parts – Mathew Gilbert acquires these parts and repairs the printers when needed.

Conservatively, JICHS has an average monthly investment of **\$3,369.58** for these output devices.

$$- \quad \mathbf{\$1,655.20 + \$1,714.38 = \$3,369.58}$$

Solution #1:

- Lease (3) Xerox AltaLink B8090 devices for a 60 Month Lease Term in accordance with NASPO / SC State Contract Pricing
- This device is currently on DEMO at JICHHS in the Teacher Workroom
- This is a 90 Page Per Minute “Business Mono” device

The new 60 monthly lease payment for (1) Xerox AltaLink B8090 device is **\$230.62** per month or **\$691.86** for (3) of these recommended Xerox devices.

Current Xerox Devices

The current fleet of JICHHS owned (14) Xerox MFP’s will continue to be covered under the Full Service Maintenance (FSM) Agreement in accordance with the rates and terms of the NASPO / SC State Contract. Under these agreements, JICHHS receives black/white click charges ranging from \$0.004, \$0.0049, \$0.0058, \$0.0065, \$0.0085, \$0.023 based on the model.

Based on the cumulative average monthly volume of 280,000+ images, JICHHS incurs an average monthly expense for these (14) devices of **\$1,655.20**.

HP Devices

Currently, JICHHS owns (37) Networked HP Printers. There are an unknown number of locally connected devices throughout the school, that are not accounted for in the below expenses.

All of the networked devices produce an average monthly volume of 21,350 Black/White images and 9,775 Color Images. JICHHS incurs an average monthly expense for these (37) devices of **\$1,714.38**. These expenses were confirmed in an email dating 2/22/17 by Billy Koll. The above figure is only accounting for toner expenses, and not maintenance related parts – Mathew Gilbert acquires these parts and repairs the printers when needed.

Conservatively, JICHHS will have an average monthly investment of **\$4,061.44** for these output devices.

- **\$1,655.20 + \$1,714.38 + \$691.86 (New Lease Payment) = \$4,061.44**
- **A monthly increase of \$691.86 per month.**

Solution #2:

- Lease (3) Xerox AltaLink B8090 devices for a 60 Month Lease Term in accordance with NASPO / SC State Contract Pricing
- This device is currently on DEMO at JICHS in the Teacher Workroom
- This is a 90 Page Per Minute "Business Mono" device
- Carolina Office Systems will adopt the current fleet of desktop printers (HP, Brother, Lexmark, etc.) under our managed services agreement
 - o This agreement will cover all toner, parts, labor, drums, maintenance kits and "Hot Swaps"

The new 60 month lease payment for (1) Xerox AltaLink B8090 device is **\$230.62** per month or **\$691.86** for (3) of these recommended Xerox devices.

Current Xerox Devices

The current fleet of JICHS owned (14) Xerox MFP's will continue to be covered under the Full Service Maintenance (FSM) Agreement in accordance with the rates and terms of the NASPO / SC State Contract. Under these agreements, JICHS receives black/white click charges ranging from \$0.004, \$0.0049, \$0.0058, \$0.0065, \$0.0085, \$0.023 based on the model.

Based on the cumulative average monthly volume of 280,000+ images, JICHS incurs an average monthly expense for these (14) devices of **\$1,655.20**.

HP Devices

Currently, JICHS owns (37) Networked HP Printers. There are an unknown number of locally connected devices throughout the school, that are not accounted for in the below expenses.

All of the networked devices produce an average monthly volume of 21,350 Black/White images and 9,775 Color Images. JICHS incurs an average monthly expense for these (37) devices of **\$1,714.38**. These expenses were confirmed in an email dating 2/22/17 by Billy Koll. The above figure is only accounting for toner expenses, and not maintenance related parts – Mathew Gilbert acquires these parts and repairs the printers when needed.

Carolina Office Systems, under our managed services agreement for **\$975.00** per month. A cost savings of **44%**.

Conservatively, JICHS will have an average monthly investment of **\$3,322.06** for these output devices.

- **\$1,655.20 + \$691.86 (New Lease Payment) + \$975.00 (MPS) = \$3,322.06**
- **A monthly Savings of \$47.52 per month.**

Solution #3:

- Lease (3) Xerox D95 devices for a 60 Month Lease Term in accordance with NASPO / SC State Contract Pricing
- JICHHS has purchased a Xerox D95 for use in the Teacher Workroom on 10/19/16.
 - o This device is currently the “most used” device at JICHHS
 - o It currently has an average monthly volume of 45,000 Images per month
- This is a 95 Page Per Minute “Production Mono” device
- Carolina Office Systems will adopt the current fleet of desktop printers (HP, Brother, Lexmark, etc.) under our managed services agreement
 - o This agreement will cover all toner, parts, labor, drums, maintenance kits and “Hot Swaps”

***With this solution, Carolina Office Systems will work to cancel the existing FSM agreements under the NASPO terms and conditions**

****Carolina Office Systems will provide a single invoice for all Xerox devices**

The new 60 month lease payment for (1) Xerox D95 device is **\$357.33** per month or **\$1,072.00** for (3) of these recommended Xerox devices.

Current/NEW Xerox Devices

The current fleet of JICHHS owned (14) Xerox MFP’s and the (3) New Xerox D95 MFP’s will be covered under the Full Service Maintenance (FSM) Agreement and JICHHS will have one monthly invoice for all Xerox devices. Under this new agreement, JICHHS will receive a single black/white click charge of **\$0.0055** on all Xerox devices. Based on the cumulative average monthly volume of 280,000+ images, JICHHS incurs an average monthly expense for these (14) devices of **\$1,524.30.** A cost savings of **9%**.

HP Devices

Currently, JICHHS owns (37) Networked HP Printers. There are an unknown number of locally connected devices throughout the school, that are not accounted for in the below expenses.

All of the networked devices produce an average monthly volume of 21,350 Black/White images and 9,775 Color Images. JICHHS incurs an average monthly expense for these (37) devices of **\$1,714.38.** These expenses were confirmed in an email dating 2/22/17 by Billy Koll. The above figure is only accounting for toner expenses, and not maintenance related parts – Mathew Gilbert acquires these parts and repairs the printers when needed.

Carolina Office Systems, under our managed services agreement for \$975.00 per month. A cost savings of 44%.

Conservatively, JICHs will have an average monthly investment of \$3,571.30 for these output devices.

- \$1,524.30 + \$1,072.00 (New Lease Payment) + \$975.00 (MPS) = \$3,571.30
- **A monthly increase of \$201.72 per month.**

Solution #4:

- Lease (2) Xerox D95 devices for a 60 Month Lease Term in accordance with NASPO / SC State Contract Pricing
- Lease (1) Xerox B8090 device for a 60 Month Lease Term in accordance with NASPO / SC State Contract Pricing
- JICHS has purchased a Xerox D95 for use in the Teacher Workroom on 10/19/16.
 - o This device is currently the “most used” device at JICHS
 - o It currently has an average monthly volume of 45,000 Images per month
- This is a 95 Page Per Minute “Production Mono” device
- Carolina Office Systems will adopt the current fleet of desktop printers (HP, Brother, Lexmark, etc.) under our managed services agreement
 - o This agreement will cover all toner, parts, labor, drums, maintenance kits and “Hot Swaps”

***With this solution, Carolina Office Systems will work to cancel the existing FSM agreements under the NASPO terms and conditions**

****Carolina Office Systems will provide a single invoice for all Xerox devices**

The new 60 month lease payment for (1) Xerox D95 device is **\$357.33** per month or **\$714.66** for (2) of these recommended Xerox devices.

The new 60 month lease payment for (1) Xerox B8090 is **\$230.62**

Current/NEW Xerox Devices

The current fleet of JICHS owned (14) Xerox MFP's, the (2) New Xerox D95 MFP's and the (1) Xerox AltaLink B8090 MFP will be covered under the Full Service Maintenance (FSM) Agreement. JICHS will have one monthly invoice for all Xerox devices. Under this new agreement, JICHS will receive a single black/white click charge of **\$0.0055** on all Xerox devices. Based on the cumulative average monthly volume of 280,000+ images, JICHS incurs an average monthly expense for these (14) devices of **\$1,524.30**. A cost savings of **9%**.

HP Devices

Currently, JICHS owns (37) Networked HP Printers. There are an unknown number of locally connected devices throughout the school, that are not accounted for in the below expenses.

All of the networked devices produce an average monthly volume of 21,350 Black/White images and 9,775 Color Images. JICHS incurs an average monthly expense for these (37) devices of **\$1,714.38**.

These expenses were confirmed in an email dating 2/22/17 by Billy Koll. The above figure is only accounting for toner expenses, and not maintenance related parts – Mathew Gilbert acquires these parts and repairs the printers when needed.

Carolina Office Systems, under our managed services agreement for \$975.00 per month. A cost savings of 44%.

Conservatively, JICHs will have an average monthly investment of \$3,464.30 for these output devices.

- \$1,524.30 + \$965.00 (New Lease Payment) + \$975.00 (MPS) = \$3,464.30
- **A monthly increase of \$94.72 per month.**