



CANON SOLUTIONS AMERICA



advancing business

For:

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Town of East Montpelier

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Value Added Benefits

A document management solution with Canon Solutions America offers a number of benefits that will add value to Town of East Montpelier's document workflow:

- **Automatic Meter Reads & Supply Fulfillment** – All new Canon ImageRunner Advance Series machines come standard with the ability to email their meters and supply levels automatically. This allows for auto shipment of toner and other supplies.
- **Secure Printing** – Send print jobs to the device but require them to be manually released with a PIN prior to actually printing. Adds a layer of security and prevents jobs from getting mixed up with other users.
- **Universal Send** – Distribute scanned documents to multiple destinations in one step including email, shared folders, and fax.
- **High Compression PDF / Searchable PDF** – All new Canon ImageRunner Advance Series machines include support for compact pdf which reduces file sizes up to 10x compared to traditional PDF. Some models also come standard with the ability to scan to Searchable PDF and Microsoft Word.
- **Mobile Printing** – All new Canon ImageRunner Advance Series machines come standard with the ability to print from Apple iOS devices with a free app.
- **Avoid Bottlenecks with Suspend Job Timeout** – holds any job needing resources (such as different paper size) and prints the next job in the queue
- **Quick Menu** – Quickly and easily program complex workflows or copy jobs to a one touch button.

Our proposed solution

Configuration

Replace Océ

Canon IR Advance C5235

- 35 PPM Black & White and 30 PPM **Color**
- Copying and Network Printing (including from mobile devices)
- **Scan to email and/or folder at 51 ppm B&W and Color**
- **Scans to Searchable PDF and Microsoft Word**
- 100 Sheet Duplexing Automatic Document Feeder
- 4 x 550 Sheet Cassettes up to 12" x 18"
- 100 Sheet Bypass up to 12" x 18"
- Internal Finisher with multi-position stapling



Secondary Machine - Used

Canon IR Advance C5030

- 30 PPM Black & White and 30 PPM **Color**
- Copying and Network Printing (including from mobile devices)
- **Scan to email and/or folder at 70 ppm B&W and Color**
- 100 Sheet Duplexing Automatic Document Feeder
- 4 x 550 Sheet Cassettes up to 12" x 18"
- 100 Sheet Bypass up to 12" x 18"



The Financial Proposal

| Proposed Equipment (Configured as above) | 60 Month FMV Lease* | Service Contract (Shared between both machines) |
|---|------------------------|---|
| Canon IR Advance C5235 | \$158 | 6,000 B&W Pages Per Month @ .007 = \$42 B&W Overages @ .007 Per Page |
| Canon IR Advance C5030 | No Cost | Color Charged Per Usage @ .067 Per Page *10,000 Color Pages Free for First Year* *30,000 B&W Pages Free for First Year* |

*All lease prices include buyout and return shipping of the existing equipment.

Service Contract

A service contract with CSA covers all training, service, labor, travel, parts, toner, developer, drums and any other part on the copier. It does not include paper or staples. Our service team averages a 4 hour response time and a 1 hour call back time. If we are unable to repair your machine, you will receive a replacement machine with equal or greater specifications.

Installation & Training

All installation costs are included in the lease prices provided; installation includes physically installing the MFPs and removing the old ones, connecting to your network, setting up printing, setting up faxing (if applicable) and setting up scanning to folders and/or email.

Training is available from your Account Representative and will be provided on an on-going as needed basis. As much training as desired will be provided.

References

I encourage you to contact the following references who are current CSA Customers:

- Town of Randolph; Randolph
 - Joyce Mazzucco
 - 802/728-5682
 - Lease three Canon machines including a C5235.
- Town of Richmond; Richmond
 - Carol Mader
 - 802/434-2430
 - Recently leased a Canon 4000 series from CSA.
- Town of Northfield; Northfield
 - Doug Reed
 - 802/485-5421
 - Recently purchased a couple of machines from CSA including a C5200 series.