Enterprise Print & Multi-function Device Replacement

► Our current devices were installed in early 2013 and have overextended their recommended life cycle.

► A project was initiated in early 2020 to identify a vendor to work with on replacing these aging devices with multiple (7) vendors being considered during the selection process.

► Watts Copy Systems Inc. was selected for recommendation on the following reasons:

- Offered a "no back-end cost" when the devices reached their end of life.

- Prices are locked in for the duration of the contract.

- Vendor offers 8 years of support and allows a 60 day to pay without penalty provision.

- Vendor has 27 technicians available in the area (4 in McLean County and 2 in Bloomington/Normal).

- Vendor was the only one to offer tiered click-charge pricing on color print.

- Their solution provided more devices with additional functionality at a lower cost than any of the other vendors.

- Kyocera participates in an OMNIA Partnership (Contract # R191102) which provided us with competitive pricing.

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▶ Current average monthly cost of current print solution is **$6,342** per month (based off 2020 usage data).

▶ Projected monthly cost of recommended print solution is **$4,940.04** per month.

▶ Estimated monthly cost savings - $1,401.96

▶ Total estimated cost savings over the life of the 5-year contract - $84,117.60

▶ The new solution includes 7 additional print devices at a lower monthly cost.

▶ The new solution will help enable the Cities Information Technology Department Strategy through the implementation of new print technologies and capabilities.

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▶ Additional Soft-Cost Benefits include:

    ▶ Significantly decrease down time caused by aging print infrastructure.

    ▶ New hardware / software aligns with our Information Technology Strategy.

    ▶ Allows for lowering costs through:

        ▶ Infrastructure consolidation (reduce and/or eliminate desktop printing)

        ▶ Removal of FAX lines when and where its appropriate.

        ▶ Power savings due to the newer technology being more energy efficient.

    ▶ Enables a "Print as a Service" mentality that will allow us to shift our printer support to a managed service if and when that makes sense.