

**City of Stockton**

**A Ray Morgan Company**

**Canon Proposal**

**C910 & DP140**

*Offer Expires* **5/31/2021**

# A Ray Morgan Proposal *for* **City of Stockton**

**Proposal Date: 3/10/2021**

**Proposal Expiration Date: Must be ordered and installed by May 31st, 2021**

## Canon ImagePress C910

*Pricing is based on Shasta*

### Canon ImagePress C910

#### Equipment Detail Investment Breakout

Equipment	Qty	Base Price	Shasta Discount	Your Price	Total	60 Mo. Lease
Canon ImagePress C910 Main Engine, 3238C032AA	1	\$38,100	\$18,866	\$19,234	\$19,234	\$330
ImagePress 90 ppm Speed License, 3244C001AA	1	\$35,200	\$22,413	\$12,787	\$12,787	\$220
Duplex ImageReader K1, 3241C002AA	1	\$5,200	\$2,340	\$2,860	\$2,860	\$49
Multi-Drawer Paper Deck, 1136C005AA	1	\$10,320	\$4,644	\$5,676	\$5,676	\$97
PrismaSync Print Server, 3914C025AA	1	\$13,000	\$5,850	\$7,150	\$7,150	\$123
PrismaSync Speed Lic Act, 4007C043AA	1	\$15,000	\$2,250	\$12,750	\$12,750	\$219
Operator Attention Light, 8117B044BA	1	\$950	\$300	\$650	\$650	\$11
Booklet-Finisher W1, 0118C002AA	1	\$16,400	\$7,380	\$9,020	\$9,020	\$155
Puncher Unit BS1, 5738B002AA	1	\$945	\$381	\$564	\$564	\$10
Multi Function Pro Puncher B1, 0258C005AA	1	\$15,000	\$3,000	\$12,000	\$12,000	\$206
High Durability Comb 19 Hole Die, 0259C018AA	1	\$3,000	\$804	\$2,196	\$2,196	\$38
Surge Protectors	3	\$110		\$110	\$329	\$6
Lease Payoffs ( <i>Assumes PO by December, last pmnt Jan.</i> )	1	\$28,582		\$28,582	\$28,582	\$491
Delivery/Installation	1	\$0		\$0	\$0	\$0
Professional Services/Training Non-Contract	1	\$2,500		\$2,500	\$2,500	\$43
<b>Subtotal Equipment</b>		<b>\$184,307</b>			<b>\$116,298</b>	<b>\$1,997</b>
<b>2nd Quarter Promotional Discount, Must be ordered and installed by May 31st, 2021</b>					<b>-\$20,000</b>	<b>-\$343</b>
<b>Equipment Total</b>					<b>\$96,298</b>	<b>\$1,653</b>
less 0% downpayment					<b>\$96,298</b>	

Options:	Qty	Base Price	Shasta Discount	Your Price	Total	60 Mo. Lease
ImagePress C810 Speed License, 3245C001AA	1	\$24,000	\$16,100	\$7,900	\$7,900	\$135.64

### Finance

Finance - Lease	Monthly
60 Month, FMV, <i>Special Promotional Rate, Must be ordered and installed by March 31st, 2021</i>	\$1,653

Service & Supplies	Base	Allow	Color Over	BW Over	Total	Monthly
C910 Service & Supplies	\$1,120	40,000	0.028	0.0080	\$1,120	\$1,120

# A Ray Morgan Proposal *for* **City of Stockton**

**Proposal Date: 3/10/2021**

**Proposal Expiration Date: *Must be ordered and Installed by May 31st, 2021***

## Canon VarioPrint DP-140

*Pricing Based on Shasta Contract*

### Canon VarioPrint DP-140

#### Equipment Detail Investment Breakout

Equipment	Qty	Base Price	Shasta Discount	Shasta Price	Total	60 Mo. Lease
VarioPrint DP-Line Main Engine, 8116B060AA	1	\$43,500	\$14,964	\$28,536	\$28,536	\$490
VarioPrint 140 Base License 8116B118AA	1	\$33,000	\$11,352	\$21,648	\$21,648	\$372
External Paper Input Module, 8116B069AA	1	\$10,000	\$3,440	\$6,560	\$6,560	\$113
Booklet-Finisher W1 Pro, 0118C002AA	1	\$16,400	\$5,642	\$10,758	\$10,758	\$185
Puncher Unit BS1, 5738B002AA	1	\$945	\$325	\$620	\$620	\$11
Operator Attention Light D1, 8117B044BA	1	\$950	\$427	\$523	\$523	\$9
Color Scan to file/email, 5870B001AA	1	\$450	\$155	\$295	\$295	\$5
Decurler Set Item, 8116B070AA	1	\$6,700	\$2,305	\$4,395	\$4,395	\$75
POC Kit, 8117B025AA	1	\$125	\$10	\$115	\$115	\$2
Multifunction Pro Puncher B1, 0258C005AA	1	\$15,000	\$5,160	\$9,840	\$9,840	\$169
High Durability Comb 19 Hole Die, 0259C018AA	1	\$3,000	\$1,032	\$1,968	\$1,968	\$34
Surge Protector	1	\$500	\$150	\$350	\$350	\$6
Delivery/Installation	1	\$0		\$0	\$0	\$0
Professional Services/Training Non-Contract	1	\$2,500			\$2,500	\$43
<b>Subtotal Equipment</b>		<b>\$133,070</b>			<b>\$88,108</b>	<b>\$1,513</b>
<b>2nd Quarter Promotional Discount, <i>Must be ordered and installed by May 31st, 2021</i></b>					<b>-\$22,000</b>	<b>-\$378</b>
<b>Equipment Total</b>					<b>\$66,108</b>	<b>\$1,135</b>
less 0% downpayment					<b>\$66,108</b>	

Options:	Qty	Base Price	Shasta Discount	Your Price	Total	60 Mo. Lease
VarioPrint DP130 Base License, 8116B075AA	1	\$17,000	\$5,848	\$11,152	\$11,152	\$191
VarioPrint DP115 APPE Base License, 8116B079AA	1	\$7,700	\$4,000	\$3,700	\$3,700	\$64

### Finance

Finance - Lease		Monthly
60 Month, FMV		\$1,135
60 Month \$1.00 Buy Out		\$1,659

Service & Supplies	Base	Allow	Over	Monthly
DP140 Service & Supplies	\$351.00	90,000	0.0039	\$351



## Current Cost Vs. Proposed Investment Canon C910, DP140

### Current Cost

Equipment Service and Supplies	Color	BW	Cost per Month
Current Equipment Lease inc Sales Tax			\$3,746
C800 Base Service	35,000		\$1,015
C800 Overages	9,675	9,426	\$347
DP135		200,000	\$780
<b>Total Current Cost</b>	<b>44,675</b>	<b>209,426</b>	<b>\$5,888</b>

### Proposed Investment

New Equipment Lease: C910 & DP140			\$2,789
C910 Base	40,000		\$1,120
C910 Overages	4,675	9,426	\$206
VarioPrint DP140		90,000	\$351
Overages BW		<u>4,214</u>	<u>\$21</u>
<b>Total Proposed Investment</b>	<b>44,675</b>	<b>103,640</b>	<b>\$4,487</b>

### Total Financial Savings

<b><i>Total Savings per Month</i></b>	<b><i>\$1,401</i></b>
<b><i>Total Savings Per Year</i></b>	<b><i>\$16,808</i></b>
<b><i>Total Savings Over 60 Months</i></b>	<b><i><u>\$84,040</u></i></b>