

**City Of Stockton**

**A Ray Morgan Company**

**Canon Proposal**

**New IP C800 & VP-DP-135**

*Offer Expires* 12/30/2016

**A Ray Morgan Proposal for****City of Stockton****Proposal Date: 4/8/2016****Proposal Expiration Date: 12/30/2016****New imagePress C800 & Varioprint DP-135***Using Shasta Union***New Canon imagePress C800 & Varioprint DP-135****Equipment Detail Investment Breakout Offer Expires 12/30/2016**

<b>Equipment</b>	<b>Qty</b>	<b>Base Price</b>	<b>Shasta Union Contract Discount</b>	<b>Your Price</b>	<b>Total</b>	<b>60 Mo. Lease</b>
Canon imagePress C800 M. Engine, 7999B014AA	1	\$44,000	\$20,289	\$23,711	\$23,711	\$540
ImagePress C800 Speed License, 8504B001AA	1	\$33,000	\$15,218	\$17,782	\$17,782	\$405
PrismaSync Cont. & Cont. Panel Set, 9661B005AA	1	\$13,000	\$5,993	\$7,007	\$7,007	\$160
PrismaSync License Activation Set, 9872B024AA	1	\$15,000	\$6,915	\$8,085	\$8,085	\$184
Multi-Drawer Paper Deck, 8011B006AA	1	\$10,320	\$4,758	\$5,562	\$5,562	\$127
Duplex Image Reader (Scanner), 8002B002AA	1	\$5,200	\$2,397	\$2,803	\$2,803	\$64
Saddle-Finisher AM2, 8004B002AA	1	\$16,400	\$7,560	\$8,840	\$8,840	\$201
2/3 Hole Puncher BS1, 5738B002AA	1	\$945	\$381	\$564	\$564	\$13
VarioPrint DP-135 Marking Engine, 8116B028AA	1	\$43,500	\$20,053	\$23,447	\$23,447	\$534
VarioPrint 135 135 PPM Speed Lic., 6071B008AA	1	\$33,000	\$15,213	\$17,787	\$17,787	\$405
POC Kit B1, 8117B025AA	1	\$125	\$125	\$0	\$0	\$0
Color Scan to File/Email, 5870B001AA	1	\$450	\$148	\$302	\$302	\$7
Extended Paper Input Module, 8117B018AA	1	\$10,000	\$4,156	\$5,844	\$5,844	\$133
Saddle-Finisher AK2, 5735B006AA	1	\$17,850	\$8,229	\$9,621	\$9,621	\$219
Operator Attention Light, 6080B001AA	1	\$950	\$950	\$0	\$0	\$0
Puncher Unit BS1, 5738B002AA	1	\$945	\$416	\$529	\$529	\$12
Lease Payoff	1	\$27,578		\$27,578	\$27,578	\$628
Delivery/Installation/Pro. Services & Training	1	\$5,000		\$5,000	\$5,000	\$114
<b>Subtotal Equipment</b>					<b>\$164,462</b>	<b>\$3,746</b>
<b>Equipment Total</b>					<b>\$164,462</b>	<b>\$3,746</b>

<b>Options:</b>	<b>Qty</b>	<b>Base Price</b>	<b>Your Price</b>	<b>Total</b>	<b>60 Mo. Lease</b>
Square-Fold Bookletmaker w/ Two Knife Trim*	1	\$61,000	\$61,000	\$61,000	\$1,390
Two Knife Booklet-Trimmer	1	\$47,250	\$47,250	\$47,250	\$1,076

\*Square-Fold BookletMaker is an additional \$200./month in service

**Finance**

<b>Finance - Lease-Purchase</b>	<b>Monthly</b>
60 Month Lease, FMV Buyout Option	\$3,746

<b>Service &amp; Supplies</b>	<b>Base</b>	<b>Allow</b>	<b>Color Overs</b>	<b>BW Overs</b>	<b>Total</b>	<b>Monthly</b>
Canon ImagePress C800 Color*	\$1,015	35,000	0.029	0.007	\$1,015	\$1,015
Canon VarioPrint DP-135*	\$780	200,000		0.0039	\$780	\$780

\*Escalation increases not to exceed 3.5%/year



Ray Morgan Company

## Current Cost Vs. Proposed investment

### Current Cost

Cost Item	Cost per Month
Current IP1135P Lease	\$3,675
Current C9075 Lease	\$942
Service & Supply Base IP1135P , 300k Base	\$1,309
Service & Supply Base C9075, 25k Base	\$825
Service & Supply C9075, Color Overs, 14,546 x .033	\$480
Service & Supply C9075, BW Overs, 12,974 x .009	<u>\$117</u>
<b>Total Current Cost</b>	<b>\$7,348</b>

### Proposed Investment

<b>One New C800 &amp; DP-135</b>	
60 Mo Lease Equipment	\$3,746
Service & Supplies, C800 35k Color	\$1,015
Service & Supplies, Color Overs .029 x 4,546	\$132
Service & Supplies BW Base, 200k	\$780
Service & Supplies DP-135 BW Overs, 24,218 x .0039	<u>\$95</u>
<b>Total Proposed Investment</b>	<b>\$5,768</b>

### Proposed Savings

Description	Monthly Savings
Monthly Savings	\$1,580
Yearly Savings	\$18,960
Five Year Savings	\$94,800