

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
Subtotal Equipment		\$184,307			\$116,298	\$1,997
2nd Quarter Promotional Discount, <i>Must be ordered and installed by May 31st, 2021</i>					-\$20,000	-\$343
Equipment Total					\$96,298	\$1,653
less 0% downpayment					\$96,298	

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
Subtotal Equipment		\$133,070			\$88,108	\$1,513
2nd Quarter Promotional Discount, <i>Must be ordered and installed by May 31st, 2021</i>					-\$22,000	-\$378
Equipment Total					\$66,108	\$1,135
less 0% downpayment					\$66,108	

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
Total Current Cost	44,675	209,426	\$5,888

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		4,214	\$21
Total Proposed Investment	44,675	103,640	\$4,487

Total Financial Savings

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