

DOCUMENT SYSTEM RECOMMENDATIONS

Prepared For:

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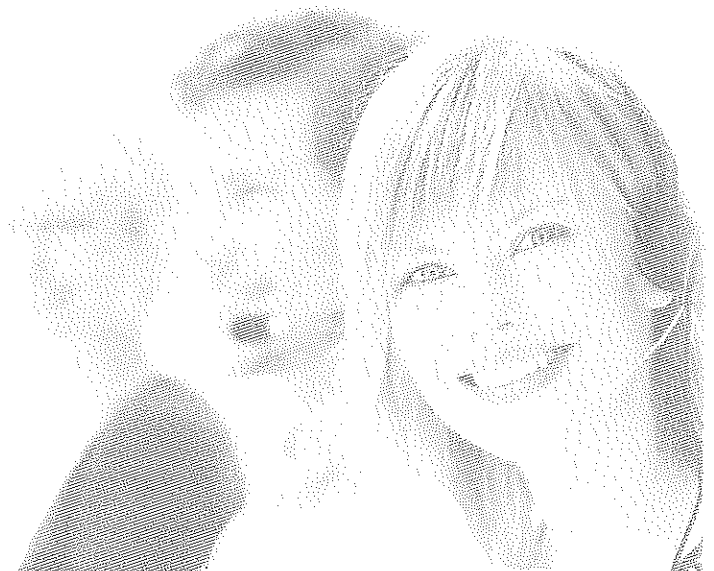
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Marco can help you apply
network technology to
voice communications,
data networking,
audio/video systems,
facility security, and
print and document
management solutions.

Your trusted technology advisor

marconet.com

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Marco Overview

Established in 1973, Marco is a 100% employee-owned company. We help organizations manage their information by applying network expertise to voice, data, video, and print solutions. We serve customers throughout the Upper Midwest and nationally with offices in Minnesota, Wisconsin, North Dakota, South Dakota, and Iowa.

Why Marco?

- Providing effective document solutions to customers since 1975
- 350 certified technicians and systems engineers
- Full-time dispatchers and help desk representatives for quick access and response to your service requests
- Color/software specialists providing implementation and training
- Pro-Tech Certified since 2008
- \$1.5 million in parts readily available
- Real-time dispatching with GPS software
- Online service requests, supply orders and access to account history
- Print assessment process to help you assess, plan, measure and manage your organization's printing and document distribution
- Follow-up survey process since 1994 to ensure customer satisfaction / Corrective Action Request Process
- ISO/Lean – Standard Work
- Community Involvement



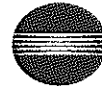
Strategic Partners

When you connect with Marco, you benefit from the innovation and resources of our industry leading vendor partners. Together we are committed to helping you connect the right technology to achieve your business goals.

Managed Print
Advanced



Specialist



KONICA MINOLTA

Achievements/Awards



Current



Document System Recommendation

ITEM	DESCRIPTION	QUANTITY
A1UE011	KONICA BIZHUB 363 B&W COPIER / PRINTER / SCANNER	1

Specifications

- 36 Black and White Pages Per Minute
- 150 Sheet Bypass Tray
- (2) 500 Sheet Paper Tray
- 100 Sheet Automatic Document Feeder
- Automatic Duplexing
- Network Printing
- Network Scanning
- Stapling Finisher
- Scan to E-Mail/Network Folder
- USB Print From/Scan To Thumb Drive

Purchase Plan/Marco Satisfaction Commitment

If you are not satisfied with your new digital system within three years of installation, Marco will replace it without charge when continuously maintained under a Marco service and supply agreement or Preferred Service Plan. You will receive an identical model or a system with comparable features and capabilities.

- Suggested Retail Price..... \$12,510.38
- Discount.....\$7,843.38
- Purchase Payment with Discount Applied.....\$4,667.00

DELIVERY, INSTALLATION, INITIAL SUPPLIES AND INITIAL TRAINING

Delivery, Installation, Initial Supplies & Initial Training Included

Service and Supplies

The service and supply contract includes all parts, labor, mileage, drums, toner, and developer—except paper and staples.

SERVICE & SUPPLIES\$46.00

- Black and White Prints **included** per Month: 4,000
- Black and White Print Overages: \$0.01150 /Print

Following the initial date of network installation and training, network support and additional training is billed at \$135.00 per hour.

- Phone support is billed in ¼ hour increments.
- Onsite support is billed at one-hour minimum plus applicable mileage charges. Time beyond the first hour is billed in ¼ hour increments.

Customers may also choose to purchase an Advanced Copier/Printer Support Agreement and future onsite/phone service.

*The above pricing does not include applicable sales tax.
Prices quoted are subject to change and should be verified before placing your order.*

Accepted by: _____ Date: _____

By signing this proposal, you are authorizing Marco, Inc. to order, install and invoice the above listed equipment.

Option B

Marco recommends the following for your consideration:

Document System Recommendation

ITEM	DESCRIPTION	QUANTITY
A1UE011	<u>KONICA BIZHUB 363 B&W COPIER / PRINTER / SCANNER</u>	1

Specifications

- 36 Black and White Pages Per Minute
- 150 Sheet Bypass Tray
- (2) 500 Sheet Paper Trays
- Reduction Enlargement Capabilities
- 100 Sheet Reversing Single Pass Document Feeder
- Automatic Duplexing
- Network Printing
- Network Scanning
- Stapling Finisher
- Scan to E-Mail/Network Folder
- USB Print From/Scan To Thumb Drive

Managed Account Program (MAP)

With Marco's Managed Account Program, all you pay for is the number of prints you produce. The following program includes the equipment, service, and supplies (except staples, paper and network troubleshooting services). The result is a system with the capabilities and features you need—without the administrative headaches. You may also upgrade or downgrade your equipment at any time as your needs change.

- **60 Month MAP \$155.21/Month**
- Black and White Prints **included** per Month: 4,000
- Black and White Print Overages: \$0.01150 /Print

DELIVERY, INSTALLATION, INITIAL SUPPLIES AND INITIAL TRAINING

Delivery, Installation, Initial Supplies & Initial Training Included

Accepted by: _____ Date: _____

By signing this proposal, you are authorizing Marco, Inc. to order, install and invoice the above listed equipment.