

# DOCUMENT SYSTEM RECOMMENDATIONS

## Prepared For:

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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](http://marconet.com)

marco®



## 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



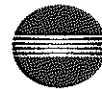
### Strategic Partners

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
A5C0011	KONICA BIZHUB C454E 45-PPM COLOR COPIER / PRINTER / SCANNER	1

### Specifications

- 45 Black and White Pages Per Minute
- 45 Color 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..... \$22,589.10
- Discount..... \$14,221.10
- Purchase Payment with Discount Applied..... \$8,368.00

### 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 .....\$68.70**

- Black and White Prints **included** per Month: 4,000
- Black and White Print Overages: \$0.01000 /Print
- Color Prints **included** per Month: 500
- Color Print Overages: \$0.06800/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

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Marco recommends the following for your consideration:

### Document System Recommendation

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ITEM	DESCRIPTION	QUANTITY
A5C0011	<b><u>KONICA BIZHUB C454E 45-PPM COLOR COPIER / PRINTER / SCANNER</u></b>	1

#### **Specifications**

- 45 Black and White Pages Per Minute
- 45 Color Pages Per Minute
- 150 Sheet Bypass Tray
- (2) 500 Sheet Paper Trays
- Reduction Enlargement Capabilities
- 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

#### **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** ..... **\$250.29/Month**
- Black and White Prints **included** per Month: 4,000
- Black and White Print Overages: \$0.01000 /Print
- Color Prints **included** per Month: 500
- Color Print Overages: \$0.06800/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.