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# **Le Sueur County, MN**

**Tuesday, May 23, 2017**

**Board Meeting**

## **Item 3**

**9:15 a.m. Jeff Neisen (10 min)**

***RE: Copier Lease Renewal***

**Staff Contact: Jeff Neisen**



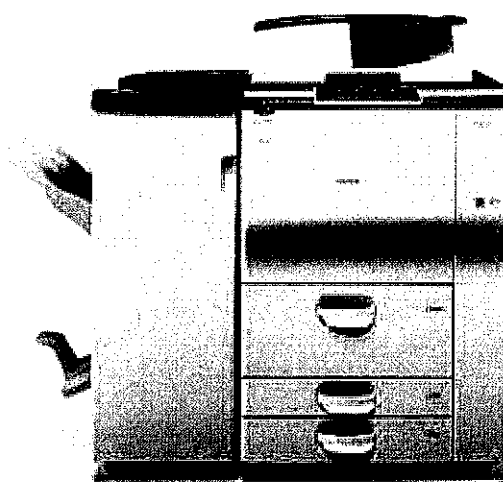
SALES INC.

MAY 8, 2017

SOLUTION FOR: **LESUEUR COUNTY**

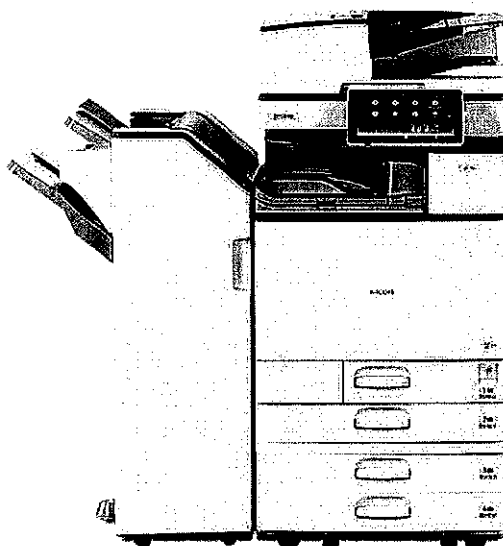
**PROPOSED SOLUTION: NEW RICOH  
(NEW!) (1) MPC 6503 COPIER  
AUDITORS OFFICE)**

- 65 PAGES PER MINUTE B&W & COLOR
- 2 X 550 SHEET PAPER DRAWERS
- PUNCH UNIT 3060 INCLUDED
- PRINT/SCAN OPTION INCLUDED
- SR-4120 4-POSITION BOOKLET FINISHER STAPLER 65 SHEET STAPLER
- DUAL SCAN DOCUMENT FEEDER
- SCAN TO FILE AND EMAIL
- 1,200 DPI PRINTING.
- STACKLESS DUPLEX
- USB PORT ECT....



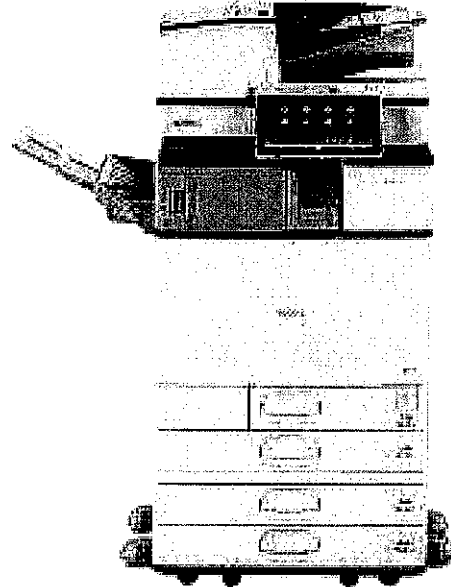
**(NEW!) (4) RICOH MPC 4504 COPIER  
PUBLIC HEALTH, CO ATTY, CO EXT  
OFFICE, VETERANS OFFICE)**

- 45 PAGES PER MINUTE BLACK & WHITE & COLOR
- STANDARD 2 X 550 SHEET PAPER DRAWERS
- BRIDGE UNIT
- FINISHER SR-3210 1,000 SHEET EXTERNAL 4-POSITION 50 SHEETS.
- PB-3230 2,000 SHEET LCT
- 2-3 HOLE PUNCH UNIT 3050
- FAX OPTION (PUBLIC HEALTH, CO ATTY)
- SCAN TO FILE SCAN TO EMAIL USB



**NEW RICOH (6) MPC 3504C SP  
COPIER (SHERRIFF OFFICE MAIN  
FLOOR & UPSTAIRS,  
ENVIRONMENTAL, HWY DEPT, SOIL  
AND WATER, & PROBATION )**

- 35 PAGES PER MINUTE BLACK & WHITE & COLOR
- BRIDGE UNIT 3070
- INTERNAL FINISHER ST 3130 500 SHEET  
INTERNAL FINISHER UP TO 50 SHEETS
- TANDEM PB 3230 2000 SHEET LCT
- PUNCH UNIT 2-3 HOLE PU 3040
- PRINT/SCAN OPTION INCLUDED
- NETWORK PRINTING SCAN TO FILE AND EMAIL
- USB PORT
- DUAL SCAN DOCUMENT FEEDER
- LCIT PB-3230 PAPER BANK (2,000 SHEET TANDEM)



**LEASE INFORMATION:**

*60 month Lease 5yr*

**US BANK: \$1,358.42**

**SERVICE AND SUPPLY PROGRAM (5 YEAR LOCKED IN)**

**SERVICE & SUPPLIES:**

INCLUDED ALL TONER & DEVELOPER  
COLOR

**COPIES INCLUDED:**

BILLED ON USAGE:

**OVERAGE:**

.0070  
.045

- \* **NEW LOWER! LOCKED MAINTENANCE RATES FOR 5 YEARS:**
- \* **NO ADDITIONAL FREIGHT CHARGES FOR SHIPPED SUPPLIES!**
- \* **NO ADDITIONAL CHARGE FOR CONNECTIVITY SUPPORT!**
- \* **NO INCREASES IN MAINTENANCE COSTS PER YEAR!**
- \* **7 – YEAR IN WRITING PERFORMANCE GUARANTEE!**

\* TAKES CARE OF COST OF RETURNING EQUIPMENT TO LEASING IMPACT TECHNOLOGY WE WILL COVER UP TO BUT NOT OVER \$1,400.00 IN COST LIFT GATE TRUCK.

\* INCLUDES RETURN OF 7 COPIERS TOSHIBA 4555C AT ATTORNEY OFFICE 65 PARK AVE S  
AUDITORS OFFICE 6540C, EXTENSION SERVICE OFFICE 4555C, PUBLIC HEALTH 4555C  
88 S. PARK AVE COURTHOUSE (ELEVATOR EQUIPPED)  
ENVIRONMENTAL OFFICE 3555C, & HWY DEPT 3555 C (STAIRS) @ 114 S. MAPLE AVE  
SHERIFF'S OFFICE FIRST FLOOR TOSHIBA 3555C 88 S PARK AVE.

\* Lease pricing is based upon approval thru U.S. Bank Corp.

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**RICOH**

Presented by Kevin Case  
Phone: 507.345-8043 Ext/ 2561  
Email: Kcase@metrosales.com

May 12, 2017

Le Sueur County Courthouse  
Le Center, MN 56057

## APPENDIX A

**LOFFLER Companies Total Satisfaction Guarantee:** If Le Sueur County Courthouse is not totally satisfied with the equipment you have acquired from LOFFLER Companies, LOFFLER will, at your request, replace it without charge for a similar model. This guarantee is effective for a maximum of 5 years following the equipment delivery (except for certain home-office, facsimile, and refurbished models which are covered for 3 years. This guarantee applies to equipment that has been continuously maintained from the date of installation under a LOFFLER Maintenance Agreement.

**Loffler Companies has (5) service technicians** in the greater Mankato area. We average (2) two to (3) three hour response time for mission critical calls which include the copier inoperable or poor quality. We guarantee an on-site response of eight (8) working hours from the time of the customer call. We also have back-up with service technicians from the Twin Cities.

**Return of Old Leased Toshiba Copiers:** Loffler Companies will pay all costs to return the Toshiba Copiers back to the leasing company's destination if the new equipment is leased. The approximate cost to ship is \$500.00 per copier.

May 12, 2017

Le Sueur County Courthouse  
Le Center, MN 56057

## MONTHLY COST COMPARISON

### New Konica Minolta Copiers   Old Toshiba Copiers

Monthly Lease Payment (36) Months	\$1,683.88	\$1,655.99
Monthly M/A		
64,670 B&W/month	\$452.69 (.007/copy)	\$388.02 ( .006/copy)
10,205 Color/month	\$459.23 (.045/copy)	\$612.30 (.06/copy)
<u>Monthly Costs</u>	<u>\$2,595.80</u>	<u>\$2,656.31</u>
<u>Monthly Savings</u>	<u>\$60.51</u>	
<u>Annual Savings</u>	<u>\$726.12</u>	

- ❖ Loffler Companies will pay costs (\$500.00 per copier) and ship Toshiba Copiers back to the leasing company if new equipment is leased.

May 12, 2017

Le Sueur County Courthouse  
Le Center, MN 56057

## SUMMARY OF KONICA MINOLTA COPIER LEASE

<u>Department</u>	<u>Copier</u>	<u>Monthly Lease Payment</u>
Copier 1 – Auditor’s Office	KM bizhub C754e	\$332.42
Copier 2 – County Auditor	KM bizhub C458	\$257.96
Copier 3 – Public Health	KM bizhub C458	\$257.96
Copier 4 – Extension Office	KM bizhub C458	\$246.64
Copier 5 – Environmental	KM bizhub C368	\$196.30
Copier 6 – Highway Department	KM bizhub C368	\$196.30
Copier 7 – Sheriff’s Office	KM bizhub C368	\$196.30
<b><u>Total Monthly Lease Payment</u></b>		<b><u>\$1,683.88</u></b>

**Options:** Purchase of current Toshiba Copiers at end of lease.

- 1) County Extension (e-4555c) - \$1,120 or add \$29.36 Per Month
- 2) Environment (e-3555c) - \$1,035.00 or add \$27.13 Per Month
- 3) Highway Dept. (e-3555c) - \$1,010.00 or add \$26.47 Per Month
- 4) County Attorney (e-4555c) - \$1,150.00 or add \$30.14 Per Month
- 5) Public Health (e-4555c) - \$1,150.00 or add \$30.14 Per Month
- 6) Auditor’s Office (e-6540CT) - \$1,725.00 or add \$45.21 Per Month

May 12, 2017

Le Sueur County Courthouse  
Le Center, MN 56057**SUMMARY OF KONICA MINOLTA BILLABLE SERVICE COST**

<b><u>Department</u></b>	<b><u>Copier</u></b>	<b><u>Monthly Copy Vol.</u></b>	<b><u>Monthly Costs</u></b>
Copier 1 – Auditor’s	KM C754e	16,220 Bl x .007 = 1,355 Col x .045 =	\$113.54 \$60.98
Copier 2 – County Attorney	KM C468	12,225 Bl x .007 = 960 Col. x .045 =	\$85.58 \$43.20
Copier 3 – Public Health	KM C468	14,610 Bl x .007 = 2,000 Col x .045 =	\$102.27 \$90.00
Copier 4 – Extension Office	KM C468	5,000 Bl x .007 = 2,700 Col x .045 =	\$35.00 \$121.50
Copier 5 – Environment	KM C368	5,800 Bl x .007 = 1,630 Col x .045 =	\$40.60 \$73.35
Copier 6 – Hwy. Dept.	KM C368	4,375 Bl x .007 = 680 Col x .045 =	\$30.63 \$30.60
Copier 7 – Sheriff’s Office	KM C368	5,100 Bl x .007 = 880 Col x .045 =	\$35.70 \$39.60
Copier 8 – Sheriff’s Upper	e-2830c	1,340 Bl Base = 90 Col x .06 =	\$35.00 \$5.40
Copier 9 – Probation	e-2830c	3,100 Bl Base = 90 Col x .06 =	\$43.40 \$5.40
Copier 10 – Veteran’s	e-4505AC	1,250 Bl Base = 660 Col x .06 =	\$35.00 \$39.60
Copier 11 – Soil & Water	e-2830c	370 Bl Base = 890 Col x .06 =	\$35.00 \$53.40
<b><u>Total Monthly Service Cost</u></b>			<b><u>\$1,154.75</u></b>

- ❖ The maintenance agreement is guaranteed not to increase during the term of the lease.

May 12, 2017

Le Sueur County Courthouse  
Le Center, MN 56057

## MONTHLY COST COMPARISON FOR REPLACING 2830c COPIERS

	<u>New Toshiba Copiers</u> e-4555c or e-3555c	<u>Old Toshiba Copiers</u> (3) e-2830c
<u>Monthly Lease Payment</u>		
- Environmental – e-3555c	\$27.13	N/C
- Highway Dept. – e-3555c	\$26.47	
- County Atty. – e-4555c	\$30.14	
<u>Monthly M/A</u>		
- Sheriff's Upper / 1,340 B&W	\$8.04 (.006/copy)	\$35.00 (Base)
90 Color	\$5.40 (.06/copy)	\$5.40 (.06/copy)
- Probation / 3,100 B&W	\$18.60 (.006/copy)	\$43.40 (.014/copy)
90 Color	\$5.40 (.06/copy)	\$5.40 (.06/copy)
- Soil & Water / 370 B&W	\$2.22 (.006/copy)	\$35.00 (Base)
890 Color	\$53.40 (.06/copy)	\$53.40 (.06/copy)
<u>Monthly Costs</u>	<u>\$176.80</u>	<u>\$177.60</u>
<u>Monthly Savings</u>	<u>\$ .80</u>	

- ❖ Cost comparison includes replacing the (3) Toshiba e-2830c Copiers with the purchase of (2) Toshiba e-3555c & (1) e-4555c Copiers at end of old lease. The cost to purchase is added into the new lease as indicated above. Le Sueur County would own the (2) e-3555c & (1) e-4555c Copiers.

May 12, 2017

Le Sueur County Courthouse  
Le Center, MN 56057

## APPENDIX A

**LOFFLER Companies Total Satisfaction Guarantee:** If Le Sueur County Courthouse is not totally satisfied with the equipment you have acquired from LOFFLER Companies, LOFFLER will, at your request, replace it without charge for a similar model. This guarantee is effective for a maximum of 5 years following the equipment delivery (except for certain home-office, facsimile, and refurbished models which are covered for 3 years. This guarantee applies to equipment that has been continuously maintained from the date of installation under a LOFFLER Maintenance Agreement.

**Loffler Companies has (5) service technicians** in the greater Mankato area. We average (2) two to (3) three hour response time for mission critical calls which include the copier inoperable or poor quality. We guarantee an on-site response of eight (8) working hours from the time of the customer call. We also have back-up with service technicians from the Twin Cities.

**Return of Old Leased Toshiba Copiers:** Loffler Companies will pay all costs to return the Toshiba Copiers back to the leasing company's destination if the new equipment is leased. The approximate cost to ship is \$500.00 per copier.

May 12, 2017

Le Sueur County Courthouse  
Le Center, MN 56057

## MONTHLY COST COMPARISON

	<u>New Toshiba Copiers</u>	<u>Old Toshiba Copiers</u>
Monthly Lease Payment (39) Months	\$1,613.51	\$1,655.99
Monthly M/A		
64,670 B&W/month	\$452.69 (.007/copy)	\$388.02 (.006/copy)
10,205 Color/month	\$459.23 (.045/copy)	\$612.30 (.06/copy)
<u>Monthly Costs</u>	<u>\$2,525.43</u>	<u>\$2,656.31</u>
<u>Monthly Savings</u>	<u>\$130.88</u>	
<u>Annual Savings</u>	<u>\$1,570.56</u>	

- ❖ Loffler Companies will pay costs (\$500.00 per copier) and ship Toshiba Copiers back to the leasing company if new equipment is leased.

May 12, 2017

Le Sueur County Courthouse  
Le Center, MN 56057

## SUMMARY OF TOSHIBA COPIER LEASE

<u>Department</u>	<u>Copier</u>	<u>Monthly Lease Payment</u>
Copier 1 – Auditor’s Office	e-Studio 6506ACT	\$339.68
Copier 2 – County Auditor	e-Studio 4505AC	\$231.04
Copier 3 – Public Health	e-Studio 4505AC	\$231.04
Copier 4 – Extension Office	e-Studio 4505AC	\$220.16
Copier 5 – Environmental	e-Studio 3505AC	\$197.23
Copier 6 – Highway Department	e-Studio 3505AC	\$197.23
Copier 7 – Sheriff’s Office	e-Studio 3505AC	\$197.23
<b><u>Total Monthly Lease Payment</u></b>		<b><u>\$1,613.61</u></b>

**Options:** Purchase of current Toshiba Copiers at end of lease.

- 1) County Extension (e-4555c) - \$1,120 or add \$29.36 Per Month
- 2) Environment (e-3555c) - \$1,035.00 or add \$27.13 Per Month
- 3) Highway Dept. (e-3555c) - \$1,010.00 or add \$26.47 Per Month
- 4) County Attorney (e-4555c) - \$1,150.00 or add \$30.14 Per Month
- 5) Public Health (e-4555c) - \$1,150.00 or add \$30.14 Per Month
- 6) Auditor’s Office (e-6540CT) - \$1,725.00 or add \$45.21 Per Month

May 12, 2017

Le Sueur County Courthouse  
Le Center, MN 56057**SUMMARY OF TOSHIBA BILLABLE SERVICE COST**

<b><u>Department</u></b>	<b><u>Copier</u></b>	<b><u>Monthly Copy Vol.</u></b>	<b><u>Monthly Costs</u></b>
Copier 1 – Auditor’s	e-6506ACT	16,220 Bl x .007 = 1,355 Col x .045 =	\$113.54 \$60.98
Copier 2 – County Attorney	e-4505AC	12,225 Bl x .007 = 960 Col. x .045 =	\$85.58 \$43.20
Copier 3 – Public Health	e-4505AC	14,610 Bl x .007 = 2,000 Col x .045 =	\$102.27 \$90.00
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Copier 5 – Environment	e-3505AC	5,800 Bl x .007 = 1,630 Col x .045 =	\$40.60 \$73.35
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Copier 7 – Sheriff’s Office	e-3505AC	5,100 Bl x .007 = 880 Col x .045 =	\$35.70 \$39.60
Copier 8 – Sheriff’s Upper	e-2830c	1,340 Bl Base = 90 Col x .06 =	\$35.00 \$5.40
Copier 9 – Probation	e-2830c	3,100 Bl Base = 90 Col x .06 =	\$43.40 \$5.40
Copier 10 – Veteran’s	e-4505AC	1,250 Bl Base = 660 Col x .06 =	\$35.00 \$39.60
Copier 11 – Soil & Water	e-2830c	370 Bl Base = 890 Col x .06 =	\$35.00 \$53.40

**Total Monthly Service Cost****\$1,154.75**

- ❖ The maintenance agreement is guaranteed not to increase during the term of the lease.

May 12, 2017

Le Sueur County Courthouse  
Le Center, MN 56057

## MONTHLY COST COMPARISON FOR REPLACING 2830c COPIERS

	<u>New Toshiba Copiers</u> e-4555c or e-3555c	<u>Old Toshiba Copiers</u> (3) e-2830c
<u>Monthly Lease Payment</u>		
- Environmental – e-3555c	\$27.13	N/C
- Highway Dept. – e-3555c	\$26.47	
- County Atty. – e-4555c	\$30.14	
<u>Monthly M/A</u>		
- Sheriff's Upper / 1,340 B&W	\$8.04 (.006/copy)	\$35.00 (Base)
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<u>Monthly Costs</u>	<u>\$176.80</u>	<u>\$177.60</u>
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- ❖ Cost comparison includes replacing the (3) Toshiba e-2830c Copiers with the purchase of (2) Toshiba e-3555c & (1) e-4555c Copiers at end of old lease. The cost to purchase is added into the new lease as indicated above. Le Sueur County would own the (2) e-3555c & (1) e-4555c Copiers.

May 12, 2017

**LOFFLER**

A Proposal for

## **Le Sueur County Courthouse**

**Prepared By:**

Mark Hager  
Account Executive  
Phone #: 507-344-6404 – Email: mark.hager@loffler.com

Mark Krotzer  
Imaging Sales Manager – Eau Claire / Rochester  
Phone #: 715-598-6339 – Email: mark.krotzer@loffler.com

The contents of this proposal are considered private and confidential for the exclusive use of  
Le Sueur County Courthouse and their relationship with Loffler.

**Le Sueur County Courthouse**

**Your Most Valuable Partner for  
Innovative Business Technology & Services**



## Our Mission Statement

**We are an independent  
Professional Services Organization  
dedicated to providing superior  
integrated IT solutions,  
office technologies and services.**

**The foundation of our success is based  
on exceeding the expectations of  
our clients, employees, partners, and community.**



**Le Sueur County Courthouse**

**Your **Most Valuable** Partner for  
Innovative Business Technology & Services**

# Why Loffler?

## Our Products

Our breadth of services and solutions allows Loffler to meet virtually all of our clients' wide range of business communication needs: Office Technologies, Software Solutions & Professional Services, On-site Management Services (Facilities management), IT Manage Services & IT Solutions, and Telephony & Voice Recording Solutions. We offer many of the industry's leading solutions from Canon, Konica Minolta, Xerox, EFI, Creo, NEC, Shoretel, HP, Lexmark, and others.

## Our People

We have invested significantly in the best talent available to support our imaging products and services. These resources include: Pre-sale & post-sale color analysts, Variable data experts, Document management consultants, Onsite management services sales consultants, High volume/production specialists, eCopy specialists, Print assessment specialists, and a highly tenured management team.

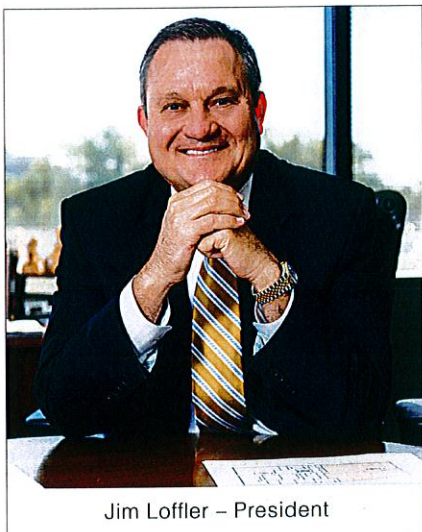
Loffler is committed to service excellence. We have one of the largest and best-trained service teams in the Twin Cities. Our Service Engineers have an average tenure of eight years, and respond to our clients' calls on site in three hours or less. In addition, Loffler operates its very own authorized training center. Here our technicians are trained on every make and model Loffler sells.

## Our Company

Our mission is simple. We want to exceed your expectations. Since 1986, we've worked hard to become Minnesota's most capable office technology provider. Today, we have emerged into a Business Communication Company that offers a broad portfolio of technology, services and solutions.

As an independent company, we have the freedom to offer the world's best technology solutions. But great products are just the start. Our sales and IT professionals are here to offer high-quality support for all our products and services. In fact, Loffler was just recognized as one of the nation's Elite Dealers.

Whether you're looking for a specific product or a comprehensive solution, Loffler has the right tools to help your business succeed. From copiers to telephones and on-site management services, we do it all. And we do it well.



Jim Loffler – President

### Loffler Companies Mission Statement

We are an independent Professional Services Organization dedicated to providing superior digital office technologies, services and IT solutions.

The foundation of our success is based on exceeding the expectations of our clients, employees, partners and community.

**Le Sueur County Courthouse**

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Innovative Business Technology & Services**

## Recommended Solution



### Toshiba e-STUDIO 6506ACT

#### Auditor

##### Components Included:

- 75 Pages per Minute (B&W) & 65 PPM (Color)
- Large Workgroup
- Copy, Print, Scan
- 1200 x 1200 dpi
- 3,440 sheet Paper Supply
  - (2) 540 sheet Paper Cassettes
  - 120 sheet Bypass
  - 2,320 sheet Large Capacity Tray
- 300 Sheet Dual-Scan Document Feeder – Scans @ 240 PPM Duplex
- 4 GB RAM & 320 GB HD
- Floor Staple Finisher
- 2 & 3 Hole Punch
- Delivery, Professional Service Installation, Implementation and Training



##### Equipment

**Toshiba e-STUDIO 7506AC:**

##### 39 Month Lease

**\$339.68 per month**

##### Service and Supply Agreement:

BW copies bill at \$0.007 per copy  
Color copies bill at \$0.045 per copy.

Price locked for term of lease.

Includes ALL Toner, Parts and Labor.

**Machine Pricing is good through May 2017.**

Mark Hager  
Account Executive  
Loffler Companies, Inc.

Email: [mark.hager@loffler.com](mailto:mark.hager@loffler.com)  
Direct Dial: 507-344-6404  
[www.loffler.com](http://www.loffler.com)



**Le Sueur County Courthouse**

**Your Most Valuable Partner for  
Innovative Business Technology & Services**

## Recommended Solution

### Toshiba e-STUDIO 4505AC

#### County Attorney

##### Components Included:

- 45 Pages per Minute in B&W and Color
- Medium/Large Workgroup
- Copy, Print, Scan
- 1200 x 1200 dpi
- 3,200 sheet Paper Supply
  - (2) 550 sheet Paper Cassettes
  - 100 sheet Bypass
  - 2,000 sheet Large Capacity Tray
- 300 Sheet Dual-Scan Document Feeder – Scans @ 240 PPM Duplex
- 4 GB RAM & 320 GB HD
- Floor Staple Finisher
- 2 & 3 Hole Punch
- Fax
- Delivery, Professional Service Installation, Implementation and Training



##### Equipment

**Toshiba e-STUDIO 4505AC:**

##### 39 Month Lease

**\$231.04 per month**

##### Service and Supply Agreement:

BW copies bill at \$0.007 per copy  
Color copies bill at \$0.045 per copy.

Price locked for term of lease.

Includes ALL Toner, Parts and Labor.

**Machine Pricing is good through May 2017.**

Mark Hager  
Account Executive  
Loffler Companies, Inc.

Email: [mark.hager@loffler.com](mailto:mark.hager@loffler.com)  
Direct Dial: 507-344-6404  
[www.loffler.com](http://www.loffler.com)

**Le Sueur County Courthouse**

**Your Most Valuable Partner for  
Innovative Business Technology & Services**

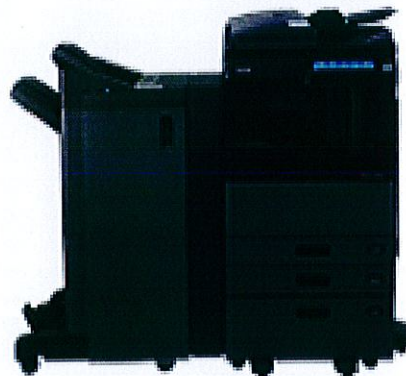
## Recommended Solution

### Toshiba e-STUDIO 4505AC

#### Public Health

##### Components Included:

- 45 Pages per Minute in B&W and Color
- Medium/Large Workgroup
- Copy, Print, Scan
- 1200 x 1200 dpi
- 3,200 sheet Paper Supply
  - (2) 550 sheet Paper Cassettes
  - 100 sheet Bypass
  - 2,000 sheet Large Capacity Tray
- **300 Sheet** Dual-Scan Document Feeder – Scans @ 240 PPM Duplex
- 4 GB RAM & 320 GB HD
- Floor Staple Finisher
- 2 & 3 Hole Punch
- Fax
- Delivery, Professional Service Installation, Implementation and Training



##### Equipment

**Toshiba e-STUDIO 4505AC:**

##### 39 Month Lease

**\$231.04 per month**

##### Service and Supply Agreement:

BW copies bill at \$0.007 per copy  
Color copies bill at \$0.045 per copy.

Price locked for term of lease.

Includes ALL Toner, Parts and Labor.

**Machine Pricing is good through May 2017.**

Mark Hager  
Account Executive  
Loffler Companies, Inc.

Email: [mark.hager@loffler.com](mailto:mark.hager@loffler.com)  
Direct Dial: 507-344-6404  
[www.loffler.com](http://www.loffler.com)

**Le Sueur County Courthouse**

**Your Most Valuable Partner for  
Innovative Business Technology & Services**

## Recommended Solution

### Toshiba e-STUDIO 4505AC

#### Extension

##### Components Included:

- 45 Pages per Minute in B&W and 45 PPM in Color
- Medium/Large Workgroup
- Copy, Print, Scan
- 1200 x 1200 dpi
- 3,200 sheet Paper Supply
  - (2) 550 sheet Paper Cassettes
  - 100 sheet Bypass
  - 2,000 sheet Large Capacity Tray
- **300 Sheet** Dual-Scan Document Feeder – Scans @ 240 PPM Duplex
- 4 GB RAM & 320 GB HD
- Floor Staple Finisher
- 2 & 3 Hole Punch
- Delivery, Professional Service Installation, Implementation and Training



##### Equipment

**Toshiba e-STUDIO 4505AC:**

##### 39 Month Lease

**\$220.16 per month**

#### Service and Supply Agreement:

BW copies bill at \$0.007 per copy  
Color copies bill at \$0.045 per copy.

Price locked for term of lease.

Includes ALL Toner, Parts and Labor.

**Machine Pricing is good through May 2017.**

Mark Hager  
Account Executive  
Loffler Companies, Inc.

Email: [mark.hager@loffler.com](mailto:mark.hager@loffler.com)  
Direct Dial: 507-344-6404  
[www.loffler.com](http://www.loffler.com)

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**Your Most Valuable Partner for  
Innovative Business Technology & Services**

## Recommended Solution



### Toshiba e-STUDIO 3505AC

#### Environment

##### Components Included:

- 35 Pages per Minute in B&W and Color
- Small/Medium Workgroup
- Copy, Print, Scan
- 1200 x 1200 dpi
- 3,200 sheet Paper Supply
  - (2) 550 sheet Paper Cassettes
  - 100 sheet Bypass
  - 2,000 sheet Large Capacity Tray
- 300 Sheet Dual-Scan Document Feeder – Scans @ 240 PPM Duplex
- 4 GB RAM & 320 GB HD
- Inner Staple Finisher
- 2 & 3 Hole Punch
- Delivery, Professional Service Installation, Implementation and Training



##### Equipment

**Toshiba e-STUDIO 3505AC:**

##### 39 Month Lease

**\$197.23 per month**

#### Service and Supply Agreement:

BW copies bill at \$0.007 per copy  
Color copies bill at \$0.045 per copy.

Price locked for term of lease.

Includes ALL Toner, Parts and Labor.

**Machine Pricing is good through May 2017.**

Mark Hager  
Account Executive  
Loffler Companies, Inc.

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**Le Sueur County Courthouse**

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## Recommended Solution



### Toshiba e-STUDIO 3505AC

#### Highway Department

##### Components Included:

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- Small/Medium Workgroup
- Copy, Print, Scan
- 1200 x 1200 dpi
- 3,200 sheet Paper Supply
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## Recommended Solution



### Toshiba e-STUDIO 3505AC

#### Sheriff's Office

##### Components Included:

- 35 Pages per Minute in B&W and Color
- Small/Medium Workgroup
- Copy, Print, Scan
- 1200 x 1200 dpi
- 3,200 sheet Paper Supply
  - (2) 550 sheet Paper Cassettes
  - 100 sheet Bypass
  - 2,000 sheet Large Capacity Tray
- 300 Sheet Dual-Scan Document Feeder – Scans @ 240 PPM Duplex
- 4 GB RAM & 320 GB HD
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##### Equipment

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## Loffler Support Team



### MARK HAGER

Account Executive.

Direct Dial: 507-344-6404

Email: [mark.hager@loffler.com](mailto:mark.hager@loffler.com)

### MARK KROTZER

Imaging Sales Manager – Eau Claire / Rochester

Direct Dial: 715-598-6339

Email: [mark.krotzer@loffler.com](mailto:mark.krotzer@loffler.com)

### TIM HANNAGAN

Director of Branch Sales. Twenty years industry experience.

Direct Dial: 952-646-6462

Email: [thannagan@loffler.com](mailto:thannagan@loffler.com)

### HEATHER HALLOFF

Color Solutions Specialist. Seventeen years industry experience. Digital color solutions. Local and national corporate accounts.

Direct Dial: 952-915-6895

Email: [hhalloff@loffler.com](mailto:hhalloff@loffler.com)

### JOHN TURNER

Director, Managed Print Services. Thirty plus years industry experience. Assessment, design and implementation of strategies to optimize a document output strategy on a local and national enterprise level.

Direct Dial: 952-925-6848

Email: [jturner@loffler.com](mailto:jturner@loffler.com)

### JEFF KING

Chief Technology Officer. Twenty-five years industry experience. Workflow and content management software, scanning solutions, project management, and custom project development on a local and national account level.

Direct Dial: 952-646-6482

Email: [jking@loffler.com](mailto:jking@loffler.com)

Loffler's technical and systems support team also includes one Microsoft Certified Software Engineer (MCSE); four additional Microsoft Certified Professionals (MCP); and two additional Certified Network Engineers (CNE).



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# New Copier Lease Prices

Vendor	Montly Cost	Term	Total Cost of Lease
Current Lease	\$1,655.99	Ends June 2017	
Metro Ricoh	\$1,358.42	60	\$81,505.20
Loffler Konica	\$1,683.88	36	\$60,619.68
Loffler Toshiba	\$1,613.51	39	\$62,926.89

All proposals are priced the same for prints:

.007 for B/W

.045 for Color

Current pricing for prints:

.006 for B/W

.06 for Color

## Last Month useage

	Prints	cost	new cost	Difference
B/W	64,670	\$388.02	\$452.69	\$64.67
Color	10,205	\$612.30	\$459.23	-\$153.08
			Total Difference	<b>-\$88.41</b>