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**Lucas County Information Services
Checklist for Hardware/Software/Services**

Department: Sanitary Engineer

Requestor: Nate Inkrott

Funding Account & Description: 5010-0540-530100

Req. Date: 12/1/16

Vendor: MT Business

Type of Request (check all that apply):

Hdw SW Services/New

Purchase Lease Subscription

Services/Support Renewal Original Purchase Date

State Term Contract ID 800310

Description or Nature of Request and for whom this is intended: Wide format printer

Hdw/SW/Service Item Descr	Quote #	Wrnty Term	Qty	Unit Cost	Support Cost	Total Cost
Ricoh Aficio W2201			1	\$ 8,753.21		\$ 8,753.21
			0	\$ 0.00	\$ 0.00	\$ 0.00
			0	\$ 0.00	\$ 0.00	\$ 0.00
			0	\$ 0.00	\$ 0.00	\$ 0.00
			0	\$ 0.00	\$ 0.00	\$ 0.00
			0	\$ 0.00	\$ 0.00	\$ 0.00

Total Request \$ 8,753.21

Business Reason or Justification:

Wide format printer to replace an outdated model that can no longer be serviced.

Lucas County Information Services
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Page 2

Planned Location:

If Other please specify:

Network Connection Required? Yes No N/A

LCIS installation assistance needed? Yes No Date:

LCIS on-going support required? Yes No N/A

ITB or RFP completed? Yes No N/A

LCIS Management review completed? Yes No Exclusion

DP Board Approved? Yes No Exclusion

Date of Approval: 

Comments:

Prepared by Karen Schnitkey *KS 12/1/16*
Reviewed by Jeremy Burnat *JB 12/2/16*
Approved by Jason Gears  *12/2/2016*



EMAIL MEMO

To: Lucas County Data Processing Board
From: Nathaniel Inkrott, P.E., LCSE Project Manager
Date: November 29, 2016
RE: DP Board Meeting Agenda Request for December 1, 2016

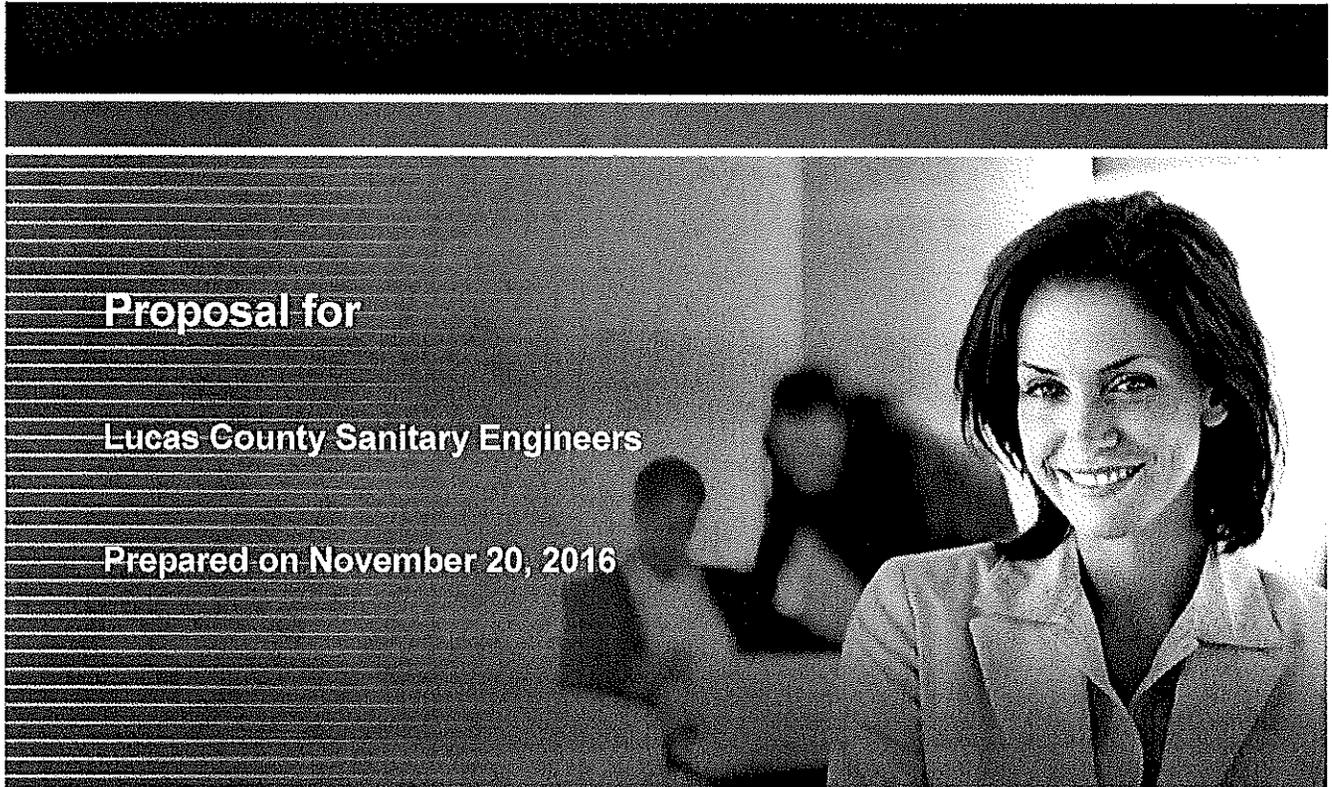
Please accept this memo as our request to be included on the next agenda for the purchasing of a Ricoh Aficio MPC W2201 printer/copier/scanner color machine. This will replace the existing HP DesignJet 1050C machine that is currently in need of repair, but is unsupported by any companies due to the age of the machine. With the change in technology, age of machine, and issues with out of warranty needs, we recommend purchasing this new printer/copier/scanner machine which will be Windows based. The attached quote was provided by a MT Business Technologies representative. We have had very good results with the previous MT equipment.

Funding for this equipment will come from the Sanitary Engineer Dept. budget. (5010-0540-530100)

Proposal for

Lucas County Sanitary Engineers

Prepared on November 20, 2016





1150 National Parkway
Mansfield, Ohio 44906
419-529-6100

Lucas County Sanitary Engineers
1111 S McCord
Holland, OH 43528

Dear Nate,

Thank you for the opportunity to present this proposal for new Ricoh Imaging Systems. In the following sections of this document, you will find a review of the critical requirements we have discussed, along with details on the proposed solution we are offering.

At MT Business Technologies, Inc., we are very proud of our reputation for excellent customer service and support, as well as our industry-leading systems that are helping clients achieve new levels of productivity in the workplace. This proposal is just one indication of our commitment to helping you identify your specific needs, then meet those requirements with the right systems and services to improve office productivity.

A digital imaging system represents a significant investment. It is important to know that you are making the right choice of both equipment and vendor. We are proud to offer systems and solutions from Ricoh, one of the most respected names in document technology. Ricoh has assisted many organizations in your area and around the world with their document management needs.

Once again thank you for the opportunity to present this proposal. I look forward to addressing your questions and establishing a long-lasting business relationship between your company and ours.

Sincerely,

A handwritten signature in black ink that reads 'Kyle Pauley'. The signature is written in a cursive, flowing style.

Kyle Pauley
Wide Format Specialist

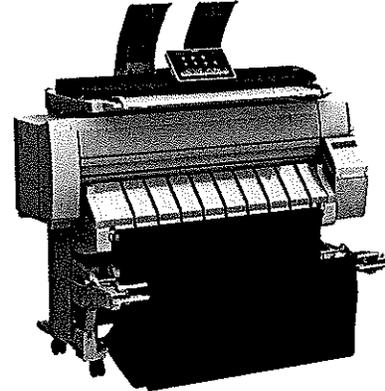
Proposal Prepared For
Lucas County Sanitary Engineers

Equipment Detail #1

(1) RICOH AFICIO MPC W2201 COLOR WIDE FORMAT

Features:

- Single Footprint
- Single Roll Feed Standard
- Second Roll holding spindle
- Print/Copy/Scan (ink-based Color)
- 65% less ink consumption than hp or Canon
- Large 10.1" tablet Smart Operation Panel
- Ink saver mode to save ink and heighten quality
- 3.8 D Size per minute
- 8.3" – 36" roll width
- 600 DPI
- Full Color Scan / Scan-To-Email/ Scan to USB
- Embedded Editing Functions (i.e. Positive/Negative)
- Reduce/Enlarge (Scanning & Printing)
- Cloud Connect
- Ricoh mobile app compatible for mobile printing
- Simple customizable Interface
- Network



Promo valid through 12-6-2016 in conjunction with Xerox and HP Trade in. Trade in amount included

Option	Standard pricing	4 th Quarter Promo and trade in
Purchase Price	\$13,721.55	\$8,753.21

Ricoh VS HP

	<u>Ricoh</u>	<u>HP</u>
Ink yield	12,000 sq ft	1,000 sq ft
Cost of ink	\$140	\$54.00
Per SQ FT	\$0.011	\$.054
Based on 150 prints (900 sq)	\$9.90*4=\$39.60	\$48.60 *4=\$194.40
Total monthly consumables	\$3.30	\$194.40

Installation & Training

Installation Charges (Includes Installed Accessories)	Included
System Training	Included



Maintenance Terms

Agreement	Term	Allowance	Base Charge	Excess Meter Charge
Black & White	Monthly	1,500 Sq ft	\$59.00	\$0.0280 Each
Color	Monthly	Per Sq Ft	Per Sq Ft	\$0.0470 Each

MT Business Technologies, Inc.'s exclusive Quality Standard Maintenance Program includes all service, all parts and all supplies (except paper and staples) that are needed to make impressions. You never pay extra for toner or developer. You will also receive our exclusive "Performance Guarantee".

MT Business Technologies' Service Policy

- MT Business Technologies guarantees replacement parts for seven years.
- MT Business Technologies guarantees we will respond to an emergency call with a factory trained technician within an average of 4 hours of the call being placed.



- MT Business Technologies will provide you a loaner system in the event that your system cannot be repaired at your location in a reasonable time.
- MT Business Technologies guarantees a like for like replacement system for you at no charge if we cannot maintain your system to the manufacturer's specification.
- Incented Technical Specialists will fix the problem right the first time and to minimize call back on the same problem or a call back on a worn part right after a service call.

Once again, thank you for the opportunity to present this proposal. I look forward to addressing your questions and establishing a long-lasting business relationship between your company and ours.