



Board Agenda Item #	II. F
Date:	06.28.2016
To:	Magnolia Board of Directors
From:	Caprice Young, Ed.D. CEO & Superintendent
Staff Lead:	Kelly Hourigan, Chief Operations Officer
RE:	<p style="text-align: center;">Approval of RFP for MSA2 Copy machine lease.</p> <p>Recommendation:</p> <ul style="list-style-type: none"> • Vendor – American Business Machines • Brand – Canon Image Runner 6565i • Price per month - \$219 + tax • Price per paper – \$0.55

Proposed Board Recommendation

I move that the board awards the winning bid according to vendor evaluation matrix and adopt the lease of the copier for each Magnolia Science Academy-2 operating within the approved budgeted amounts. Should there be a similar copier model need for any other Magnolia Public Schools, the approved vendor, machine model, and price will be used between dates July 1st, 2016 – June 30th, 2017.

Background

The copier is a need for the schools’ daily operations for school staff’s printing, copying, and scanning needs. Even though we encourage using electronic format documents and there are more and more online services we are using the general practice at MPS is we lease one copier for schools with 350 students enrollment or lower; and if enrollment is above 350 students, we lease two copiers.

We released RFP on June 7th, 2016 and evaluated it according to following factors.

Factor	Weight
Cost of products and services (required, highest weight)	40%
Functionality/completeness/specifications of proposed solution	30%
Vendor: qualifications, credentials, certifications, experience, references	20%
Contract terms and conditions	10%
Total	100.00%



We received attached bids, recapped as follows (**bold green** text reflects recommendations):

- Vendor – **American Business Machines**
- Brand – **Canon Image Runner 6565i**
- Price per month - **\$219 + tax**
- Price per paper – **\$0.55**
- Lease term – **60 months**

The winning bidder is American Business Machines.

Budget Implications

The Copier lease for MSA-2 is budgeted.

Name of Staff Originator: Rasul Monoshev

Received Price Quotes for MSA-2 Copier Need

	United Imaging	ABM	Konica Minolta	Canon
Monthly pricing (30%)	\$197	\$219	\$286.32	\$228.01
Pricing per page(10%)	\$0.006	\$0.0055	\$0.007	\$0.006
Functionality/specification of items(30%)	All RequestedSpecs but no previous experience with Toshiba	All RequestedSpecs Good experience	All RequestedSpecs, fair experience with Konica	All RequestedSpecs Good experience with Canon
Vendor Qualifications(20%)	Well Qualified	Well Qualified	Well Qualified	Well Qualified
Terms and Conditions(10%)	Good	Good	Good	Good
	Evaluation			
Monthly pricing (Max 30 points)	30	28	20	26
Pricing per page (Max 10 points)	8	10	7	8
Functionality/specification of items (Max 30 points)	25	30	24	30
Vendor Qualifications (Max 20 points)	20	20	20	20
Terms and Conditions (Max 10 points)	10	10	10	10
	93	98	81	94
The Winner is American Business Machines				



REQUEST FOR PROPOSALS FOR COPIER NEED

(Due Date – July 30th, 2016)

PURPOSE

The Magnolia Public Schools(MPS) is accepting proposals on five year lease term basis for copier machine for Magnolia Science Academy(MSA)-2's daily operations need (i.e. printing, copying, and scanning). The approved vendor, machine model, and price will be used for any of other MPS school needs between dates July 1st, 2016 – June 30th, 2017. School names and addresses are listed as follows:

MSA-1	18238 Sherman Way, Reseda, CA 91335
MSA-2	17125 Victory Blvd., Van Nuys, CA 91406
MSA-3	1254 East Helmick Street, Carson, CA 90746
MSA-4	11330 West Graham Place, Los Angeles, CA 90064
MSA-5	18230 Kittridge St., Reseda, CA 91335
MSA-6	3754 Dunn Dr., Los Angeles, CA 90034
MSA-7	18355 Roscoe Boulevard, Northridge, CA 91325
MSA-8	6411 Orchard Ave., Bell, CA 90201
MSA-Santa Ana	2840 W. 1st Street, Santa Ana, CA 92703
MSA-Santa Clara	14271 Story Road, San Jose, CA 95127
MSA-San Diego	6365 Lake Atlin Ave., San Diego, CA 92119

GENERAL TERMS AND CONDITIONS FOR RFP PROPOSAL GUIDELINES

1. Each item request and guideline in the RFP must be known and properly addressed in the proposal.
2. All equipment in proposal must conform to specifications provided in the RFP.
3. The Vendor must provide terms of warranty on all products
4. The Vendor shall provide a clear breakdown of equipment and services costs.
5. The Vendor must provide an estimated timeline for product delivery.
6. Proposal must be valid for 60days.

All questions regarding the RFP should be addressed in writing to Rasul Monoshev, IT Director, rmonoshev@magnoliapublicschools.org.



PROPOSAL SUBMISSION

Proposals are to be submitted no later than 5:00 PM PST, Wednesday, 06/22/2016 with options below:

- Email price quote to copier_rfp@magnoliapublicschools.org
- Mail to: Rasul Monoshev, MPS Copier RFP

Magnolia Public Schools, 250 East First St STE1500, Los Angeles, CA 90012

ACCEPTANCE/REJECTION OF PROPOSAL SUBMISSIONS

The Magnolia Public Schools reserves the right to accept or reject any and all proposals or any portion of any and all proposals at their discretion. While price is an important consideration, it will not be the sole determining factor in the selection of a Vendor. Payments will not be made nor orders submitted until after the Magnolia Public Schools Board of Directors has accepted a proposal and awarded it as the winning proposal submission. A contract will exist between the Magnolia Public Schools and the Vendor upon selection of the winning proposer.

COMPENSATION

Payment terms will be on monthly basis. The payment will not be issued until after both the Vendor and Magnolia Public Schools agree that the project is complete and meets all requirements.

RFP Revisions

The Magnolia Public Schools reserves the right to modify or issue amendments to the RFP at any time. The Magnolia Public Schools also reserves the right to cancel or reissue the RFP at any time. Notices will be posted to <http://magnoliapublicschools.org>. It is the sole responsibility of the proposer to monitor the URL for posting of such information.



RFP EVALUATION

All qualified, responsive proposals will be evaluated using the following factors and weights.

Factor	Weight
Cost of products and services (required, highest weight)	40%
Functionality/completeness/specifications of proposed solution	30%
Vendor: qualifications, credentials, certifications, experience, references	20%
Contract terms and conditions	10%
Total	100.00%

EQUIPMENT & SERVICES SPECIFICATIONS

- **Item 1:**

Quantity: 1

Description/Model:

- ✓ Canon imageRUNNER ADVANCE 6265 or similar models with 65 pages per minute capabilities.
- ✓ Folding unit
- ✓ Stapling unit
- ✓ 2-3 punch hole unit
- ✓ Scan to email capability
- ✓ User Management and Copy/Print limitation capability

Delivery/Shipping

NOTE: No dock at this location.

Ship to Address:

Magnolia Science Academy-2

17125 Victory Blvd Van Nuys, CA 91406



Valencia Office
26017 Huntington Lane
Valencia, CA 91355
661-255-0700
www.abm1.com

Section 1.0 Letter of Transmittal

Name of Proposing Organization: **American Business Machines**

Physical Address: **26017 Huntington Lane Valencia, CA 91355**

Mailing Address: **P.O. Box 2737 Bakersfield, CA 93303**

Phone Number: **(661) 255-0700 (877) 937-2261**

Proposing Officer: **Ryan Jones, General Manager**

Officer E-Mail: **rjones@abm1.com**

Contact Person: **Omar Nesheiwat, District Sales Manager**

Contractor License Number: **N/A**

Federal Tax Identification Number: **95-2263507**

Organizational Mission or Purpose: We believe that customer service is the most important product we offer. Customer service begins by understanding the true needs of the customer and providing high quality products at competitive prices. It also includes the full support of a knowledgeable and courteous administrative staff and a competent and responsive technical team. Every member of our organization is a trained customer service representative whose primary responsibility is to give 110% everyday for our customers we serve.

We have committed our business to offering the best in quality products and integrated service and software solutions, supported by the highest standards of customer service and technical support in our industry. We are fully committed to honesty, integrity, and fairness in every facet of our business. We are a service-driven company dedicated to delivering complete customer satisfaction for everyone we do business with.

The following individual is an authorized officer of the company with the authority to commit the company to the terms and requirements of this RFP. This individual, or their agent, has had the opportunity to review this Request for Proposal and asserts compliance with the requirements therein; except where noted otherwise.



Signature Authorizing Vendor RFP Response



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26017 Huntington Lane
Valencia, CA 91355
661-255-0700
www.abm1.com

Contact Person:

Omar Nesheiwat
District Sales Manager
26017 Huntington Lane Unit E
Valencia, CA 91355
omar@abm1.com
Phone: 661-477-5337
Fax: 661-324-1148

Company Description:

1. Company History

American Business Machines has been family owned and operated for more than 70 years. ABM has been an Authorized Canon Dealer for more than 30 years and one of the first on the West Coast. The tradition of ABM is to offer the newest and highest quality digital products at fair prices, supported by highest standards of customer service and technical support in our industry. We are a service-driven company dedicated to delivering complete customer satisfaction for everyone we do business with. ABM has been proudly servicing Magnolia Public Schools for 5 years now with six machines in 4 of the Schools.

2. The offices that will be servicing Magnolia Public Schools include;

Valencia Office (Primary)
26017 Huntington Lane Unit E Valencia, CA 91355, 661-255-0700
Palmdale Office (Back Up)
190 Sierra Court, Suite A17 Palmdale, CA 93550, 661-940-4685
Bakersfield Office (Corporate)
821 18th Street Bakersfield, CA 93301, 661-324-4741

I. Approach

Upon acknowledgement and acceptance of our proposal for Magnolia Public Schools , your American Business Machines project team led by your primary point of contact **Omar Nesheiwat (District Sales Manager)** and assisted by Ryan Jones (General Manager) and Jimmy Rivera (Service Manager) will be assisting you from the beginning to the end. This assistance will include and is not limited to: Contract acknowledgement, signing of the necessary paperwork (lease, order form, etc.), ordering of equipment, installation of equipment in the prospective sites, meeting with Magnolia



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representatives for tentative install dates and locations, training of all necessary personnel that Magnolia chooses, and any post installation questions and / or training.

II. Full Service Maintenance Agreement

ABM will provide an all-inclusive Maintenance Agreement in addition to Lease schedule. Maintenance Contract will include **All parts, labor, mileage, service calls, travel time drums & toner. Does not include paper or staples and overages will be billed on a monthly basis, with quarterly reviews to assess usage and volume**

III. Services

American Business Machines is committed to an hour service callback guarantee. The problem will be determined and evaluated through the initial call. ABM further guarantees a four hour on site response time to resolve service related issues. In the event that the machine cannot be repaired within a 48 hour time frame, ABM will provide a like machine with like features, loaner, at no cost to the School. If a copier fails to operate acceptably for 90% of available work time during a thirty day period, or if the copier has logged six or more service calls in any thirty day period, Magnolia Public Schools can request in writing that ABM address the specific machine. ABM will have 30 days to correct the issue. If unable within thirty days to correct the issue, ABM will replace the machine, like for like, with no contract extension or additional costs.

ABM has a live operator online to place service calls Monday through Friday from 8am-5pm. The end user will also have the option to call a local branch or an 877 number to place service calls. A service history report can be requested online or by email at anytime. Periodic and preventative maintenance including drum and fuser replacement is performed on an as needed basis.

IV. Qualification and Experience of Key Personnel

American Business Machines has a long history of hiring and maintaining highly qualified and dependable service technicians. ABM is committed to providing the highest level of service to each and every customer. The list of technicians below provides an accurate picture of the level of experience and expertise that will be provided to Magnolia Public Schools upon acceptance of this venture.



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26017 Huntington Lane
Valencia, CA 91355
661-255-0700
www.abm1.com

Valencia

- 1. Arturo Manzano** **15 years**
Canon Certified image RUNNER B/W, Color
- 2. Edgar Sahagun** **13 years**
IT Network Setup Complete product line, Canon Certified image RUNNER B/W, Color,
Canon ImagePress 1100 Series/7000 Series, HP LaserJet Series.
- 3. Ben Hernandez** **23 years**
IT Network Setup Complete product line, Canon Certified image RUNNER B/W, Color Canon Wide Format,
Certified Canon Scanners.

Lancaster-Palmdale-Valencia (Backup)

- 4. Kevin Tweedt** **20 years**
IT Network Setup Complete product line CompTIA A+,CompTIA Network+, Canon Certified image
RUNNER B/W, Color, High Volume
- 5. Julie Young** **20 years**
Canon Certified image RUNNER B/W, Color, High Volume
- 6. Perry Harper** **10 years**
Canon Certified image RUNNER B/W, Color, High Volume, Certified Canon Scanners.

In addition to our well qualified technicians, we also have a highly experienced management team that will be fully involved in the implementation, installation, and maintenance of Magnolia Public Schools. The level of expertise ABM offers is one of the many reason other school districts have chosen ABM as their digital office solution specialists.

Service Manager

Jimmy Rivera **30 years**

District Sales Manager

Omar Nesheiwat **15 years**

General Manger / Owner

Ryan Jones **20 years**

Vice President

Richard Jones **55 years**

President

Judee Jones **25 years**





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Solution Overview

As a testament to Canon's leading market position and innovative technology, there are numerous awards and acknowledgements that Canon has received from various third parties, both as a company and for individual products. Canon U.S.A., Inc. was ranked #1 in the Multifunction Office Copier category in *Brandweek's* Annual Customer Loyalty Survey for 10 of the 13 years of the survey's existence. In addition, Canon has received the prestigious "MFP Line of the Year" Award from Buyers Laboratory Inc. six times since 2000.

Commitment to Research and Development (R&D) is a clear indication of Canon's dedication to developing leading-edge technology. Canon Inc. invested 8.2% of its net sales in R&D in 2013 which exceeds such spending by key competitors. A large portion of Canon's R&D investment goes toward the development of software technology and peripheral utilities, which embrace Canon's core business – print engine technology. Canon also focuses R&D efforts on standard device architecture, network management, network productivity, and total cost of ownership.



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Solutions to Manage Your Fleet

American Business Machines provides both consultative services and analytical tools that assist organizations with all aspects of the document workflow. The tools listed below can assist Magnolia with managing your fleet so you can maximize your return on investment.

imageWARE Remote

imageWARE Remote is firmware that is embedded in our imageRUNNER products. The function of imageWARE Remote is to automatically provide accurate meter reads without the need for customer intervention. It reduces administrative costs and increases accuracy. The meters are automatically read every day for the most up-to-date reporting capabilities.

The Service Monitoring portion of this tool automatically notifies our Dispatch Department of a hardware/software error. This feature allows our Dispatch Representatives to proactively call the customer to confirm that service is required.

imageWARE Enterprise Management Console

imageWARE Enterprise Management Console (EMC) is a highly scalable, Web-based utility that can manage multiple Canon and third-party devices on most networks. EMC can assist with the following:

Identify device configurations - IT administrators can identify finishing and feature configurations on the MFP or printer and enter special data such as Asset Tag, Contact Number, and Lease End Date.

Group devices logically - Simplify device location by logically



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grouping them.

Manage third-party devices - Consolidate management of all network devices that comply with the standard printer MIB, regardless of brand or manufacturer.

View device status in real time - For fast resolution of errors such as paper jams or out-of-toner/ink conditions, connected devices immediately report status changes via e-mail to a system administrator or specific end user.

Customize viewing preferences - Sort devices by protocol, type, or group to segment and manage them as your environment demands.

EXAMPLE of recent winning BID

Regular Board Meeting Agenda

Newhall SD

October 06, 2015 6:15PM

Meadows Elementary School 25577 Fedala Road Valencia, CA 91355

15.2.2. Consideration of approving copier lease and maintenance services from American Business Machines

Speaker:

Ronna Wolcott



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26017 Huntington Lane
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Rationale:

School sites had several copier machines that were at or near the end of their lease term and useful life. In June 2015, the district issued a Request for Proposals (RFP) for copier services asking for proposals that were based on an assessment of the current number of machines and volume of use district-wide. The purpose was to develop a proposal that would reduce overall operating costs for all sites within the District by right-sizing the copier machines for each site while maintaining or including functionality such as the ability to network machines for printing directly to a copier (thereby reducing printer cartridge costs) and providing the ability to scan and electronically send documents.

We received eight responses to the RFP. A scoring matrix was used to evaluate the responses and after reviewing those, we met with three firms to review their proposals. The selected provider is American Business Machines who is a distributor of Canon products. The vendor has a local showroom and has references have been excellent for maintenance services. The overall estimated annual savings to the District for this five year agreement is \$55,565 based on average volume over the last three years.

The District will execute a separate maintenance and lease agreement for each site. Samples of the proposed agreements are attached.

Requested Motion:

Approve agreement with American Business Machines for copier services, as presented.



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Valencia, CA 91355
661-255-0700
www.abm1.com

References

1. Newhall School District
25375 Orchard Village Rd., Suite 200
Valencia, CA 91355
Phone # 661.291.4169
Contact: Kevin Vensko, Business Services Coordinator
50 + MFD's installed (from Canon desktop up to Océ VP 110 Production System)
15 Duplo Digital Duplicators
2. Westside Unified School District
41914 N. 50th Street West
Quartz Hill, CA 93536-2963
Phone # 722.0716
Contact: Chris Soliz, Director, Information Technology
60 + Canon MFD's (up to H5 ppF)
2 Canon 1135 Production Systems in Printshop
Uniflow Software installed throughout District
3. Pasadena Unified School District
351 South Hudson
Pasadena, CA 91101
Phone # 626.396.3600 x HH503
Contact: Christine Ward
75+ Canon & Océ Production systems installed with uniFLOW Print Management software



So. Cal. Office
26017 Huntington Ln.
Valencia, CA
661-255-0700

Magnolia Science Academy #2
17125 Victory Blvd
Van Nuys, CA 91406

Attn: Rasul Monoshev

Subject: New Canon Image Runner Advanced 6565i Digital Copier / Printer / Scanner

Copier includes the following:

- ◆ 65 Digital Copies/Prints per minute
- ◆ 4,200 sheet paper capacity standard (4 Drawers + Bypass)
- ◆ 1200x1200 dpi Printing Resolution
- ◆ 300 sheet Automatic single pass duplexing Document Feeder
- ◆ Color Universal Send (color scanning)
- ◆ PS/PCL Network Printing
- ◆ 120 scans per minute black and white/duplex 200
- ◆ 80GB Hard Drive
- ◆ OOXML (Scan to PPT & Word)
- ◆ 10.1 TFT LCD Color intuitive flat control panel
- ◆ 65 Sheet External Multi Position Booklet Finisher-V1
- ◆ 2/3 Hole Puncher Unit-A1
- ◆ 3 Finisher Output trays holding up to 3,500 Sheet Capacity
- ◆ 4 Sheet Staple Free w/ On-Demand Stapler



60 Month FMV Lease Purchase..... \$219.00 + Tax

****Price based off WSCA / NASPO Piggyback Agreement****

****Additional Credits given for Customer Loyalty****

Cost per Copy Service Agreement

Service contract will include setup, all parts, labor, mileage, service calls, drum, & toner, unlimited training, initial networking.

All Copies / Prints billed at .0055 per image.

Thank you,

Omar Nesheiwat

HIGH QUALITY, EFFICIENT, AND DEPENDABLE

The imageRUNNER ADVANCE 6500 Series is designed to deliver high performance and quality black-and-white output for demanding office environments. These intelligent systems can help enhance productivity through outstanding document workflows and an intuitive user experience.

Print up to 75 ppm in black and white

Scan up to 240/220 ipm (300 dpi) (BW, color, duplex)

Print up to 11" × 17"

7,700-sheet maximum paper capacity



Workflow Efficiency

- An intuitive user interface with a large, responsive color touch-screen with smart phone-like usability helps make carrying out tasks easy.
- My ADVANCE enables a unique, personal experience, creating a customized user experience tailored to meet each user's workflow needs.
- Canon's MEAP platform supports a range of integrated solutions designed to simplify workflow and help provide a holistic business solution.
- Scalable support for mobile and flexible work styles can increase efficiency by allowing workers to capture or print documents and access certain cloud applications.
- Scan and convert documents to Searchable PDF, Microsoft® Word, and Microsoft® PowerPoint® files through a single-pass, duplexing document feeder that holds up to 300 originals.
- Intelligent features, such as motion sensor technology to wake the device from sleep mode and the ability to remove blank pages when scanning, help maximize productivity.

Security

- Control who has access to the device with authentication by using the standard Universal Login Manager application.
- Help prevent unauthorized distribution of sensitive information with an array of standard and optional document security features.
- Help facilitate information privacy and security by controlling access with IPsec, port filtering capabilities, and SSL technology.

Cost Management

- The ability to apply print policies, monitor output, and restrict usage by user helps reduce unnecessary printing, enables cost recovery, and can help save money on paper and toner.
- Tight integration with output management solutions, such as uniFLOW, provides the ability to carry out detailed tracking, reporting, and cost analysis.
- Quality and reliability, combined with remote diagnostics and assistance, contribute to maximizing uptime and can help reduce time spent by IT resolving issues.
- Consistent user operation, combined with remote and centralized fleet management, can help simplify IT management of devices and entire fleets.



Device and Fleet Management

- The ability to pre-configure devices makes installation easy and fleet management is simplified with the ability to synchronize settings across multiple devices.
- Canon's device management tools give you a centralized point of control across your entire fleet, including the ability to check device status and consumables, turn off devices remotely, capture meter readings, as well as manage address books and printer drivers.
- Standard Genuine Adobe® PostScript® and PCL® support integration with enterprise applications and legacy systems to help streamline business processes.

Quality and Reliability

- Canon's signature reliability and engine technologies contribute to high-quality output to meet the needs of busy departments.
- Outstanding imaging technologies and toner allow for consistently striking images in rich black-and-white tones and 1200-dpi print resolution.
- Designed to achieve maximum uptime with status notifications to help keep supplies replenished, intuitive user maintenance videos, the ability to replace toner on the fly, and automatic job rerouting (with optional solutions).

Sustainability

- Fusing technologies, pO toner, and innovative sleep mode features help lower overall energy consumption.
- Help minimize waste with default two-sided printing, Secure Print, and the ability to hold print jobs, preview them and change print settings at the device, helping to achieve the results you want the first time.
- ENERGY STAR® certified and rated EPEAT® Gold.

Configuration



Main Unit

Type
Monochrome Laser Multifunctional

Core Functions
Standard Print, Copy, Scan, Send, Store
Optional Fax

Processor Speed
Canon Dual Custom Processor (Shared)

Control Panel
Standard 10.1" TFT LCD WSVGA Color Flat-panel
Optional 10.4" TFT LCD SVGA Color Upright-panel

Memory
3.0 GB RAM

Hard Disk
Standard 250 GB
Maximum 1 TB

Interface Connection
Network 1000Base-T/100Base-TX/10Base-T,
Wireless LAN (IEEE 802.11 b/g/n)

Others
Standard USB 2.0 x2 (Host), USB 3.0 x1 (Host),
USB 2.0 x1 (Device)
Optional Serial Interface, Copy Control Interface

Paper Output Capacity (LTR, 20 lb. Bond)

With Copy Tray 250 Sheets
With External 3,500 Sheets
Finishers

Paper Sources (LTR, 20 lb. Bond)

Standard Dual 1,500-sheet Paper Drawers, Dual
550-sheet Paper Cassettes, 100-sheet
Stack Bypass
Optional 3,500-sheet Paper Deck (POD DECK
LITE-C1 or PAPER DECK UNIT-E1)

Paper Capacity (LTR, 20 lb. Bond)

Standard 4,200 Sheets
Maximum 7,700 Sheets

Finishing Capabilities

With External Finishers Collate, Group, Offset, Staple,
Booklet, Hole Punch, Document Insertion, C and Z Folding

Supported Media Types

Paper Thin, Plain, Recycled, Color, Heavy,
Drawers (1/2) Pre-punched, Letterhead, Bond
Paper Thin, Plain, Recycled, Color, Heavy
Cassettes Pre-punched, Letterhead, Bond, Tab¹
(3/4)
Stack Bypass Thin, Plain, Recycled, Color, Heavy,
Pre-punched, Bond, Transparency,
Labels, Letterhead, Tab, Tracing²
POD DECK Thin, Plain, Recycled, Color, Heavy,
LITE-C1 Pre-punched, Letterhead, Bond,
Transparency, Labels, Tab
PAPER DECK Thin, Plain, Recycled, Color, Heavy
UNIT-E1 Pre-punched, Letterhead, Bond

Supported Media Sizes

Paper Drawers Letter (1/2)
Paper 11" x 17", Legal, Letter, Letter-R,
Cassettes Executive, Statement-R, Custom Size
(3/4) (5-1/2" x 7-1/8" to 11-3/4" x 17")
Stack Bypass 11" x 17", Legal, Letter, Letter-R,
Executive, Statement-R, Custom Size
(4" x 5-7/8" to 11-3/4" x 17"), Free Size
(4" x 7-1/4" to 11-3/4" x 17")
POD DECK 11" x 17", Legal, Letter, Letter-R,
LITE-C1 Executive, Statement-R, Custom Size
(5-1/2" x 7-1/8" to 11-3/4" x 17")
PAPER DECK Letter
UNIT-E1

Supported Media Weights

Paper Decks/ 14 lb Bond to 80 lb Cover
Cassettes (52 to 220 g/m²)
Stack Bypass 14 lb Bond to 140 lb Index
(52 to 256 g/m²)
Duplexing 14 lb Bond to 80 lb Cover
(52 to 220 g/m²)

Warm-up Time³

From Power 30 Seconds
On
From Sleep 30 Seconds
Mode

Dimensions (W x D x H)

26-3/8" x 30-5/8" x 48" (670 mm x 779 mm x 1220 mm)

Installation Space (W x D)

Basic Stack Bypass + Cassette drawers
open + Copy Tray 60-3/8" x 53-1/4"
(1533 mm x 1353 mm)
Fully Booklet finisher + Paper Deck + Insertion
Configured and folding unit + Puncher unit + Cassette
drawers open 94-3/4" x 53-1/4"
(2407 mm x 1353 mm)

Weight

Approx 515.9 lb (234 kg)⁴

Print Specifications

Print Speed

iR ADV 6555i Up to 55 ppm (Letter)
Up to 43 ppm (Letter-R)
Up to 39 ppm (Legal)
Up to 32 ppm (11" x 17")
iR ADV 6565i Up to 65 ppm (Letter)
Up to 50 ppm (Letter-R)
Up to 39 ppm (Legal)
Up to 32 ppm (11" x 17")
iR ADV 6575i Up to 75 ppm (Letter)
Up to 58 ppm (Letter-R)
Up to 45 ppm (Legal)
Up to 37 ppm (11" x 17")

Print Resolution

1200 dpi x 1200 dpi, 600 dpi x 600 dpi

Standard Page Description Languages

UFR II, PCL6, Adobe PS 3

Direct Print

Available from USB, Advanced Box, Remote UI, and
Web Access⁵

Supported File Types

PDF, TIFF, JPEG, EPS,⁶ XPS

Printing from Mobile and Cloud

A range of software and MEAP-based solutions are
available to provide printing from mobile devices or
Internet-connected devices and cloud-based services
depending on your requirements

Fonts

PCL fonts 93 Roman, 10 Bitmap fonts, 2 OCP fonts,
Andale Mono WT J/K/S/T (Japanese,
Korean, Simplified and Traditional
Chinese)⁷
PS fonts 136 Roman

Operating System⁸

UFR II Server 2003/Server 2003 R2/Vista/
Server 2008/Windows 7/Server 2008 R2/
Windows 8/Server 2012/Windows 8.1/
Server 2012 R2/Windows 10, MAC OS X
(10.5.8 or later)
PCL Server 2003/Server 2003 R2/Vista/
Server 2008/Windows 7/Server 2008 R2/
Windows 8/Server 2012/Windows 8.1/
Server 2012 R2/Windows 10
PS Server 2003/Server 2003 R2/Vista/
Server 2008/Windows 7/Server 2008 R2/
Windows 8/Server 2012/Windows 8.1/
Server 2012 R2/Windows 10, MAC OS X
(10.5.8 or later)

Copy Specifications

Copy Speed

iR ADV 6555i Up to 55 ppm (Letter)
Up to 43 ppm (Letter-R)
Up to 39 ppm (Legal)
Up to 32 ppm (11" x 17")
iR ADV 6565i Up to 65 ppm (Letter)
Up to 50 ppm (Letter-R)
Up to 39 ppm (Legal)
Up to 32 ppm (11" x 17")
iR ADV 6575i Up to 75 ppm (Letter)
Up to 58 ppm (Letter-R)
Up to 45 ppm (Legal)
Up to 37 ppm (11" x 17")

First-Copy-Out Time

iR ADV As fast as 3.3 seconds
6555i
iR ADV As fast as 3.3 seconds
6565i
iR ADV As fast as 3.1 seconds
6575i

Copy Resolution

Reading 600 dpi x 600 dpi
Printing 1200 dpi x 1200 dpi

Multiple Copies

Up to 9,999 copies

Magnification

25%-400% (1% Increments)

Preset Reductions

25%, 50%, 64%, 73%, 78%

Preset Enlargements

121%, 129%, 200%, 400%

Basic Copy Features

Preset Reduction/Enlargement Ratios by Area, Paper
Setting, Previous Settings, Favorite Settings, Finishing,
Two-Sided, Density Adjustment, Original Type Selection,
Interrupt Mode, Setting Confirmation/Cancel

Special Copy Features

Book to Two Pages, Two-sided Original, Finishing,
Booklet, Job Build, Non l, Add Cover, Insert Sheets,
Different Size Originals, Density Adjustment, Original
Type Selection, Transparency Cover Sheets, Page
Numbering, Copy Set Numbering, Sharpness, Erase
Frame, Secure Watermark, Print Date, Shift, Gutter, Print
& Check, Negative/Positive, Repeat Images, Merge Job
Blocks, Job Done Notice, Mirror Image, Print on Tab, Store
in Mail Box, Superimpose Image, Cascade Copy, Copy ID
Card, Detect Feeder, Multi Sheet Feed, Free Size Original

Scan Specifications

Type

Color Platen and Single-Pass Duplexing Automatic
Document Feeder

Document Feeder Paper Capacity

300 sheets (20 lb. Bond)

Document Feeder Supported Media Sizes

11" x 17", Legal, Letter, Letter-R, Statement, Statement-R

Document Feeder Supported Media Weights

BW Original 13 lb Bond to 80 lb Cover (50 to 220 g/m²)
Color 17 lb Bond to 80 lb Cover (64 to 220 g/m²)
Original

Platen Acceptable Originals

Sheet, Book, 3-Dimensional Objects (Up to 4.4 lb. (2 kg))

Pull Scan

Color Network ScanGear2 for both Twain and WIA
Supported Windows Vista/7/8/8.1/10/Windows
OS Server 2003/Server 2003 R2/Server
2008/Server 2008 R2/Server 2012/
Server 2012 R2

Scan Resolution

600 x 600 dpi, 400 x 400 dpi, 300 x 300 dpi, 200 x 400
dpi, 200 x 200 dpi, 200 x 100 dpi, 150 x 150 dpi,
100 x 100 dpi

Scan to Mobile Devices and Cloud-based Services

A range of solutions is available to provide scanning to
mobile devices and cloud-based services depending on
your requirements

Scan Speed (Letter)

Single-sided 120 ipm (300 dpi)/120 ipm (600 dpi)
Scanning
(BW)
Single-sided 120 ipm (300 dpi)/60 ipm (600 dpi)
Scanning
(Color)
Double-sided 240 ipm (300 dpi)/150 ipm (600 dpi)
Scanning
(BW)
Double-sided 220 ipm (300 dpi)/60 ipm (600 dpi)
Scanning
(Color)

Send Specifications

Destination

E-mail/Internet Fax (SMTP), SMB, FTP, WebDAV,
iMail Box, Super G3 Fax (Optional), IP Fax (Optional)

Address Book

LDAP (2,000)/Local (1,600)/Speed dial (200)

Send Resolution

600 x 600 dpi, 400 x 400 dpi, 300 x 300 dpi,
200 x 400 dpi, 200 x 200 dpi, 200 x 100 dpi,
150 x 150 dpi, 100 x 100 dpi

Communication Protocol

File FTP, SMB, WebDAV
E-mail/I-Fax SMTP, POP3, I-Fax (Simple, Full)

File Format

Standard TIFF, JPEG, PDF (Compact, Searchable, Apply policy, Optimize for Web, PDF A/1-b), XPS (Compact, Searchable), Office Open XML (PowerPoint, Word)
Optional PDF (Trace & Smooth, Encrypted), PDF/XPS (Digital Signature)

Universal Send Features

Original Type Selection, Two-sided Original, Book to Two Pages, Different-size Originals, Density Adjustment, Sharpness, Copy Ratio, Erase Frame, Job Build, Sender's Name (TTI), Select Line, Direct Send, Delayed Send, Preview, Finished Stamp, Job Done Notice, File Name, Subject/Message, Reply-to, E-mail Priority, TX Report, Original Content Orientation, Skip Blank Originals, Detect Feeder Multi Sheet Feed

Fax Specifications (Optional)

Modem Speed

Super G3 33.6 kbps
G3 14.4 kbps

Compression Method

MH, MR, MMR, JBIG

Resolution

400 x 400 dpi, 200 x 400 dpi, 200 x 200 dpi, 200 x 100 dpi

Sending/Recording Size

Statement-R to 11" x 17"

Fax Memory

Up to 6,000 pages

Speed Dials

Max 200

Group Dials/Destinations

Max 199 dials

Sequential Broadcast

Max 256 addresses

Memory Backup

Yes

Fax Features

Original Type Selection, Two-sided Original, Book to Two Pages, Different-size Originals, Density for Scanning, Sharpness, Copy Ratio, Erase Frame, Job Build, Specifying the Sender's Name (when sending fax), Sender's Name (TTI), Selecting the Telephone Line (when sending fax), Direct Send, Delayed Send, Preview, Finished Stamp, Job Done Notice, TX Report, Detect Feeder Multi Sheet Feed

Store Specifications

Mail Box (Number Supported):

100 User In-boxes, 1 Memory RX In-box, 50 Confidential Fax In-boxes, 30,000 Maximum Pages Stored

Advanced Box:

Communication Protocol SMB or WebDAV
Supported Windows (Windows Vista/7/8/8.1/10)
Client PC

Concurrent Connections (Max)

SMB 64
WebDAV 3 (Active Sessions)

Advanced Box Available Disc Space:

Approx 16 GB (Standard HDD)
Approx 480 GB (Optional 1 TB HDD)

Advanced Box Features:

Disabling Advanced Box, Storage Filtering, Authentication for Advanced Box Log-in, Search Function, Sort Function, Printing a PDF File with a Password, imageWARE Secure Audit Manager Support

Memory Media

Standard USB

Security Specifications

Authentication

Standard Universal Login Manager, User Authentication, Department ID Authentication, (Device and Function Level Log-in), Access Management System
Optional uniFLOW

Data

Standard Trusted Platform Module (TPM), Hard Disk Password Lock, Hard Disk Drive Erase, Mail Box Password Protection, Hard Disk Drive Encryption (FIPS140-2 Validated)
Optional Hard Disk Drive Mirroring, Hard Disk Drive removal, IEEE 2600 2 Common Criteria Certification, Data Loss Prevention (Requires uniFLOW)

Network

Standard IP/Mac Address Filtering, IPsec, TLS Encrypted Communication, SNMP V3 0, IEEE 802.1X, IPv6, SMTP Authentication, POP Authentication before SMTP

Document

Standard Secure Print, Adobe LiveCycle® Rights Management ES2.5 Integration
Optional: Encrypted PDF, Encrypted Secure Print, User and Device signatures, Secure Watermarks, Document Scan locking

Environmental Specifications

Operating Environment

Temperature 50 to 86 °F
Humidity 20 to 80 % RH (no condensation)

Power Requirements

120-127 V AC, 60 Hz, 16 A

Plug (Main Unit)

NEMA 5-20P

Power Consumption

Maximum Approx 2.1 kW
Standby* Approx 238 Wh
Energy Saver Approx 192 Wh
Mode
Sleep Mode Approx 0.9 W⁹
Typical 5.2 kWh (iR ADV 6555i)
Electricity 5.8 kWh (iR ADV 6565i)
Consumption 6.3 kWh (iR ADV 6575i)
(TEC) Rating

Standards

ENERGY STAR® Certified
Rated EPEAT® Gold¹⁰
EU RoHS Compliant
Ecomark
Blue Angel

Consumables

Toner

GPR-38 Black Toner

Toner Yield (Estimated @ 6% Coverage)

56,000 Images

Footnotes

- ¹ Tab paper can be fed from Paper Cassettes (3/4) when the optional Tab Feeding Attachment Kit-B1 is installed
- ² Some types of tracing paper cannot be used
- ³ Warm-up time shown for when "Quick Startup Settings for Main Power" is set to "OFF". For significantly faster warm-up, set "Quick Startup Settings for Main Power" to "ON"
- ⁴ Including the toner bottle
- ⁵ PDF print from websites is supported
- ⁶ EPS can be printed directly only from the Remote User Interface
- ⁷ Requires the optional PCL International Font Set-A1
- ⁸ Other operating systems and environments including AS/400 UNIX, Linux and Citrix may be supported. Some of these solutions are chargeable. SAP Device Types are available via the SAP Market Place. For more information, contact your sales representative.
- ⁹ 0.9 W sleep mode not available in all circumstances due to certain settings
- ¹⁰ For current EPEAT rating (Gold/Silver/Bronze), please visit www.epeat.net

For detailed specifications and a comprehensive list of optional accessories, see the imageRUNNER ADVANCE 6500 Series Specifications document.

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KONICA MINOLTA

**KMBS is pleased to present this
Operating Lease/Maintenance/Supply
Proposal
in response to Magnolia Public Schools RFP for MFPS**

June 22, 2016

KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.
800 South Figueroa Street, Suite 800
Los Angeles, CA 90017
(310) 497-6020



B *k* **R** *e* **A** *y* **N** *s* **D.**

Konica Minolta Recognized for #1 Brand Keys Customer Loyalty for the Ninth Consecutive Year Ramsey, NJ – February 22, 2016

Konica Minolta Business Solutions U.S.A., Inc. ([Konica Minolta](#)) today announced it is the recipient of the Brand Keys' Customer Loyalty Award for the ninth consecutive year. This is the 21st annual survey conducted by Brand Keys, a New York-based brand engagement and customer loyalty research consultancy ([brandkeys](#)).

Ratings are based on a brand's ability to meet customers' expectations and do so better than its competition in the category in which it competes. In a marketplace where consumers' expectations change quickly and brands struggle to create meaningful differentiation and engagement, those better able to identify customers' expectations and address them via Authentic emotional values will see tangible bottom-line results.

"We are honored to receive this award for the ninth consecutive year," said Kevin Kern, senior vice president, marketing, Konica Minolta Business Solutions U.S.A., Inc. "It is a validation of the commitment of every employee to help our customers attain their goals. Our success in developing strong customer engagement is a key differentiator for our brand, so it's an honor to be recognized for it by customers."

The key drivers of brand engagement have shifted dramatically toward emotional values in the majority of the 72 categories surveying 635 brands in Brand Keys' 2016 Customer Loyalty Engagement Index® (CLEI).

"In a world where productivity and technology have merged into one fundamental business value, and in a category where customers are expecting more and more from office productivity technologies to help them meet their goals, Konica Minolta has managed to become not only a critical part of business success, but a brand that customers rely on," said Robert Fassikoff, founder and president, Brand Keys.

PAST PERFORMANCE – LARGE CONTRACTS

1) **SOCIAL SECURITY ADMINISTRATION (SSA)**

Contract Number/Title:	SS00-12-40050, Low Volume Project (20-30 ppm)
Period of Performance:	10/1/2012-9/30/2017
Contract Number:	SS00-12-40056, Multifunctional Devices (35-45 ppm)
Period of Performance:	10/1/2012-9/30/2017
Contract Value:	Combined Value \$15 Million

KONICA MINOLTA

Ms. Melissa R. White
6401 Security Boulevard, RMB Bldg, Room 2507, Baltimore, MD 21235
Telephone Number: 410-966-9481 E-mail address: Melissa.r.white@ssa.gov

Overview of Contracts

The two contracts referenced above are purchase and maintenance BPAs with very stringent contract requirements, both ending in 2017. There are approximately 1,500 units under these two contracts currently, with over 1,100 new units anticipated to be installed in 2016. Maintenance will continue after the BPA end date. KMBS also has a third active BPA ending 9/30/16 for 30 ppm devices, and there are over 2,100 units currently in this fleet. Maintenance will continue after the BPA end date. KMBS is also the servicing vendor for maintenance on an older copier fleet (over 1,000 units) as well as a nationwide installation of production print equipment in the 100-125 page per minute range. Social Security and Konica have a long history and partnership based on Konica Minolta contract execution and providing of quality products and services to SSA.

Over the past 10 years, KMBS has replaced most of the competitor's units in the fleet, including Xerox, Sharp, Ricoh and are current replacing the Canon/OCE fleet. SSA is a demanding agency and to be a life long partner requires focusing on attention to detail, from delivery to billing and everything in between.

Description of the Contracts

Konica Minolta is by far the majority vendor at SSA, with over **4,000 multifunctional devices** currently installed nationwide, including black & white and color units. Konica Minolta has been able to be this successful due in part to offering one of the lowest TCO offerings for all copier models in the Konica Minolta fleet. All machines are outright purchase, there are no leased machines, and all maintenance on black and white machines is flat rate with no overage. There are multiple contracts ranging from 20 pages per minute to 125 pages per minute. The Social Security Administration (SSA) has been instrumental in driving corporations to adapt Section 508 and include stringent requirements into their solicitations for Section 508 features. Konica Minolta has worked closely with SSA key personnel on the development of Section 508 copiers to meet the requirements of SSA and as a result Konica Minolta been an innovator in building Section 508 features into all of our equipment. The application of Section 508 features has allowed Konica Minolta to be successful in winning large procurements at SSA.

*****ONE OF THE KEY DECIDING FACTORS FOR WINNING BUSINESS AT SSA IS SECTION 508 COMPLIANCE AND PAST PERFORMANCE (PARTICULARLY KONICA MINOLTA'S PERFORMANCE WITHIN THE SSA ACCOUNT). KONICA MINOLTA HAS BEEN JUDGED #1 IN SECTION 508 COMPLIANCE IN ALL BUT A FEW SMALLER RFQ OPPORTUNITIES AT SSA (COMPARED WITH COMPETING VENDORS) OVER THE PAST 10 YEARS*****

Description of Services Provided/Technologies Used

Several thousand machines have been installed since October 2009, some with Konica Minolta's unique and highly secure biometric authentication (vein reading security feature) and this has been used as a solution for blind user to perform on demand printing while standing at the device. Recent installs on the 2012 BPAs require CACPIV authentication in lieu of the biometric units purchased for the 2009 BPA. Konica Minolta coordinates all aspects within our company including the following: order processing, delivery and installation of all multifunctional devices, set-up copier/scanner/ printer/fax, hard drive security action if needed, and training, with a combination of both direct KMBS branch and dealer service. Every machine receives start-up toner, power filter (surge protector), and network cables.

Unique or Complex Characteristics of the Project

One of the goals of SSA contracts is simplification and reducing of administrative costs. Konica Minolta personnel worked closely with Social Security Administrative personnel to meet the need of this customer. As a result of our fact finding mission and to meet the demands of SSA, all billing for machines and maintenance is provided on a summary bill; all purchased machines are summary billed on a spreadsheet with columns lining up with Social Security's RIMS purchasing system. All placements for an entire purchase order (which can be over 100 machines) are billed with a single invoice. Maintenance billing for each BPA fleet is billed quarterly in arrears, also on a spreadsheet with a single cover invoice. In addition, beginning with the 2009 protect, Konica Minolta has taken on the task of shipping the internal SSA asset

barcodes to the individual SSA office to be put on their new devices. This clearly demonstrates the planning, execution and quality that is created when the private sector partners with a public sector agency.

The Konica Minolta and SSA contract is a national contract with multiple installations at multiple offices in every state within the United States, Puerto Rico, and U.S. Territories using a combination of dealer and direct branch service. These are fully configured multifunctional devices with copier/fax/printer/scanner capabilities. Other functions to assure quality support are summary customized billing for both the purchase of the equipment and the maintenance. Fleet reporting is required every year, for informational purposes and we provide a system-generated report of every machine, its location, and required parameters such as monthly volume, etc.

Konica Minolta is able to meet a growing demand of Federal Government Agencies to offer security clearances and fingerprinting of all key personnel that enter any SSA facility.

LOCAL References

Arcadia USD

Jaime Morales

(626)821-8300

40+ MFPs across 11 Campuses with 10,000 Students

United Teachers Los Angeles

Dave Maldonado

(213)487-5560

dmaldonado@utla.net

4 Production Copiers at Union Office

Bizhub 654E

65 Pages Per Minute

Copy, Scan, and Print

Duplex

Dual Unit Color Scanning

250 GB HD

PS, PCL & XPS Controller

Hole Punch

50 Sheet Stapling

Saddle-Stich and Tri-Fold

User Management and Copy Limit Capabilities Included

Mobile Printing Included

Pricing

Monthly Price (Does not include Sales Tax)
--

60 Month Lease	\$286.32
Maintenance and Supplies Including Staples with no minimum per page Pricing Fixed for 60 Months	\$.007





6/8/16

Equipment Proposal
for
Magnolia Public Schools

PREPARED FOR: RASUL MONOSHEV

PREPARED BY: STEFAN SAFFIE

PRODUCTS DESCRIPTION AND CONFIGURATION

TOSHIBA E-STUDIO 657

- 65 Page per minute print and copy
- Stapling finisher
- Saddle stitch/folding unit
- 2-3 hole punch
- Scan to email capability
- User management and copy/print limitation capability

ACQUISITION

NEW 60 Months FMV Lease Option

TOSHIBA E-STUDIO 657 \$197.00 per month + tax

Includes:

- Black and white images billed quarterly at \$.006 per image.
- All service, parts, supplies, toner, PM kits & drums are included for duration of lease.
- Delivery to be within 7 business days of contract completion.
- Delivery, installation, networking and unlimited training.

SERVICE & SUPPLIES

Includes:

- Everything except paper & staples

THIS PROPOSAL IS VALID FOR 60 DAYS

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