



| | |
|---------------------|---|
| Board Agenda Item # | II D |
| Date: | July 13, 2017 |
| To: | Magnolia Board of Directors |
| From: | Caprice Young, Ed.D. CEO & Superintendent |
| Staff Lead: | Suat Acar, MPS COO |
| RE: | Contract Approval for SoCal Office Technologies |

Proposed Board Recommendation

I move that the board awards the winning bid based on the vendor evaluation matrix and approve the copier lease for MSA Santa Ana by SoCal Office Technologies. Should there be any similar need for other Magnolia schools, the approved vendor, machine model, and pricing will be effective for fiscal year 2017-18.

Background

MSA Santa Ana’s current copier lease is completed as of June 23rd, 2017 and we will be returning the machine to replace with the new copier. The RFP process was opened on June 5th, 2017 and closed on June 27th, 2017. RFP is evaluated by MPS IT Director, Mr. Monoshev. Based on the attached evaluation matrix of the bids we recommend SoCal Office Technologies 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% |

Budget Implications

The lease of MSA Santa Ana copier is budgeted for 2017-18 fiscal year.

- Xerox Altalink C8070 -\$263.59 (per month)
- Color copies -\$0.005
- Color copies -\$0.049

Name of Staff Originator: Rasul Monoshev

Received Price Quotes for MSA Santa Ana Copier Need

| | Canon solutions | Canon Solutions | American Business Machines | American Business Machines | United Images | United Images | SoCal Office Technologies |
|---|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|---------------------------|
| Copier model | Canon 7570i | Canon 7580i | Canon 7570i | Canon 7580i | TOSHIBA E-STUDIO 7506AC | TOSHIBA E-STUDIO 6506AC- | Xerox Altalink C8070 |
| Copier price per month | \$ 711.10 | \$ 813.73 | \$ 449.00 | \$ 499.00 | \$ 299.00 | \$ 289.00 | \$263.59 |
| B/W copies | \$ 0.0070 | \$ 0.0070 | \$ 0.0055 | \$ 0.0055 | \$ 0.005 | \$ 0.005 | \$ 0.005 |
| Color copies | \$ 0.042 | \$ 0.042 | \$ 0.05 | \$ 0.05 | \$ 0.04 | \$ 0.04 | \$ 0.049 |
| Functionality/specification of items(30%) | All RequestedSpecs and items | All RequestedSpecs and items | All RequestedSpecs and items | All RequestedSpecs and items | All RequestedSpecs and items | All RequestedSpecs and items | Software only |
| Vendor Qualifications(20%) | Well Qualified | Well Qualified | Well Qualified | Well Qualified | Good Qualified | Good Qualified | Well Qualified |
| Terms and Conditions(10%) | Good | Good | Good | Good | Good | Good | Good |

Evaluation

| | | | | | | | |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Pricing including tax (Max 40 points) | 25 | 20 | 25 | 20 | 30 | 35 | 40 |
| Functionality/specification of items (Max 30 points) | 30 | 30 | 30 | 30 | 30 | 30 | 30 |
| Vendor Qualifications (Max 20 points) | 20 | 20 | 20 | 20 | 20 | 20 | 20 |
| Terms and Conditions (Max 10 points) | 10 | 10 | 10 | 10 | 10 | 10 | 8 |
| | 40 | 40 | 85 | 80 | 90 | 95 | 98 |

The Winning bid is SoCal Office Technologies



REQUEST FOR PROPOSALS FOR MSA SANTA ANA COPIER NEED

(Due Date – June 27rd, 2017)

PURPOSE

The Magnolia Public Schools(MPS) is accepting proposals for the lease of copier needs at Magnolia Science Academy(MSA) – Santa Ana. *Should there be a need for any other MPS schools listed below between dates July 1st, 2017 – June 30th, 2018, the approved vendor, the copier model, and the price will be used for the lease:*

| | |
|-----------------|--|
| 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, Tuesday, 06/27/2017 with options below:

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

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 60 days after invoice date. 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:

- ✓ Canon imageRUNNER ADVANCE C7580i Multifunction Printer/Copier (3-year term lease) or similar
- ✓ Stapling unit
- ✓ Scan to email
- ✓ Folding unit
- ✓ iOS, Chromebooks compatibility is a plus (but not a must)

- **Item 2 :**

Quantity: 1

Description:

- ✓ Canon imageRUNNER ADVANCE C7570i Multifunction Printer/Copier (3-year term lease) or similar
- ✓ Stapling unit
- ✓ Scan to email
- ✓ Folding unit
- ✓ iOS, Chromebooks compatibility is a plus (but not a must)



Delivery/Shipping

NOTE: No dock at this location.

Ship to Address:

Magnolia Science Academy-Santa Ana

2840 W. 1st Street, Santa Ana, CA 92703



Office
Technologies

A Xerox Company

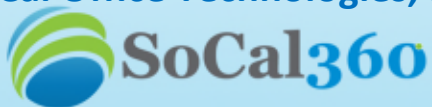
SoCal-Office Response to:

Magnolia Public Schools
Request for Proposal
Multi-Function Devices
Due Date: June 27, 2017

Xerox® Enterprise
Print Services



Prepared by:
Michael Ruiz
Public Sector & Education Account Executive
SoCal Office Technologies, a Xerox Company



Friday June 16, 2017

Rasul Monoshev
Magnolia Public Schools
250 East First Ste 1500
Los Angeles CA 90012

SoCal Office Technologies
5700 Warland Drive
Cypress, CA 90630
800-769-2679

Dear Rasul,

At SoCal Office Technologies, we are excited about our enclosed proposal for our bid response and thank you for your interest in our products and services. Our goal is to listen to you and respond with the elements you are looking for in a professional partnership as well as to provide the most efficient and cost effective method for new output devices. We feel the enclosed proposal demonstrates our commitment to your strategy to implement a fleet of output devices with new state-of-the-art technology and integration. Our dedicated support team will demonstrate process improvements that enhance your level of satisfaction with your specific needs in mind. Some key consideration points include:

- Local coverage with one point of contact for account management
- Local billing to customize invoices, answer questions and resolve issues to provide a better customer experience.
- Local inventory for each SoCal location to provide faster access to our service technicians
- Online vendor portal for fleet management, online training and service requests
- Enterprise fleet monitoring and troubleshooting software to reduce printer downtime
- Auto supply monitoring program
- Best in class output devices with unsurpassed ease of use
- Exceptional customer service via our Dedicated Support team
- Specific detailed Implementation Plan with experience to execute on time
- Service level consistency through our Quarterly Business Reviews showing fleet performance, adherence to Service Level Agreement, recommendations for improvement and new technology review
- Genuine OEM Parts & Supplies to maximize reliability
- Factory-trained and certified technicians with proven track record
- Output device response time and replacement guarantee
- Financially backed performance guarantee
- Environmentally conscience best practices for materials and recycling
- Vendor financial stability that ensures ability to fulfill requirements for the term of the contract
- Ability to keep all machines, Service and Technical Support under 1 vendor

This proposal will be valid for 60 days. We look forward to your response and anticipate your consideration for SoCal Office Technologies to be a future partner with Magnolia Public Schools.

Michael Ruiz
Public Sector & Education Account Executive
562-342-7300 x5213
MRuiz@socal-office.com

Barbara Sanchez
Director of Sales
562-342-7300 x5902
BSanchez@socal-office.com

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Company Information

Company Information

Headquartered in Cypress California, SoCal Office Technologies represents the industry's leading document imaging companies, Xerox MFP's and printers, KIP and HP wide format printers, Sharp interactive white boards, Panasonic scanners and a wide variety of software solutions.



With multiple product lines and partnerships, SoCal Office Technologies brings you the best solutions for your company at a great price without the hassle of juggling several different vendors.

Global Imaging Systems

SoCal Office Technologies is a part of Global Imaging Systems (GIS), which currently operates in 38 states and the District of Columbia.

- GIS is designed to serve companies that demand local accountability from their partners with global abilities.
- All the GIS Companies are led locally accountable and responsible leadership.
- Global Imaging companies are active members of their local communities, hire local employees, contribute to the local economy and support local charitable organizations.
- They manage all aspects of the customer relationship including sale, installation, training, product support and service.

Through Global Imaging Systems (GIS), our reach extends to over 30 states with more than 150 locations nationwide with solutions sold and serviced by over 5,000 employees.

Xerox Partnership

Xerox is the world's leading enterprise for business process and document management. Xerox Acquired Global Imaging Systems in 2007 as a wholly owned subsidiary within Xerox's North American operations. Global Imaging Systems' companies give you fast, local access to Xerox Programs, solutions and quality, in addition to:

- Local staff trained by Xerox
- Genuine Xerox products, stocked locally and delivered from local warehouses
- Locally dispatched technicians with access to all Xerox engineering and service resources

As a wholly owned subsidiary of Xerox Corporation, we extend our reach globally with more than 57,000 employees. We align ourselves with best-in-class product and service manufacturers including Xerox, HP, KIP, Brother, and Panasonic.



A Xerox Company

| | |
|----------------------|---------------------|
| 2016 Revenue: | \$11 Billion |
| Employees: | 146,000 |
| Fortune 500 ranking: | No. 147 |
| NYSE symbol: | XRX |
| CEO: | Jeff Jacobson |

Company Information

Making Business Easier

SoCal Office Technologies is a wholly owned subsidiary of Xerox Corporation, an \$11 billion dollar American company that invented the photocopier and pioneered this industry. It's a combination that provides your business with the substance and credibility of a worldwide corporation with the trustworthiness and reliability of a locally owned company. Our local autonomy and leadership enables SoCal Office Technologies to be your single -source solution for every facet of document imaging.

Company Facts

- 8 locations in Southern California (Cypress, Woodland Hills, Downtown LA, Brentwood, Ontario, Ventura, Irvine and Apple Valley)
- SoCal Office provides Service for more than 101 million impressions per month
- SoCal Office provides Managed Print Services (MPS) for more than 11 million prints per month
- Over 5,100 contracted customers in Southern California
- 205 total employees, with 78 dedicated Service Technicians
- \$1.3 million in local parts and supplies inventory
- Organic expansion with 3 new branch offices in the last 2 years

Awards



- SoCal Office was presented the City of Cypress Business of the Year Award in 2014
- DeLange Landen Preferred Partner Award 2014
- US Bank Platinum Award (2011, 2012, 2013, and 2014) So Cal Office has also been awarded the “Top 100 Places to Work” in Orange County for 5 years running (2012-2016)
- Certificate of Appreciation at MFI Recovery Center’s “A Woman’s Place”

Donations

- LA Food Bank bi-annually
- Orangewood Children’s Home
- Children’s Institute
- MFI Recovery Center’s “A Woman’s Place”
- SoCal Office donated enough money for Royal Family Kids foundation so that 6 foster kids can participate in summer camp.
- Volunteers in the Red Cross Blood Drive yearly.
- SoCal’s LDP (Leadership Development Program) team volunteered at the Second Harvest Food Bank



Think Globally Act Locally

SoCal’s corporate office has a dedicated warehouse and parts department dedicated to deliver equipment and parts in a reliable and professional manner. Our SoCal warehouse carries over \$2 million worth of new output technology and \$3 million worth of service parts that are readily accessible that are readily accessible to our Field Service Technicians so that they can provide exemplary customer service. As a Xerox Company, SoCal Office Technologies provides your business with the resources and credibility of the world’s leading enterprise for business process and document management with the agility and leadership of a locally managed company. Whether your business is local or nationwide, SoCal can be your single-source provider for every facet of document workflow.

Warehouse

- SoCal’s local warehouse completes 7-10 deliveries per day to and from vendors
- Our local warehouse maintains inventory control of all printers, copiers, and MFPs.
- SoCal Office’s local warehouse benefits customers to have the ability to upgrade or add new machines to their locations with reduced delivery time



Parts



- SoCal’s parts department is responsible for all parts inventory of all printer, copier, and MFD devices
- Our inventory is constantly restocked so that our Field Service Technicians can have parts readily available at all times.
- SoCal also has two dedicated parts runners dedicated to the delivery of customer parts
- Both parts runners combine an average of 15-20 service part deliveries per day.

Green Program

- SoCal’s Green Program is an innovative development in our parts department which ensures that all parts SoCal Office receives are used efficiently.
- This program is essential to customers whose parts become inoperable and need a replacement same or next day.
- Our Green Program also makes sure that any used and inoperable machines are disposed of environmentally safe through our EPEAT program.
 - The EPEAT Program uses all of SoCal’s machines that are inoperable, strips them of their useable parts, and disposes them through Xerox approved recycler.
- SoCal’s has a full time Green Program employee whose responsibility is to ensure that the needed parts are located and then sent to the customer’s location immediately.



Proposed Equipment

Equipment & Services Specifications

| Item 1 | |
|--|----------------------|
| Canon imageRUNNER ADVANCE C7580i Multifunction Printer/ Copier | Xerox Altalink C8070 |
| Stapling Unit | ✓ |
| Folding Unit | ✓ |
| IOS, Chromebooks compatibility is a plus (but not a must) | ✓ |
| Item 2 | |
| Canon imageRUNNER ADVANCE C7570i Multifunction Printer/ Copier | Xerox Altalink C8070 |
| Stapling Unit | ✓ |
| Scan to email | ✓ |
| Folding Unit | ✓ |
| IOS, Chromebooks compatibility is a plus (but not a must) | ✓ |



Cost Proposal

Cost Proposal

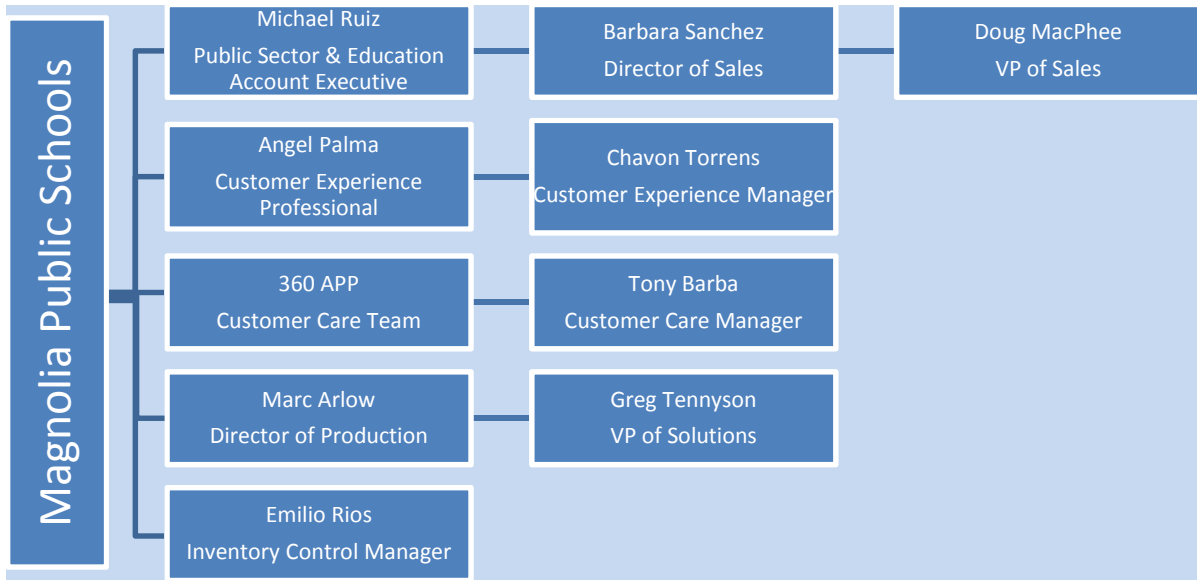
| Unit Breakdown |
|-----------------|
| (4) Xerox C8070 |

| Monthly Payment | Black and White Cost per Copy | Color Cost per Copy |
|-----------------|-------------------------------|---------------------|
| \$263.59 | \$0.005 | \$0.049 |

Implementation Plan

Pre- Installation

SoCal Office Technologies has been deploying large multi-unit installations for over 20 years. SoCal Office has a dedicated Support Team focusing on commercial accounts, school districts, government agencies, and numerous healthcare facilities across Southern California. For each deployment, SoCal Office Technologies has a dedicated support team to ensure that all objectives are met during the installation process.



Roles and Responsibilities

- **Public Sector & Education Account Executive (Michael Ruiz)**- Point of authority for central administration, contract, finance and project management. Responsible for ensuring RFP objectives are met, Service Level Agreement is upheld and long-term initiatives are implemented.
- **Customer Experience Professional (Angel Palma)** - Acts as central point of administration. Responsible for setup and updating of the Implementation schedule, delivery coordination, training, customized billing, transition, change management, overseeing implementation of future state process, account management and quarterly performance reviews.
- **Production Specialist (Marc Arlow)**- Point of Contact for all Production/ High Print device. Responsible for providing information on all proposed Production devices when requested.
- **Inventory Control Manager (Emilio Rios)**- Will coordinate delivery teams with timeline expectations, onsite technical staff, and inform trainers.
- **Customer Care Department**- Tony’s team is the first point of contact after implementation has been completed. His team can initiate remote technical support for end-users or determine a service tech needs to be dispatched onsite. Tony’s team handles all software/ IT related questions involving the installed devices.
- **360 App Specialist (Henry Martinez)** - Installation of the 360 App software, which monitors toner levels, and triggers alters to send additional toner.

At SoCal Office Technologies, we strive to insure we can provide an exceptional level of customer support from every area of our business.

Installation Process

The table below lists a typical schedule of events of all the tasks we do in our Implementation Plan.

| Event | Date | Notes |
|---|-----------------------------|--|
| Award Date | July 3rd, 2017 | |
| Develop communication plan for customer and SoCal employees | July 3rd-7th | <ul style="list-style-type: none"> Review Implementation Plan to Magnolia Public Schools Outline Support Team's Roles and Responsibilities during Implementation Plan. |
| Verify Equipment to Order | July 3rd-7th | <ul style="list-style-type: none"> Validate all locations and delivery requirements. Verify that SoCal complies with all delivery expectations |
| Contract Execution | July 3rd-7th | <ul style="list-style-type: none"> Introduce SoCal Support Team to Magnolia Public Schools Implement contract execution |
| Implementation Meeting | July 3rd-7th | <ul style="list-style-type: none"> Outline all customer requirements for installation Designate point of contact for all categories in the installation process. |
| Receive Equipment into Inventory | July 10 th -14th | 5-7 days from order date |
| In-house Make-ready | July 10 th -14th | <ul style="list-style-type: none"> Includes testing, set-up and pre-configuration Updates all software/ firmware to the latest version for the device Inputs any specific information requested by Magnolia Public Schools (address books, default icon settings, etc). Test all trays in the device to ensure that it is ready for use by install |
| Pre-Delivery checklist | July 10 th -14th | <ul style="list-style-type: none"> Confirm network and electrical requirements Troubleshoot the device to ensure that there are no issues during installed. Insure SoCal ID Labels are applied and final checklist |
| Contact Client to Schedule Delivery | July 10 th -14th | Logistics Schedule Delivery and update Daily Delivery List |
| Commence delivery of hardware for staging purposes | July 10 th -14th | <ul style="list-style-type: none"> Connect & install all device software Pick up previous vendor's equipment (if necessary) Check all software/ networks connected to installed equipment |
| Customer Care to contact Client IT | July 10 th -14th | Creation of Print Queues, Loading of Print Drivers, etc. |
| Customer Care Open Service Call for Network Tech | July 10 th -14th | <ul style="list-style-type: none"> In preparation of a network technician onsite Set print drivers to closest/ preferred device |
| Commence implementation | July 10 th -14th | Per Major Account Implementation Plan |
| Verify Training Schedule | July 10 th -14th | <ul style="list-style-type: none"> Plan training according to customer's schedule Confirm that proposed training schedule meets Customer's availability Facilitate additional/ specific training needed by department. |

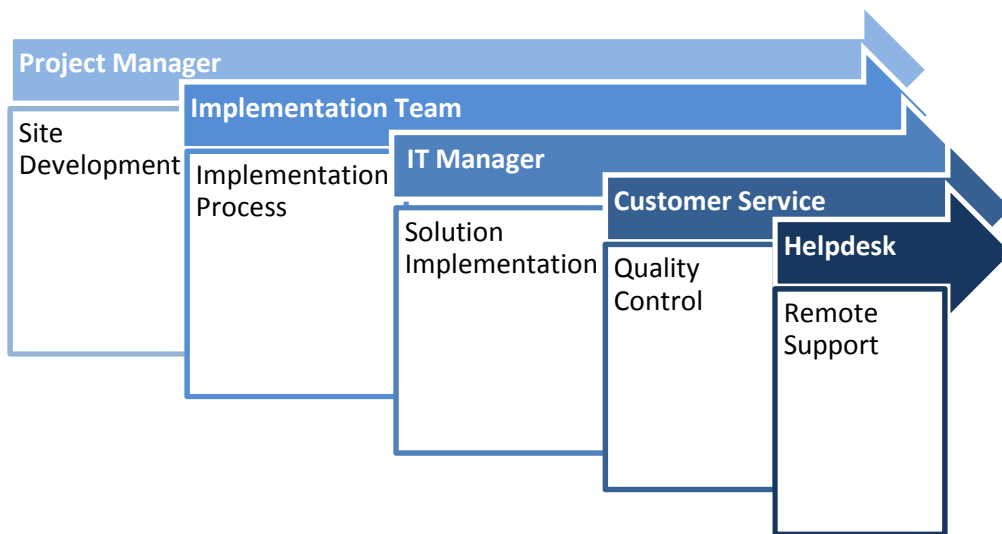
Post-Installation

Transition and Change Management Deployment Plan

Our ability to continuously meet and exceed our customers’ expectations rests in our care in defining measurable objectives each step of the way. An incredible level of detail goes into an Implementation plan—and our goals—for each project.

Key elements include:

- Develop service level expectations
- Set clear expectations through written implementation plan
- Involve key stakeholders in process development
- Provide timely updates and change notices
- Define escalation procedures
- Measure and communicate compliance to objectives
- Seek feedback to develop best practices



Upon completion of the implementation, our Client can use several ways to engage SoCal Office for additional support

Supply Orders:

CALL: (800) 736-8989 Prompt 2
EMAIL: SOContractSupplies@SoCal-Office.com
GO ONLINE: www.SoCal-Office.com/order_supplies

Service Requests:

CALL: (800) 736-8989 Prompt 1
EMAIL: SOCCustomerCare@SoCal-Office.com
GO ONLINE: www.SoCal-Office.com/place_service_call

Customer Care representatives are on hand Monday through Friday 8:00am- 5:00pm

Service & Maintenance

SoCal Maintenance Agreement

SoCal Office Technologies Full Service Maintenance Agreement is a comprehensive program for all your document printing, supplies, maintenance and service for all your Production, MFP and Printer devices. At SoCal Office, we manage over 101 million impressions per month including over 11 million prints from our customer's printer fleets. Given we are a wholly owned subsidiary of Xerox Corporation, all of our service technicians are factory certified.

SoCal Maintenance Includes:

- All supplies required for image creation including toner, drums and maintenance kits. The only exclusions are paper and staples
- SoCal's Service Technicians come to each site equipped and prepared with many parts on hand to fix machines on the first visit
- All labor associated with break/fix of MFPs
- All preventative maintenance, device cleaning etc.
- Fleet Equipment uptime of at least 97% calculated on a quarterly basis. Equipment uptime percentage is calculated using the sum of normal business hours for each system installed (9 hours per business day) minus all business hours lost due to downtime.
 - Example: 100 Business Hours - 3 hours downtime = 97% uptime
- 4 hour average service response time. For machines located beyond 30 miles of your SoCal Office Servicing location, the guarantee will be 8 hour average response time (minimum of 2 calls).
- On-site supplies and parts as needed to develop a pro-active service model
- Remote service for "I can't print" issues for quicker resolution, driver configurations and training.
- Proactive monitoring of fleet devices
- SoCal 360 app provides supply monitoring and replenishment
- In-service and on-going on-site training of MFP features by SoCal Office trainer(s).
- Quarterly Business Reviews of performance metrics



Common Sense Guarantee

- If the equipment you ordered under this agreement does not perform according to any of the guarantees listed below, SoCal Office Technologies will, at your request, replace it with a machine of comparable performance and features at no additional cost. This guarantee will be effective for the term of your lease/rental or for 36 months from date of installation on purchased equipment. This guarantee applies only to equipment which has been continuously maintained by SoCal Office Technologies under a SoCal Office Technologies Full Service Agreement.

Every option is backed by a team of experienced support personnel who are equipped with the latest skills, tools and technology. At SoCal Office Technologies, our goal is to provide an unsurpassable customer service experience with every interaction

References

References

| Account Name | Address | Contact Name | Contact Information |
|---|---|--------------------|--|
| City of Palos Verdes Estates | 340 Palos Verdes Drive, Palos Verdes Estates CA 90274 | Vickie Kroneberger | 310-378-0383 x2251 vkroneberger@pvestates.org |
| City of Rolling Hills Estates | 4045 Palos Verdes Drive North, Rolling Hills Estates CA 90274 | Alexa Davis | 310-377-1577 Alexadr@rollinghillsestatesca.gov |
| Los Angeles Department of Water & Power | 111 N Hope St, Los Angeles CA 90012 | Joe Reynoso | 213-367-3493 Joe.reynoso@ladwp.com |

Value Added Services

360 App

Our 360 App is designed to help customers with tracking meter reads and supply ordering at SoCal Office Technologies. SoCal will install, setup and train your team on our 360 App. Once configured, all meter reads for network attached devices (printers and MFPS) are automatically gathered and submitted to SoCal Office Technologies monthly for billing purposes. In addition to meter collection, the 360 App also monitors toner levels in the Xerox MFPS. The benefits of the 360 App are:

- **Automated meter reads-** No more calling/emailing your meter reads to SoCal every month/quarter! We can gather and track your meter reads through the App.
- **Automated supplies replenishment-** No more calling/ emailing SoCal for more toner! We will be notified when your device is running low.
- **Remote service diagnostics-** No more waiting for a Field Service technician to come to your location! Customer Care can troubleshoot your device over the phone.
- **Client dashboard-** No Xerox equipment, no problem! The 360 App can connect to both Xerox and non-Xerox equipment to check the status of your device's usage.

Volume Usage (Meter Reads)

| Account Name | Location | IP Address | Manufacturer Model | Serial Number | Contract ID | QRC Meter ID | Total Pages | Monochrome | Color Pages | Total Pages | Monochrome | Color Pages | Last Meter Date | Total Pages Left | Monochrome | Color Pages Left |
|-------------------------------|----------|------------|--------------------|---------------|-------------|--------------|-------------|------------|-------------|-------------|------------|-------------|-----------------|------------------|------------|------------------|
| Sageira Union School District | 11111 | 11.17.10 | 88000 | 88119 123 456 | 88000001 | 88000001 | 1000 | 1000 | 0 | 1000 | 1000 | 0 | 11/15/15 | 0 | 0 | 0 |
| Sageira Union School District | 11111 | 11.17.10 | 88000 | 88119 123 456 | 88000002 | 88000002 | 200 | 200 | 0 | 200 | 200 | 0 | 11/15/15 | 0 | 0 | 0 |
| Sageira Union School District | 11111 | 11.17.10 | 88000 | 88119 123 456 | 88000003 | 88000003 | 1000 | 1000 | 0 | 1000 | 1000 | 0 | 11/15/15 | 0 | 0 | 0 |
| Sageira Union School District | 11111 | 11.17.10 | 88000 | 88119 123 456 | 88000004 | 88000004 | 1000 | 1000 | 0 | 1000 | 1000 | 0 | 11/15/15 | 0 | 0 | 0 |
| Sageira Union School District | 11111 | 11.17.10 | 88000 | 88119 123 456 | 88000005 | 88000005 | 1000 | 1000 | 0 | 1000 | 1000 | 0 | 11/15/15 | 0 | 0 | 0 |

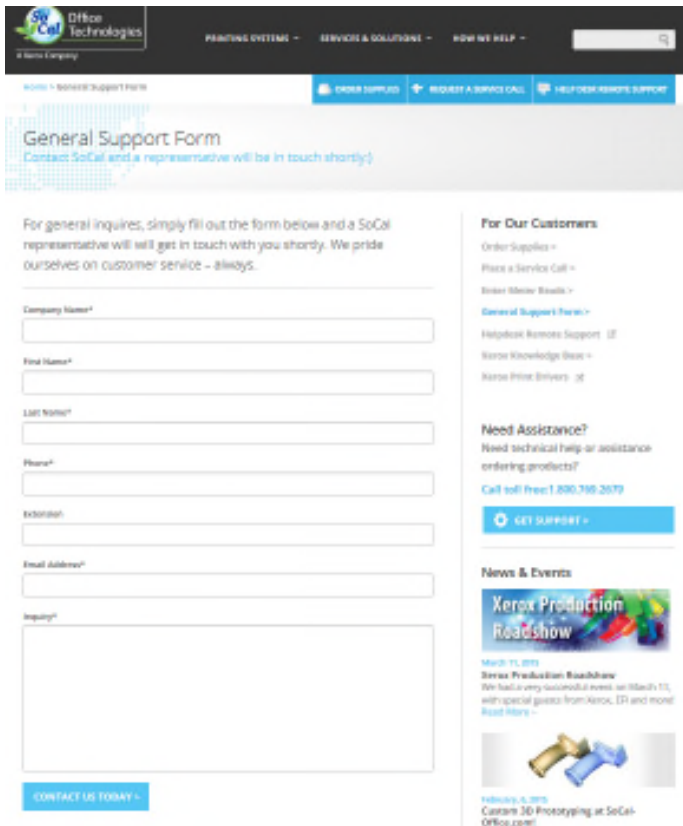
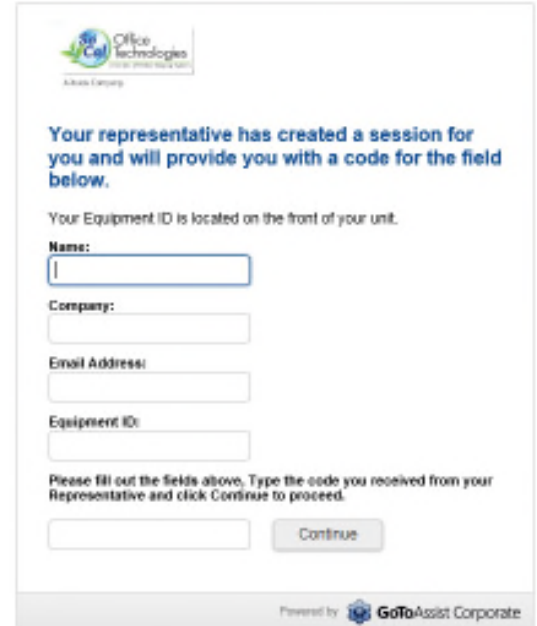
Ordering Supplies (Consumables)

| Component | Status | Life Remaining | Estimated Pages / Days |
|---------------------------|--------|----------------|------------------------|
| Black Toner | OK | 100% | 26532 / 135 |
| Cyan Toner | OK | 40% | 8428 / 42 |
| Magenta Toner | OK | 70% | 18238 / 76 |
| Yellow Toner | OK | 90% | 9795 / 73 |
| Drum Cartridge (01) | OK | 71% | 98880 / 396 |
| Drum Cartridge (02) | OK | 85% | 115680 / 462 |
| Drum Cartridge (03) | OK | 89% | 113880 / 452 |
| Drum Cartridge (04) | OK | 85% | 115680 / 462 |
| Waste Toner Container | OK | OK | OK |
| Reversible Rolls | OK | 99% | 42839808 / 201108 |
| Second Side Transfer Roll | OK | 99% | 42839808 / 201108 |

SoCal's 360 App has a proven track record of success and relieves the customer from inputting monthly meter reads and ordering supplies. If you do not wish to use our 360 App, you can also visit our website to order supplies at www.socal-office.com/order_supplies

Online Customer Service Interface Giving You Support Your Business Deserves

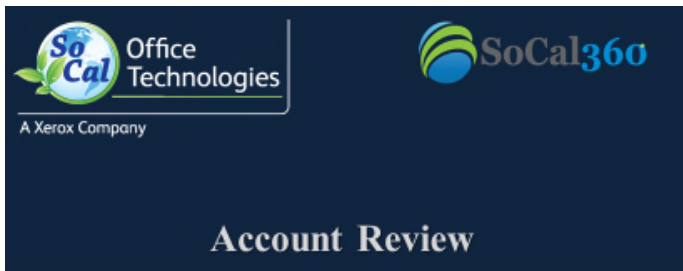
SoCal Office’s highly trained team of Customer Service Representatives provides a total solution — insuring that equipment is operating at peak performance levels. As part of our customer care program, SoCal Office Technologies uses the latest in remote support technology, Remote Customer Assistance. This program produces device uptime and can resolve issues immediately over the phone. We have local (Cypress, California) customer care personnel who are ready and waiting to remote into your environment to resolve your issue as quickly as possible. Our Customer Care Representatives deliver attentive support to all phone calls/email and have been very successful at solving customer issues remotely which insure that you are back up and running faster than ever before.



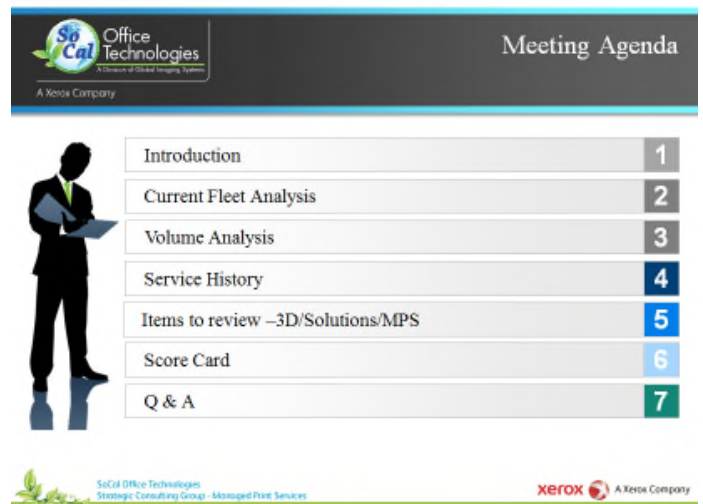
For all other general inquiries, SoCal Office Technologies has a general support form that customers can fill out for a SoCal representative to respond to them quickly. With this form, customers have the ability to ask any additional questions that do not relate to the customer care or supplies department. To receive the best and quickest service, customers are asked to be detailed in their inquiry so that the SoCal representative can efficiently direct their question to the correct department. The goal at SoCal Office Technologies is to provide an unsurpassable customer service experience with every interaction with us

Quarterly Reviews

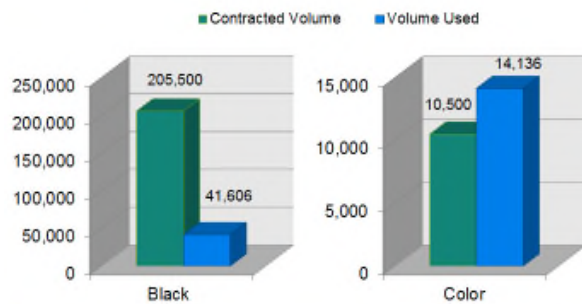
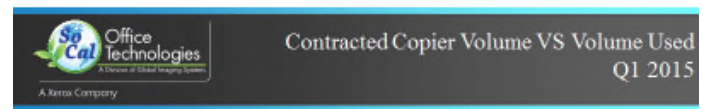
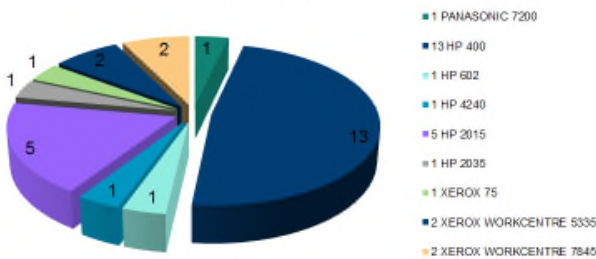
SoCal Office Technologies offers quarterly review meetings for our large clients to offer new and innovative ways we can continue providing excellent customer service and meet all of Magnolia Public School’s expectations and needs. Our QBR’s include categories such as Current Fleet Analysis, Volume Analysis, Service History, Items to Review, Magnolia Public School’s scorecard to assess SoCal Office Technologies’ services, and any Questions that SoCal or Magnolia Public Schools may have. Our QBR’s can also be personalized to only show categories that are deemed important to Magnolia Public Schools. The Screen shots below are examples that were pulled from our recent QBR meetings.



Prepared for:



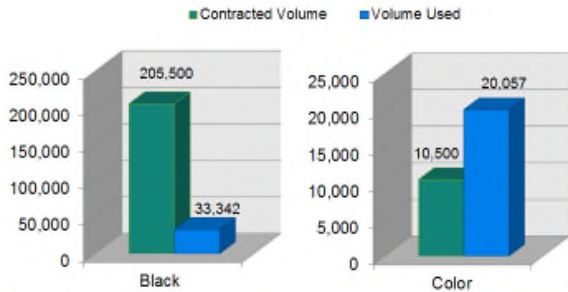
Equipment Placements by Manufacturer 0 Devices



Quarterly Reviews

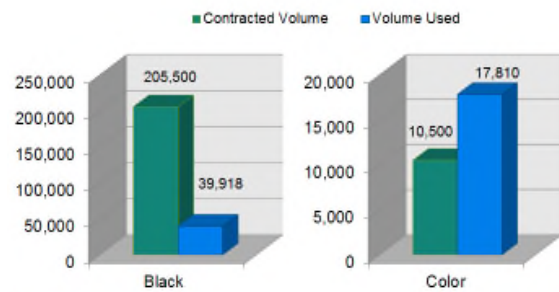
SoCal Office Technologies
A Xerox Company

Contracted Copier Volume VS Volume Used Q2 2015



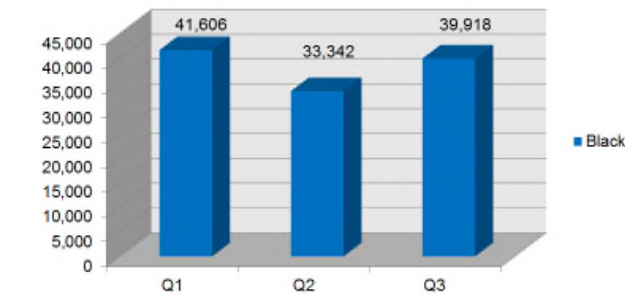
SoCal Office Technologies
A Xerox Company

Contracted Copier Volume VS Volume Used Q3 2015



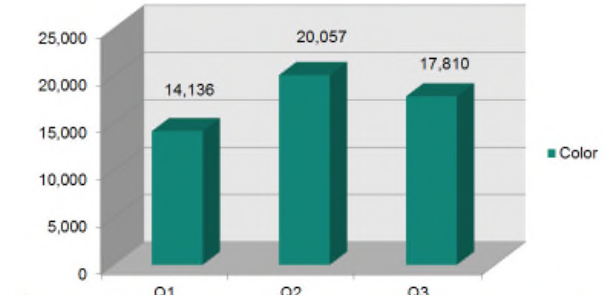
SoCal Office Technologies
A Xerox Company

Copier Comparison Q over Q



SoCal Office Technologies
A Xerox Company

Copier Comparison Q over Q



SoCal Office Technologies
A Xerox Company

Service History Q1 2015



- 2 Units Serviced in Report Period
- 3 Total Calls
- 1 Call Cleared by Helpdesk



- Average Monthly Usage Per Unit – 6,860 Pages



- Average Response Time – 3.9 Hours
- 99% Actual Uptime

SoCal Office Technologies
A Xerox Company

Service Detail Q1 2015

| EQUIP ID | MODEL | INSTALL DATE | DATE | CALLER | Call type desc. |
|----------|---------|--------------|------------|-----------------------|---------------------------|
| | XIC750P | 08/30/2013 | 01/29/2015 | ARNOLD – ###-###-#### | IT-08-Phone Clr Help Desk |
| | XWC7845 | 09/30/2013 | 03/11/2015 | LISA – ###-###-#### | EM-E-Operational |
| | XWC7845 | 09/30/2013 | 01/29/2015 | LISA – ###-###-#### | EM-E-Operational |

<< End of RFP Response >>

XEROX[®] ALTALINK[®] COLOR MULTIFUNCTION PRINTER

Smart, Secure and Connected

C8030/C8035/C8045/C8055/C8070



ConnectKey[®]
Technology



Xerox® AltaLink® C8030/C8035/C8045/C8055/C8070 Color Multifunction Printer

Xerox® AltaLink devices provide new levels of capability and connectivity for mid-size, large workgroups and busy offices. With AltaLink, your extended workforce has instant and secure access to the documents, data and workflows it needs to work faster and more efficiently—from every location and with any device.

SMART AND PRODUCTIVE

You've never seen a multifunction printer like this before. From its tablet-like user interface to its right-out-of-the-box mobile-friendly connectivity options, the Xerox® AltaLink C8000 Series is the color multifunction device today's workers have been waiting for.

Optimized for business processes, and easy to manage as a standalone device or as part of an entire fleet, it's designed to enable multitasking and collaboration. Create customized workflows, automate complex tasks, print and scan directly to and from the cloud with services like Box®, Microsoft® OneDrive®, Google Drive™, Dropbox™ and Microsoft Office 365™. Connect any time, from anywhere and any device.

With the touch of a button, you can go to our Xerox App Gallery and download simple, yet powerful, serverless apps to your AltaLink color multifunction printer to increase user productivity and shorten everyday tasks.

Built-in mobile connectivity, including Near Field Communication (NFC) Tap-to-Pair, optional Wi-Fi Direct®, @PrintByXerox, Google Cloud Print™, Xerox® Print Service Plug-in for Android™ and Mopria® provides the time-saving convenience your workforce wants and needs.

POWERFUL AND SCALABLE

Your workgroups operate more efficiently and effectively with AltaLink. Manage, monitor and upgrade your entire fleet with our Embedded Web Server, or provide interactive training and support right from your desktop with our remote user interface.

Fewer maintenance hassles, less IT support, high-capacity paper trays and the ability to print on varying paper sizes add up to increased uptime and greater productivity. Scanning, printing and faxing can be done simultaneously, allowing for multitasking during peak periods—and your choice of finishing options means you can configure your AltaLink device for any work environment and any document type, including booklets, brochures and pamphlets.

BUILT-IN SECURITY

The AltaLink C8000 Series Color Multifunction Printer provides the maximum level of security through our partnership with McAfee, proactively addressing risks at the fleet and individual device level.

Multiple layers of security include data encryption, disk overwrite and industry certifications. At the user level, Secure Print holds documents for release until they're ready to be retrieved at the device.

COLOR WHERE IT COUNTS

With high resolution output of 1200 x 2400 dpi, photo-quality color images and crisp text will give your documents clarity and impact. You can also upgrade your AltaLink C8000 Series with the Xerox® EX-c C8000 Print Server Powered by Fiery®, enabling office users to quickly, efficiently and cost effectively print professional-looking documents.

XEROX® CONNECTKEY® TECHNOLOGY—THE NEXUS OF YOUR COMPLETE PRODUCTIVITY ECOSYSTEM

From Xerox—the company that created the modern workplace—we present the next revolution in workplace productivity. With a consistent user experience across a wide range of devices, mobile and cloud connectivity and a growing library of apps to expand functionality, you'll work faster, better and smarter.

Intuitive User Experience

An entirely new—and yet entirely familiar way to interact that includes a tablet-like experience with gesture-based touchscreen controls and easy customization.

Mobile and Cloud Ready

Instant connectivity to cloud and mobile devices right from the user interface, with access to pre-loaded, cloud-hosted services that let you work where, when and how you want.

Benchmark Security

Full multi-level protection for both documents and data, ready to guard against and eliminate emerging threats and meet or exceed regulatory compliance.

Enables Next Generation Services

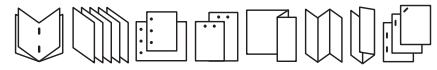
Work more efficiently and manage resources more effectively. Easy integration of Xerox® Managed Print Services enables remote monitoring of service delivery and consumables, plus remote configuration for even more time savings.

Gateway to New Possibilities

Instantly extend your capabilities with access to the Xerox App Gallery, featuring real-world apps designed to optimize digital workflows. Commission our network of partners to design innovative, business-specific solutions.

Find out more about how you'll work smarter at www.connectkey.com.

FINISHING APPLICATIONS



- 1 Single-Pass Duplex Automatic Document Feeder (DADF)** saves time by simultaneously scanning both sides of two-sided documents at up to 139 impressions per minute.
- 2 Convenience Stapler** (optional) staples up to 50 sheets of 20 lb/80 gsm media.
- 3 Bypass Tray** handles up to 100 sheets of 20 lb/80 gsm, also feeds up to 110 lb Cover/300 gsm media.
- 4 Two 520-sheet adjustable trays** (standard with all configurations). Tray 1 handles media sizes up to 11.7 x 17 in./A3 and Tray 2 handles media sizes up to 12 x 18 in./SRA3.
- 5 Envelope Kit** (optional—replaces Tray 1) provides trouble-free feeding of up to 60 envelopes.
- 6 High-Capacity Tandem Tray Module** (optional) brings the total paper capacity up to 3,140 sheets.
- 7 Four Tray Module** (optional with C8030/C8035) holds a total of 2,180 sheets.
- 8 High-Capacity Feeder** (optional) holds 2,000 sheets of letter/A4 paper, increasing the maximum paper capacity to 5,140 sheets.
- 9 Business Ready (BR) Finisher** (optional) gives you advanced finishing functions at a great value.
- 10 BR Booklet Maker Finisher** (optional) provides advanced finishing the capability to create 60-page saddle-stitched booklets (2 to 15 sheets).
- 11 C-Fold/Z-Fold Unit** (optional) adds three folds: C-fold, Z-fold and Z-half-fold to the BR Finisher or BR Booklet Maker Finisher.
- 12 Offset Catch Tray (OCT)** (standard on all configurations and included with all finishers).
- 13 Integrated Office Finisher** (optional with C8030/C8035) provides 500-sheet stacking and 50-sheet, single-position stapling.
- 14 Office Finisher LX** (optional with C8030/C8035/C8045/C8055) gives you advanced finishing functions at a great value, and offers optional crease/score and saddle-stitch booklet making capable of 60-page booklets (2 to 15 sheets).
- 15 Xerox® Integrated RFID Card Reader E1.0** (optional) adds card based authentication with support for over 90 access cards.
- 16 Near Field Communication (NFC) Tap-to-Pair** allows users to tap their mobile device to the AltaLink C8000 user panel and instantly connect with the MFP.



INTRODUCING MOBILE DEVICE-LIKE TOUCHSCREEN SUPERIORITY

Meet our all-new, 10.1-inch color touchscreen—the user interface that sets a higher standard for customization, ease of use and versatility.

By presenting a familiar “mobile” experience—with support for gestural input and task-focused apps that share a common look and feel—fewer steps are needed to complete even the most complex jobs.

A highly intuitive layout guides you through every task from start to finish, with a natural hierarchy placing critical functions near the top of the screen and commonly used options front and center. Don’t like where a function or app is located? Customize the layout to make it yours.

This unmatched balance of hardware technology and software smarts helps everyone who interacts with the AltaLink® C8000 Series get more work done, faster. Try our new UI at www.xerox.com/AltaLinkUI.



Xerox® AltaLink® C8030/C8035/C8045/C8055/C8070

Color Multifunction Printer

ConnectKey®
Technology

| DEVICE SPECIFICATIONS | AltaLink C8030 | AltaLink C8035 | AltaLink C8045 | AltaLink C8055 | AltaLink C8070 |
|--|---|---|---|---|---|
| Speed (Color/Black-and-white) | Up to 30/30 ppm | Up to 35/35 ppm | Up to 45/45 ppm | Up to 50/55 ppm | Up to 70/70 ppm |
| Monthly Duty Cycle* | Up to 90,000 pages | Up to 110,000 pages | Up to 200,000 pages | Up to 300,000 pages | Up to 300,000 pages |
| Hard Drive/Processor/Memory | Minimum 250 GB HDD/Intel® Atom™ Quad Core 1.91 GHz/2 MB Cache/8 GB system memory | | | | |
| Connectivity | 10/100/1000Base-T Ethernet, High-Speed USB 2.0 direct print, Wi-Fi Direct® with optional Xerox® USB Wireless Adapter, NFC Tap-to-Pair | | | | |
| Optional Controller | Xerox® EX-c C8000 Print Server Powered by Fiery® | | | | |
| Copy and Print Resolution | Copy: Up to 600 x 600 dpi; Print: Up to 1200 x 2400 dpi | | | | |
| First-copy-out Time (as fast as) (from platen/warmed-up state) | 8.1 seconds color/6.7 seconds black-and-white | | 7.8 seconds color/6.4 seconds black-and-white | 7.2 seconds color/5.7 seconds black-and-white | 5.2 seconds color/4.9 seconds black-and-white |
| First-print-out Time (as fast as) | 6.5 seconds color/5.3 seconds black-and-white | 6.4 seconds color/5.2 seconds black-and-white | 6.5 seconds color/5.3 seconds black-and-white | 6.0 seconds color/4.7 seconds black-and-white | 4.7 seconds color/4.0 seconds black-and-white |
| Page Description Languages | Adobe® PostScript® 3™, Adobe PDF version 1.7, PCL® 5c/PCL 6, Optional XML Paper Specification (XPS) | | | | |
| Paper Input Standard | Single-Pass Duplex Automatic Document Feeder: 130 sheets; Speed: up to 139 ipm (duplex); Sizes: 3.4 x 4.9 in. to 11.7 x 17 in./85 x 125 mm to 297 x 432 mm Bypass Tray: 100 sheets; Custom sizes: 3.5 x 3.9 to 12.6 x 19 in./89 x 98 mm to 320 x 483 mm (SEF) Tray 1: 520 sheets; Custom sizes: 5.5 x 7.2 in. to 11.7 x 17 in./140 x 182 mm to 297 x 432 mm (SEF) Tray 2: 520 sheets; Custom sizes: 5.5 x 7.2 in. to 12 x 18 in./140 x 182 mm to SRA3 (SEF) | | | | |
| Choose One | Four Tray Module (Trays 3 and 4—available with C8030/C8035): 1,040 sheets; 520 sheets each; Custom sizes: 5.5 x 7.2 to 12 x 18 in./140 x 182 mm to SRA3 (SEF) High Capacity Tandem Tray Module: 2,000 sheets; One 867-sheet paper tray and one 1,133-sheet paper tray; Sizes: 8.5 x 11 in./A4 | | | | |
| Optional | High-Capacity Feeder (HCF): 2,000 sheets; Size 8.5 x 11 in./A4 long edge feed Envelope Tray (replaces Tray 1): Up to 60 envelopes: #10 Commercial, Monarch, DL, C5 | | | | |
| Paper Output/Finishing Standard | Dual Offset Catch Tray (standard when finishers are not attached): 250 sheets each; Face up Tray: 100 sheets | | | | |
| Optional | Integrated Office Finisher (Available with C8030/C8035): 500-sheet stacker, 50 sheets stapled, single-position stapling Office Finisher LX (Available with C8030/C8035/C8045/C8055): 2,000-sheet stacker, 50 sheets stapled, 2-position stapling, optional hole punch, optional booklet maker (score, saddle stitch 2 to 15 sheets (60 pages)) BR Finisher: 3,000-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching BR Booklet Maker Finisher: 1,500-sheet stacker and 500-sheet top tray, 50-sheet multiposition stapling and 2/3-hole punching plus saddle-stitch booklet making (2 to 15 sheets, 60 pages) and V-folding C-Fold/Z-Fold Unit: Adds Z-folding, Letter Z-folding and Letter C-folding to the BR Finisher and BR Booklet Maker Finisher Convenience Stapler: 50-sheet stapling (based on 80 gsm), includes Work Surface | | | | |

INTUITIVE USER EXPERIENCE

| | |
|----------------------------|--|
| Customize and Personalize | Site, Function or Workflow Customization with Xerox App Gallery and Xerox® App Studio |
| Print Drivers | Job Identification, Bi-directional Status, Job Monitoring, Xerox® Global Print Driver®, Xerox® Mobile Express Driver® |
| Xerox® Embedded Web Server | PC or mobile—Status Information, Settings, Device Management, Cloning |
| Remote Console/Preview | Remote User Interface |
| Print Features | Print from USB, Sample Set, Personal Print, Saved Job, Booklet Creation, Store and Recall Driver Settings, Scaling, Job Monitoring, Application Defaults, Two-sided Printing, Draft Mode |
| Scan and Fax | Scan to USB/Email/Network (FTP/SMB), Scan File Formats: PDF, PDF/A, XPS, JPG, TIFF; Convenience Features: Scan to Home, Searchable PDF, Single/Multi-page PDF/XPS/TIFF, Password-protected PDF; Fax Features: Walk-up Fax (one-line or three-line options available, includes LAN Fax, Direct Fax, Fax Forward to Email), Fax dialing, Unified Address Book, Optical Character Recognition (OCR) |

MOBILE AND CLOUD READY

| | |
|---------------------|---|
| Mobile Connectivity | Apple® AirPrint®, Google Cloud Print™ Ready, Xerox® Print Service Plug-in for Android™, Mopria® Print Service Plug-in for Android, NFC, Wi-Fi Direct Printing |
| Mobile Printing | @PrintByXerox, Xerox® Mobile Print, Xerox® Mobile Print Cloud, Xerox® Mobile Link App; Visit www.xerox.com/officemobileapps for available apps. |
| Cloud Connectivity | Print from/Scan to Google Drive™, Microsoft® OneDrive®, Dropbox™, Microsoft Office 365™, Box®, Xerox® DocuShare® and more. |

BENCHMARK SECURITY

| | |
|-------------------|--|
| Network Security | IPsec, HTTPS, SFTP and Encrypted Email, Network Authentication, SNMPv3, SHA-256 Hash Message Authentication, SSL, TLS, Security Certificates, Automatic Self-signed Certificate |
| Device Access | Firmware Verification, User Access and Internal Firewall, Port/IP/Domain Filtering, Audit Log, Access Controls, User Permissions, Smart Card Enablement Kit (CAC/PIV.NET), Xerox® Integrated RFID Card Reader E1.0 |
| Data Protection | Encrypted Hard Disk (AES 256-bit, FIPS 140-2, Validated) and Image Overwrite, McAfee® ePolicy Orchestrator®, McAfee Integrity Control, Whitelisting, Job Level Encryption via HTTPS and Drivers |
| Document Security | Common Criteria Certification (ISO 15408) (undergoing evaluation), Encrypted Secure Print, FIPS Encrypted Print Drivers |

ENABLES NEXT GENERATION SERVICES

| | |
|------------------|--|
| Print Management | Xerox® Print Management and Mobility Suite, Configuration Cloning, Xerox® Standard Accounting, Equitrac, Y Soft, PaperCut and more partner solutions |
| Managing Print | Xerox® Device Manager, Xerox® Support Assistance, Auto Meter Read, Managed Print Services Tools |
| Sustainability | Cisco EnergyWise®, Print User ID on Margins, Earth Smart Print Settings |

GATEWAY TO NEW POSSIBILITIES

| | |
|-------------------|---|
| Cloud Services | Xerox® Easy Translator, Xerox® Healthcare MFP (U.S. only), many additional services available |
| Xerox App Gallery | Many apps and cloud services available. Visit www.xerox.com/appgallery for a growing selection of apps available for adding functions to the MFP. |

* Maximum volume capacity expected in any one month. Not expected to be sustained on a regular basis.

For more detailed specifications, including the latest certifications, go to www.xerox.com/AltalinkC8000Specs.

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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 Neshelwat, 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



Valencia Office
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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www.abm1.com

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

Lancaster-Palmdale-Valencia (Backup)

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

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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Valencia, CA 91355
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www.abm1.com

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

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

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 44503
Contact: Christine Ward
75+ Canon & Océ Production systems installed with uniFLOW Print Management software



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 26017 Huntington Ln.
 Valencia, CA
 661-255-0700

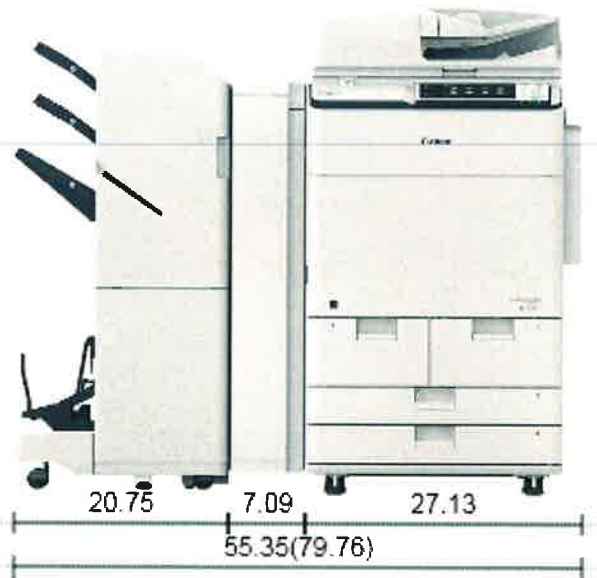
Magnolia Science Academy-Santa Ana
 2840 W. 1st Street
 Santa Ana, CA 92703

Attn: Rasul Monoshev

Subject: New Canon Image Runner Advanced Color 7570i Digital Copier / Printer / Scanner

Copier includes the following:

- ◆ 70 Digital B/W Copies/Prints per minute
- ◆ 65 Digital Color 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 Staple Finisher-V2
- ◆ 3 Finisher Output trays holding up to 3,500 Sheet Capacity
- ◆ 4 Sheet Staple Free w/ On-Demand Stapler



Component(inch)
 Total(inch)

36 Month FMV Lease Purchase..... \$449.00 + 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 B/W Copies / Prints billed at .0055 per image.
 All Color Copies / Prints billed at .05 per image.



Thank you,
 Omar Nesheiwat
 661-477-5337 (mobile)



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

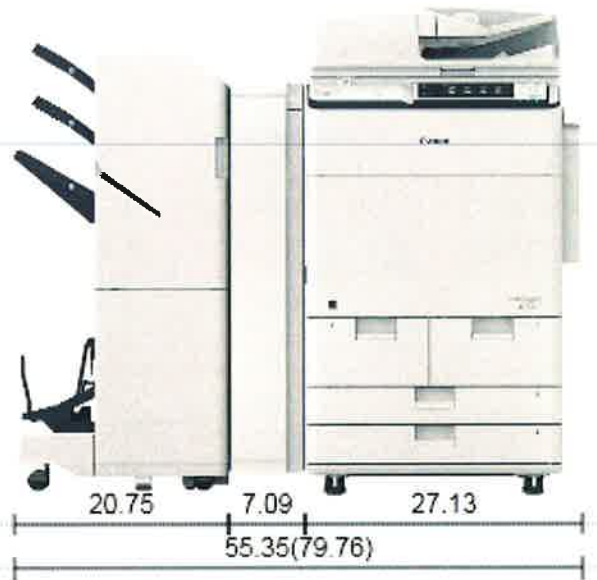
Magnolia Science Academy-Santa Ana
 2840 W. 1st Street
 Santa Ana, CA 92703

Attn: Rasul Monoshev

Subject: **New** Canon Image Runner Advanced Color 7580i Digital Copier / Printer / Scanner

Copier includes the following:

- ◆ 80 Digital B/W Copies/Prints per minute
- ◆ 70 Digital Color 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 Staple Finisher-V2
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- ◆ 4 Sheet Staple Free w/ On-Demand Stapler



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36 Month FMV Lease Purchase..... \$499.00 + 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 B/W Copies / Prints billed at .0055 per image.
 All Color Copies / Prints billed at .05 per image.



Thank you,
 Omar Nesheiwat
 661-477-5337 (mobile)



6-19-17

Equipment Proposal for MAGNOLIA PUBLIC SCHOOLS

PREPARED FOR: Rasul Monoshev

PREPARED BY: STEFAN SAFFIE

PRODUCTS DESCRIPTION AND CONFIGURATION

TOSHIBA E-STUDIO 7506AC

- 75 Color/85 B/W Pages Per Minute Print & Copy Full Color
- 240 pages Per Minute Full Color Scan Speed (scan to email)
- Large Capacity Drawer (2320 sheets)
- 2 Feeding Drawers (540 sheets each)
- Stapling Finisher
- Booklet Maker (folding unit)
- iOS, Chromebooks Compatible

TOSHIBA E-STUDIO 6506AC

- 65 Color/70 B/W Pages Per Minute Print & Copy Full Color
- 240 pages Per Minute Full Color Scan Speed (scan to email)
- Large Capacity Drawer (2320 sheets)
- 2 Feeding Drawers (540 sheets each)
- Stapling Finisher
- Booklet Maker (folding unit)
- iOS, Chromebooks Compatible

ACQUISITION

TOSHIBA E-STUDIO **7506AC**- NEW 36 MONTHS FMV LEASE AT **\$299.00** per month + tax
And
TOSHIBA E-STUDIO **6506AC**- NEW 36 MONTHS FMV LEASE AT **\$289.00** per month + tax

SERVICE RATES @ **.005** B/W & **.04** COLOR-BILLED IN ARREARS!

Includes:

- Delivery, Installation, Training & Networking Included. (up to 5 computers)
- All Service, Parts, Supplies, Maintenance, Toner, Drums, & PM Kits are Included for Duration of Lease.
- Delivery/Installation Will Be Within 1 Week After Customer Signs Lease Agreement.
- This Proposal Is Valid for 60 Days.

SERVICE & SUPPLIES

Includes: Everything Except Paper & Staples

Stefan Saffie

ACCOUNT EXECUTIVE

[SSAFFIE@UNITEDIMAGING.COM](mailto:ssaffie@unitedimaging.com)

Cell 818-414-4009

Work 800.999.0159 ext. 124

COPY • PRINT • FAX • SCAN
Authorized
Partner

e-STUDIO™ 5506AC

e-STUDIO™ 6506AC

e-STUDIO™ 7506AC

- > Color Multifunction Printer
- > Up to 75 PPM
- > Large Workgroup
- > Copy, Print, Scan, Fax
- > Secure MFP
- > Solutions Ready



CONNECT. INTEGRATE. SIMPLIFY.

Technology for every office, delivering advanced functionality, ease of use and peace of mind.

Every industry has unique workflow needs. Toshiba has developed customizable MFPs to make your job easier. Intuitive and smartly integrated, our products simplify complex tasks and give you control while providing the reliability Toshiba is known for.

Toshiba's latest series delivers on our promise of Together Information – our commitment to collaborate with clients in order to provide tailored, cost-effective solutions that meet your print, document management and content needs while helping you meet your green objectives.

- > Speeds of 55, 65 & 75 PPM Color
- > High-resolution and high-volume color
- > High-volume black & white
- > Advanced e-BRIDGE Next technology
- > Fast dual-core processor

Sleeker, faster, and more versatile than ever.

This year, Toshiba is introducing a new, sleek lineup that's as impressive on the outside as it is on the inside. Its ultra-modern look houses the latest innovative technology, like brilliant, multi-beam laser color delivered at up to 75 pages per minute as well as black and white up to 85 pages per minute.

- > 1,200 dpi x 1,200 dpi, 2bit color (PostScript 3) for genuine laser quality
- > 600 dpi x 600 dpi, 5bit color in image smoothing mode, color mode
- > e-BRIDGE Color Profile Tool provides accurate Pantone or unique color matching options
- > New high-speed, high-capacity Dual-Scan Document Feeder
- > Up to 600K maximum monthly copy volume

Simple, smart and stylish.

A new 9" tablet-style touch screen with an embedded web browser is easy to use and customizable to meet your needs. And, it is part of the bold new look being introduced across the e-STUDIO series.



INNOVATIVE FEATURES, VERSATILE CONNECTIVITY.

The Toshiba e-STUDIO7506AC series helps workgroups connect, integrate and simplify while improving efficiency, productivity and the professionalism of presentations.

Higher Robust Speeds include 55/65/75 brilliant color pages per minute and 65/75/85 monochrome pages per minute, respectively.

Fast Dual-Scan Document Feeder handles up to 300 sheets at a time and seamlessly scans both sides of each page in a single pass to produce a full 240 images per minute (IPM).

Fast First Copy Out Times include 6.4/6.4/5.4 seconds for full-color printing and 5.2/4.5/4.1 seconds (respectively) for black and white printing.

9" Tablet-Style Touch Screen works intuitively, helping you access instructions, functions, and commands with the swipe of the finger.

Banner Printing produces impressive signage as large as 12" x 47" using our unique AquaAce media.

Print Around eliminates printing bottlenecks by allowing other print jobs to go around one job that's held-up due to requiring a specific paper size, type or, in some cases, color toner.

Limitless Job Reservation will queue up multiple copy or print jobs so users can send jobs whenever.

Saddle/Fold Capabilities offer saddle-stitch finishing and the ability to fold without stapling.

Scan-to and Print-from USB lets you print straight from your USB drive or scan documents to it.

Advanced e-BRIDGE Next Technology enables the MFP to drive Toshiba's internally developed embedded solutions or those from a third party with ease.

Notifications Feature takes the hassle out of checking for depleted supplies or maintenance needs.

Paper Volume Indicators on the front panel make it easy to see the paper sizes, types and levels in each cassette.

Context-Sensitive Help Button provides instant, thorough explanations straight from the manual to help as needed.



TOSHIBA INNOVATION AT ITS FINEST.

When it comes to seamless workflow and simplified integration, the e-STUDIO7506AC series represents the finest Toshiba has to offer. The latest e-BRIDGE Next technology enables complete third-party integration and support for internally driven solutions. A universal driver along with PCL 6, PS3, and XPS support provide fast and easy connectivity to Windows®, Macintosh® and more.

AirPrint and Mopria support means mobile users can print to the MFP with ease. The e-BRIDGE Print & Capture application provides additional capabilities including the ability to scan from the MFP back to your mobile device. Also, a Dual-Line Fax option can handle heavy fax volumes with ease.

Cloud Support

New Scan-to-Cloud and Cloud Print capabilities increase productivity by allowing users to access, store and print documents remotely from the MFP. Whether it's Dropbox, OneDrive or Google Drive, the new e-STUDIO7506AC series makes scanning to these cloud-based locations a breeze, while embedded support for Google Cloud Print enables easy printing to the MFP from anywhere you may be.

Advanced Security

Even more important than functionality is the security offered by the e-STUDIO7506AC series. Such technological advancements include:

- > A 320GB Self-Encrypting Drive (SED) with Automatic Drive Invalidation (ADI) & Data Overwrite capability provides top level security
- > FIPS 140-2 Validated SED meets and exceeds government requirements
- > IPsec is available to securely encrypt data sent to and from the MFP

Environmental Responsibility

Because we have been working to protect the environment as well as your security, you can rest assured Toshiba has what it takes to protect both.

- > RoHS compliance, the use of recycled plastics, and Low-Power (0.6W) Super Sleep Mode work to help the environment
- > EPEAT Gold Registered in the global registry for greener electronics, designed to help purchasers choose products that reduce environmental impact
- > Energy Star V2.0 meets the latest, more stringent requirements



IMPRESSIVE EVEN BEFORE YOU TURN IT ON.

1 Accessory Tray & Keyboard Options

- GR1250 – Accessory Tray
- GR9000 – Bluetooth Keyboard
- GR1260 – 10 Key Numeric Keypad

2 Finishing Options

- MJ1111 – 50-Sheet Console Finisher
- MJ1112 – 50-Sheet Saddle Stitch Finisher
- MJ6106 – Hole Punch Unit
- KA6551 – Side Exit Tray

3 Connectivity Options

- GD1370 – Fax Unit/2nd Line for Fax Unit
- GN4020 – Wireless LAN/Bluetooth Module

4 Additional Paper Options

- MP2502 – 2,500 Sheet Large Capacity Feeder

Additional Option Highlights

- > IPsec Security Enabler
- > Multi-Station Print Enabler
- > Embedded OCR Enabler



Toshiba's e-STUDIO7506AC series offers the best of the best, enabling large workgroups to improve productivity and connectivity while simplifying the overall workflow.

Double the Scan Speed

A 300-sheet high-speed, high-capacity Dual-Scan Document Feeder (DSDf) produces up to 120 IPM simplex and 240 IPM duplex.

Bluetooth/WiFi Option

Bluetooth feature provides support for a wireless keyboard to simplify workflow processes at the MFP, while the WiFi capability enables WiFi-Direct printing making it ideal for mobile users

Volumes and Volumes

A high monthly copy volume is 480K/540K/600K respectively. Impressive toner yields are 39,200 color and 106,600 black and white (each at 5%).

Multi-Station Print Enabler

Toshiba's internally developed Multi-Station Print Enabler allows users to send print jobs from their desktop and retrieve them at any available MFP by simply swiping their badge and authenticating at that device.

Advanced e-BRIDGE Next Technology

Built on Linux®, this latest generation e-BRIDGE Next architecture features an Embedded Web Browser, an Intel Atom dual-core processor, 4GB RAM and a 320GB FIPS 140-2 Validated SED enabling the MFP to easily drive Toshiba's internally developed solutions or even third-party applications.

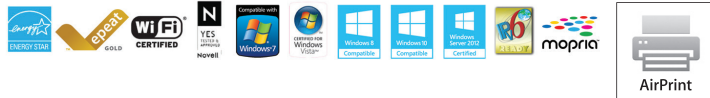
e-STUDIO™ 5506AC/6506AC/7506AC

Main Specifications

| | |
|---------------------------------|--|
| Copy System | Indirect Electrostatic Photographic Method/OPC/Laser Printing/ Heat Roller Fusing |
| Display | 9" Color WVGA Touch Screen Tilting Display |
| Copy Speed | Color: 55/65/75 PPM (LT), Monochrome: 65/75/85 PPM (LT) |
| First Copy Out | Color: 6.4/6.4/5.4, Monochrome: 5.2/4.5/4.1 |
| Warm-Up Time | Approx. 20 Seconds |
| Copy Resolution | 600 x 600 dpi |
| Stack Feed Bypass | 3.9" x 5.8" to 13" x 19", 12" x 47" Banner, Envelope |
| Multiple Copying | Up to 9,999 Copies |
| Paper Capacity | 4-Drawer: 2,280 Sheets/Max. 4,780 Sheets Tandem Drawer: Standard 3,520 Sheets/Max. 6,020 Sheets |
| Original Feed | Standard 300-Sheet DSDf |
| Scan Speed & Weights | DSDf Scan: Up to 240 IPM Duplex, 120 IPM Simplex (Monochrome or Color), Simplex: 9.3-110 lb Index, Duplex: 9.3-110 lb Index |
| Max. Original Size | LD |
| Paper Feed Sizes | Drawers: 540 Sheets-ST-R to 12" x 18" Integral Tandem LCF 1,160 x 2 LT-Only Stack Feed Bypass: 120 Sheets-3.9" x 5.8" to 13" x 19", 12" x 47" Banner 2,500-Sheet Ext. LCF LT-Only |
| Paper Weights | 4-Drawer: Standard 540 Sheets x 4-16 lb Bond-140 lb Index Tandem LCF 1,160 Sheets x 2-16 lb Bond-140 lb Index Plus 540 Sheets x 2-16 lb Bond-140 lb Index Stack Feed Bypass: 120 Sheets-16 lb Bond-110 lb Cover Opt. 2,500-Sheet Ext. LCF LT-Only -16 lb Bond-140 lb Index Standard Automatic Duplex Unit (16 lb Bond-140 lb Index) |
| Duplex | Standard Automatic Duplex Unit (16 lb Bond-140 lb Index) |
| Reproduction Ratio | 25% to 400% |
| Max Duty Cycle | Max. 480K/540K/600K Month (Color: 100%) |
| Weight | Approx. 470 lb |
| Approx. Dimensions | 37.6" (W) x 28.9" (D) x 48.3" (H) |
| Toner Yield | 39,200, K: 106,600 @ 5% |
| Power Source | 120 Volts, 50/60 Hz, 16 Amps |
| Power Consumption | Maximum 2.0kW (120V) |
| CPU | Intel Atom™ 1.75 GHz (Dual-Core) |
| Memory | 4GB |
| Hard Disk Drive | 320GB Self-Encrypting Drive FIPS 140-2 Validated |

e-BRIDGE Next Print Specifications

| | |
|-------------------------------|--|
| PDF | PCL5e, PCL5c, PCL6 (PCL XL), PS3, PDF, XPS, JPEG |
| Print Speed | Color: 55/65/75 PPM (LT), Monochrome: 65/75/85 PPM (LT) |
| Print Resolution | 600 x 600 dpi (5 bit), 1,200 x 1,200 dpi (Color/2 bit) or 3,600 x 1,200 dpi (BW/with Smoothing) PS3 Only |
| Operating Systems | Windows® Vista, Windows Server® 2008/R2, Windows® 7, 8, 8.1, 10, Windows Server® 2012/R2, Macintosh® (Mac OS X 10.6, 10.7, 10.8, 10.9, 10.10, 10.11), Unix®, Linux® |
| Network Protocols | TCP/IP (IPv4, IPv6), NetBIOS over TCP/IP, IPX/SPX® for Novell® Environments, EtherTalk® for Macintosh Environments |
| Printing Protocols | SMB, LPR/LPD, IPP (Ver.1.1) w/Authentication, AppleTalk PAP or EtherTalk™, Port 9100 (bi-directional), NetWare P-SERVER LPD w/ iPrint, WS Print, FTP |
| Print Drivers | Windows® Vista SP2 (32-bit, 64-bit), Windows Server® 2008 SP2 (32-bit, 64-bit), Windows Server® 2008 R2 SP1 (64-bit), Windows® 7 SP1 (32-bit, 64-bit), Windows® 8/8.1 (32-bit, 64-bit), Windows Server® 2012/R2 (64-bit), Windows® 10 (32-bit, 64-bit), Mac OS® X 10.6.8, 10.7.4, 10.8, 10.9, 10.10, 10.11 |
| Interface | RJ-45 Ethernet (10/100/1000 Base-T), USB 2.0 (High-speed) Optional 802.11b/g/n, Wireless LAN, Optional Bluetooth |
| Wireless Device | AirPrint™, Mopria®, e-BRIDGE Print & Capture Application on iOS and Android (Available via Apple App Store or Google Play) |
| Device Management | TopAccess, EFMS 6.2 (e-BRIDGE Fleet Management Software) |
| Account Control | Up to 10,000 users or 1,000 Departments Supports User Authentication (on Device), Login Name/Password (via Windows domain) or Login Name/Password (via LDAP Server) for Copy, Print, Scan, Fax, List, and User Function |
| Accessibility Features | Tilt Front Panel, Job Programs, Universal Grip for Paper Trays, Disable Screen Timeout and Audible Beep Message Alerts |



Security Features

User Authentication, On-Board Data Scramble Function, SCEP, Disable e-Filing, Disable Copy, Disk Overwrite, IP Address Filtering (10 Sets), MAC Address Filtering (10 Sets), Network Service Control, Network Port Control, SMB Packet Signing, SSL (HTTP, IPP, LDAP, SMTP, POP, FTP, DPWS), IPsec (IKEv1, IKEv2), Security Mode Change, CC Certified (ISO/IEC15408 EAL3+), IEEE2600.1, IEEE802.1X, Digital Signature for Client Utilities, Password Policy, Password Lock, Password Expiration, Self Testing, Job Access Control, Log Access Control for Job Log, Security Stamp
*Compliant with IEEE2600.1 in High Security Mode.

Environmental Stds. Certification

Energy Star (V2.0), EPEAT Gold, RoHS
WHQL (Windows 7, 8, 8.1, 10, 2008 R2, 2012, 2012 R2), Novell, Citrix, SAP

Scan Specifications

| | |
|--------------------------|---|
| Scan Speed | DSDf Scan: Up to 240 IPM Duplex, 120 IPM Simplex (Monochrome or Color) |
| Scan Modes | Standard: Full Color, Auto Color, Monochrome, Grayscale |
| Scan Resolution | 600 dpi, 400 dpi, 300 dpi, 200 dpi, 150 dpi, 100 dpi |
| File Formats | Monochrome: TIFF-Multi/Single Page, PDF-Multi/Single Page, Searchable PDF (Opt.), XPS-Multi/Single Page, DOCX (Opt.), XLSX (Opt.), PPTX (Opt.) Color/Grayscale: JPEG, TIFF-Multi/Single Page, PDF-Multi/Single Page, Slim PDF, Searchable PDF (Opt.), XPS-Multi/Single Page, DOCX (Opt.), XLSX (Opt.), PPTX (Opt.) |
| Image Compression | Color/Grayscale: JPEG (High, Middle, Low) |

Facsimile Specifications

| | |
|----------------------------|---|
| Compatibility | Super G3 |
| Data Compression | MH/MR/MMR/JBIG |
| Transmission Speed | Approx. 3 Seconds Per Page |
| Fax Modem Speed | Up to 33.6 Kbps |
| Memory Transmission | 100 Jobs (with HDD), 2,000 Destinations Max. 400 Destinations/Job |
| Scan Speed | 0.7 Seconds Per Page, Maximum 73 IPM |

e-Filing Specifications

| | |
|--------------------------|---|
| Operation Method | Color Touch Screen Control Panel or Client PC |
| Number of Boxes | 1 Public Box, 200 Private User Boxes |
| Capacity of Boxes | 100 Folders Per Box, 400 Documents Per Folder/Box, 200 Pages Per Document |

Accessories (Options)

| | | | | |
|--------------------------------------|---|---|--|------------------|
| Additional Paper Options | MP2502 | Embedded OCR Enabler Single License Five Licenses | GS1080 GS1085 | |
| Finishing Options | MJ1111 MJ1112 MJ6106 KA6551 KN1103 | Multi-Station Print Enabler Single License Five Licenses Advanced Scanning (ReRite) SharePoint Connector Exchange Connector Google Drive Connector | GS1090 GS1095 GB1280V8 GB1440 GB1450 GB1540 | |
| Connectivity/Security Options | GD1370 GN4020 GP1190A GR9000 GR1250 GR1260 GR1290 GS1010 GP1080 GS1007 | FAX Unit/2nd Line for FAX Unit Wireless LAN/Bluetooth Hardcopy Security Printing Bluetooth Keyboard Accessory Tray Panel 10-Key Option Card Reader Holder Meta Scan Enabler IPsec Enabler Unicode Font Enabler | Miscellaneous Options Accessible Arm Harness Kit for Coin Controller | KK2560 GQ1280 |

Designs and specifications subject to change without notice. Specifications may vary by conditions of use and/or environmental usage. For best results and reliable performance, always use supplies manufactured or designated by Toshiba. Not all options and accessories may be available at the time of product launch. Please contact a local Authorized Toshiba Dealership for availability. Toner yields are estimates based on 5% coverage, letter-size page. Driver and connectivity feature support varies by client/network operating system. Product names may be trademarks of their respective companies. AirPrint and the AirPrint logo are trademarks of Apple Inc. This is a Class 1 laser product complying with IEC60825-1.

Corporate Office

9740 Irvine Blvd., Irvine, CA 92618
Tel: 949-462-6000

East Coast

959 Route 46 East, 5th Floor, Parsippany, NJ 07054
Tel: 973-316-2700

Midwest

8770 W. Bryn Mawr Ave., Suite 700, Chicago, IL 60631
Tel: 773-380-6000

South

2037 Bakers Mill Rd., Dacula, GA 30019
Tel: 678-546-9385

West Coast

9740 Irvine Blvd., Irvine, CA 92618
Tel: 949-462-6000

Web Site

www.business.toshiba.com



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 Neshelwat, 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



Valencia Office
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



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

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.



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

Valencia

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

Lancaster-Palmdale-Valencia (Backup)

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

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

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.



Valencia Office
26017 Huntington Lane
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 44503
Contact: Christine Ward
75+ Canon & Océ Production systems installed with uniFLOW Print Management software



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 26017 Huntington Ln.
 Valencia, CA
 661-255-0700

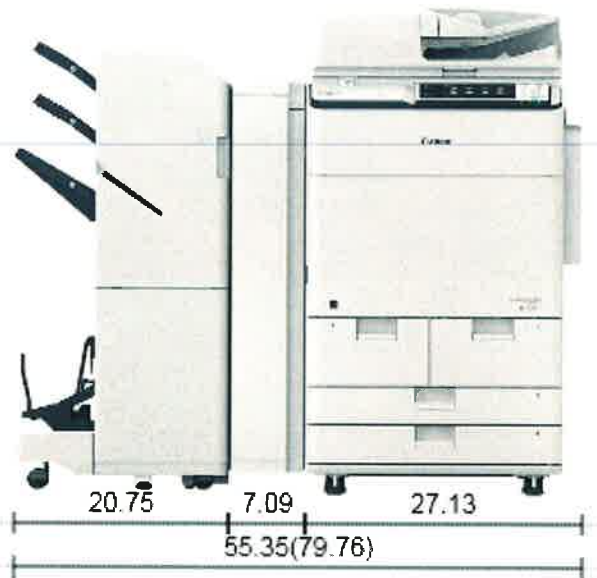
Magnolia Science Academy-Santa Ana
 2840 W. 1st Street
 Santa Ana, CA 92703

Attn: Rasul Monoshev

Subject: New Canon Image Runner Advanced Color 7570i Digital Copier / Printer / Scanner

Copier includes the following:

- ◆ 70 Digital B/W Copies/Prints per minute
- ◆ 65 Digital Color 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 Staple Finisher-V2
- ◆ 3 Finisher Output trays holding up to 3,500 Sheet Capacity
- ◆ 4 Sheet Staple Free w/ On-Demand Stapler



Component(inch)
 Total(inch)

36 Month FMV Lease Purchase..... \$449.00 + 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 B/W Copies / Prints billed at .0055 per image.
 All Color Copies / Prints billed at .05 per image.



Thank you,
 Omar Nesheiwat
 661-477-5337 (mobile)



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Valencia, CA
661-255-0700

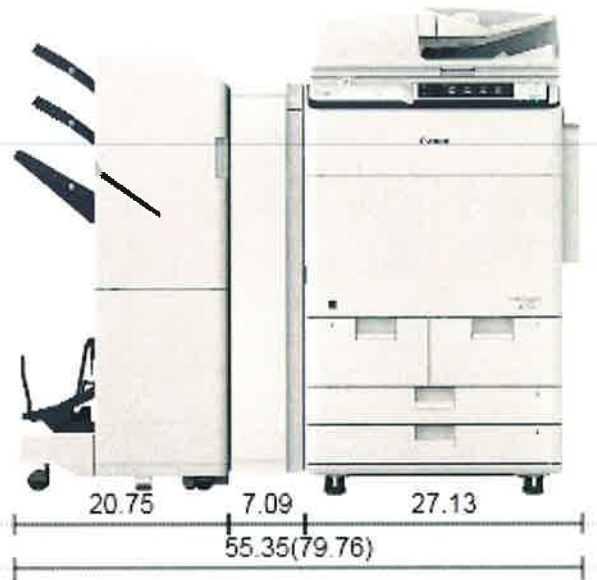
Magnolia Science Academy-Santa Ana
2840 W. 1st Street
Santa Ana, CA 92703

Attn: Rasul Monoshev

Subject: **New** Canon Image Runner Advanced Color 7580i Digital Copier / Printer / Scanner

Copier includes the following:

- ◆ 80 Digital B/W Copies/Prints per minute
- ◆ 70 Digital Color 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 Staple Finisher-V2
- ◆ 3 Finisher Output trays holding up to 3,500 Sheet Capacity
- ◆ 4 Sheet Staple Free w/ On-Demand Stapler



Component(inch)
Total(inch)

36 Month FMV Lease Purchase..... \$499.00 + 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 B/W Copies / Prints billed at .0055 per image.
All Color Copies / Prints billed at .05 per image.



Thank you,
Omar Nesheiwat
661-477-5337 (mobile)



6-19-17

Equipment Proposal for MAGNOLIA PUBLIC SCHOOLS

PREPARED FOR: Rasul Monoshev

PREPARED BY: STEFAN SAFFIE

PRODUCTS DESCRIPTION AND CONFIGURATION

TOSHIBA E-STUDIO 7506AC

- 75 Color/85 B/W Pages Per Minute Print & Copy Full Color
- 240 pages Per Minute Full Color Scan Speed (scan to email)
- Large Capacity Drawer (2320 sheets)
- 2 Feeding Drawers (540 sheets each)
- Stapling Finisher
- Booklet Maker (folding unit)
- iOS, Chromebooks Compatible

TOSHIBA E-STUDIO 6506AC

- 65 Color/70 B/W Pages Per Minute Print & Copy Full Color
- 240 pages Per Minute Full Color Scan Speed (scan to email)
- Large Capacity Drawer (2320 sheets)
- 2 Feeding Drawers (540 sheets each)
- Stapling Finisher
- Booklet Maker (folding unit)
- iOS, Chromebooks Compatible

ACQUISITION

TOSHIBA E-STUDIO **7506AC**- NEW 36 MONTHS FMV LEASE AT **\$299.00** per month + tax
And
TOSHIBA E-STUDIO **6506AC**- NEW 36 MONTHS FMV LEASE AT **\$289.00** per month + tax

SERVICE RATES @ **.005** B/W & **.04** COLOR-BILLED IN ARREARS!

Includes:

- Delivery, Installation, Training & Networking Included. (up to 5 computers)
- All Service, Parts, Supplies, Maintenance, Toner, Drums, & PM Kits are Included for Duration of Lease.
- Delivery/Installation Will Be Within 1 Week After Customer Signs Lease Agreement.
- This Proposal Is Valid for 60 Days.

SERVICE & SUPPLIES

Includes: Everything Except Paper & Staples

Stefan Saffie

ACCOUNT EXECUTIVE

[SSAFFIE@UNITEDIMAGING.COM](mailto:ssaffie@unitedimaging.com)

Cell 818-414-4009

Work 800.999.0159 ext. 124

COPY • PRINT • FAX • SCAN
Authorized
Partner

e-STUDIO™ 5506AC

e-STUDIO™ 6506AC

e-STUDIO™ 7506AC

- > Color Multifunction Printer
- > Up to 75 PPM
- > Large Workgroup
- > Copy, Print, Scan, Fax
- > Secure MFP
- > Solutions Ready



CONNECT. INTEGRATE. SIMPLIFY.

Technology for every office, delivering advanced functionality, ease of use and peace of mind.

Every industry has unique workflow needs. Toshiba has developed customizable MFPs to make your job easier. Intuitive and smartly integrated, our products simplify complex tasks and give you control while providing the reliability Toshiba is known for.

Toshiba's latest series delivers on our promise of Together Information – our commitment to collaborate with clients in order to provide tailored, cost-effective solutions that meet your print, document management and content needs while helping you meet your green objectives.

- > Speeds of 55, 65 & 75 PPM Color
- > High-resolution and high-volume color
- > High-volume black & white
- > Advanced e-BRIDGE Next technology
- > Fast dual-core processor

Sleeker, faster, and more versatile than ever.

This year, Toshiba is introducing a new, sleek lineup that's as impressive on the outside as it is on the inside. Its ultra-modern look houses the latest innovative technology, like brilliant, multi-beam laser color delivered at up to 75 pages per minute as well as black and white up to 85 pages per minute.

- > 1,200 dpi x 1,200 dpi, 2bit color (PostScript 3) for genuine laser quality
- > 600 dpi x 600 dpi, 5bit color in image smoothing mode, color mode
- > e-BRIDGE Color Profile Tool provides accurate Pantone or unique color matching options
- > New high-speed, high-capacity Dual-Scan Document Feeder
- > Up to 600K maximum monthly copy volume

Simple, smart and stylish.

A new 9" tablet-style touch screen with an embedded web browser is easy to use and customizable to meet your needs. And, it is part of the bold new look being introduced across the e-STUDIO series.



INNOVATIVE FEATURES, VERSATILE CONNECTIVITY.

The Toshiba e-STUDIO7506AC series helps workgroups connect, integrate and simplify while improving efficiency, productivity and the professionalism of presentations.

Higher Robust Speeds include 55/65/75 brilliant color pages per minute and 65/75/85 monochrome pages per minute, respectively.

Fast Dual-Scan Document Feeder handles up to 300 sheets at a time and seamlessly scans both sides of each page in a single pass to produce a full 240 images per minute (IPM).

Fast First Copy Out Times include 6.4/6.4/5.4 seconds for full-color printing and 5.2/4.5/4.1 seconds (respectively) for black and white printing.

9" Tablet-Style Touch Screen works intuitively, helping you access instructions, functions, and commands with the swipe of the finger.

Banner Printing produces impressive signage as large as 12" x 47" using our unique AquaAce media.

Print Around eliminates printing bottlenecks by allowing other print jobs to go around one job that's held-up due to requiring a specific paper size, type or, in some cases, color toner.

Limitless Job Reservation will queue up multiple copy or print jobs so users can send jobs whenever.

Saddle/Fold Capabilities offer saddle-stitch finishing and the ability to fold without stapling.

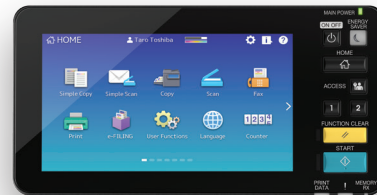
Scan-to and Print-from USB lets you print straight from your USB drive or scan documents to it.

Advanced e-BRIDGE Next Technology enables the MFP to drive Toshiba's internally developed embedded solutions or those from a third party with ease.

Notifications Feature takes the hassle out of checking for depleted supplies or maintenance needs.

Paper Volume Indicators on the front panel make it easy to see the paper sizes, types and levels in each cassette.

Context-Sensitive Help Button provides instant, thorough explanations straight from the manual to help as needed.



TOSHIBA INNOVATION AT ITS FINEST.

When it comes to seamless workflow and simplified integration, the e-STUDIO7506AC series represents the finest Toshiba has to offer. The latest e-BRIDGE Next technology enables complete third-party integration and support for internally driven solutions. A universal driver along with PCL 6, PS3, and XPS support provide fast and easy connectivity to Windows®, Macintosh® and more.

AirPrint and Mopria support means mobile users can print to the MFP with ease. The e-BRIDGE Print & Capture application provides additional capabilities including the ability to scan from the MFP back to your mobile device. Also, a Dual-Line Fax option can handle heavy fax volumes with ease.

Cloud Support

New Scan-to-Cloud and Cloud Print capabilities increase productivity by allowing users to access, store and print documents remotely from the MFP. Whether it's Dropbox, OneDrive or Google Drive, the new e-STUDIO7506AC series makes scanning to these cloud-based locations a breeze, while embedded support for Google Cloud Print enables easy printing to the MFP from anywhere you may be.

Advanced Security

Even more important than functionality is the security offered by the e-STUDIO7506AC series. Such technological advancements include:

- > A 320GB Self-Encrypting Drive (SED) with Automatic Drive Invalidation (ADI) & Data Overwrite capability provides top level security
- > FIPS 140-2 Validated SED meets and exceeds government requirements
- > IPsec is available to securely encrypt data sent to and from the MFP

Environmental Responsibility

Because we have been working to protect the environment as well as your security, you can rest assured Toshiba has what it takes to protect both.

- > RoHS compliance, the use of recycled plastics, and Low-Power (0.6W) Super Sleep Mode work to help the environment
- > EPEAT Gold Registered in the global registry for greener electronics, designed to help purchasers choose products that reduce environmental impact
- > Energy Star V2.0 meets the latest, more stringent requirements



IMPRESSIVE EVEN BEFORE YOU TURN IT ON.

1 Accessory Tray & Keyboard Options

- GR1250 – Accessory Tray
- GR9000 – Bluetooth Keyboard
- GR1260 – 10 Key Numeric Keypad

2 Finishing Options

- MJ1111 – 50-Sheet Console Finisher
- MJ1112 – 50-Sheet Saddle Stitch Finisher
- MJ6106 – Hole Punch Unit
- KA6551 – Side Exit Tray

3 Connectivity Options

- GD1370 – Fax Unit/2nd Line for Fax Unit
- GN4020 – Wireless LAN/Bluetooth Module

4 Additional Paper Options

- MP2502 – 2,500 Sheet Large Capacity Feeder

Additional Option Highlights

- > IPsec Security Enabler
- > Multi-Station Print Enabler
- > Embedded OCR Enabler



Toshiba's e-STUDIO7506AC series offers the best of the best, enabling large workgroups to improve productivity and connectivity while simplifying the overall workflow.

Double the Scan Speed

A 300-sheet high-speed, high-capacity Dual-Scan Document Feeder (DSDf) produces up to 120 IPM simplex and 240 IPM duplex.

Bluetooth/WiFi Option

Bluetooth feature provides support for a wireless keyboard to simplify workflow processes at the MFP, while the WiFi capability enables WiFi-Direct printing making it ideal for mobile users

Volumes and Volumes

A high monthly copy volume is 480K/540K/600K respectively. Impressive toner yields are 39,200 color and 106,600 black and white (each at 5%).

Multi-Station Print Enabler

Toshiba's internally developed Multi-Station Print Enabler allows users to send print jobs from their desktop and retrieve them at any available MFP by simply swiping their badge and authenticating at that device.

Advanced e-BRIDGE Next Technology

Built on Linux®, this latest generation e-BRIDGE Next architecture features an Embedded Web Browser, an Intel Atom dual-core processor, 4GB RAM and a 320GB FIPS 140-2 Validated SED enabling the MFP to easily drive Toshiba's internally developed solutions or even third-party applications.

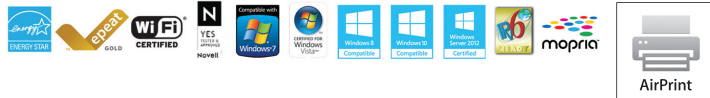
e-STUDIO™ 5506AC/6506AC/7506AC

Main Specifications

| | |
|---------------------------------|--|
| Copy System | Indirect Electrostatic Photographic Method/OPC/Laser Printing/Heat Roller Fusing |
| Display | 9" Color WVGA Touch Screen Tilting Display |
| Copy Speed | Color: 55/65/75 PPM (LT), Monochrome: 65/75/85 PPM (LT) |
| First Copy Out | Color: 6.4/6.4/5.4, Monochrome: 5.2/4.5/4.1 |
| Warm-Up Time | Approx. 20 Seconds |
| Copy Resolution | 600 x 600 dpi |
| Stack Feed Bypass | 3.9" x 5.8" to 13" x 19", 12" x 47" Banner, Envelope |
| Multiple Copying | Up to 9,999 Copies |
| Paper Capacity | 4-Drawer: 2,280 Sheets/Max. 4,780 Sheets Tandem Drawer: Standard 3,520 Sheets/Max. 6,020 Sheets |
| Original Feed | Standard 300-Sheet DSDf |
| Scan Speed & Weights | DSDf Scan: Up to 240 IPM Duplex, 120 IPM Simplex (Monochrome or Color), Simplex: 9.3-110 lb Index, Duplex: 9.3-110 lb Index |
| Max. Original Size | LD |
| Paper Feed Sizes | Drawers: 540 Sheets-ST-R to 12" x 18" Integral Tandem LCF 1,160 x 2 LT-Only Stack Feed Bypass: 120 Sheets-3.9" x 5.8" to 13" x 19", 12" x 47" Banner 2,500-Sheet Ext. LCF LT-Only |
| Paper Weights | 4-Drawer: Standard 540 Sheets x 4-16 lb Bond-140 lb Index Tandem LCF 1,160 Sheets x 2-16 lb Bond-140 lb Index Plus 540 Sheets x 2-16 lb Bond-140 lb Index Stack Feed Bypass: 120 Sheets-16 lb Bond-110 lb Cover Opt. 2,500-Sheet Ext. LCF LT-Only -16 lb Bond-140 lb Index Standard Automatic Duplex Unit (16 lb Bond-140 lb Index) |
| Duplex | Standard Automatic Duplex Unit (16 lb Bond-140 lb Index) |
| Reproduction Ratio | 25% to 400% |
| Max Duty Cycle | Max. 480K/540K/600K Month (Color: 100%) |
| Weight | Approx. 470 lb |
| Approx. Dimensions | 37.6" (W) x 28.9" (D) x 48.3" (H) |
| Toner Yield | 39,200, K: 106,600 @ 5% |
| Power Source | 120 Volts, 50/60 Hz, 16 Amps |
| Power Consumption | Maximum 2.0kW (120V) |
| CPU | Intel Atom™ 1.75 GHz (Dual-Core) |
| Memory | 4GB |
| Hard Disk Drive | 320GB Self-Encrypting Drive FIPS 140-2 Validated |

e-BRIDGE Next Print Specifications

| | |
|-------------------------------|--|
| PDL | PCL5e, PCL5c, PCL6 (PCL XL), PS3, PDF, XPS, JPEG |
| Print Speed | Color: 55/65/75 PPM (LT), Monochrome: 65/75/85 PPM (LT) |
| Print Resolution | 600 x 600 dpi (5 bit), 1,200 x 1,200 dpi (Color/2 bit) or 3,600 x 1,200 dpi (BW/with Smoothing) PS3 Only |
| Operating Systems | Windows® Vista, Windows Server® 2008/R2, Windows® 7, 8, 8.1, 10, Windows Server® 2012/R2, Macintosh® (Mac OS X 10.6, 10.7, 10.8, 10.9, 10.10, 10.11), Unix®, Linux® |
| Network Protocols | TCP/IP (IPv4, IPv6), NetBIOS over TCP/IP, IPX/SPX® for Novell® Environments, EtherTalk® for Macintosh Environments |
| Printing Protocols | SMB, LPR/LPD, IPP (Ver.1.1) w/Authentication, AppleTalk PAP or EtherTalk™, Port 9100 (bi-directional), NetWare P-SERVER LPD w/ iPrint, WS Print, FTP |
| Print Drivers | Windows® Vista SP2 (32-bit, 64-bit), Windows Server® 2008 SP2 (32-bit, 64-bit), Windows Server® 2008 R2 SP1 (64-bit), Windows® 7 SP1 (32-bit, 64-bit), Windows® 8/8.1 (32-bit, 64-bit), Windows Server® 2012/R2 (64-bit), Windows® 10 (32-bit, 64-bit), Mac OS® X 10.6.8, 10.7.4, 10.8, 10.9, 10.10, 10.11 |
| Interface | RJ-45 Ethernet (10/100/1000 Base-T), USB 2.0 (High-speed) Optional 802.11b/g/n, Wireless LAN, Optional Bluetooth |
| Wireless Device | AirPrint™, Mopria®, e-BRIDGE Print & Capture Application on iOS and Android (Available via Apple App Store or Google Play) |
| Device Management | TopAccess, EFMS 6.2 (e-BRIDGE Fleet Management Software) |
| Account Control | Up to 10,000 users or 1,000 Departments Supports User Authentication (on Device), Login Name/Password (via Windows domain) or Login Name/Password (via LDAP Server) for Copy, Print, Scan, Fax, List, and User Function |
| Accessibility Features | Tilt Front Panel, Job Programs, Universal Grip for Paper Trays, Disable Screen Timeout and Audible Beep Message Alerts |



Security Features

User Authentication, On-Board Data Scramble Function, SCEP, Disable e-Filing, Disable Copy, Disk Overwrite, IP Address Filtering (10 Sets), MAC Address Filtering (10 Sets), Network Service Control, Network Port Control, SMB Packet Signing, SSL (HTTP, IPP, LDAP, SMTP, POP, FTP, DPWS), IPsec (IKEv1, IKEv2), Security Mode Change, CC Certified (ISO/IEC15408 EAL3+), IEEE2600.1, IEEE802.1X, Digital Signature for Client Utilities, Password Policy, Password Lock, Password Expiration, Self Testing, Job Access Control, Log Access Control for Job Log, Security Stamp
*Compliant with IEEE2600.1 in High Security Mode.

Environmental Stds. Certification

Energy Star (V2.0), EPEAT Gold, RoHS
WHQL (Windows 7, 8, 8.1, 10, 2008 R2, 2012, 2012 R2), Novell, Citrix, SAP

Scan Specifications

| | |
|--------------------------|---|
| Scan Speed | DSDf Scan: Up to 240 IPM Duplex, 120 IPM Simplex (Monochrome or Color) |
| Scan Modes | Standard: Full Color, Auto Color, Monochrome, Grayscale |
| Scan Resolution | 600 dpi, 400 dpi, 300 dpi, 200 dpi, 150 dpi, 100 dpi |
| File Formats | Monochrome: TIFF-Multi/Single Page, PDF-Multi/Single Page, Searchable PDF (Opt.), XPS-Multi/Single Page, DOCX (Opt.), XLSX (Opt.), PPTX (Opt.) Color/Grayscale: JPEG, TIFF-Multi/Single Page, PDF-Multi/Single Page, Slim PDF, Searchable PDF (Opt.), XPS-Multi/Single Page, DOCX (Opt.), XLSX (Opt.), PPTX (Opt.) |
| Image Compression | Color/Grayscale: JPEG (High, Middle, Low) |

Facsimile Specifications

| | |
|----------------------------|---|
| Compatibility | Super G3 |
| Data Compression | MH/MR/MMR/JBIG |
| Transmission Speed | Approx. 3 Seconds Per Page |
| Fax Modem Speed | Up to 33.6 Kbps |
| Memory Transmission | 100 Jobs (with HDD), 2,000 Destinations Max. 400 Destinations/Job |
| Scan Speed | 0.7 Seconds Per Page, Maximum 73 IPM |

e-Filing Specifications

| | |
|--------------------------|---|
| Operation Method | Color Touch Screen Control Panel or Client PC |
| Number of Boxes | 1 Public Box, 200 Private User Boxes |
| Capacity of Boxes | 100 Folders Per Box, 400 Documents Per Folder/Box, 200 Pages Per Document |

Accessories (Options)

| | | | | |
|--------------------------------------|---|---|--|------------------|
| Additional Paper Options | MP2502 | Embedded OCR Enabler Single License Five Licenses | GS1080 GS1085 | |
| Finishing Options | MJ1111 MJ1112 MJ6106 KA6551 KN1103 | Multi-Station Print Enabler Single License Five Licenses Advanced Scanning (ReRite) SharePoint Connector Exchange Connector Google Drive Connector | GS1090 GS1095 GB1280V8 GB1440 GB1450 GB1540 | |
| Connectivity/Security Options | GD1370 GN4020 GP1190A GR9000 GR1250 GR1260 GR1290 GS1010 GP1080 GS1007 | FAX Unit/2nd Line for FAX Unit Wireless LAN/Bluetooth Hardcopy Security Printing Bluetooth Keyboard Accessory Tray Panel 10-Key Option Card Reader Holder Meta Scan Enabler IPsec Enabler Unicode Font Enabler | Miscellaneous Options Accessible Arm Harness Kit for Coin Controller | KK2560 GQ1280 |

Designs and specifications subject to change without notice. Specifications may vary by conditions of use and/or environmental usage. For best results and reliable performance, always use supplies manufactured or designated by Toshiba. Not all options and accessories may be available at the time of product launch. Please contact a local Authorized Toshiba Dealership for availability. Toner yields are estimates based on 5% coverage, letter-size page. Driver and connectivity feature support varies by client/network operating system. Product names may be trademarks of their respective companies. AirPrint and the AirPrint logo are trademarks of Apple Inc. This is a Class 1 laser product complying with IEC60825-1.

Corporate Office

9740 Irvine Blvd., Irvine, CA 92618
Tel: 949-462-6000

East Coast

959 Route 46 East, 5th Floor, Parsippany, NJ 07054
Tel: 973-316-2700

Midwest

8770 W. Bryn Mawr Ave., Suite 700, Chicago, IL 60631
Tel: 773-380-6000

South

2037 Bakers Mill Rd., Dacula, GA 30019
Tel: 678-546-9385

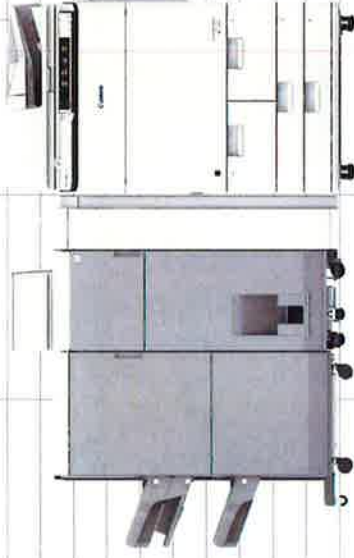
West Coast

9740 Irvine Blvd., Irvine, CA 92618
Tel: 949-462-6000

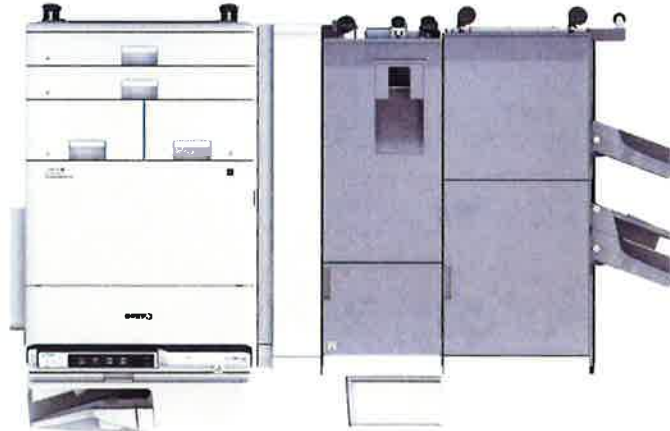
Web Site

www.business.toshiba.com

| A | B | C | D | E | F |
|----|---|-----------------|--|-------------------------|---|
| 1 | Canon | | | | |
| 2 | CANON SOLUTIONS AMERICA | | | | |
| 3 | Canon Solutions America | | | | |
| 4 | Date: 6.26.17 | | | | |
| 5 | Canon Preliminary Price Quotation for Copier Hardware/Software and Maintenance | | | | |
| 6 | NASPO WSCA - Cooperative Agreement | | | | |
| 7 | Product - Canon IR Advance C7570i | | | | |
| 8 | Business: Magnolia Public Schools | | | | |
| 9 | Contact: Rasul Monoshev | | | | |
| 10 | Email: rmonoshev@magnoliapublicschools.org | | | | |
| 11 | Location: 250 E. 1st Street, Suite 1500, Los Angeles, CA 90012 | | | | |
| 12 | Hardware | | | | |
| 13 | Qty | Item Code | Description | Lease Price - 36 Mo FMV | |
| 14 | 1 | 1189C002 | IMAGERUNNER ADVANCE C7570I | \$363.87 | |
| 15 | 1 | 0099C002 | STAPLE FINISHER-X1 | \$107.76 | |
| 16 | 1 | 2895B002 | FOLDING UNIT | \$239.47 | |
| 17 | 1 | 3133V962 | INSTALL PAK C7565IIC7570I/C7580I | \$0.00 | |
| 18 | 1 | 2368V120 | MID VOLUME CONNECTIVITY 30+PPM UP TO 79PPM | \$0.00 | |
| 19 | Maintenance | | | | |
| 20 | Black and White Copies | | | | |
| 21 | Copy Allowance | Mo. Base Charge | Contract Type | Cost per Copy | |
| 22 | 0 | \$0.00 | Labor, Parts, Toner | .0070 | |
| 23 | Color Copies | | | | |
| 24 | Copy Allowance | Mo. Base Charge | Contract Type | Cost per Copy | |
| 25 | 0 | \$0.00 | Labor, Parts, Toner | .042 | |
| 26 | For any further information regarding this quotation, please contact: | | | | |
| 27 | Marc Mendez | | | | |
| 28 | Major Account Executive - Government | | | | |
| 29 | Canon Solutions America, Inc. | | | | |
| 30 | 1055 West 7th Street, Suite 1600 | | | | |
| 31 | Los Angeles, CA 90017 | | | | |
| 32 | Cell: 213.369.9233 | | | | |



| | A | B | C | D | E | F |
|----|--------------------------------|---|---|---|---|---|
| 40 | Phone: 213.629.6747 | | | | | |
| 41 | Fax: 213.629.6717 | | | | | |
| 42 | Email: marmendez@csa.canon.com | | | | | |




Product Description

The imageRUNNER ADVANCE C7570i operates at speeds of up to 65-ppm in Color and 70-ppm in B&W (LTR). Includes a 300-sheet Single-Pass Duplex Automatic Document Feeder, Color Image Reader, Standard UFR II Printing with Quick Printing Tool, Color Universal Send (Compact PDF, Searchable PDF/XPS, Office Open XML PowerPoint/Word), Standard support of up to 3,550 sheets of LTR paper. 4GB RAM, 250GB HDD, Drum Units, 10Base-T/100Base-TX/100Base-T and USB 3.0/2.0 connectivity. Includes Universal Login Manager (ULM), Wireless LAN, USB Device Port, and Remote Operator's Software Kit.

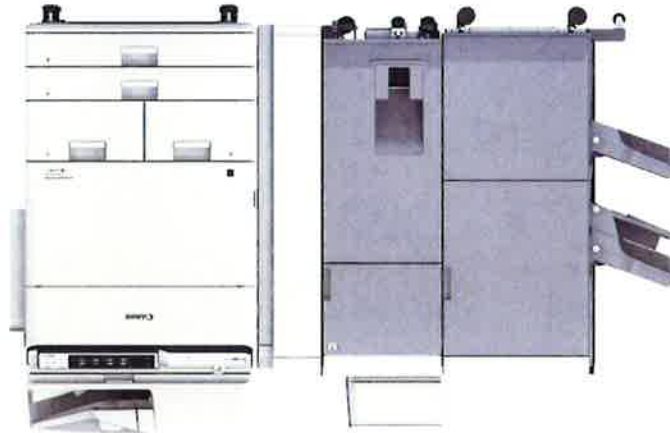
Space And Power Requirements

- Total Dimensions (W x D x H): 73.78" x 37.05" x 48.03"
- Total Installation Space (W x D x H): 98.15" x 60.00" x 48.03"
- Main Unit Power Requirements: 120V/11.5A
- Main Unit Plug: NEMA 5-20P

| Product name | Net component size | | | Additional Power Supply | Plug |
|----------------------------|--------------------|-------|-------|-------------------------|------|
| | W | D | H | | |
| imageRUNNER ADVANCE C7570i | 27.13 | 37.05 | 48.03 | | |
| Staple Finisher-X1 | 25.75 | 30.12 | 40.94 | Yes | |
| Paper Folding Unit-J1 | 13.23 | 31.22 | 46.85 | None | |
| Universal Login Manager | - | - | - | None | |
| Total | 73.78 | 37.05 | 48.03 | | |

| A | B | C | D | E | F |
|----|---|-----------------|--|-------------------------|---|
| 1 |  | | | | |
| 2 | CANON SOLUTIONS AMERICA | | | | |
| 3 | Canon Solutions America | | | | |
| 4 | Date: 6.26.17 | | | | |
| 5 | Canon Preliminary Price Quotation for Copier Hardware/Software and Maintenance | | | | |
| 6 | NASPO WSCA - Cooperative Agreement | | | | |
| 7 | Product - Canon IR Advance C7580I | | | | |
| 8 | Business: Magnolia Public Schools | | | | |
| 9 | Contact: Rasul Monoshev | | | | |
| 10 | Email: rmonoshev@magnoliapublicschools.org | | | | |
| 11 | Location: 250 E. 1st Street, Suite 1500, Los Angeles, CA 90012 | | | | |
| 12 | Hardware | | | | |
| 13 | Qty | Item Code | Description | Lease Price - 36 Mo FMV | |
| 14 | 1 | 1189C002 | IMAGERUNNER ADVANCE C7580I | \$466.50 | |
| 15 | 1 | 0099C002 | STAPLE FINISHER-X1 | \$107.76 | |
| 16 | 1 | 2895B002 | FOLDING UNIT | \$239.47 | |
| 17 | 1 | 3133V962 | INSTALL PAK C7565IIC7570I/C7580I | \$0.00 | |
| 18 | 1 | 2368V120 | MID VOLUME CONNECTIVITY 30+PPM UP TO 79PPM | \$0.00 | |
| 19 | | | | \$813.73 | |
| 20 | Maintenance | | | | |
| 21 | Black and White Copies | | | | |
| 22 | Copy Allowance | Mo. Base Charge | Contract Type | Cost per Copy | |
| 23 | 0 | \$0.00 | Labor, Parts, Toner | .0070 | |
| 24 | Color Copies | | | | |
| 25 | Copy Allowance | Mo. Base Charge | Contract Type | Cost per Copy | |
| 26 | 0 | \$0.00 | Labor, Parts, Toner | .042 | |
| 27 | For any further information regarding this quotation, please contact: | | | | |
| 28 | Marc Mendez | | | | |
| 29 | Major Account Executive - Government | | | | |
| 30 | Canon Solutions America, Inc. | | | | |
| 31 | 1055 West 7th Street, Suite 1600 | | | | |
| 32 | Los Angeles, CA 90017 | | | | |
| 33 | Cell: 213.369.9233 | | | | |

| | A | B | C | D | E | F |
|----|---------------------------------|---|---|---|---|---|
| 40 | Phone: 213.629.6747 | | | | | |
| 41 | Fax: 213.629.6717 | | | | | |
| 42 | Email: mairmendez@csa.canon.com | | | | | |



Product Description

The imageRUNNER ADVANCE C7580! operates at speeds of up to 70-ppm in Color and 80-ppm in B&W (LTR). Includes a 300-sheet Single-Pass Duplex Automatic Document Feeder, Color Image Reader, Standard UFR II Printing with Quick Printing Tool, Color Universal Send (Compact PDF, Searchable PDF/XPS, Office Open XML PowerPoint/Word). Standard support of up to 3,550 sheets of LTR paper. 4GB RAM, 250GB HDD, Drum Units, 10Base-T/100Base-TX/100Base-T and USB 3.0/2.0 connectivity. Includes Universal Login Manager (ULM), Wireless LAN, USB Device Port, and Remote Operator's Software Kit.

Space And Power Requirements

- Total Dimensions (W x D x H): 73.78" x 37.05" x 48.03" x
- Total Installation Space (W x D x H): 98.15" x 60.00" x 48.03"
- Main Unit Power Requirements: 208V/15A
- Main Unit Plug: NEMA 6-15P

| Product name | Net component size | | | Additional Power Supply | Plug |
|----------------------------|--------------------|-------|-------|-------------------------|------|
| | W | D | H | | |
| ImageRUNNER ADVANCE C7580! | 27.13 | 37.05 | 48.03 | | |
| Staple Finisher-X1 | 25.75 | 30.12 | 40.94 | Yes | |
| Paper Folding Unit-J1 | 13.23 | 31.22 | 46.85 | None | |
| Universal Login Manager | - | - | - | None | |
| Total | 73.78 | 37.05 | 48.03 | | |