



Fiscal Impact Form

Department: Land Use, Road & Bridge, Vegetation Management	Date: 6/22/2021
Document Title (i.e. Resolution, Agreement, etc.): Lease Agreement	Term: 60-Month FMV

Source of Funding:



General Fund R & B Fund EMS Fund
Social Services Fund Public Health Other

If other, please indicate:


Reporting Requirements (if any): **TBD**

Description/Purpose:

Upgrade of Land Use/R&B printer copier. Request is being made by Land Use, Road & Bridge, and Vegetation Management Departments. Current copier is very slow to print large size graphic documents. Printer is several years old and becoming prone to breakdown. R&B Department is not satisfied with the current scanning capabilities in terms of resolution. New printer has a higher resolution scanning, more system memory, and a faster processor, allowing it to print high-resolution print jobs faster. (ie. photos!) Also being a new machine it should be less prone to breakdown.

New lease is \$16.00/month more than the current lease or \$219.87 per month.

Submission/Review/Approval or Denial:

Department Head / Elected Official: 	Date: <u>06-22-2021</u>
County Administrator: <u>Connie A. Hunt</u>	Date: <u>7-1-2021</u>
County Attorney: _____	Date: _____
Comments: _____	
Board of County Commissioners, Chair: _____	Date: _____
Approve <input type="checkbox"/>	Deny <input type="checkbox"/>

From: Joe Wittenberg [<mailto:jwittenberg@pds-co.com>]
Sent: Wednesday, April 21, 2021 12:43 PM
To: cwilliams@ouraycountyco.gov
Subject: Xerox upgrade proposal

Hi Christy,

Thank you for your time this week. Attached is a proposal and brochure on upgrading your current WorkCentre 7845 to the latest Xerox offering, the AltaLink C8145. Once you have had a chance to review the proposal, please let me know if you have any questions.

Thanks,
Joe

Joe Wittenberg | *Account Executive*
Professional Document Solutions, Inc. | **Xerox**
P.O. Box 47 Montrose, CO 81402
Cell: 970-964-4401 Office: 970-256-1005



We Do The Right Thing....ALWAYS!

<https://www.pds-co.com/>

From: Joe Wittenberg [<mailto:jwittenberg@pds-co.com>]
Sent: Monday, May 10, 2021 8:11 AM
To: Mark Castrodale <mcastrodale@ouraycountyco.gov>
Subject: Re: Xerox upgrade proposal

Hi Mark,

Your current lease payment is \$187.14 per month. I have attached an updated quote and the pricing went down a little. When I went back through our quoting system and found two things that caused the old quote to be a little higher. The new quote is \$203.47 month, an **increase of \$16.33 per month** compared to what you are currently paying. Attached the new quote.

I see the key advantages as 1. New solid state HD – faster bootup time and processing. 2. Full 10.1” touch screen and one-touch keys to simplify job selection.

The C8100 series has **a faster processor and twice the system memory** compared to your current machine and it is amazing how much better/faster an SSD drive is compared to a standard hard drive.

Current	New
<u>W7845PT</u>	<u>C8145/H2</u>
250GB std Hard Drive	128GB Solid State Hard Drive
1.2GZ Dual Core	1.9GZ Intel Atom Dual Core
2GB Sys Memory	4GB Sys Memory

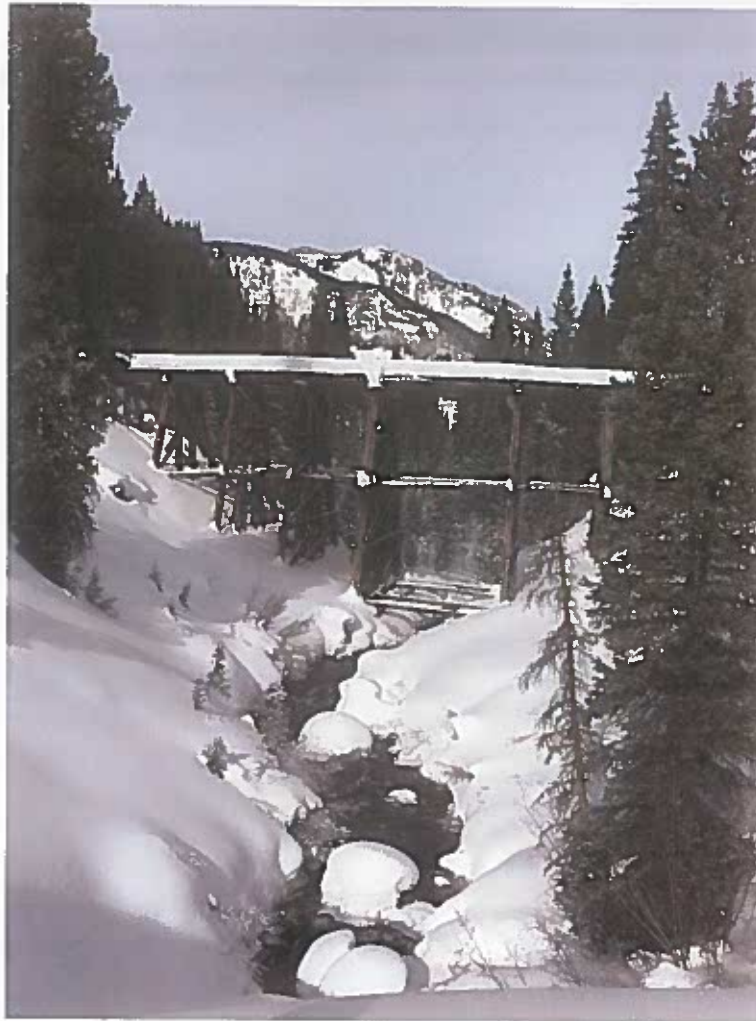
I think with these improvements everyone in the office would be very happy with the new AltaLink series. Please let me know if you have any other questions.

Thanks,
Joe

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Proposal Presented to:

Ouray County Road & Bridge Dept

111 Mall Road
Ridgway, CO 81432



Professional Document Solutions, Inc

Xerox® AltaLink® C8145 Color Multifunction Printer

Smart, secure and connected Workplace Assistant.

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.

Key Features

- Up to 45 ppm color and 45 ppm black-and-white
- Up to 1200 x 2400 dpi
- 130-sheet Single-pass Duplex Automatic Document Feeder (DADF)
- 10.1-inch capacitive color touch screen user interface featuring full customization and personalization
- Print and scan directly to and from the cloud with services like Salesforce, Box®, Microsoft® OneDrive®, Google Drive™, Dropbox™ and Microsoft Office 365™.
- Mobile printing support across multiple platforms and NFC Tap-to-Pair
- Maximum paper capacity: 6,140 sheets
- Xerox® ConnectKey® Technology



Smart and Productive

From its tablet-like user interface to its right-out-of-the-box mobile-friendly connectivity options, the Xerox® AltaLink® C8100 Series is the color multifunction device today's workers have been waiting for.

Easy to manage as a standalone device or as part of an entire fleet, it's designed to enable fast multitasking and collaboration. Create customized 1-Touch Apps to automate multi-step workflows. Simply tap your new app to quickly perform the job you configured. And save time by scanning to multiple destinations, including a USB drive, network location and SMB share location, all in one operation.

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 @PrintByXerox, Google Cloud Print™, Xerox® Print Service Plug-in for Android™, Airprint®, Mopria® and optional Wi-Fi Direct® provides the time-saving convenience your workforce wants and needs.

Powerful and Scalable

Provide interactive training and support right from your desktop with our remote control panel. Enable serverless fleet management with Fleet Orchestrator. Configure a single device once, then let the Fleet Orchestrator deploy and manage configurations automatically and share automated workflows across devices.

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

Enjoy comprehensive security through our strategic approach to preventing intrusions and keeping documents and data safe. Our partnerships with McAfee and Cisco proactively address risks at the individual device, fleet and network level.

Multiple layers of security include data encryption, disk overwrite and industry certifications. The innovative Configuration Watchdog ensures your AltaLink® devices remain configured in accordance with your security policies.

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 C8100 Series with Xerox® EX-c C8100 Print Server Powered by Fiery®, enabling office users to quickly, efficiently and cost effectively print professional-looking documents.

Large 10.1-inch mobile device- like touchscreen superiority

The color touch screen user interface that sets a higher standard for customisation, 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? Want faster access to app settings? Easily customise the touchscreen's layout to make it yours.

This unmatched balance of hardware technology and software smarts helps everyone who interacts with the AltaLink® B8100 Series get more work done, faster. Try our new UI at www.xerox.com/AltaLinkUI.

The financial proposal



Ouray County Road & Bridge Department
 111 Mall road
 Ridgway, CO 81432

April 21, 2021

Qty	Model	Description
1	AltaLink C8145/H2	45 PPM Color and Black and White - 2 Multi-Adjustable Paper Trays 525 Sheets, Hi-Capacity tandem letter paper tray. Included Options: LX Office Finisher/Stapler, 1-Line Fax Kit

Lease Information	
Lease Payment: 60 Month FMV lease	\$219.87 per month
Maintenance Plan	
Full Service Maintenance Agreement - Included	Optional Accessories:
Cost per Impression: C8145H2	
B&W: \$0.0075 Color: \$0.0548	

Description of Training	Total Price
Walk-up training including, but not limited to - copy, scan, fax, and supply replacement. Analyst Services including installing print drivers and program scan settings.	Included in proposed cost
Full-Service Maintenance Agreement	
Includes all parts, on-site service by a Xerox trained service tech.,	Included in proposed cost
Cost per Impression	
Includes all consumable supplies excluding paper and staples.	Included in proposed cost

Contact your Account Manager:
Joe Wittenberg
 970-964-4401
jwittenberg@pds-co.com

Pricing valid for 30 days from proposal date. Taxes may apply