

Subject: Re: New Copiers - URGENT

From: Chuck Walder <cwalders@russelltownship.us>

Date: 3/16/2018 3:26 PM

To: 'John Frazier' <FrazierJ@Russellfd.com>, Tim Carroll <tcarroll@russellpolice.com>

CC: Brittany Milite <BMilite@RussellTownship.us>, Jen Dorka <JDorka@RussellTownship.us>,
Melissa Palmer <mpalmer@russelltownship.us>, Justin Madden

<jmadden@justinmaddenlaw.com>, Chuck Walder <cwalders@russelltownship.us>

So, This issue will be submitted for Trustee approval at the March 21, 2018 meeting. I recommend that we extend the full discount to the Police purchase as Chief Frazier has indicated that he does not want a new copier at this time. I propose the following:

ADMIN COPIER

\$5,940.00 plus \$199.00 for a fax option = **\$6,139.00 TOTAL**

Maintenance Terms:

B&W Monthly charge of \$28.00 for up to 2,000 copies, \$0.014/copy thereafter

Color Monthly charge of \$0.041/copy

Term is FIXED with a 5 year lock (This is incredibly important as currently our contract increases each year as the machine ages)

POLICE COPIER

\$4,540.00 w/o a fax option = **\$4,540.00 TOTAL**

Maintenance Terms:

B&W Monthly charge of \$28.00 for up to 2,000 copies, \$0.014/copy thereafter

Color Monthly charge of \$0.041/copy

Term is FIXED with a 5 year lock (This is incredibly important as currently our contract increases each year as the machine ages)

Thank you,

Charles E. Walder

Russell Township Fiscal Officer
P.O. Box 522, 8501 Kinsman Rd.
Novelty, OH 44072
Office: (440) 338-8155
Cell: (216) 554-1094
Fax: (440) 338-1965

On 3/14/2018 10:51 AM, Chuck Walder wrote:

Chiefs,

Admin is in desperate need of a new copier. We have obtained quotes from both Lake Products and MT Business Technologies and we have found MT to be the most cost effective. We are faced with deciding whether we will be purchasing 1, 2, or 3 copiers (1 for Admin, 1 for Police, and 1 for Fire). Here is where we stand:

Maintenance Terms:

B&W Monthly charge of \$28.00 for up to 2,000 copies, \$0.014/copy thereafter

Color Monthly charge of \$0.041/copy

Term is FIXED with a 5 year lock (This is incredibly important as currently our contract increases each year as the machine ages)

Purchase Costs:

\$5,940.00 ea. IF ONLY 1 COPIER IS PURCHASED plus \$199.00 ea. for a fax option (if desired)

\$5,240.00 ea. IF ONLY 2 COPIERS ARE PURCHASED plus \$199.00 ea. for a fax option (if desired)

\$4,940.00 ea. IF 3 COPIERS ARE PURCHASED plus \$199.00 ea. for a fax option (if desired)

John and Tim, I know your budgets are tight so I suggest that the General Fund credit you each equally with the Admin copier's discount if we all buy a new copier (3 total).

Therefore your purchase costs would be as follows IF ALL OF US PURCHASE COPIERS:

POLICE = \$4,447.50 plus Maintenance

FIRE = \$4,447.50 plus Maintenance

ADMIN = \$5,925.00 plus Maintenance

Need your answer by Friday, March 16, 2018 at 8am. Got to move quick to get this price because MT is celebrating their 100th anniversary and the order has an expiration. Purchase would be subject to Trustee approval on March 21, 2018 TT Meeting.

Regards,

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Charles E. Walder

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Proposal for

Russell Township

Prepared on March 9, 2018





1239 West Sixth Street
Cleveland, Ohio 44113
March 9, 2018

Chuck Walder
Russell Township
8501 Kinsman Rd
Novelty, OH 44072

Dear Chuck,

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

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

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

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

Sincerely,

Kraig B. Hoffmann
Sales Manager



Proposal prepared for Russell Township

Friday, March 09, 2018

Equipment Detail

Xerox AltaLink C8030T2 - 30 Page Per Minute Color Multifunction Device

Specifications: Mainframe includes standard Color & B/W Printing & Scanning, 100 - sheet bypass tray, Dual Catch Tray, Searchable PDF, Network Accounting, Security Kit (Image Overwrite & Encryption, McAfee Enhanced Security) EIP, USB, NFC, Scan Kit, Billing Impression Mode Enabled

Accessories:

- 4 x 520 Sheet Paper Trays

Installation & Training

Installation Charges (Includes Installed Accessories)	Included
System Training	Included

Maintenance Terms: Service Rates Per Device – 5 Year Lock

Agreement	Term	Amount	Includes	Overages
Black & White	Monthly	\$28.00	2,000	\$0.014
Color	Monthly	CPC	None	\$0.041

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

Financing Terms

Option	Per Device	Payment	100 th Anniversary Per Device	100 th Anniversary Total
Purchase Price 2 Devices	\$5,925.00	\$11,850.00	\$5,240.00	\$10,480.00
Purchase Price 3 Devices	\$5,332.33	\$15,997.00	\$4,940.00	\$14,820.00
Fax Option	\$243.00 Each		\$199.00 Each	

← New Police Admin

MT Business Technologies 100th Anniversary Celebration!
Additional savings is our gift to Russell Township!

MT Business Technologies' Service Policy

- MT Business Technologies guarantees replacement parts for seven years.
- MT Business Technologies guarantees we will respond to an emergency call with a factory trained technician within 4 hours of the call being placed.
- MT Business Technologies will provide you a loaner system in the event that your system cannot be repaired at your location in a reasonable time.
- MT Business Technologies guarantees a like for like replacement system for you at no charge if we cannot maintain your system to the manufactures specification.
- Incented Technical Specialists will fix the problem right the first time and eliminate call back on the same problem or a call back on a worn part right after a service call.

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