SCHOOL DISTRICT OF MANAWA
FINANCE COMMITTEE MEETING
AGENDA

Join with Google Meet
meet.google.com/qse-jdcw-wqs
Join by phone
(US) +1 386-628-3684 PIN: 680 617 908#

Date: May 11, 2021   **Time: 5:00 p.m.**

Hybrid Meeting Format (In-person Meeting for Board of Education at MES Board Room, 800 Beech Street & Virtual Components)

Board Committee Members: Pethke (C), J. Johnson, R. Johnson

In Attendance:

Timer:_____   **Recorder:**_____

1. Consider endorsement of Printer and Support Services recommendation (Action)
2. Review of WERMC, WI Educators Risk Management Cooperative, insurance policies - Kathy Johnson, Independent Risk Management Consultant (Information)
3. Monthly Financial Summary - March (Information)
4. Executive Summary (Information)
5. Fund Balance Policy Review (Information)
6. Finance Committee Planning Guide (Information)
7. Next Finance Committee Meeting Date: _____
8. Next Finance Committee Items:
    1.
    2.
9. Adjourn

TO: SDM Finance Committee
CC: Dr. Oppor, Ms. O'Brien
FROM: Bryant Cobarrubias
DATE: May 5, 2021
SUBJECT: SDM Print Service Contract Renewal

The purpose of this memo is to recommend the School Board of Manawa renew our 5-year print services contract with EO Johnson. The "Option A" proposal submitted by EO Johnson offers the best value and will serve our staff and students well.

- The proposed devices are the same or higher quality than our current devices.

- The EO Johnson proposal will cost an estimated $6,500.28 less annually than the competitor's quote.

- EO Johnson has offered exemplary support the last five years. Conversations with their references indicates other customers are similarly served.

- The proposal will replace 14 devices and provide service for 16 office printers.

- EO Johnson will provide and support a wide-format printer. This will allow staff and students to produce 44'' wide posters.

School District of Manawa
800 Beech Street
Manawa, WI 54949

Phone: (920) 596-2525
Fax: (920) 596-5308

Little Wolf High School
Manawa Middle School
515 E. Fourth St
Manawa, WI 54949
Phone: (920) 596-2524
Fax: (920) 596-2655

Manawa Elementary
800 Beech Street
Manawa, WI 54949

Phone: (920) 596-2238
Fax: (920) 596-5339

ManawaSchools.org

/ ManawaSchools

/ ManawaSchools

HP LaserJet Managed E50145 series

Handle business solutions securely, plus help conserve energy with HP EcoSmart toner

Choose an HP LaserJet Enterprise printer designed to handle business solutions securely and efficiently, and helps conserve energy with HP EcoSmart black toner. Keep up with the demands of growing business with a printer you can rely on.[9]

Dynamic security enabled printer. Only intended to be used with cartridges using an HP original chip. Cartridges using a non-HP chip may not work, and those that work today may not work in the future. http://www.hp.com/go/learnaboutsupplies

HP LaserJet Managed E50145dn

The world's most secure printing[1]

- Each printer in your fleet checks its operating code and repairs itself from attacks.
- Your printer's outgoing network connections are inspected to stop suspicious requests and thwart malware.
- Memory activity is monitored to continually detect and stop attacks.
- Firmware is automatically checked during startup to determine if it's authentic code—digitally signed by HP.

Low costs, low energy use

- Stay productive with reliable cartridges, and help save energy while printing with HP EcoSmart black toner.[9]
- Spend less time replacing toner, and more on business. Choose optional high-yield toner cartridges.[2]
- Enhanced energy savings —up to 29% over prior products9 plus save with Auto-on/Auto-off technology.[3]
- This printer fits in tight places to boost performance in almost any workspace.

Your whole fleet. At your control.

- Centralize control of your printing environment with HP Web Jetadmin[5]—and help build business efficiency.
- Gain insights into print costs, behaviors, utilization to drive efficiencies with this cloud-based printer.
- Set security configuration policies and automatically validate settings for every HP printer in your fleet.[4]

Enhanced productivity keeps business moving

- Submit print jobs on the go and securely release them at any HP Roam-enabled office printer, securely.[8]
- Easily print from a variety of smartphones and tablets—generally no setup or apps required. [6]
- Don't wait for documents. Print your first page in as little as 5.9 seconds from energy-efficient sleep mode.

Product walkaround

1. 2nd generation Hardware Integration Pocket[1]

2. Easy-access USB port[2]

3. Top cover release button

4. 100-sheet multipurpose tray 1 supports media sizes up to 8.5 x 14 inches (216 x 356 mm)

5. 4.3-inch (10.9 cm) color touchscreen

6. 250-sheet output bin

7. Top cover (access to JetIntelligence toner cartridge)

8. Automatic two-sided printing

9. 550-sheet input tray 2 supports media sizes up to 8.5 x 14 inches (216 x 356 mm)

10. Slot for cable-type security lock

11. Gigabit Ethernet, Host USB port

12. Hi-Speed USB 2.0 printing port

13. USB port for connecting external USB devices

Series at a glance

Model	HP LaserJet Managed E50145dn
Product number	1PU51A
Print speed (black)[3]	Up to 45/43 pages per minute (ppm) (letter/A4)
First page out (from ready)[4]	As fas as 5.9/5.9 seconds (letter/A4)
Automatic two-sided printing	√
100-sheet multipurpose tray 1, 550-sheet input tray 2	√
Optional 550-sheet paper tray	Add up to three
Optional printer cabinet	Add up to one
Input capacity (standard/maximum[5])	Up to 650/2,300 sheets
Recommended monthly page volume[6]	2,000 to 15,000 pages
Managed Cartridge yield	Black: ~23,000 pages
Optional wireless direct printing/NFC touch-to-print[9]	√

[1] Solutions deployed through the Hardware Integration Pocket (HIP) may require additional purchase. The HP LaserJet Managed E50145dn printer comes with a second-generation HIP.
[2] An administrator must enable the easy-access USB port before use.
[3] Measured using ISO/IEC 24734, excludes first set of test documents. For more information, see hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity.
[4] Measured using ISO/IEC 17629. For more information, see hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity.
[5] Purchase of optional paper trays required to reach maximum input capacity.
[6] Recommended Monthly Page Volume: HP recommends that the number of printed pages per month be within the stated range for optimum device performance, based on factors including supplies replacement intervals and device life over an extended warranty period.
[7] Average black declared yields based on ISO/IEC 19752 and continuous printing. Actual yields vary considerably based on images printed and other factors. For details see hp.com/go/learnaboutsupplies. HP Managed Cartridges are not included in printer purchase; purchase separately.
[8] Wireless networking requires purchase of the HP Jetdirect 2900nw Print Server. Wireless performance is dependent on physical environment and distance from access point and may be limited during active VPN connections.
[9] Touch-to-print capability requires purchase of the optional HP Jetdirect 3100w BLE/NFC/Wireless Accessory. Mobile device must support Near Field Communication (NFC)-enabled printing. For more information, see hp.com/go/businessmobileprinting.

HP Services

Downtime can have serious consequences, so HP provides support beyond the standard warranty. You benefit from reduced risk, maximized uptime, predictable service delivery and no unbudgeted repair costs. HP Care Pack Services provide a comprehensive suite of protection services designed to keep HP hardware and software up and running so employees can stay productive.

For carepack availability visit: hp.com/go/cpc:

Top features

HP printers have the industry's strongest security[1] because they're always on guard, continually detecting and stopping threats while adapting to new ones. And only HP printers automatically self-heal from attacks, so IT doesn't need to intervene.

Good resource management is good business. Help reduce costs and energy use with an HP LaserJet designed to be more efficient than its predecessors, using HP JetIntelligence toner cartridges. HP, like you, is committed to keeping business moving.[8]

Every business values a problem solver. Help get more control with a robust management system and solutions that keep up with modern business.

Easy-to-use features, fast print speeds, and simple mobile printing options help you keep up with the speed of business.

Accessories

F2A72A HP LaserJet 550 Sheet Paper Tray
F2A73A HP LaserJet Printer Cabinet
1PV95A HP USB Port 100pc M507/M528 Accessory
5EL03A HP TAA Version Secure Hard Disk Drive
B5L28A HP Internal USB Ports
B5L29A HP Secure High Performance Hard Disk Drive
J8031A HP Jetdirect 2900nw Print Server
G6W84A HP 1 GB 90-Pin DDR3 DIMM
2MU47A Accessibility Assistant
J8030A HP Jetdirect 3000w NFC/Wireless Accessory
3JN69A HP JetDirect 3100w BLE/NFC/Wireless Accessory
2NR12A HP Removable Hard Drive Enclosure
X3D03A HP USB Universal Card Reader
Y7C05A HP HIP2 Keystroke Reader
4QL32A HP Legic Card Reader

Supplies

W9008MC HP Black Managed LaserJet Toner Cartridge (~23,000 pages)

Services

UB7E7E - HP 3 years Next Business Day w/DMR LaserJet Enterprise E50145 MNGD SVC
UB7E8E - HP 4 years Next Business Day w/DMR LaserJet Enterprise E50145 MNGD SVC
UB7E9E - HP 5y Next Business Day w/DMR LaserJet Enterprise E50145 MNGD SVC
UB7F0E - HP3 years 4 hours 9x5 w/DMR LaserJet Enterprise E50145 MNGD SVC
UB7F1E - HP 4 years 4 hours 9x5 w/DMR LaserJet Enterprise E50145 MNGD SVC
UB7F2E - HP 5 years 4 hours 9x5 w/DMR LaserJet Enterprise E50145 MNGD SVC
UB7F3E - HP3 years Chnl Parts Only LaserJet Enterprise E50145 MNGD SVC
UB7F4E - HP 4 years Chnl Parts Only LaserJet Enterprise E50145 MNGD SVC
UB7F5E - HP 5 years Chnl Parts Only LaserJet Enterprise E50145 MNGD SVC

[1] Based on HP review of 2018 published security features of competitive in-class printers. Only HP offers a combination of security features that can monitor to detect and automatically stop an attack then self-validate software integrity in a reboot. For a list of printers, visit http://www.hp.com/go/PrintersThatProtect. For more information: http://www.hp.com/go/printersecurityclaims
[2] High Yield Black Original LaserJet Toner Cartridges not included; please purchase separately
[3] HP Auto-On/Auto-Off Technology capabilities are subject to printer and settings.
[4] HP Web Jetadmin is available for download at no additional charge at http://www.hp.com/go/webjetadmin
[5] HP JetAdvantage Security Manager must be purchased separately. To learn more, please visit http://www.hp.com/go/securitymanager
[6] Wireless operations are compatible with 2.4 GHz operations only. App or software and HP ePrint account registration may also be required. Some features require purchase of an optional accessory. Learn more at http://www.hp.com/go/mobileprinting
[7] To enable HP Roam, some devices may require firmware to be upgraded and an optional accessory to add Bluetooth® Low Energy (BLE) beaconing capabilities. Subscription may be required. For more information, visit hp.com/go/roam
[8] To enable HP Roam, some devices may require firmware to be upgraded and an optional accessory to add Bluetooth® Low Energy (BLE) beaconing capabilities. Subscription may be required. For more information, visit hp.com/go/roam
[9] Based on HP testing using the ENERGY STAR® program's Typical Electricity Consumption (TEC) method or as reported in energystar.gov as of May 2019. Actual results may vary. HP testing is based on using the default Sleep Timer setting for all products and using the Network port. Default Sleep Timer setting is 0 minutes. Increasing the Sleep Timer setting longer than the default value can increase TEC.

HP LaserJet Managed E50145 series

Model	HP LaserJet Managed E50145dn
Product number	1PU51A
Print	
Print speed[8],[9],	**Letter:** Up to 45 ppm (default) ; Up to 52 ppm (HP High Speed) Black; **2-sided:** Up to 36 ipm Black; **First page out:** As fast as 5.9 sec Black; **Print speed (Landscape, A5):** Up to 65 ppm Black
Print resolution	**Black (best)** Up to 1200 x 1200 dpi; **Black (normal)** Up to 600 x 600 dpi; **Black (fine lines)** Up to 1200 x 1200 dpi
Print technology	Laser; **Print resolution technology:** 300 dpi, 600 dpi, HP FastRes 1200, HP ProRes 1200
Print cartridges number	1 (black)
Standard print languages	HP PCL 6, HP postscript level 3 emulation, native PDF printing (v 1.7), Apple AirPrint™
Printer smart software features	Print preview, duplex printing, print multiple pages per sheet (2, 4, 6, 9, 16), collation, watermarks, store print jobs, easy-access USB
Printer management / HP SureSupply	HP Printer Assistant; HP Device Toolbox; HP Web JetAdmin Software; HP JetAdvantage Security Manager; HP SNMP Proxy Agent; HP WS Pro Proxy Agent; Printer Administrator Resource Kit for HP Universal Print Driver (Driver Configuration Utility - Driver Deployment Utility - Managed Printing Administrator)/ No
Connectivity	
Standard connectivity	2 Hi-Speed USB 2.0 Host; 1 Hi-Speed USB 2.0 Device; 1 Gigabit Ethernet 10/100/1000T network
Network capabilities	HP Jetdirect 2900nw Print Server J8031A, HP Jetdirect 3000w NFC/Wireless Accessory J8030A, HP Jetdirect 3100w BLE/NFC/Wireless
Wireless capability	Optional, enabled with purchase of a wireless hardware accessory. Single band Wireless Station and Wi-Fi Direct functionality available with HP Jetdirect 3000w NFC/Wireless Accessory J8030A, Dual band Wireless Station and Wi-Fi Direct functionality available with HP Jetdirect 3100w BLE/NFC/Wireless Accessory 3JN69A, Dual band Wireless Station functionality available with HP Jetdirect 2900nw Print Server J8031A
Mobile printing capability[4]	Apple AirPrint™; Google Cloud Print™; HP ePrint; Mopria™ Certified; ROAM capable for easy printing
Memory	**Standard:** 512 MB; **Maximum:** 1.5 GB, MAX memory, when 1 GB Accessory DIMM is installed
Processor speed	1.2 GHz / **Storage:** 8 GB eMMC / **Hard disk:** Optional, 500 GB minimum encrypted hard disk drive
Duty cycle (monthly)[5]	**Letter:** Up to 150,000 pages; **Recommended monthly page volume[6]:** 2000 to 15,000
Paper handling	
Input	100-sheet multipurpose Tray 1, 550-sheet input Tray 2, automatic duplex printing; Up to 650 sheets Standard
Output	**Standard:** 250-sheet output bin; Up to 250 sheets Standard; **Transparencies:** Up to 75 sheets
Duplex Options	Automatic (standard)
Envelope feeder	No
Standard paper trays	2
Media types	Paper (bond, color, letterhead, plain, preprinted, prepunched, recycled, rough); envelopes; labels; cardstock; transparencies; user-defined
Media weight	Tray 1: 16 to 53 lb; tray 2+: 16 to 32 lb
Media sizes	Tray 1: letter, legal, executive, statement, 3 x 5 in, 4 x 6 in, 5 x 7 in, 5 x 8 in, 8.5 x 13 in, envelopes (No. 9, No. 10, Monarch); Tray 2: letter, legal, executive, statement, 5 x 7 in, 5 x 8 in, 8.5 x 13 in; Optional 550-sheet tray: letter, legal, executive, statement, 5 x 7 in, 5 x 8 in, 8.5 x 13 in; Optional Automatic Duplexer: letter, legal, 8.5 x 13 in
Media Sizes Custom	Tray 1: 3 x 5 to 8.5 x 14 in; Tray 2: 4.14 x 5.83 to 8.5 x 14 in; Optional 550-sheet Tray: 4.14 x 5.83 to 8.5 x 14 in
Dimensions (w x d x h)	16.46 x 14.80 x 12.83 in; **Maximum:** 16.46 x 25.16 x 12.83 in
Weight[2]	25.5 lb
What's in the box[1]	HP LaserJet Managed E50145dn Printer; Regulatory flyer; Unpack flyer; Installation Guide; Power cord; Warranty Cards; Support flyers/ phone number list
Replacement cartridges	HP Black Managed LaserJet Toner Cartridge (~23,000 pages) W9008MC
Warranty features	One-year, next-business day, onsite warranty. Warranty and support options vary by product, country and local legal requirements. Contact your Contractual Vendor or go to hp.com/support to learn about HP award winning service and support options in your region. (wty code 4G; wty ID A001)
Energy star certified	Yes
Energy efficiency compliance	Blue Angel; EPEAT® Silver; CECP; ENERGY STAR® qualified
Control panel	4.3-in (10.92 cm) Color Graphics Display (CGD) with touchscreen; rotating (adjustable angle) display; Home button
Display	4.3-in (10.92 cm) Color Graphics Display (CGD) with touchscreen; rotating (adjustable angle)
Software included	No software solutions are included in the Box, only on http://hp.com, http://123.hp.com
Fonts and typefaces	105 internal TrueType fonts scalable in HP PCL, 92 internal scalable fonts in HP postscript Level 3 emulation (Euro symbol built-in); 1 internal Unicode Fonts (Andale Mono World Type); 2 Internal Windows Vista 8 Fonts (Calibri, Cambria); additional font solutions available via third-party flash memory cards; HP LaserJet Fonts and IPDS Emulation available at Http://www.hp.com/go/laserjetfonts
Compatible operating systems	Windows Client OS (32/64 bit), Win10, Win8.1, Win 8 Basic, Win8 Pro, Win8 Enterprise, Win8 Enterprise N, Win7 Starter Edition SP1, UPD Win7 Ultimate, Mobile OS, iOS, Android, Mac, Apple® macOS Sierra v10.12, Apple® macOS High Sierra v10.13, Apple® macOS Mojave v10.14, Discrete PCL6 Printer Driver, For more information on the supported operating systems go to http://support.hp.com, Enter your product name and search, Click on User Guides and enter your product name and search for User Guide, Search for your (Product Name) - User Guide, Search for the Supported Operating Systems section, UPD PCL6 / PS Printer Drivers, Supported Operating systems, For more information on the supported operating systems see http://www.hp.com/go/upd
Compatible network operating systems	Windows Server 2008 R2 64-bit, Windows Server 2008 R2 64-bit (SP1), Windows Server 2012 64-bit, Windows Server 2012 R2 64-bit, Windows Server 2016 64-bit, Failover Cluster 2008 R2, Failover Cluster 2012 R2, Terminal server 2008 R2, Remote Desktop server 2012 R2, Citrix Server 6.5, Citrix XenApp & XenDesktop 7.6, Novell iPrint server, Citrix Ready Kit Certification - Up to Citrix Server 7.18 for more information see http://citrixready.citrix.com, Linux- For more information see http://developers.hp.com/hp-linux-imaging-and-printing, Unix- For more information see http://hp.com/go/unixmodelscripts, UPD PCL6 / PS Printer Drivers, Supported for Compatible Network Operating systems please see http://hp.com/go/upd
Minimum system requirements	**PC:** 2 GB available hard disk space, Internet connection, USB port, Internet browser. (For Additional OS hardware requirements see microsoft.com); **Mac:** 2 GB Available hard drive Space, Internet connection or USB port, OS hardware requirements see apple.com
Power[12] [13]	**Power supply type:** Built-in 115V or 220V Power Supply; **Power supply required:** Input voltage: 100 V to 127 V nominal (+/-10%), 50 - 60 Hz nominal (+/- 3 Hz), 7.5 A; Input voltage: 220 V to 240 V nominal (+/-10%), 50 - 60 Hz nominal (+/- 3 Hz), 4 A; **Power consumption[11]:** 601 watts (Active Printing), 7.60 watts (Ready), 2.61 watts (Sleep), 0.06 watts (Auto-Off), 0.06 watts (Off), Auto Off/Wake on LAN 0.73 Watt; **Typical electricity consumption (TEC) number:** 1.257 kWh/Week (Blue Angel); 0.420 kWh/Week (Energy Star 3.0); **Best technical electricity consumption (TEC):** 1.257 kWh/week
Acoustics[14]	Acoustic power emissions: 6.8 B(A)
Operating environment	**Operating temperature range:** 50 to 90.5°F ; **Recommended operating temperature:** 59 to 80.6°F ; **Storage temperature range:** -4 to 104°F ; **Operating humidity range:** 10 to 80% RH ; **Recommended operating humidity range:** 30 to 70% RH
Security management	Identity management: Kerberos authentication; LDAP authentication; 1000 user PIN codes; optional HP and 3rd party advanced authentication solutions (e.g.; badge readers); Network: IPsec/firewall with Certificate; Pre-Shared Key; and Kerberos authentication; Supports WJA-10 IPsec configuration Plug-in; 802.1X authentication (EAP-PEAP; EAP-TLS); SNMPv3; HTTPS; Certificates; Access Control List; Data: Storage Encryption; Encrypted PDF & Email (uses FIPS 140 validated cryptographic libraries from Microsoft); Secure Erase; SSL/TLS (HTTPS); Encrypted Credentials; Device: Security lock slot; USB port disablement; hardware integration pocket for security solutions; Intrusion Detection with Red Balloon Security Technology - Constant in-device monitoring for attacks; SureStart Secure Boot – BIOS Integrity Checking with self-healing capability; Whitelisting - loads only known good code (DLLs, EXEs,...); Connection Inspector - helps ensure network connections to device are safe, Security management: Compatible with HP JetAdvantage Security Manager, HP Printer Security Plugin for Microsoft SCCM, Device Security Syslog Messages processed and accessible in ArcSight, Splunk, and McAfee(ESM) SIEMs

[1] In box cartridge yields 5,000 black pages based on ISO/IWC 19752 and continuous printing. Actual pages may vary considerably based on images printed and other factors. For more information, visit: http://www.hp.com/go/learnaboutsupplies.
[2] With print cartridges
[3] Declared yield value in accordance with ISO/IEC 19752. Actual yields vary considerably based on images printed and other factors. For more information, visit: http://www.hp.com/go/learnaboutsupplies
[4] To enable HP Roam, some devices may require firmware to be upgraded and an optional accessory to add Bluetooth® Low Energy (BLE) beaconing capabilities. Customer can purchase the HP Jetdirect 3100w BLE/NFC/Wireless accessory or the RadBeacon USB.
[5] Duty cycle is defined as the maximum number of pages per month of imaged output. This value provides a comparison of product robustness in relation to other HP LaserJet or HP Color LaserJet devices, and enables appropriate deployment of printers and MFPs to satisfy the demands of connected individuals or groups.
[6] HP recommends that the number of pages per month of imaged output be within the stated range for optimum device performance, based on factors including supplies replacement intervals and device life over an extended warranty period.
[7] Measured using ISO 24734 Feature Test, A5 Landscape Feed. Speed may vary based on content, PC, media orientation, and media type.
[8] Measured using ISO/IEC 24734, excludes first set of test documents. For more information see http://www.hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity.
[9] Measured using ISO/IEC 17629. For more information see http://www.hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity.
[10] EPEAT® registered where applicable. EPEAT registration varies by country. See http://www.epeat.net for registration status by country
[11] Power requirements are based on the country/region where the printer is sold. Do not convert voltages. This will damage the printer and void the product warranty. Power consumption values typically based on measurement of 115 V device.
[12] Power requirements are based on the country/region where the printer is sold. Do not convert operating voltages. This will damage the printer and void the product warranty. Energy Star value typically based on measurement of 115 V device.
[13] Best TEC is not applicable to the ES 2.0 TEC. This measurement was made with the printer configuration optimized for energy efficiency. Minimum Sleep Delay was used, Wi-Fi Direct was disabled, and Active I/O - Energy Efficient Ethernet was used.
[14] Acoustic values are subject to change. For current information see http://www.hp.com/support. Configuration tested: base model, simplex printing, A4 paper at an average of 43 ppm.

To learn more, visit hp.com

Data sheet

HP Color LaserJet Managed E65150 series

This HP Color LaserJet with JetIntelligence merges performance, energy efficiency, and security.[1]

This HP Color LaserJet Printer with JetIntelligence combines exceptional performance and energy efficiency with professional-quality documents right when you need them—all while protecting your network with the industry's deepest security.[1]

Dynamic security enabled printer. Only intended to be used with cartridges using an HP original chip. Cartridges using a non-HP chip may not work, and those that work today may not work in the future. http://www.hp.com/go/learnaboutsupplies

HP Color LaserJet Managed E65150dn

The World's most secure printing[1]

- With HP Sure Start, each printer regularly checks its operating code and repairs itself from attempted hacks.
- Help prevent potential attacks and take immediate action with instant notification of security issues.
- Centralize control of your printing environment with HP Web Jetadmin—and help build business efficiency.[2]
- Give workgroups what they need to succeed. Easily choose and deploy over 175 HP and third-party solutions.

High speed performance meets energy efficiency

- Speed through tasks and save paper. Print two-sided documents at up to 50 images per minute.[3]
- This printer wakes up fast and prints your first page fast.[4]
- This printer uses exceptionally low amounts of energy thanks to its innovative design and toner technology.
- Paper handling options include a wheeled stand and 550-sheet input feeder for paper sizes A6 to legal .

Pages, Performance, and Protection.

- Produce sharp text, bold blacks, and crisp graphics with precision black toner.
- Spend less time replacing toner, and more on business. Choose high-yield toner cartridges.[5]
- Help retain the Original HP quality you paid for with anti-fraud and cartridge authentication technology.

[1] Based on HP review of 2018 published security features of competitive in-class printers. Only HP offers a combination of security features that can monitor to detect and automatically stop an attack then self-validate software integrity in a reboot. For a list of printers, visit hp.com/go/PrintersThatProtect. For more information: hp.com/go/printersecurityclaims. [2] HP Web Jetadmin is available for download at no additional charge at hp.com/go/webjetadmin. [3] Measured using ISO/IEC 24734, excludes first set of test documents. For more information, see http://www.hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity. [4] Based on HP Internal Testing. [5] HP Managed LaserJet Toner Cartridges not included; please purchase separately..

Product walkaround

HP Color LaserJet Managed E65150dn

1. 500-sheet output bin
2. Cartridge door release button
3. Front door (access to toner cartridges)
4. Built-in automatic two-sided printing
5. 550-sheet tray 2 supports media sizes up to 8.5 x 14 inches (216 x 356 mm)
6. 4.3-inch (10.9 cm) color graphics display with touchscreen
7. Hardware Integration Pocket[1]
8. Easy-access USB port[2]
9. 100-sheet multipurpose tray 1 supports media sizes up to 8.5 x 14 inches (216 x 356 mm)
10. Lower right door (access to paper path)
11. Slot for cable-type security lock
12. Built-in Gigabit Ethernet port
13. Hi-Speed USB 2.0 printing port
14. USB port for connecting external USB devices

Front view

Series at a glance

Model	HP Color LaserJet Managed E65150dn
Product number	3GY03A
Functions	Print
Print speeds[3]	Letter/A4: Up to 50/47 pages per minute (ppm) (black and color) A5 landscape: Up to 74 ppm (black and color)
First page out (black and color)	From ready: As fast as 6.4/6.5 seconds (letter/A4)[4] From sleep: As fast as 8.4/8.5 seconds (letter/A4)[5]
100-sheet multipurpose tray 1, 550-sheet tray 2	√
Optional paper-handling accessories[6]	See Paper-handling accessories table below for details
Input capacity (standard/maximum[7])	Up to 650/3,200 pages
Managed Cartridge yields[8]	Black: ~32,200 pages Color: ~28,000 pages
Recommended Monthly Page Volume (RMPV)[9]	3,000 to 24,000 pages
Wireless direct[10]/NFC touch-to-print[11]/BLE[12]	Optional
Wireless networking[13]	Optional

[1] Solutions deployed through the Hardware Integration Pocket (HIP) may require additional purchase. [2] An administrator must enable the easy-access USB port before use. 3 Measured using ISO/IEC 24734; excludes first set of test documents. For more information, see hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity. [4] Measured using ISO/IEC 17629. Exact speed varies depending on the system configuration, software application, driver, and document complexity. Learn more at hp.com/go/printerclaims. [5] Measured after 15 minutes in sleep. Exact speed varies depending on the system configuration, software application, driver, document complexity, and time in sleep. [6] The printer comes standard with the 100-sheet multipurpose tray 1 and 550-sheet tray 2. Add up to two additional 550-sheet paper feeders; or add one of the other accessories (1x550-sheet paper feeder with stand and cabinet, 3x550-sheet paper feeder and stand, or 1x550 and 2,000-sheet HCI feeder and stand). All optional accessories support media sizes up to 8.5 x 14 inches (216 x 356 mm). [7] Purchase of optional paper trays required to reach maximum input capacity. [8] Average black declared yields based on ISO/IEC 19752 and continuous printing. Average color composite (C/M/Y) declared yields based on ISO/IEC 19798 and continuous printing. Actual yields vary considerably based on images printed and other factors. For details see hp.com/go/learnaboutsupplies. HP Managed Cartridges are not included in printer purchase; purchase separately. [9] Recommended Monthly Page Volume: HP recommends that the number of printed pages per month be within the stated range for optimum device performance, based on factors including supplies replacement intervals and device life over an extended warranty period. [10] Wireless direct printing can be added by purchasing the optional HP Jetdirect 3000w NFC/wireless direct accessory (J8030A). If selected, you cannot also select the HP Jetdirect 3100w BLE/NFC/Wireless Accessory (3JN69A) or HP Jetdirect 2900nw Print Server (J8031A). Mobile device needs to be connected directly to the signal of a wireless direct supported MFP or printer prior to printing. Depending on mobile device, an app or driver may also be required. For details, see hp.com/go/mobileprinting. [11] Touch-to-print can be added by purchasing the optional HP Jetdirect 3000w NFC/Wireless Direct Accessory. Mobile device must support Near Field Communication (NFC)-enabled printing. For more information, see hp.com/go/businessmobileprinting. [12] Bluetooth® Low Energy is optional on the HP Color LaserJet Managed E65150dn with the addition of the HP Jetdirect 3100w BLE/NFC/Wireless Accessory (3JN69A). If selected, you cannot also select the HP Jetdirect 2900nw Print Server (J8031A) or the HP Jetdirect 3000w NFC/Wireless Accessory (J8030A). Bluetooth is a trademark owned by its proprietor and used by HP Inc. under license. [13] Wireless networking can be added with the selection of the optional HP Jetdirect 2900nw Print Server (J8031A). If selected, you cannot also select the HP Jetdirect 3100w BLE/NFC/Wireless Accessory (3JN69A) or HP Jetdirect 3000w NFC/Wireless Accessory (J8030A). Wireless performance is dependent on physical environment and distance from access point, and may be limited during active VPN connections.

HP Services

Downtime can have serious consequences, so HP provides support beyond the standard warranty. You benefit from reduced risk, maximized uptime, predictable service delivery and no unbudgeted repair costs. HP Care Pack Services provide a comprehensive suite of protection services designed to keep HP hardware and software up and running so employees can stay productive.

For carepack availability visit: hp.com/go/cpc

Top features

Only HP enterprise printers repair themselves from attacks in real time while offering outstanding manageability. Automatically monitor threats, detect intrusions, and validate operating software while centrally managing your fleet with ease.[1]

With speeds up to 50 pages per minute[2], fast first page out and a variety of paper-handling options, you get confidence that your employees can speed through their tasks without interruption.

Help protect your printer using Original HP Toner cartridges with JetIntelligence.

Accessories

P1B09A	HP Color LaserJet 550-sheet Paper Feeder
P1B10A	HP Color LaserJet 550-sheet Paper Feeder with Stand and Cabinet
P1B11A	HP Color LaserJet 3x550-sheet Paper Feeder with Stand
P1B12A	HP Color LaserJet 1x550/2000-sheet Feeder and Stand
B5L28A	HP Internal USB Ports
B5L29A	HP Secure High Performance Hard Disk Drive
J8031A	HP Jetdirect 2900nw Print Server
E5K48A	HP 1 GB DDR3 x32 144-Pin 800MHz SODIMM
2MU47A	Accessibilty Assistant
J8030A	HP Jetdirect 3000w NFC/Wireless Accessory
3JN69A	HP JetDirect 3100w BLE/NFC/Wireless Accessory
2NR12A	HP Removable Hard Drive Enclosure
X3D03A	HP USB Universal Card Reader
Y7C05A	HP HIP2 Keystroke Reader
4QL32A	HP Legic Reader
E5K49A	HP 2 GB DDR3x32 144-Pin 800MHz SODIMM Accessory

Supplies

W9000MC	HP Black Managed LaserJet Toner Cartridge (~32,200 pages)
W9001MC	HP Cyan Managed LaserJet Toner Cartridge (~28,000 pages)
W9002MC	HP Yellow Managed LaserJet Toner Cartridge (~28,000 pages)
W9003MC	HP Magenta Managed LaserJet Toner Cartridge (~28,000 pages)

Services

U9PD4E	HP 5 year Next Business Day w/DMR Service for Color LaserJet E65xxx Managed
U9PD7E	HP 5 year 4 hour 9x5 w/DMR Service for Color LaserJet E65xxx Managed
U9PE2PE	HP 2 years Post Warranty Next Business Day w/DMR Service for Color LaserJet E65xxx Managed
U9PE4PE	HP 2 year Post Warranty 4 hour 9x5 w/DMR Service for Color LaserJet E65xxx Managed

[1] Based on HP review of 2018 published security features of competitive in-class printers. Only HP offers a combination of security features that can monitor to detect and automatically stop an attack then self-validate software integrity in a reboot. For a list of printers, visit hp.com/go/PrintersThatProtect. For more information: hp.com/go/printersecurityclaims. [2] Measured using ISO/IEC 24734, excludes first set of test documents. For more information, see http://www.hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity.

HP Color LaserJet Managed E65150 series

Technical Specifications	HP Color LaserJet Managed E65150dn (3GY03A)
Print speed	**Letter:** Up to 50 ppm black; Up to 50 ppm color; **A4:** Up to 47 ppm black; Up to 47 ppm color[15]; **First Page Out Letter:** As fast as 6.4 sec black; As fast as 6.4 sec color; **First Page Out A4:** As fast as 6.5 sec black; As fast as 6.5 sec color[13]; **Print Speed (Portrait, A5):** Up to 74 ppm black; Up to 74 ppm color[14]
Print resolution	**Black (best):** Up to 1200 x 1200 dpi; **Colour (best):** Up to 1200 x 1200 dpi
Print Technology	Laser; **Print Resolution Technologies:** 600 x 600 dpi; HP ImageRet 3600, HP ProRes 1200 (1200 x 1200 dpi), Pantone© Calibrated
Print Cartridges Number	4 (1 each black, cyan, magenta, yellow)
Standard Print Languages	HP PCL 6, HP PCL 5 (HP PCL 5 driver available from the Web only), HP postscript level 3 emulation, native PDF printing (v 1.7), Apple AirPrint™
Printer Smart Software Features	Print preview, duplex printing, print multiple pages per sheet (2, 4, 6, 9, 16), collation, watermarks, store print jobs, easy-access USB, HP EasyColor
Printer Management	HP Printer Assistant; HP Device Toolbox; HP Web JetAdmin Software; HP JetAdvantage Security Manager; HP SNMP Proxy Agent; HP WS Pro Proxy Agent; Printer Administrator Resource Kit for HP Universal Print Driver (Driver Configuration Utility - Driver Deployment Utility - Managed Printing Administrator)
Standard Connectivity	1 Hi-Speed Device USB 2.0; 2 Hi-Speed USB 2.0 Host; 1 Gigabit Ethernet; 1 Hardware Integration Pocket
Network Capabilities	Yes, via HP Jetdirect Ethernet embedded print server (standard) which supports: 10Base-T, 100Base-Tx, 1000Base-T; 802.3az (EEE) support on Fast Ethernet and Gig Links; IPsec (standard); 802.11a/b/g/n wireless networking (optional).
Wireless Capability	Optional, enabled with purchase of a wireless hardware accessory. Single band Wireless Station and Wi-Fi Direct functionality available with HP Jetdirect 3000w NFC/Wireless Accessory J8030A, Dual band Wireless Station and Wi-Fi Direct functionality available with HP Jetdirect 3100w BLE/NFC/Wireless Accessory 3JN69A, Dual band Wireless Station functionality available with HP Jetdirect 2900nw Print Server J8031A
Mobile Printing Capability	Apple AirPrint™; Google Cloud Print™; HP ePrint; Mopria™ Certified; ROAM capable for easy printing[8]
Memory	**Standard:** 1 GB; **Maximum:** 2 GB MAX memory, when Accessory DIMM is installed
Processor Speed	1.2 GHz / **Hard disk:** Optional, 500 GB (with accessory B5L29A)
Duty Cycle	**Monthly, letter:** Up to 150,000 pages[10]; **Recommended Monthly Page Volume:** 3,000 to 24,000[11]
Paper Handling	**Input Capacities:** 100-sheet multi-purpose tray, 550-sheet input tray 2; Up to 650 sheets standard labels legal; **Output Capacities:** 500-sheet output bin; Up to 500 sheets standard labels legal; **Duplex Options:** Automatic (standard); **Envelope Feeder:** No; **Standard Paper Trays:** 2; **Media Types Supported:** Paper (plain, light, bond, recycled, mid-weight, heavy, mid-weight glossy, heavy glossy, extra heavy, extra heavy glossy, cardstock, card glossy), color transparency, labels, letterhead, envelope, preprinted, colored, rough, opaque film, user-defined; **Media Weight Supported:** Tray 1: 16 to 58 lb (plain) 32 to 58 lb (glossy); Tray 2 and automatic two-sided printing unit: 16 to 90 lb (plain) 32 to 58 lb (glossy); Optional Trays 3, 4, 5 1x550-sheet feeders: 16 to 90 lb (plain) 32 to 58 lb (glossy); Optional Tray 4 2,000-sheet high capacity input: 16 to 58 lb (plain); **Media Sizes Supported:** Tray 1: letter, legal, executive, statement, 3 x 5 in, 4 x 6 in, 5 x 7 in, 5 x 8 in, 8.5 x 13 in, envelopes (No. 9, No. 10, Monarch); Tray 2: letter, legal, executive, statement, 4 x 6 in, 5 x 7 in, 5 x 8 in, 8.5 x 13 in; Optional 550-sheet trays: letter, legal, executive, statement, 4 x 6 in, 5 x 7 in, 5 x 8 in, 8.5 x 13 in; **Media Sizes Custom:** Tray 1: 3 x 5 to 8.5 x 14 in; Tray 2: 4 x 5.83 to 8.5 x 14 in; Optional 550-sheet trays: 4 x 5.83 to 8.5 x 14 in; Optional 2000-sheet tray: letter, legal; **Media Sizes Custom:** Tray 1: 3 x 5 to 8.5 x 14 in; Tray 2: 4 x 5.83 to 8.5 x 14 in; Optional 550-sheet trays: 4 x 5.83 to 8.5 x 14 in; Optional 2000-sheet tray: custom sizes not supported
Product Dimensions	**W x D x H:** 20.08 x 18.03 x 17.32 in; **Maximum:** 37.91 x 30.31 x 20.16 in
Product Weight	68.9 lb[3]
What's in the box	HP Color LaserJet Printer; HP Black, Cyan, Magenta and Yellow Original LaserJet Toner Cartridges (toner cartridges installed); Documentation (Hardware Install Guide); Power cord; Fixed-Size Cassette Guides[2]
Replacement Cartridges	HP Black Managed LaserJet Toner Cartridge (~32,200 pages) W9000MC; HP Cyan Managed LaserJet Toner Cartridge (~28,000 pages) W9001MC; HP Yellow Managed LaserJet Toner Cartridge (~28,000 pages) W9002MC; HP Magenta Managed LaserJet Toner Cartridge (~28,000 pages) W9003MC[7]
Warranty Features	One-year, next-business day, onsite warranty. Warranty and support options vary by product, country and local legal requirements. Go to hp.com/support to learn about HP award winning service and support options in your region. (wty code 4G)
Energy Efficiency Compliance	ENERGY STAR® qualified; EPEAT® Silver; CECP [1]
Control Panel	4.3-in (10.92 cm) Color Graphics Display (CGD) with touchscreen; rotating (adjustable angle) display; Home button
Display Description	4.3-in (10.92 cm) Color Graphics Display (CGD) with touchscreen; rotating (adjustable angle)
Software Included	No software solutions are included in the Box, only on http://hp.com, http://123.hp.com
Fonts and Typefaces	105 internal TrueType fonts scalable in HP PCL, 92 internal scalable fonts in HP Postscript level 3 emulation (Euro symbol built-in); 1 internal Unicode Fonts (Andale Mono WorldType); 2 Internal Windows Vista 8 Fonts (Calibri, Cambria); additional font solutions available via third-party flash memory cards; HP LaserJet Fonts and IPDS Emulation available at http://www.hp.com/go/laserjetfonts
Compatible Operating Systems	Windows Client OS (32/64 bit), Win10, Win8.1, Win 8 Basic, Win8 Pro, Win8 Enterprise, Win8 Enterprise N, Win7 Starter Edition SP1, UPD Win7 Ultimate, Mobile OS, iOS, Android, Mac, Apple® macOS Sierra v10.12, Apple® macOS High Sierra v10.13, Apple® macOS Mojave v10.14, Discrete PCL6 Printer Driver, For more information on the supported operating systems go to http://support.hp.com, Enter your product name and search, Click on User Guides and enter your product name and search for User Guide, Search for your (Product Name) - User Guide, Search for the Supported Operating Systems section, UPD PCL6 / PS Printer Drivers, Supported Operating systems, For more information on the supported operating systems see www.hp.com/go/upd[12]
Compatible Network Operating Systems	Windows Server 2008 R2 64-bit, Windows Server 2008 R2 64-bit (SP1), Windows Server 2012 64-bit, Windows Server 2012 R2 64-bit, Windows Server 2016 64-bit, Failover Cluster 2008 R2, Failover Cluster 2012 R2, Terminal server 2008 R2, Remote Desktop server 2012 R2, Citrix Server 6.5, Citrix XenApp & XenDesktop 7.6, Novell iPrint server, Citrix Ready Kit Certification - Up to Citrix Server 7.18 for more information see http://citrixready.citrix.com, Linux- For more information see http://developers.hp.com/hp-linux-imaging-and-printing, Unix- For more information see http://hp.com/go/unixmodelscripts, UPD PCL6 / PS Printer Drivers, Supported for Compatible Network Operating systems please see http://hp.com/go/upd
Minimum System Requirements	**PC:** 2 GB available hard disk space, Internet connection, USB port, Internet browser. For additional OS hardware requirements see microsoft.com; **MAC:** 2 GB available hard drive space, Internet connection or USB port, OS hardware requirements see apple.com
Power	**Power Supply Type:** Built-in 115V or 220V Power Supply; **Power Requirements:** Input voltage: 100V to 127V nominal (+/-10%), 50 – 60Hz nominal (+/- 3Hz), 12 A; Input voltage: 220V to 240V nominal (+/-10%), 50 – 60Hz nominal (+/-3Hz), 6 A; **Power Consumption:** 690 watts (printing), 31 watts (ready), 0.7 watts (sleep), 0.7 watts (Auto Off/Manual On), 0.1 (Manual Off)[4]; **TEC number:** ES: 1.96 kWh/Week; BA: 1.93 kWh/Week[5] Best (TEC)¹ 1.93 kWh/Week[6]
Acoustics	**Acoustic Power Emissions:** 6.7 B(A); **Acoustic Pressure Emissions:** 52 dB(A)[9]
Operating Environment	**Operating Temperature Range:** 50 to 90.5°F; **Recommended Operating Temperature:** 59 to 80.6°F; **Storage Temperature Range:** -4 to 104°F; **Operating Humidity Range:** 10 to 80% RH; **Recommended Humidity Operating Range:** 30 to 70% RH
Security Management	Identity management: Kerberos authentication; LDAP authentication; 1000 user PIN codes; optional HP and 3rd party advanced authentication solutions (e.g.; badge readers); Network: IPsec/firewall with Certificate; Pre-Shared Key; and Kerberos authentication; Supports WJA-10 IPsec configuration Plug-in; 802.1X authentication (EAP-PEAP; EAP-TLS); SNMPv3; HTTPS; Certificates; Access Control List; Data: Storage Encryption; Encrypted PDF & Email (uses FIPS 140 validated cryptographic libraries from Microsoft); Secure Erase; SSL/TLS (HTTPS); Encrypted Credentials; Device: Security lock slot; USB port disablement; hardware integration pocket for security solutions; Intrusion Detection with Red Balloon Security Technology - Constant in-device monitoring for attacks; SureStart Secure Boot - BIOS Integrity Checking with self-healing capability; Whitelisting - loads only known good code (DLLs, EXEs, ...); Security management: Compatible with HP JetAdvantage Security Manager, Device Security Syslog Messages processed and accessable in Arcsight and Splunk SIEMs

[1] EPEAT® registered where applicable. EPEAT registration varies by country. See http://www.epeat.net for registration status by country. 2 Standard cartridges included; yields 12,500 black and 10,500 color composite (C/M/Y) pages. Average black declared yields based on ISO/IEC 19752 and continuous printing. Average color composite (C/M/Y) declared yields based on ISO/IEC 19798 and continuous printing. Actual yields vary considerably based on images printed and other factors. For details see http://www.hp.com/go/learnaboutsupplies. 3 With print cartridges. 4 Power requirements are based on the country/region where the printer is sold. Do not convert operating voltages. This will damage the printer and void the product warranty. Power consumption values typically based on measurement of 115 V device. 5 Power requirements are based on the country/region where the printer is sold. Do not convert operating voltages. This will damage the printer and void the product warranty. Energy Star value typically based on measurement of 115 V device. 6 Based on the BA TEC method with the following possible exceptions: 1 minute or less sleep delay setting, Wi-Fi disabled. 7 Average black declared yields based on ISO/IEC 19752 and continuous printing. Average color composite (C/M/Y) declared yields based on ISO/IEC 19798 and continuous printing. Actual yields vary considerably based on images printed and other factors. For details see http://www.hp.com/go/learnaboutsupplies. 8 To enable HP Roam, some devices may require firmware to be upgraded and an optional accessory to add Bluetooth® Low Energy (BLE) beaconing capabilities. Subscription may be required. For more information, visit http://hp.com/go/roam 9 Acoustic Values are subject to change. Configuration tested: base model, simplex printing, A4 paper at an average of 48 ipm. 10 Duty cycle is defined as the maximum number of pages per month of imaged output. This value provides a comparison of product robustness in relation to other HP LaserJet or HP Color LaserJet devices, and enables appropriate deployment of printers and MFPs to satisfy the demands of connected individuals or groups. 11 HP recommends that the number of pages per month of imaged output be within the stated range for optimum device performance, based on factors including supplies replacement intervals and device life over an extended warranty period. 12 Solution software available on http://www.123.hp.com 13 Measured using ISO/IEC 17629. For more information see http://www.hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity. 14 Measured using ISO/IEC 24734, excludes first set of test documents. For more information see http://www.hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity. 15 Measured using ISO/IEC 24734, excludes first set of test documents. For more information see http://www.hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity.

Learn more at hp.com

Product walkaround

1 250-sheet automatic document feeder supports media up to 290 x 432 mm (11 x 17 inches) (A3)

2 Flatbed scanner handles sheets up to 297 x 432 mm (11.7 x 17 inches)

3 20.3 cm (8.0 inch) colour touchscreen control panel tilts up for easier viewing

4 Pull-out keyboard (Flow MFP E87660z only)

5 Right door (access to the print path)

6 100-sheet multipurpose tray 1 supports media up to 290 x 432 mm (11 x 17 inches) (A3)

7 Front door access to toner cartridges

8 Hardware Integration Pocket (for connecting accessory and third-party devices)[1]

9 Easy-access USB port[2]

10 500-sheet output bin

11 Automatic two-sided printing

12 HP Secure High-Performance Hard Disk

13 520-sheet tray 2 supports media up to A4

14 520-sheet tray 3 supports media up to 290 x 432 mm (11 x 17 inches) (A3)

15 Slot for cable-type security lock

16 2 Hi-Speed USB 2.0 Host ports

17 Gigabit Ethernet port

18 Hi-Speed USB 2.0 Device port

HP Color LaserJet Managed Flow MFP E87660z Plus shown

I/O panel

Series at a glance

	HP Color LaserJet Managed MFP E87660du Plus	HP Color LaserJet Managed MFP E87660dn Plus	HP Color LaserJet Managed Flow MFP E87660z Plus
Product number	5FM82A	Z8Z16A	Z8Z17A
Functions	Print, copy, and scan (fax and wireless optional)	Print, copy, and scan (fax and wireless optional)	Print, copy, and scan (fax and wireless optional)
Print speed (black and colour)[3]	A3: Up to 30 pages per minute (ppm); A4: Up to 60 pages per minute (ppm)	A3: Up to 30 pages per minute (ppm); A4: Up to 60 pages per minute (ppm)	A3: Up to 30 pages per minute (ppm); A4: Up to 60 pages per minute (ppm)
ADF capacity	Standard, 100 sheets	Standard, 250 sheets	Standard, 250 sheets
Scan speeds (black and colour)[4]	**Simplex/duplex:** Up to 80 ipm/160 ipm (b&w); up to 80 ipm/160 ipm (colour)	**Simplex/duplex:** Up to 90 ipm/180 ipm (b&w); up to 90 ipm/180 ipm (colour)	**Simplex/duplex:** Up to 120 ipm/240 ipm (b&w); up to 120 ipm/240 ipm (colour)
Advanced workflow features	Scan-to-E-mail; Scan-to-network folder (stand alone solution); Scan to Cloud; Scan to USB; Scan-to-SharePoint	Scan-to-E-mail; Scan-to-network folder (stand alone solution); Scan to Cloud; Scan to USB; Scan-to-SharePoint	Scan-to-E-mail; Scan-to-network folder (stand alone solution); Scan to Cloud; Scan to USB; Scan-to-SharePoint
Optional Input Capacity	1,040 sheet tray; 2,000 sheet tray; 3,000 sheet tray	1,040 sheet tray; 2,000 sheet tray; 3,000 sheet tray	2,150 sheet tray; 3,000 sheet tray
Optional output accessories	Job Separator, Inner Finisher stapler-stacker, booklet maker, 2/3 hole punch, 2/4 hole punch, Swedish hole punch	Job Separator, Inner Finisher stapler-stacker, booklet maker, 2/3 hole punch, 2/4 hole punch, Swedish hole punch	Job Separator, Inner Finisher stapler-stacker, booklet maker, 2/3 hole punch, 2/4 hole punch, Swedish hole punch

[1] Solutions deployed through the Hardware Integration Pocket (HIP) may require additional purchase. [2] An administrator must enable the easy-access USB port before use. [3] Measured using ISO/IEC 24734, excludes first set of test documents. For more information, see hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity. [4] Scan speed measured from ADF at default 300 dpi (black-and-white, grayscale, and colour). Actual processing speeds may vary depending on scan resolution, network conditions, computer performance, and application software.

HP Services

Downtime can have serious consequences, so HP provides support beyond the standard warranty. You benefit from reduced risk, maximized uptime, predictable service delivery and no unbudgeted repair costs. Choose from:

Optimized Care (optimum performance and stability): 4 hour Onsite Support, Maintenance Kit Replacement Service, Installation with Network Configuration Service

Standard Care (high level of uptime): Next Business Day Onsite Support, Maintenance Kit Replacement Service, Installation with Network Configuration Service

Basic Care (minimum recommended support): Next Business Day Onsite Support

4 hour Onsite Support: Onsite support within four hours after a service call received within the coverage window

Next Business Day Onsite Support: Onsite service the next business day after the service call is received

Maintenance Kit Replacement Service: Onsite replacement of your printer's maintenance kit including parts, materials, and labor

Installation with Network Configuration Service: Assembly, network configuration, and basic administrator familiarization. For more information about HP Care Pack, HP Contractual, or HP Managed Print Services, visit hp.com/go/printservices

Mac

Windows 10

Top Features

Quality colour printing for a great value is a smart choice for any business. Produce premium, professional-quality colour documents at a competitive low cost with an HP Color LaserJet MFP built to make your work—and your business—look its best.

Annoying interruptions and complex maintenance can slow down printing, and ultimately, the pace of business. Avoid pauses in productivity with an HP LaserJet MFP designed for maximum uptime, so you can count on reliable results day in and day out.

Only HP Enterprise printers repair themselves from attacks in real time, with built-in security to help keep your network safe. Automatically monitor threats, detect intrusions, and validate operating software with security offered only by HP.[1]

Accelerate workflow, improve accuracy, and easily connect people throughout your organization. Complete high-volume scan jobs super-fast—up to 180 ipm[2]—and avoid extra steps with a Flow MFP designed for maximum productivity.

Product

5FM82A	HP Color LaserJet Managed MFP E87660du Plus
Z8Z16A	HP Color LaserJet Managed MFP E87660dn Plus
Z8Z17A	HP Color LaserJet Managed Flow MFP E87660z Plus

Accessories

CC487A	HP LaserJet MFP Analog Fax Accessory 500
Y1F98A	HP LaserJet Dual Cassette Department Feeder
Y1G01A	HP LaserJet Department Job Separator
Y1G03A	HP LaserJet Inner Finisher Hole 2/4 Punch
Y1G04A	HP LaserJet Inner Finisher Swedish Punch
Y1G07A	HP LaserJet Booklet Finisher
Y1G12A	HP LaserJet Hole Punch Swedish Accessory
Y1G20A	HP LaserJet 3000 Sheet HCI Dept Tray
Y1G21A	HP LaserJet 2000-sheet HCI Input Tray

Supplies

W9050MC	HP Black Managed LaserJet Toner (54,500 pages)
W9051MC	HP Cyan Managed LaserJet Toner (52,000 pages)
W9052MC	HP Yellow Managed LaserJet Toner (52,000 pages)
W9053MC	HP Magenta Managed LaserJet Toner (52,000 pages)
W9054MC	HP Black Managed LaserJet Imaging Drum (160,000 pages)
W9055MC	HP Managed LaserJet Imaging Drum (145,000 pages)

HP Care Packs

U9LS7E	HP 1-yr NBD SVC w/Defective Media Retention for Color LaserJet E876xx MFP Managed
U9LS8E	HP 3-yr NBD SVC w/Defective Media Retention for Color LaserJet E876xx MFP Managed
U9LS9E	HP 4-yr NBD SVC w/Defective Media Retention for Color LaserJet E876xx MFP Managed
U9LT0E	HP 5-yr NBD SVC w/Defective Media Retention for Color LaserJet E876xx MFP Managed
U9LT1E	HP 3-yr 4 hour 9x5 SVC w/Defective Media Retention for Color LaserJet E876xx MFP Managed
U9LT2E	HP 4-yr 4 hour 9x5 SVC w/Defective Media Retention for Color LaserJet E876xx MFP Managed
U9LT3E	HP 5-yr 4 hour 9x5 SVC w/Defective Media Retention for Color LaserJet E876xx MFP Managed
U9LT4E	HP 1-yr NBD Parts Exch SVC for Color LaserJet E876xx MFP Managed (Channel Only)
U9LT5E	HP 3-yr NBD Parts Exch SVC for Color LaserJet E876xx MFP Managed (Channel Only)
U9LT6E	HP 4-yr NBD Parts Exch SVC for Color LaserJet E876xx MFP Managed (Channel Only)
U9LT7E	HP 5-yr NBD Parts Exch SVC for Color LaserJet E876xx MFP Managed (Channel Only)
U9LT8PE	HP 1-yr Post Warranty NBD SVC w/Defective Media Retention for Color LaserJet E876xx MFP Managed
U9LT9PE	HP 2-yr Post Warranty NBD SVC w/Defective Media Retention for Color LaserJet E876xx MFP Managed
U9LU0PE	HP 1-yr Post Warranty 4 hour 9x5 SVC w/Defective Media Retention for Color Laseret E876xx MFP Managed

Protect your investment with HP Care Pack. Let HP certified engineers resolve your technical issues. For more details on HP Care Pack, go to hp.com/go/cpc

Paper

CG964A	HP Professional Glossy Laser Paper 120 gsm-250 sht/A4
CG965A	HP Professional Glossy Laser Paper 150 gsm-150 sht/A4
CG966A	HP Professional Glossy Laser Photo Paper 200 gsm-100 sht/A4
Q6550A	HP Professional Matt Laser Photo Paper-100 sht/A4
CG969A	HP Professional Glossy Laser Paper 120 gsm-250 sht/A3

Contact HP via phone: Asia: 65 6253 8500

Solutions
HP Web Jetadmin: hp.com/go/wja
HP Universal Print Driver: hp.com/go/upd
HP Imaging and Printing Security Center: hp.com/go/ipsc

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[1] Based on HP review of 2016 published security features of competitive in-class printers. Only HP offers a combination of security features that can monitor to detect and automatically stop an attack then self-validate software integrity in a reboot. For a list of printers, visit hp.com/go/PrintersThatProtect. For more information: hp.com/go/printersecurityclaims [2] Scan speed measured from ADF at default 300 dpi (black-and-white, grayscale, and colour). Actual processing speeds may vary depending on scan resolution, network conditions, computer performance, and application software.

Technical specifications

Model	HP Color LaserJet Managed MFP E87660du Plus	HP Color LaserJet Managed MFP E87660dn Plus	HP Color LaserJet Managed Flow MFP E87660z Plus
Product number	5FM82A	Z8Z16A	Z8Z17A
Functions	Print, Copy, Scan (fax and wireless optional)		
Print			
Duplex print options	Automatic (standard)		
Print speed[1]	Black (A4, normal): Up to 60 ppm; Black (A3, normal): Up to 30 ppm; Black (tabloid, normal): Up to 30 ppm; Black (A4, duplex): Up to 60 ipm; Black (tabloid, duplex): Up to 30 ipm; Colour (A4, normal): Up to 60 ppm; Colour (A3, normal): Up to 30 ppm; Colour (tabloid, normal): Up to 30 ppm; Colour (A4, Duplex): Up to 60 ipm; Colour (tabloid, duplex): Up to 30 ipm		
First page out[2]	Black (A4, ready): As fast as 6.9 seconds; Black (A4, sleep): As fast as 20 seconds; Colour (A4, ready): As fast as 8.0 seconds; Colour (A4, sleep): As fast as 20 seconds		
Print technology	Laser		
Print resolution	Black (best): Up to 1200 x 1200 dpi reduced speed; Black (normal): Up to 600 x 600 dpi; Colour (best): Up to 1200 x 1200 dpi reduced speed		
Print cartridges number	4 (1 each black, cyan, magenta, yellow)		
Standard print languages	HP PCL 6, HP Postscript level 3 emulation, PDF (v 1.7), AirPrint™ compatible, Pcl5, GCP compatible, BMP, TIFF		
Printer management	HP Printer Assistant, HP Utility (Mac), HP Device Toolbox, HP Web JetAdmin Software, HP JetAdvantage Security Manager, HP SNMP Proxy Agent, HP WS Pro Proxy Agent, Printer Administrator Resource Kit for HP Universal Print Driver (Driver Configuration Utility - Driver Deployment Utility - Managed Printing Administrator)		
Scan			
Scan technology	Type: Flatbed, ADF; Technology: Platen Scanner CCD Digital-CIS		
Scan speed[3]	Simplex/duplex: Up to 80 ipm/160 ipm (b&w); up to 80 ipm/160 ipm (colour)	Simplex/duplex: Up to 90 ipm/180 ipm (b&w); up to 90 ipm/180 ipm (colour)	Simplex/duplex: Up to 120 ipm/240 ipm (b&w); up to 120 ipm/240 ipm (colour)
Scan resolution	Enhanced: Up to 600 x 600 dpi; Hardware: Up to 600 x 600 dpi; Optical: Up to 600 x 600 dpi		
Digital sending standard features	Digital Send: PDF, Hi-Compression PDF, JPEG, TIFF, MTIFF, XPS, PDF/A; Scan to easy access USB: PDF, Hi-Compression PDF, JPEG, TIFF, MTIFF, XPS, PDF/A	Scan to E-mail; Save-to-Network Folder; Save-to-USB drive; Send to Sharepoint; Send to FTP; Send to sFTP; Send to LAN Fax; Send to Internet Fax; Local Address Book; SMTP over SSL; Blank Page Removal; Edge Erase; Auto Colour Sense; Compact PDF; Auto Straighten	Scan to E-mail; Save-to-Network Folder; Save-to-USB drive; Send to Sharepoint; Send to FTP; Send to sFTP; Send to LAN Fax; Send to Internet Fax; Local Address Book; SMTP over SSL; Blank Page Removal; Edge Erase; Auto Colour Sense; Auto Crop To Content; Compact PDF; Auto Tonescale; Auto Orientation; Multi-Pick Detect; Auto Straighten; Auto Crop To Page; OCR
Scan size	Flatbed (max): 297 x 432 mm; ADF (max): 297 x 432 mm		Flatbed (max): 105 x 148 mm; ADF (max): 109.22 x 1397 mm
Scan input modes	Front panel applications: Copy; E-mail; Fax; Save to Network Folder; Save to USB; Save to Device Memory; Open Extensibility Platform (OXP) applications		
Scan file format	Digital Send: PDF, Hi-Compression PDF, JPEG, TIFF, MTIFF, XPS, PDF/A; Scan to easy access USB: PDF, JPEG, TIFF, MTIFF, XPS, PDF/A; Print from easy access USB: PDF, PS, Print Ready files (.prn, .pcl, .cht)		Digital Send: PDF, Hi-Compression PDF, JPEG, TIFF, MTIFF, XPS, PDF/A, TEXT (OCR), Unicode TEXT (OCR), RTF (OCR), Searchable PDF (OCR), Searchable PDF/A (OCR), HTML (OCR), CSV (OCR); Scan to easy access USB: PDF, JPEG, TIFF, MTIFF, XPS, PDF/A, TEXT (OCR), Unicode TEXT (OCR), RTF (OCR), Searchable PDF (OCR), Searchable PDF/A (OCR), HTML (OCR), CSV (OCR); Print from easy access USB: PDF, PS, Print Ready files (.prn, .pcl, .cht)
Copy			
Copy smart software features	Better remote diagnosis and repair; Higher first time fix rates; Full toner, LLC utilization; Capture un-billed pages from reconnected network devices, personal printers; On-site access to service training; A3 LaserJets are designed for fewer LLC replacements and faster repairs.		
Copy speed[4]	Black (A4, normal): Up to 60 cpm; Black (A3, normal): Up to 30 cpm; Colour (A4, normal): Up to 60 cpm; Colour (A3, normal): Up to 30 cpm; Black Duplex (A4): Up to 60 cpm; Black Duplex (A3): Up to 30 cpm; Colour (A4, Duplex): Up to 60 cpm; Colour (A3, Duplex): Up to 30 cpm		
First copy out	Black (A4): As fast as 5.2 seconds; Colour (A4): As fast as 6.2 seconds; Black (A4, sleep): As fast as 20.5 seconds; Colour (A4, sleep): As fast as 20.5 seconds		
Copy resolution	Black (text and graphics): Up to 600 x 600 dpi; Colour (text and graphics): Up to 600 x 600 dpi		
Max. number of copies	Up to 999 copies		
Copier resize	25 to 400%		
Copier settings	Two-sided copying; scalability; image adjustments (darkness, contrast, background cleanup, sharpness); optimized text/picture (text, mixed, printed picture, photograph); N-Up; N or Z-ordering; content orientation; collation; booklet; ID Scan; job build; job Storage; watermark; stamps; book mode scans; erase edges; automatically detect colour/mono; image Preview		
Fax			
Fax speed[5]	33.6 kbps		
Fax resolution	Up to 300 x 300 dpi (400 x 400 dpi for received faxes only)		
Fax features	Auto fax reduction supported: Yes; Auto-redialing: Yes; Fax delayed sending: No; Distinctive ring detection supported: No; Fax forwarding supported: Yes; Junk barrier supported: Yes; Maximum speed dialing numbers: Up to 1000 numbers (each with 210 destinations); PC interface supported: Yes; Fax polling supported: Yes (poll to receive only)		
Fax memory	Fax memory (A4): Up to 500 pages		
Connectivity			
Standard connectivity	3 Hi-Speed USB 2.0 Host; 1 Hi-Speed USB 2.0 Device; 1 Gigabit Ethernet 10/100/1000T network;); 1 Hardware Integration Pocket		
Mobile printing capability[6]	Yes		
Network ready	Standard (built-in Gigabit 10/100/1000T Ethernet)		
Wireless capability	No wireless capabilities standard. There are optional accessories (common to all current Jedi products) that support wireless. These are listed in the connectivity section, above.		
Network Capabilities	Standard (built-in Gigabit 10/100/1000T Ethernet)		
Memory	Standard: 7 GB; Maximum: 7 GB		
Hard Disk	Two 500 GB Standard, embedded HP High-Performance Secure Hard Disk, Total 1000 GB; AES 256 hardware encryption or greater; Secure erase capabilities (Secure File Erase-Temporary Job Files, Secure Erase-Job Data, Secure ATA Erase-Disk). Note: U.S. government SKU uses 500 GB FIPS 140-2 validated hard disk accessory instead.		
Processor speed	1.2 GHz		
Duty cycle (monthly)	Up to 300,000 pages; Recommended monthly page volume: Up to 50,000 pages		

Model	HP Color LaserJet Managed MFP E87660du Plus	HP Color LaserJet Managed MFP E87660dn Plus	HP Color LaserJet Managed Flow MFP E87660z Plus
Paper handling			
Input	100-sheet multi-purpose tray, 2 x 520-sheet input tray, 100 sheet ADF; Optional 1,040 sheet tray; Optional 2,000 sheet tray; Optional 3,000 sheet tray	100-sheet multi-purpose tray, 2 x 520-sheet input tray, 250 sheet ADF; Optional 1,040 sheet tray; Optional 2,000 sheet tray; Optional 3,000 sheet tray	100-sheet multi-purpose tray, 2 x 520-sheet input tray, 250 sheet ADF; Optional 2,150 sheet tray; Optional 3,000 sheet tray
Output	500 sheet face-down output bin		
Media type	Plain, HP EcoEFICIENT, HP Matte 90g, Light 60-74g, Bond, Recycled, HP Matte 105g, HP Matte 120g, HP Soft Gloss 120g, HP Glossy 120g, Mid-Weight 96-110g,Heavy 111-130g, Mid-WtGlossy 96-110g, Heavy Glossy 111-130g, HP Matte 150g, HP Glossy 150g, Extra Heavy 131-175g, XHvyGlossy 131-175g, HP Matte 200g, HP Glossy 200g, Carstock 176-220g, Card Glossy 176-220g, Light Paperboard 221-255g, Paperboard 256-300g, Heavy Paperboard, Colour Transparency, Labels, Letterhead, Envelope, Heavy Envelope, Preprinted, Prepunched, Coloured		
Media weight	**Tray 1, 2, 3:** 60 to 300 g/m²		
Media sizes custom	**Tray 1:** 98 x 139.7 to 320 to 457.2 mm; **Tray 2:** 98 x 139.7 to 297 to 390 mm; **Tray 3:** 140 x 182 to 320 x 457.2 mm		
Dimensions (W x D x H)	585 x 764.3 x 883.7 mm	585 x 785 x 932.2 mm	
Weight	100.9 kg	113.1 kg	
What's in the box	Engine; TCU; Drums; Assy-Color WG Nameplate and Label; Power Cords; Hardware install and setup documentation; Support flyers. DOES NOT INCLUDE TONER		
Warranty features	90-day parts only. Extended Warranty and support options vary by product, country and local legal requirements. Go to hp.com/support to learn about HP award winning service and support options in your region.		
Systems			
Compatible operating systems	Windows Client OS (32/64 bit)-, Win10, Win8.1, Win 8 Basic, Win8 Pro, Win8 Enterprise, Win8 Enterprise N, Win7 Starter Edition SP1, UPD Win7 Ultimate, Mobile OS-, iOS, Android, Mac-, Apple® macOS Sierra v10.12, Apple® macOS High Sierra v10.13, Apple® macOS Mojave v10.14, Discrete PCL6 Printer Driver-, For more information on the supported operating systems go to support.hp.com, Enter your product name and search, Click on User Guides and enter your product name and search for User Guide, Search for your (Product Name) - User Guide, Search for the Supported Operating Systems section, UPD PCL6 / PS Printer Drivers-, Supported Operating systems, For more information on the supported operating systems see hp.com/go/upd		
Minimum system requirements	**PC:** 2 GB available hard disk space, Internet connection, USB port, Internet browser. For additional OS hardware requirements see microsoft.com **Mac:** 2 GB available hard drive space, Internet connection or USB port, OS hardware requirements see apple.com		
Security management	Management security: SNMPv3, SSL/TLS, WPA2-Enterprise, 802.1X authentication (EAP- PEAP, EAP-TLS), IPP over TLS, IPsec/Firewall with Certificate, Pre-Shared Key Authentication, and Kerberos Authentication; Support for WJA-10 IPsec Configuration using IPsec Plug-in		
Fonts and Typefaces	95 scalable TrueType fonts		
Control panel	20.3 cm (8.0-in) Colour Graphics Display (CGD) with touchscreen; rotating (adjustable angle) display; illuminated Home button (for quick return to the Home menu); USB High-speed 2.0 port; Hardware Integration Pocket		20.3 cm (8.0-in) Colour Graphics Display (CGD) with touchscreen; rotating (adjustable angle) display; illuminated Home button (for quick return to the Home menu); USB High-speed 2.0 port; Hardware Integration Pocket; Pull-out Keyboard
Display	20.3 cm (8.0-in) touchscreen, SVGA Colour Graphic Display (CGD)		
Power	**Power supply type:** Internal (Built-in) power supply; **Power supply required:** Input voltage: 110 to 127Vac (+/- 10%), 220 to 240Vac (+/- 10%), 50/60 Hz (+/- 3%); **Power consumption:**[7] 1121 watts (printing), 65 watts (ready), 12 watts (sleep), 0.5 watts (auto-off), 0.1 watts (off)		
Software included	No software solutions are included in the Box, only on hp.com, 123.hp.com		
Acoustics	**Acoustic power emissions (active, printing):** 7.5 B(A) printing color simplex using A4 paper at 60 ppm; **Acoustic power emissions (ready):** 4 B(A) ready; **Acoustic power emissions (active scan):** 7.75 B(A) ADF scan colour simplex using A4 paper at 80 ipm; **Acoustic power emissions (active copy):** 6.9 B(A) ADF copy colour simplex and print color simplex using A4 paper; **Acoustic pressure emissions bystander (active, printing):** 49 dB(A) printing colour simplex using A4 paper at 40 ppm; **Acoustic pressure emissions bystander (ready):** Inaudible; **Acoustic Pressure Emissions Bystander (active scan):** 60 dB(A) ADF scan colour simplex using A4 paper at 80 ipm; **Acoustic pressure emissions bystander (active copy):** 54 dB(A) ADF copy colour simplex and print colour simplex using A4 paper		
Environmental ranges	**Operating temperature range:** 15 to 30⁰C; **Recommended operating temperature:** 15 to 30⁰C; **Non-operating humidity range:** 10 to 80% RH; **Operating humidity range:** 20 to 80% RH; **Recommended operating humidity range:** 20 to 80% RH		
Safety approvals and requirements	IEC 60950-1:2005 +A1:2009 +A2:2013 (International); EN60950-1:2006 +A11:2009 +A1:2010 +A12:2011 +A2:2013 (EU); EN 60825-1:2014 / IEC 60825-1:2014 (Class 1 Laser Product); EN 62479:2010 / IEC 62479:2010; EN 62471-1:2008 /IEC 62471-1:2006; Low Voltage Directive 2014/35/EU with CE Mark (Europe); GS Certificate (Germany, Europe); UL/cUL Listed and UC CoC (US/Canada); CAN/CSA C22.2 No. 60950-1-07 2nd Ed. 2011-12; Compliance with Laser safety standards 21 CFR 1040.10 and 1040.11 except for deviations pursuant to Laser notice No. 50, Dated June 24, 2007. Other safety approvals as required by individual countries		
Supported network protocols	IPv4/IPv6: Apple Bonjour Compatible (Mac OS 10.2.4 or higher), SNMPv1/v2c/v3, HTTP, HTTPS, FTP, TFTP, Port 9100, LPD, WS Discovery, IPP, Secure-IPP, IPsec/Firewall; IPv6: DHCPv6, MLDv1, ICMPv6; IPv4: Auto-IP, SLP, Telnet, IGMPv2, BOOTP/DHCP, WINS, IP Direct Mode, WS Print; Other: NetWare NDS, Bindery, NDPS, ePrint; Google Cloud Print 2.0		

To learn more, visit hp.com

Canon
CANON SOLUTIONS AMERICA

QUALITY, QUANTITY, SPEED.
PRODUCTION REDEFINED.

CANON SEE IMPOSSIBLE

The Canon imagePROGRAF 60" PRO-6100S and 44" PRO-4100S large-format printers are built for advanced printing solutions. With an 8-Color LUCIA PRO ink system, these printers are ideal for bringing production signage, commercial photography, and proofing businesses to the next level.
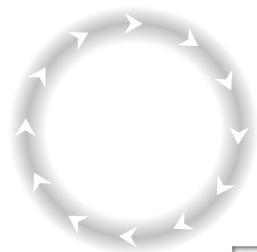
Color consistency, fast print speeds, and low running cost are why the PRO Series line of large-format printers were engineered.

FEATURES
- Intelligent Media Handling
- 4.3" touch screen
- Borderless printing
- 1.28" print head
- LUCIA PRO 8-color ink system
- High-speed L-COA PRO processor
- High-precision unibody design
- Multifunction Roll System (optional on the PRO-4100S)
- Multipositional basket
- High-capacity ink tanks
- Advanced software and workflow solutions
- Compact design
- Wi-Fi® connectivity
- Direct USB drive printing
- Sub-Ink Tank System

compact

PRODUCTION REDEFINED

Canon thought of every detail when it came to building the ultimate large-format production printer—intelligent media handling, a large 4.3" touch screen operation panel, torque control on the Take-up unit, a Sub-Ink Tank System, and a compact size to reach a whole new level of performance.

INTELLIGENT MEDIA LOADING

For the first time ever, an imagePROGRAF printer can load and recognize paper without the need for human intervention. Simply set the roll holder in the printer and the media will automatically feed into the device. The built-in multi-sensor measures the surface reflection and the media thickness to determine the media type, without the need to manually enter it.

REMAINING MEDIA ESTIMATION

Accurately measure the remaining media on a roll without the need to print a bar code, saving both ink and media.

MULTIFUNCTION ROLL SYSTEM

The Canon Multifunction Roll System, standard on the PRO-6100S and optional on the PRO-4100S, can be used in two different ways— enabling a second roll of media to be loaded on the printer, or the unit can be configured as a bi-directional Take-up unit.

SUB-INK TANK SYSTEM

The Sub-Ink Tank System acts as an ink reservoir for the printer, working to remove all the ink in the tank before having to replace it—helping eliminate any wasted ink and decreasing your cost per print! The empty tanks can then be replaced on the fly, without stopping the printer and ruining the print. This is extremely useful during your long print jobs.
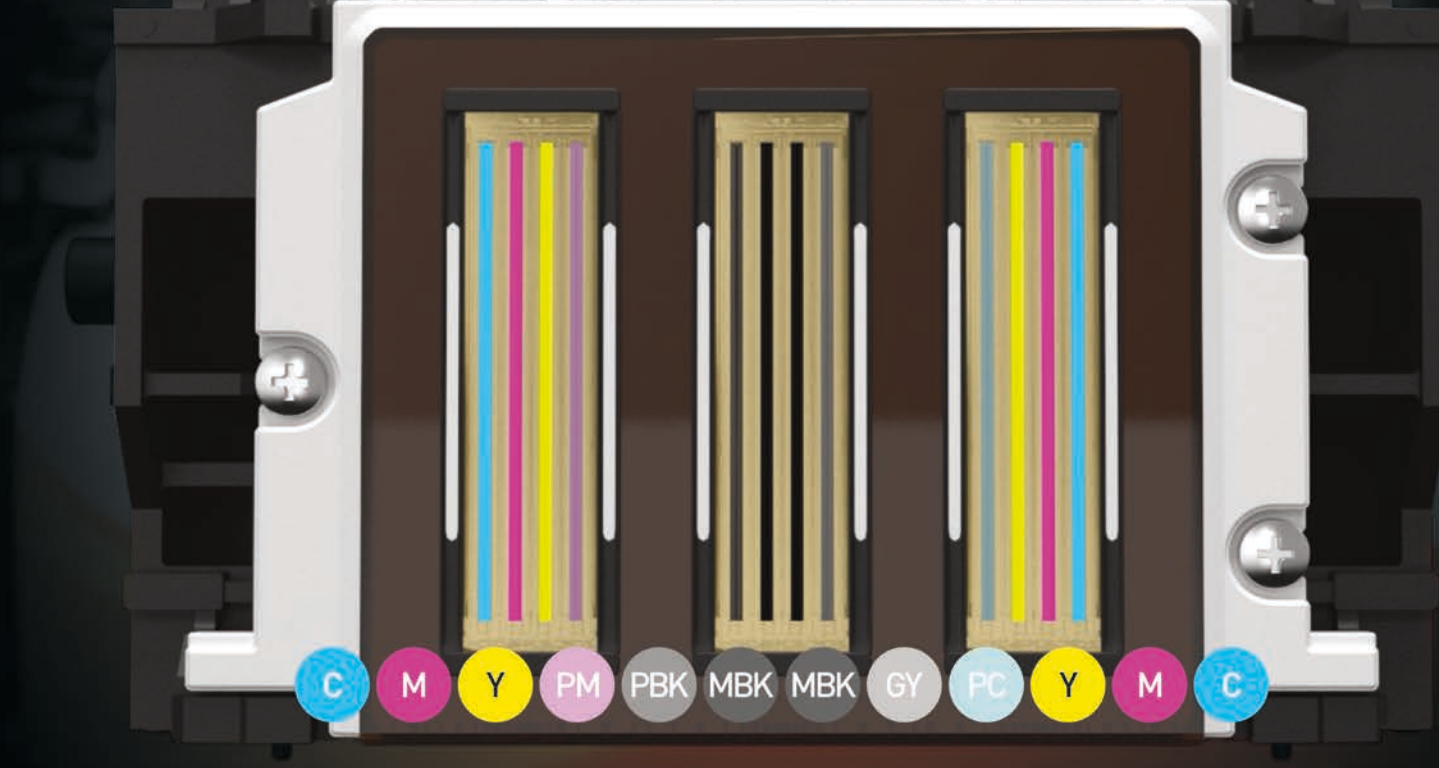
Embedded innovations woven together, deliver outstanding performance each and every time.

1.28"-WIDE PRINT HEAD

At the heart of the imagePROGRAF PRO-6100S and PRO-4100S printers is a single 1.28"-wide print head with 18,432 nozzles. These PRO Series printers are able to produce stunning prints with less passes, making these the fastest Canon 8-color, large-format printers ever!

LUCIA PRO INK SYSTEM

The LUCIA PRO ink set adopts microencapsulated 8-color pigment inks. These inks help you achieve fantastic color reproduction, image clarity, and fine lines, all ideal for creating vivid posters and advertising displays.

This ink set helps:

- Enhance red color performance
- Reduce graininess
- Enhance dark area reproduction

To enhance print performance, the 8 colors use all 12 ink channels in the print head. The LUCIA PRO ink is arranged in a mirror layout on the print head, symmetrically arranging the colors: C, M, Y, and MBK. This layout allows for the same ejection order of the four key colors during the bi-directional printing process, resulting in faster print speeds.

ANTI-CLOGGING TECHNOLOGY

The PF-10 print head with FINE technology generates fast print speeds and helps reduce the possibility of clogging, so ink and media aren't wasted. Ink ejection conditions are precisely checked by sensors to ensure optimal performance. If a clog is detected, another nozzle will automatically provide backup, helping to reduce the possibility of a misprint.

L-COA PRO

LUCIA PRO ink

FINE
Full-photolithography Inkjet Nozzle Engineering

COLOR CALIBRATION
Producing the correct color is paramount when printing high-quality work. The built-in Color Calibration function uses a multi-sensor to read color density and to calibrate the printer, so that the last print can look identical to the first.

Need color consistency in different locations? The PRO Series gives you the ability to calibrate up to 50 printers across the world with the single click of a button.

L-COA PRO IMAGE PROCESSOR
Big jobs need fast processing. This high-precision control engine performs the high-speed processing of massive amounts of image data, generates the printing data, and controls the optimal ink layout for achieving faster print speeds.

UNIBODY DESIGN
The unibody structure was designed to provide a strong platform for stable print head scanning, resulting in precise ink droplet placement. The ultimate combination of speed and high-quality printing is achieved with this design.

BORDERLESS PRINTING
Print borderless on all paper sizes.

TRANSPARENT DESIGN
Easily check whether printing has begun and what paper size is loaded in the printer with the all new transparent media cover.

INPUT AND OUTPUT VERSATILITY

Canon-developed hardware and software innovations offer unique flexibility in any production environment.

Wi-Fi® CONNECTIVITY
Stay Connected. Wi-Fi connectivity is standard with the imagePROGRAF PRO Series.

OPERATION PANEL
The large 4.3" LCD operation panel utilizes smart phone touch screen technology for easy operation. The top three most-used commands—Load, Feed, and Cut—now have their own buttons below the operation panel for ease of use.

DIRECT USB DRIVE PRINTING
PDF and JPEG files can be directly printed on the imagePROGRAF PRO Series from a USB thumb drive. Simply input the thumb drive into the USB port on the printer, preview the image on the operation panel, and print! Fast and easy printing without the use of a computer.

MULTIPOSITIONAL BASKET
The PRO Series printers offer choices on how prints will be outputted based on the type and quantity being produced. Each comes standard with a multipositional basket that can be configured as any of the following:
- Catch basket
- Flatbed stacker
- Slope (used to display a print)

PRINTER MANAGEMENT SOLUTIONS

PROFESSIONAL PRINT & LAYOUT

Canon's Professional Print & Layout (PPL) software for imagePROGRAF PRO Series printers offers features that streamline your printing workflow.

Features include:
- Can be used as stand-alone RIP or as export module in Adobe® Photoshop®, Adobe Lightroom, or Canon Digital Photo Professional
- Create and save custom layouts
- Preview of multiple images at the bottom of the software
- 16-bit printing workflow
- Auto nesting

ACCOUNTING MANAGER

In today's printing environment, it's more important than ever to understand how much ink and media each print job is costing your business. Both Mac® and Microsoft® compatible, Accounting Manager serves as a powerful feature to accurately manage print costs. You can now track the amount of ink and paper being consumed for large-format printing for up to 50 printers!

QUICK UTILITY TOOLBOX

Quick Utility Toolbox is home to all the Canon PRO Series printer software and tools.

DEVICE MANAGEMENT CONSOLE

The Device Management Console software, ideal for fleet management, lets you perform color calibrations remotely. You can monitor the printer status of up to 50 units from any location in the world, be notified via e-mail when an error has occurred, or check the amount of ink left in the printers—without ever having to leave the comfort of your desk.

ADDITIONAL SOFTWARE AVAILABLE

- Free Layout Plus
- PosterArtist Lite
- Media Configuration Tool
- Direct Print & Share
- PosterArtist (optional)

imagePROGRAF PRO-6100S / 4100S

TECHNICAL INFORMATION

PRINT

Printing Technology	FINE: Full-Photolithography Nozzle Engineering
Head Configuration	12-Channel Integrated Type
Nozzle Configuration	1,536 Nozzles x 12 Channels: 18,432 Total
Minimum Droplet Size	4 Picoliters per Color
Maximum Print Resolution	Up to 2400 x 1200 dpi
Ink Information	Type: Pigment-Based LUCIA PRO Ink Technology PFI-1100 (160 ml): PBK, MBK, C, M, Y, PC, PM, GY PFI-1300 (330 ml): PBK, MBK, C, M, Y, PC, PM, GY PFI-1700 (700 ml): PBK, MBK, C, M, Y, PC, PM, GY

PRINTER SPECS

Print Head	PF-10 (1)
Colors	Photo Black, Matte Black, Cyan, Magenta, Yellow, Photo Cyan, Photo Magenta, Gray
Ink Tank Shipped with Printer	8 Colors: MBK/C/M/Y/PBK/PC/PM/GY (330 ml Tank, Each Color)
Hard Disk Capacity	500 GB
Printer Memory	3 GB
Printer Stand	Standard
Display	4.3" Color LCD Touch-screen
Size/Weight (with basket open)	**PRO-6100S**: 46.0" (H) x 78.7" (W) x 38.7" (D)/Approx. 359 lb. **PRO-4100S**: 46.0" (H) x 62.7" (W) x 38.7" (D)/Approx. 267 lb.

MEDIA

Media Feed	**PRO-6100S**: Front-Loading Roll Feed: Two* Rolls, Front Output **PRO-4100S**: Front-Loading Roll Feed: One Roll, Front Output Front-Loading Manual Feed: Front Loading, Front Output
Media Width	**PRO-6100S**: 6" - 60" (Cut-Sheet and Roll) **PRO-4100S**: 6" - 44" (Cut-Sheet and Roll)
Minimum Media Length	8"
Maximum Print Length**	59' (Roll Paper) 63" (Cut-Sheet)
Borderless Printing Widths	Custom roll width 6" – 60" (max width depending on printer) with micro margin technology
Media Thickness	.07 mm - .8 mm
Media Core Sizes	2" or 3" Core (with Supplied Adaptor)
Printable Margins	Roll Paper: Top: 3 mm; Bottom: 3 mm; Side: 3 mm Cut-Sheet: Top: 3 mm; Bottom: 20 mm; Side: 3 mm
Maximum Media Roll (Outer Dia.)	6.7" (170 mm)

GENERAL

Interfaces	Hi-Speed USB, 10/100/1000Base-T/TX, Wireless LAN (IEEE 802.11 b/g/n)***
Printer Language	Swift Graphic Raster (SGRaster)
Recommended Operating Environment·	Temperature: 59° - 86° F (15° - 30° C) Humidity: 10 - 80% (No Condensation)
Power Supply	AC 100-240 V (50-60 Hz)
Power Consumption	**PRO-6100S** Maximum: 109 W or Less **PRO-4100S** Maximum: 116 W or Less Standby: 2.0 W or Less Power Off: 0.3 W or Less
Printing Software	imagePROGRAF Printer Driver, Professional Print & Layout;· Free Layout Plus, Direct Print & Share,† PosterArtist Lite††
Optional Software	PosterArtist
OS Compatibility	32-bit: Windows® 7/8.1/10 64-bit: Windows® 7, Windows® 8.1, Windows® 10, Windows® Server 2008 R2, Windows® Server 2012/2012R, Windows® Server 2016, Windows® Server 2019 Mac OS X 10.10.5~OS X 10.11.6, Mac OS 10.12~ 10.15
Utilities	Accounting Manager, Device Management Console, Media Configuration Tool, Quick Utility Toolbox
User-Replaceable Items	Print Head (PF-10) Maintenance Cartridge (MC-30) Rotary Cutter (CT-07)
Options	**PRO-6100S**: Roll Holder Set (RH2-66) **PRO-4100S**: Multifunction Roll System (RU-43), Roll Holder Set (RH2-46)

For a complete listing of specifications, please visit usa.canon.com/largeformat.

Wi-Fi is a registered trademark of the Wi-Fi Alliance.

* If Multifunction Roll is used.

** The maximum printable length varies, depending on the application, OS, and RIP used.

*** Wireless printing requires a working network with wireless 802.11b/g or 802.11n capability. Wireless performance may vary based on terrain and distance between the printer and wireless network clients.

· For the temperature and humidity conditions of papers, refer to the paper's packaging or the supplied instructions.

·· Professional Print & Layout plug-in software is compatible with Adobe® Photoshop CC 2015-CC 2019, Adobe Photoshop Lightroom V6.X, CC 2015, Classic CC, Photoshop Elements 15, 2018, 2019, and Canon Digital Professional 4.92 or later.

† Direct Print & Share comes embedded with the imagePROGRAF large-format printers and is also available as a free download at http://usa.canon.com/downloads. You must sign up for the Google™ service separately. This service is subject to Google's terms and conditions. Based on Google's current services. Subject to change at Google's discretion.

†† Only available with the PRO-4100S.

For more information, call or visit
1.800.815.4000
CSA.CANON.COM/imagePROGRAF

Canon
CANON SOLUTIONS AMERICA

LUCIA PRO ink

FINE
Full-photolithography Inkjet
Nozzle Engineering

CANON GENUINE
TONER, CARTRIDGE & PARTS

School District of Manawa
Print & Support Service RFP

May 3, 2021

Table of Contents

Who We Are

We will be the best at what we do: in our agility, which allows us to adapt, change, and stay at the forefront of our industries, and in our dedication to client success, which we hold paramount. As a team, we work tirelessly toward the highest of industry, business and personal performance standards, **together**.

Mary Jo Johnson
Owner/CEO

Dave Greene
President

Peter Kujawa
Locknet Division President

Chris Fullarton
Sr. Vice President, Imaging

Who We Are

EO JOHNSON
BUSINESS TECHNOLOGIES

63 years of world-class service, certified as a woman-owned business enterprise

Diverse product line, partnering with some of the world's leading technology innovators

279 employees throughout the Upper Midwest

95% customer retention

Eight office locations throughout Wisconsin, Minnesota and Iowa

10 consecutive years among top managed service providers

70 experienced and industry-recognized service technicians and support team

Over 13,000 customers located across country

A History of Excellence

Emery (E.O.) Johnson opened the EO Johnson Company in Wausau, WI in May 1957.

Over the past six decades, EO Johnson has consistently taken new innovations to the business technology marketplace from copy machines, typewriters and fax machines to high volume color production printing machines, IT services, digital connectivity and networking, and document management systems.

Today, EO Johnson Business Technologies has seven offices in Wisconsin, Minnesota and Iowa.

The products and people have changed, but the relentless commitment to customer service is the same as when EO himself walked the halls of his company.

2020 — Acquisition of Standard Dynamics in Burnsville, MN

2018 — Acquisition of Cornerstone and OEI in Wausau, 300 employees

2017 — 280 employees

2014 — Acquisitions of SPIN Business Group and Agosto Managed Services, Minneapolis office opened

2012 — Acquisition of Locknet, 250 employees

2008 — Acquisition of RMM in Wausau and Eau Claire

1994 — Acquired Cornerstone Office Products in Rhinelander

1996 — 104 employees

1999 — Mary Jo Johnson named CEO, entered La Crosse market

2003 — Acquisition of AOS in Eau Claire

2005 — Acquisition of AOS in La Crosse and Rochester

2006 — 167 employees

1990 — Acquired Computerland

1976 — 25 employees

1966 — 9 employees

1965 — Opened office in Eau Claire

1957 — E.O. Johnson opens business in Wausau

EO JOHNSON
BUSINESS TECHNOLOGIES

WBE-Certified
Woman-Owned Business

For the past 21 years we have been growing under the strong leadership of Mary Jo Johnson. In 2011, she acquired full ownership of EO Johnson Business Technologies. She continues to embrace and uphold our four core values today: **We are Caring, Stability, Trustworthy and Customer Vision.**

Mary Jo Johnson
CEO and Owner

Why EO Johnson Business Technologies

- ✓ Headquarters in **Wisconsin**, 63-year, family-owned business
- ✓ **No hidden charges!**
- ✓ Tenured, local A+ and Net+ certified service technicians
- ✓ **Free** Print Image Help Desk Support
- ✓ Strategic Quarterly Business Reviews
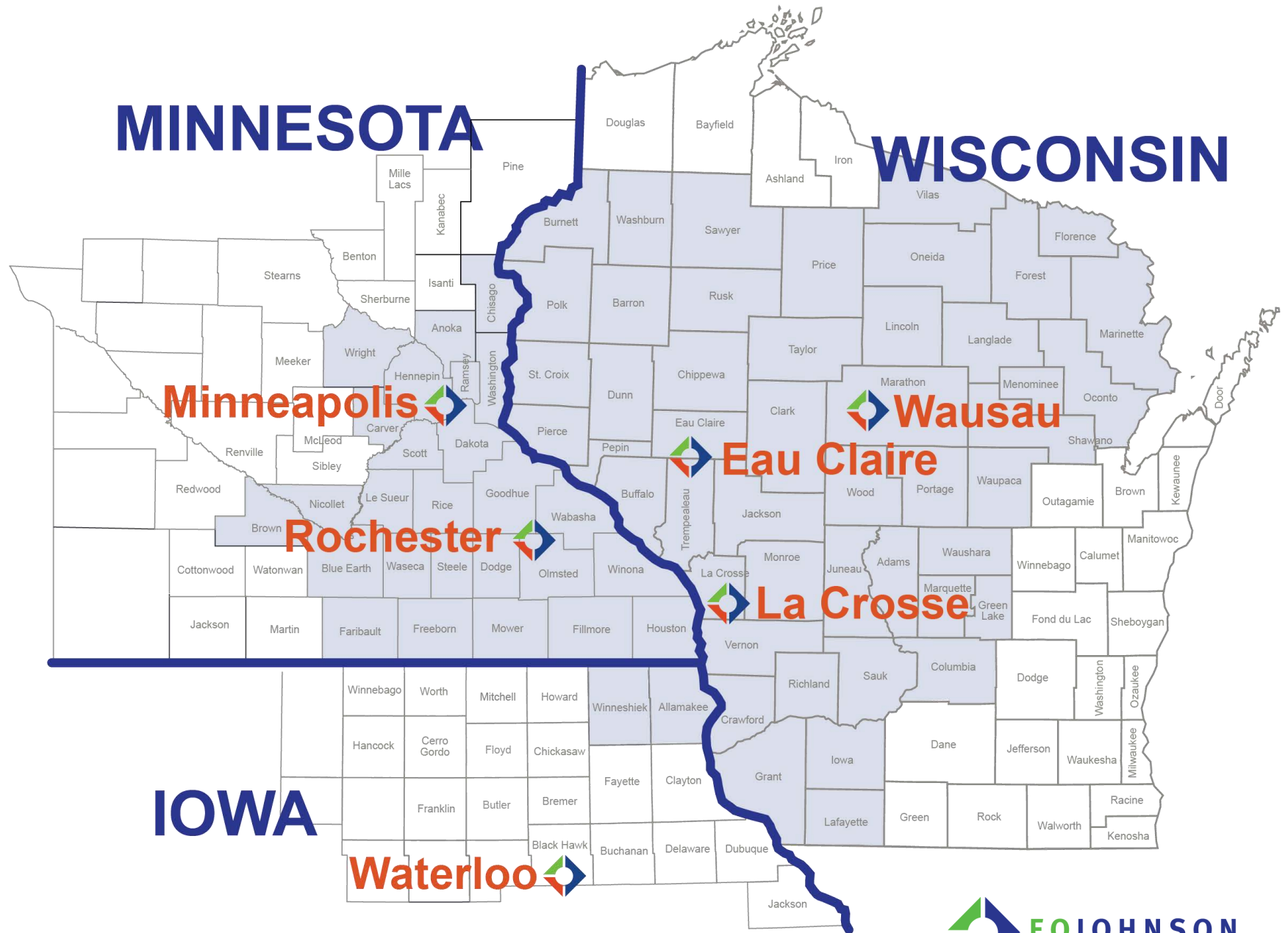
Our Core Values

We are Caring

To us, this means we genuinely care about each other, our customers and our vendors. Like a family, we celebrate our successes and support each other with compassion in times of challenge. We believe in contributing our time and resources to the communities we are privileged to do business and raise our families in. We give each other the benefit of the doubt and believe in the importance of honesty, integrity and reliability.

Customer Vision

To us, customer vision means seeing the business through the customer's eyes and responding to each customer as a team to exceed their expectations. EO Johnson passionately believed in this founding principle for customer vision and still today, every employee at every level, serve our customers and each other with this in mind.

Trustworthy

We have invested decades building our reputation of being trustworthy, We believe in always doing the right thing, even when no one is watching. We have learned to trust and be trusted. As EO Johnson was fond of saying, "do the right things and the rights things will happen."

Stability

Stability results from the responsibility we have accepted and entrusted to one another, our customers and our community. We take pride in our rich history. We make decisions with our long-term in mind and recognize the stewardship of precious financial and human resources that contribute to the stability.

EO JOHNSON
BUSINESS TECHNOLOGIES

Awards Distinctions

As a company, we are honored to be recognized for the many ways we strive to provide world-class service, including these honors. Since our founding in 1957, it's been our goal to be industry leaders; we're humbled that these esteemed organizations celebrate our hard work and dedication.

The Marketplace Governor's Awards recognize Wisconsin businesses owned by minorities, women, and disabled Veterans in a number of categories. EO Johnson is certified as a Woman Owned Business by the State of Wisconsin Department of Administration Division of Enterprise Operations.

EO Johnson was a recipient of the Better Business Bureau's Torch Awards for Business Ethics and Integrity for demonstrating excellence in ethical practices, customer service, reputation, honest advertising, peer recognition, management practices, and employee training in ethical behavior within their industry and community.

EO Johnson was one of 13 providers around the world recognized by the Photizo Group as leaders in Managed Print Services (MPS). The MPS Leaders Index is regarded as the gold standard in managed print and document services, and participants are classified as forward-looking indicators of the evolving MPS landscape.

CompTIA awarded EO Johnson the CompTIA Managed Print Trustmark, a respected industry credential that signifies the company's adherence to best practices for technology service delivery and customer interaction. The Trustmark is designed specifically for technology businesses offering on premise print services via a managed services business model.

Who We Serve

Think Green, Act Green

EO Johnson Business Technologies is committed to exploring green options companywide to lessen our impact on our planet, and we recognize that moving toward sustainability is also a value for many of our customers.

» Cartridge or toner bottle recycling program

» Copier refurbish program for local non-profits

» Partner with vendors who have well-established green practices

» Internal corporate recycling program

» Sales training on green qualities of products

EO JOHNSON
BUSINESS TECHNOLOGIES

Your Business. Better.

We solve problems that power businesses with document, copier, and managed IT solutions.

MULTIFUNCTION COPIERS & PRINTERS
Reliable copying and printing devices

TECHNOLOGY SOLUTIONS
Managed security and network management services
LOCKNET
AN EOJOHNSON COMPANY

PRODUCTION PRINT & FINISHING
Digital production presses, finishing and wide format
STANDARD Dynamics INC
AN EOJOHNSON COMPANY

SECURE DOCUMENT MANAGEMENT
Coordinate and control the flow and storage of electronic and paper documents

BUSINESS CONSULTING SERVICES
Improve processes, performance and profits through strategic consultation

DOCUMENT SCANNING
Turn your paper, microfiche, or film into searchable electronic documents

MANAGED PRINT SERVICES
Strategies for your printer and copier fleet

EOJOHNSON
BUSINESS TECHNOLOGIES

Solutions

Print Imaging
Managed Print Services

Managed Print Services (MPS) is a managed services program designed to streamline and optimize a company's print environment by shifting the management and responsibility of device monitoring, maintenance, and supplies to a technology solutions provider, like EO Johnson Business Technologies.

- Analysis
- Print Optimization Recommendation
- Implementation Plan
- Regular Strategic Reviews

ImageGuard

One Vendor, an Entire Secure Environment

ImageGuard is a customizable print security offering from EO Johnson Business Technologies. It bolts the virtual door to your entire fleet of devices, no matter the brand.

Firmware Updates
Essential software updates and patches for your entire printer fleet

Security Checks
One comprehensive security plan for all devices, including current unsupported devices

Secure Protection

ImageGuard offers the highest level of protection for your entire fleet of devices, and it can even be added to your current Managed Print Services program.

Remediation
Customized reporting, outlining remediation of any security issues

Security Assessments
Vulnerability scans performed twice a year

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BUSINESS TECHNOLOGIES

MFP Vendor Assessment

IDC MarketScape U.S. Smart MFP Vendor Assessment
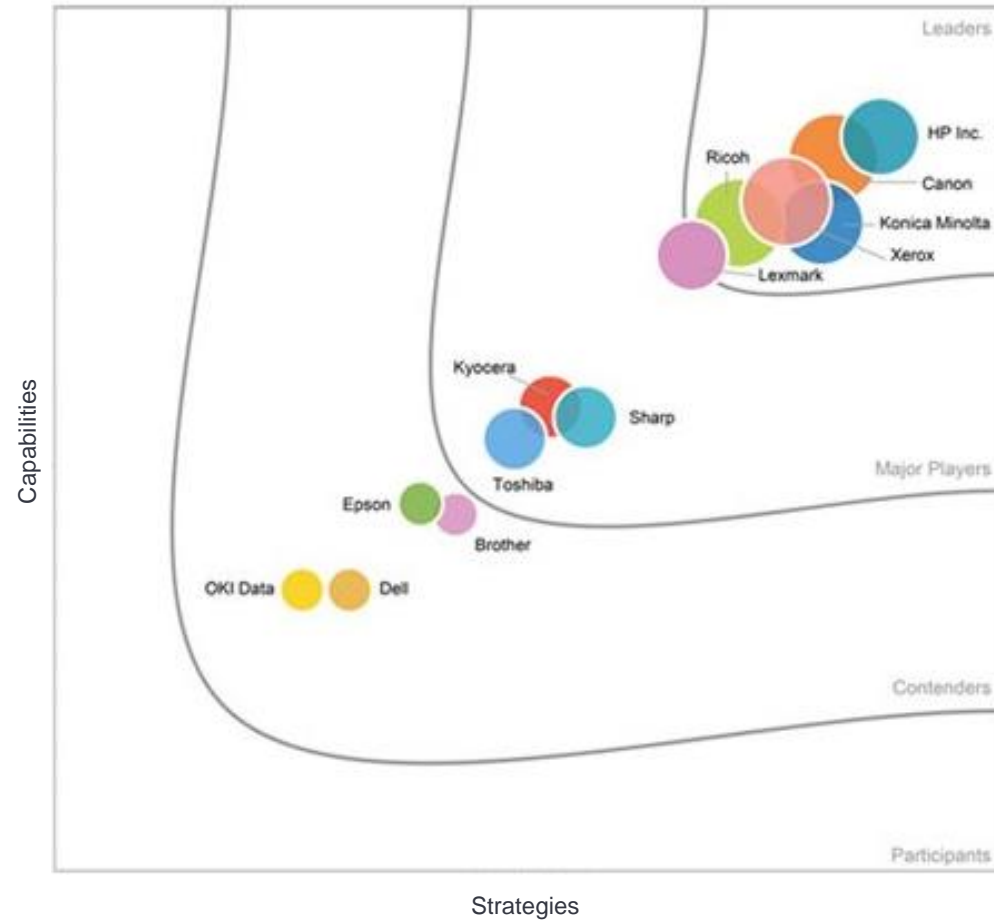
Source: IDC, 2018

Document Solutions

Centralized Print Volume Management
- ✓ 25% or more volume reduction easily obtainable
- ✓ Quota system capable (references provided)

Reporting Capabilities
- ✓ Numerous standard reports
- ✓ Fully customizable report capabilities
- ✓ Document Security

FollowMe Printing
- ✓ One print driver for all devices
- ✓ Secure print
- ✓ Built in redundancy

Integrated Scan
- ✓ No address books
- ✓ Authenticated scanning
- ✓ Document Security

Mobility Print
- ✓ Mobile device printing
- ✓ Mobile device printing trackable

Managed Print Services

Managed Print Services

We don't just write printer contracts – with EO Johnson you have a true strategic partner for your business. Managed Print Services is a thorough process that looks at all the business aspects that inform your organization's print needs.

Analysis

We assess your real costs by gathering information onsite about your current document workflow. This helps us diagnose where opportunities exist for improvement and efficiency with your print needs.

Implementation Plan

Working with a dedicated team from EO Johnson, we'll develop a detailed plan to minimize any downtime during installation. This includes assessments prior to deployment to ensure we're proactive in addressing issues.

Print Optimization Recommendation

Based on our analysis, we're ready to prescribe solutions. We'll recommend a print management strategy that will optimize and streamline your workflow. This can include the software, hardware and devices you're using, the toner and technology, and the impact to the amount of prints you're printing. Our holistic approach is designed to find the cost, time, and efficiency outcomes that work for you.

Regular Reviews

Once your managed print strategy is up and running, we'll meet with you quarterly to evaluate your program, review page counts and cost breakdowns, and stay informed and proactive about your evolving business needs.

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BUSINESS TECHNOLOGIES

Benefits – Managed Print Services

Centralized fleet administration
All machines are networked.

Reduced and controlled expenses
Cut printing expenses, track print usage, and reduce energy consumption with new machines and environmentally friendly supplies.

Vendor consolidation
Reduce the number of machines and vendors.

Improved productivity
The right equipment is in the right locations.

Decreased demands on IT
We take the burden of servicing printers off your IT staff.

Automatic supply ordering
The system notifies us when supplies should be ordered so your staff doesn't have to order and warehouse supplies.

Improved infrastructure
You get new equipment, not old equipment that only gets serviced.

Tenured professional sales
Averaging 14 years with our company, our sales representatives are experienced and reliable.

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BUSINESS TECHNOLOGIES

Service & Supplies – Managed Print Services

- ✓ One hour response to maintenance request

- ✓ Maintain an average on-site response time of less than six hours after receiving initial maintenance request

- ✓ Maintain an average repair time of less than eight hours after receiving initial maintenance request

- ✓ Service parts and components meet original equipment manufacturers specifications

- ✓ We assume responsibility for hardware performance due to service parts and components

- ✓ We retain ownership of all service parts and components until they are placed in an output device

- ✓ We assume responsibility for recycling of all service parts

- ✓ EO Johnson can supply the client with a call completion notification

- ✓ If the device requires replacement, EO Johnson will ensure the configuration be transferred over to the new device

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BUSINESS TECHNOLOGIES

Plan for Success

Solutions
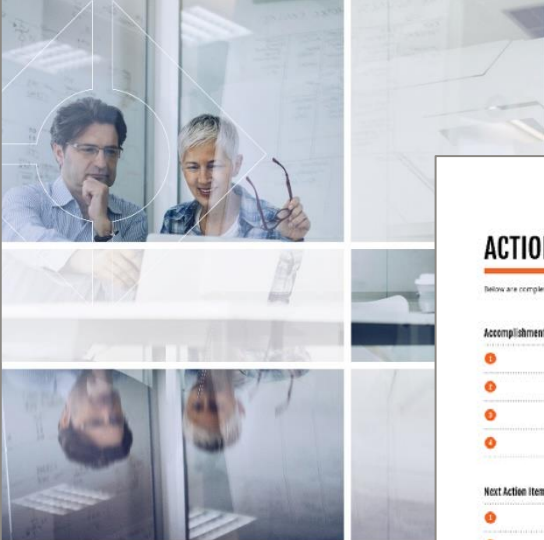
- Set per-page costs for users
- Pays for itself
- Designed for all print environments
- Self-maintaining
- Identify "worst offenders"
- Help to reduce overall impressions over five-year term

Strategic Business Reviews

- Reduce monthly print by reviewing strategic business review report
- Meet quarterly to review MPS plan
- Relocate machines to reduce number of clicks
- Help to reduce overall impressions over five-year term

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BUSINESS TECHNOLOGIES

Strategic Business Reviews

- ✓ Discuss overall performance and customer satisfaction

- ✓ Outline areas for improvement

- ✓ Review strategic goals and initiatives, ensure alignment

- ✓ Evaluate additional technology solutions based on client needs

- ✓ Implement strategic improvements

Managed Print Services Team

Chris Fullarton
Senior Vice President

Dave Johnson
Vice President

Steve Cain
MPS Director

Jeff Iverson
Regional Sales Mgr.

Matt Palecek
Sales Manager

Jim Reed
Sales Manager

Jason Morris
Sr. Account Executive

Adam Bragee
Account Executive

Kelli Jackson
Coordinator

Mark Weiler
Project Administrator

Michaela Mensing
Project Administrator

Brian Servais
Project Administrator

Jessica Gruna
Project Coordinator

Jeff Lane
MPS Specialist

Samantha Kropidlowski
Analyst

Certified Technicians

Kevin Hollar

Matt Van Den Heuvel

Mario Corvino

Mason Johnson

Phil Zeman

Ray Casar

Russ Michalski
Net+ Certified

Jorma Anderson

Kris Olson

Shane Swacker
Net+ Certified

Steve Ellenbecker
Net+, A+ Certified

Terry Boneske
Net+ Certified

Todd Osterbrink
Net+ Certified

Tom Stefonik
Net+, A+, CDIA+ Certified

Troy Miller

Jeff Blankenship
Net+ Certified
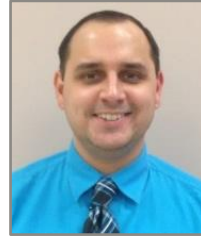
Anthony Occhipinti

Jackson Hillan

Certified Technicians

Bryan Thompson
Net+ Certified

Chuck Ingle

Dave Hensgen
Net+ Certified

Jason Bowe

Jeff McGeorge
Net+ Certified

Jim Block
Net+, CDIA+ Certified

Joseph Brost

John Dufresne

Gregory Kenow

John Fritz
Net+ Certified

Kevin Smestuen
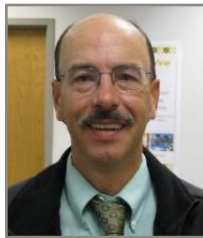
Mark Meeks

Neil Major
Net+ Certified

Paul Boucher

Paul Schindler
Net+ Certified

Shannon Burton

Curt Bremness

Bob Read

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BUSINESS TECHNOLOGIES

Certified Technicians

Paul Wolf
Net+ Certified

Rick Birtzer

Scott Wilkans
Net+ Certified

Tim Whiteside

Toby Robinson
Net+, A+, Security+
Certified

Tristan Fettes
Net+, A+ Certified

Chad Hanson
Net+ Certified

Paul Lenser
Net+, A+ Certified

David Beltz

Dean Koopman
Net+ Certified

Jeffrey Carey
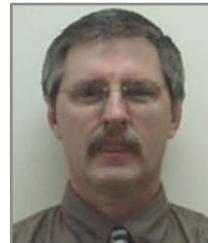
Larry Johnston

Jim Cummings

Dan Backhaus
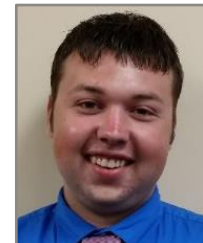
Cordell Sagler

David Sesvold
Net+ Certified

Jeff Nelson

James Kohlhaas

Certified Technicians

Joseph Wallgren Todd Cross Jim Myszka Cory Kufahl Brendon Goetsch Robert Potter Cory Apfelbeck DJ Adamski Chris Schneider
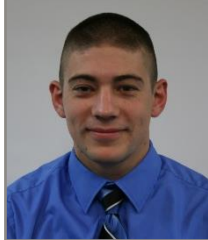
Richard Culhane Richard Dickinson Aaron Ellerman Heather Iczkowski David Nutting Ben Nikolay Karlan Dietsche Dan Smith Jake Schoeder
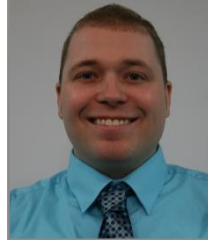
Service Management Team

Frank Paulich
VP of Service

Rick Koch
Wausau Service Mgr
Net+ Certified

Paul Schueller
Field Manager
Net+ Certified

Arlan Ulberg
Onalaska Service Mgr
CDIA+ Certified

Aaron Black
Net+ Certified

Certified Solutions Engineers

Matt Lambrecht
Net+ Certified

Allan Slaby

Matt Karbula

Dave Rice

Edward Owens
Net+, A+ Certified

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BUSINESS TECHNOLOGIES

e-Info Portal

Quickly and easily access your EO Johnson account information.
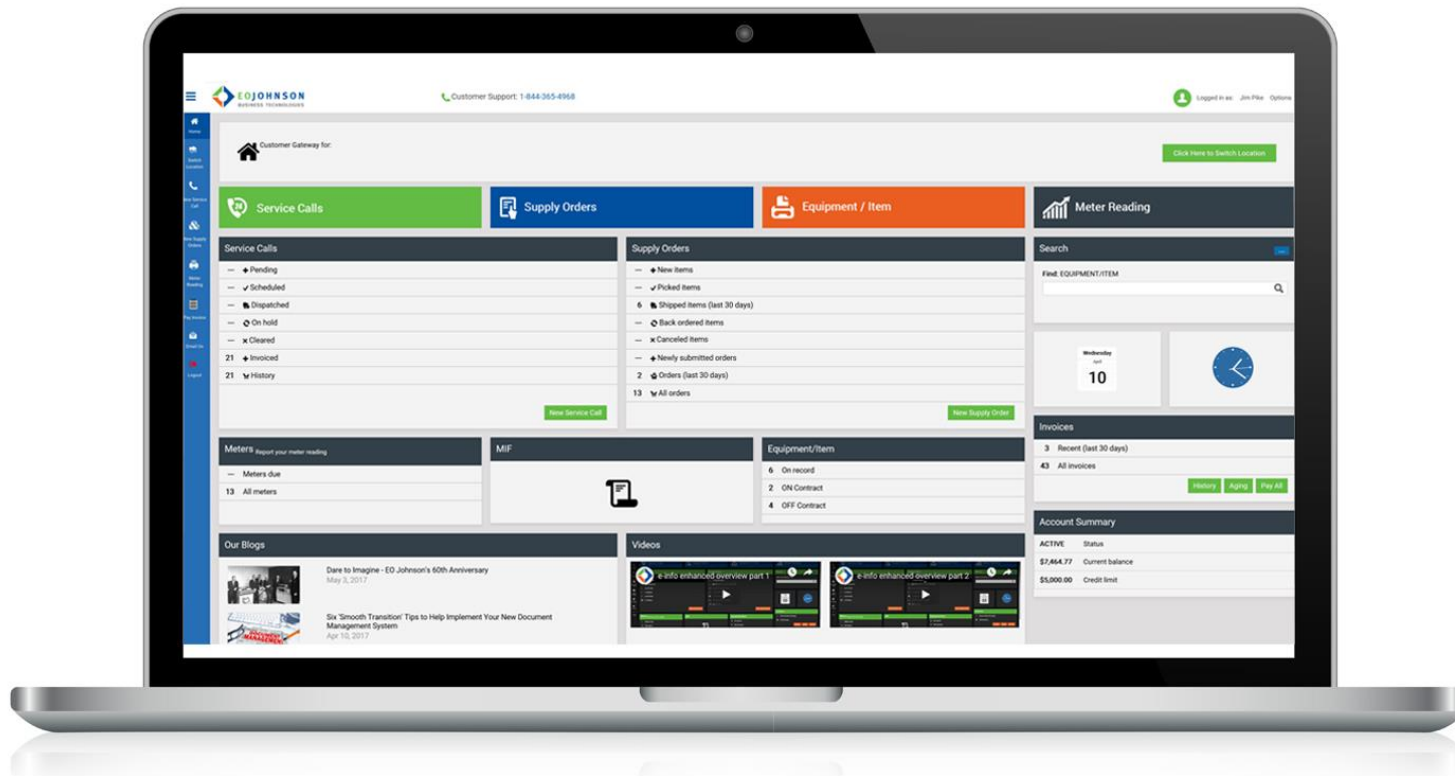
Service
View pending, scheduled, dispatched and requested service calls. Search service call lists for a previously requested call.

Orders
Submit and view orders: new, picked, shipped, back order and canceled orders.

Account
View invoice history, account status, credit status and limit, and aging report.

Meter
Record meters, view due meters and meter history.

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FM Audit

- ✓ **Supplies**
  - Automated supply replenishment

- ✓ **Meter Collection**
  - Automated meter collection
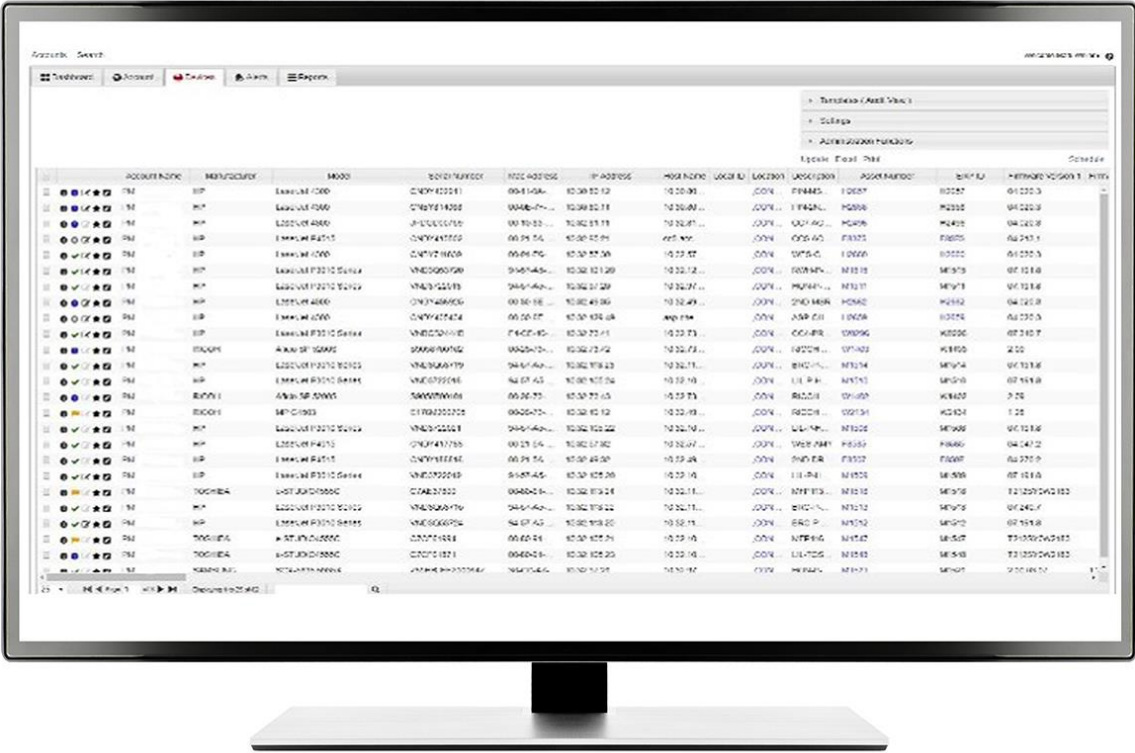
Central Device Management
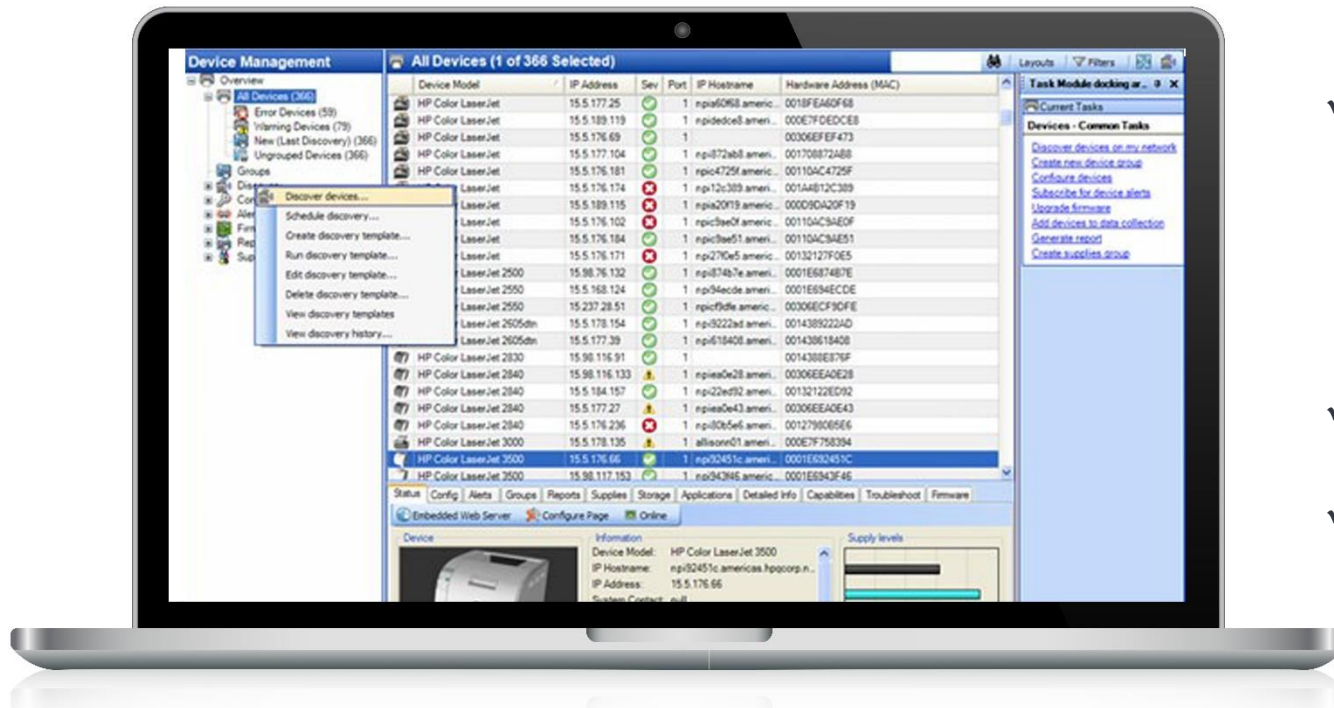
- ✓ **Standard settings for all devices from one central point**
  - Ricoh Streamline NX
  - HP JetAdvantage Security Manager
  - Canon ImageWare Management Console

- ✓ **Monitors and maintains firmware levels**

- ✓ **Reporting capabilities on device statistics**

Machine Placement

Model	Original Device Type	Location	Action	Replacement Device	Features/Accessories	PaperCut Functionality
HP LaserJet M401	Black Printer	District Office	Stays	HP LaserJet M401	35 ppm BW Printer, (1) 250 sheet tray	
Kyocera TASKalfa 3051ci	Color Copier	HS Office	New	HP Pagewide Managed Color MFP 77650zs with Inner Finisher 2CF59A	50 ppm CLR MFP, (4) 550 sheet tray, Up to 240 Images Per Minute single-pass ADF, fax	Follow Me Color & B/W - Card Reader
Kyocera TASKalfa 3051ci	Color Copier	District Office Copy Room	New	HP Pagewide Managed Color MFP 77650zs with Inner Finisher 2CF59A	50 ppm CLR MFP, (4) 550 sheet tray, Up to 240 Images Per Minute single-pass ADF, fax	Follow Me Color & B/W - Card Reader
Kyocera TASKalfa 3051ci	Color Copier	HS Business Ed (102)	New	HP Pagewide Managed Color Printer 55650dn L3U44A	50 ppm CLR Printer, (1) 500 sheet tray	Follow Me Color & B/W - Card Reader
Kyocera TASKalfa 3501i	Black Copier	FEAHS	New	HP LaserJet E50045dw	45 ppm BW Printer, (1) 550 sheet tray	Follow Me B/W - Card Reader
Kyocera TASKalfa 8001i	Black Copier	HS Copy Room	New	HP Mono LaserJet E82560z X3A82A	60 ppm BW MFP, (2) 520 sheet tray, (1) 2,000 sheet tray, Up to 240 Images Per Minute single-pass ADF, Inner finisher	Follow Me B/W - Card Reader
		HS Copy Room	New	HP Mono LaserJet E82560z X3A82A	60 ppm BW MFP, (2) 520 sheet tray, (1) 2,000 sheet tray, Up to 240 Images Per Minute single-pass ADF, Inner finisher	Follow Me B/W - Card Reader
Kyocera TASKalfa 8001i	Black Copier	Elementary/ Intermediate Work Rooms	New	HP Mono LaserJet E82560z X3A82A	60 ppm BW MFP, (2) 520 sheet tray, (1) 2,000 sheet tray, Up to 240 Images Per Minute single-pass ADF, Inner finisher	Follow Me B/W - Card Reader
		Elementary/ Intermediate Work Rooms	New	HP Mono LaserJet E82560z X3A82A	60 ppm BW MFP, (2) 520 sheet tray, (1) 2,000 sheet tray, Up to 240 Images Per Minute single-pass ADF, Inner finisher	Follow Me B/W - Card Reader
Kyocera FS 2100	Black Printer	MS 221 LAB	New	HP LaserJet E50045dw	45 ppm BW Printer, (1) 550 sheet tray	Follow Me B/W - Card Reader
Kyocera FS 1370	Black Printer	ES Library	New	HP LaserJet E50045dw	45 ppm BW Printer, (1) 550 sheet tray	Follow Me B/W - Card Reader
Kyocera FS 1370	Black Printer	HS Kitchen FS	New	HP LaserJet E50045dw	45 ppm BW Printer, (1) 550 sheet tray	Follow Me B/W - Card Reader
Kyocera FS 1370	Black Printer	HS TECH ED	New	HP LaserJet E50045dw	45 ppm BW Printer, (1) 550 sheet tray	Follow Me B/W - Card Reader
Kyocera FS 1370	Black Printer	HS ROOM 208	New	HP LaserJet E50045dw	45 ppm BW Printer, (1) 550 sheet tray	Follow Me B/W - Card Reader
Konica Minolta Bizhub 601	Black Copier	HS LIBRARY	New	HP LaserJet E50045dw	45 ppm BW Printer, (1) 550 sheet tray	Follow Me B/W - Card Reader
Konica Minolta Bizhub 751	Black Copier	ES OFFICE	New	HP Mono LaserJet E82560z X3A82A	60 ppm BW MFP, (2) 520 sheet tray, (1) 2,000 sheet tray, Up to 240 Images Per Minute single-pass ADF, Inner finisher, fax	Follow Me B/W - Card Reader
		ES RM314A	New	HP LaserJet E50045dw	45 ppm BW Printer, (1) 550 sheet tray	Follow Me B/W - Card Reader
		ES RM321	New	HP LaserJet E50045dw	45 ppm BW Printer, (1) 550 sheet tray	Follow Me B/W - Card Reader

✓ **Right Size of Equipment**
- Precisely the right size of device with the right accessories per location

✓ **Additional Machines to Improve Productivity**
- Recommend two devices instead of one for improved productivity in work room locations when Option #1 is selected

✓ **Focus on Single Vendor**
- Unified user interface and reduced supply types

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Technology

All forms of technology help reduce the number of impressions printed.

» Air Printing

» Chrome Book

» Google Docs

» Google Drive

» Paper-Cut

» Follow-Me Print

chromebook

Google Drive

PaperCut

AirPrint

Google Docs

EO JOHNSON
BUSINESS TECHNOLOGIES

Section 1 – General Terms & Conditions

Section 1 - General Terms & Conditions

1. The SDM is a public entity and as such is exempt from all federal and state sales taxes.

   • Will fully comply.

2. The Vendor shall deliver a solution which meets the specifications and requirements outlined in this document.

   • Will fully comply.

3. SDM reserves the right to accept or reject any or all proposals in whole or in part, to waive informalities in the Proposal process or to accept any proposals most advantageous to the School District of Manawa.

4. SDM solicits the best possible value on all of our "Requests for Proposals". Because we are a public-school district, we are able to purchase directly from many of the state and federal government contracts. In the event that all proposals received are in excess of any existing state or federal contract that is available to SDM we may, at our discretion, reject all proposals and purchase directly from the vendor awarded the state or federal government contract.

5. References of three (3) K-12 school district accounts currently serviced, for whom comparable work has been performed, must be furnished. This list shall include district name, contact person, email address, mailing address and telephone number. Failure to include references may be ample cause for rejection.

   • Will fully comply. Please see Appendix D for references.

6. The proposal must be submitted via email with the subject: "2021 SDM Print RFP Proposal" to: bcobarrubias@manawaschools.org by 12:00 PM CST on Monday, May 10, 2021 . No oral, faxed or telephone proposals will be considered. No late proposals will be accepted.

7. Decision of the winning vendor(s) will be announced May 17, 2021 pending Board of Education approval. Vendors will receive electronic notifications.

8. All items proposed must be new, not reconditioned or used.

   • Will fully comply. All items are new unless specifically identified within specific option. Please see Appendix A for list of proposed equipment and specifications.

9. All prices are to be guaranteed until the project completion.

   • Will fully comply.

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BUSINESS TECHNOLOGIES

Section 1 - General Terms & Conditions (Cont.)

10. Any maintenance costs or any other potentially hidden costs shall be identified as part of the proposal including annual fees for hardware/software.

    • Will fully comply.

11. The vendor is required to provide SDM the specific shipping company information.

    • Will fully comply.

12. Delivery of devices will commence after June 4, 2021.

    • Will fully comply.

13. Complete working solution must be in production by July 1, 2021.

    • Will fully comply.

14. All submitted proposals will be reviewed and evaluated by only those officials who have a legitimate interest. Any information within a proposal that a vendor considers to be proprietary should be identified as such in writing. Otherwise, SDM reserves the right to use any or all ideas presented with a proposal in any reply to this RFP. Selection or rejection of a vendor's proposal does not affect this right.

    • Will fully comply.

15. SDM is not liable for any costs incurred by the vendor prior to the issuance of any agreements, contracts or purchase orders, and will not pay for information solicited or obtained in response to this RFP. The information obtained will be utilized solely to determine the suitability of the products or services offered. Subsequent procurement, if any, will be in accordance with appropriate rules and regulations.

14. Vendors may schedule site visits between April 14, 2021 and April 30, 2021. Contact Bryant Cobarrubias via email at bcobarrubias@manawaschools.org or phone 920-596-5737 to schedule a site visit.

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Section 2 – Functional Requirements

Section 2 – Functional Requirements

The proposed solution must fulfill the following requirements

1. Must have the ability to print from the following

    a. Microsoft Windows desktops & laptops

    b. Google Chromebooks

    c. Apple Mac desktops & laptops

    - Will fully comply.

2. Integrate with PaperCut

    - Will fully comply.

3. Scan to Email

    a. SDM uses Google Gmail for email

    - Will fully comply.

4. Lease Cost Reporting

    a. Lease cost broken down by print device by school

    b. Click cost per print device by school - Black & White and Color

    c. Click cost per user user - Black & White and Color

    - Will fully comply. Please see Appendix A - Proposal Submissions.

5. User account integration

    a. SDM uses Active Directory for user account management. Proposed solution shall integrate with on-premise Active Directory system.

    - Will fully comply.

6. Three (3) print devices must allow fax capabilities.

    a. SDM is open to alternative fax solutions including digital fax options.

    - Will fully comply. Please see Appendix A - Proposal Submissions for digital fax option.

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BUSINESS TECHNOLOGIES

Section 2 – Functional Requirements (Cont.)

7. Must support "Follow Me" printing

    a. Users sign in using an assigned print code. Print code is assigned within Active Directory.

    - Will fully comply.

8. Print Device Features

    Devices, at a minimum, should include the following features based on level.

Level 1	Level 2	Level 3
Color printing Secure printing 11" x 17" Paper size Scan to email, fax, file Stapling, 3-hole punch 60 PPM High-capacity paper tray Pull printing	Color printing Secure printing 30 PPM Pull printing	Mono printing Secure printing 30 PPM Pull printing

    - Will fully comply.

9. No minimum per month click requirement during the months of June, July and August.

    - Will fully comply.

10. All print devices must print Duplex by default.

    - Will fully comply.

11. Color print devices must print Black and White by default.

    - Will fully comply.

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BUSINESS TECHNOLOGIES

Section 2 – Functional Requirements (Cont.)

12. A minimum of 1 device in each building must have the ability to print labels & envelopes.

    - Will fully comply.

13. Must include a print management solution (i.e. Papercut).

    - Will fully comply.

14. Paper quality and sizes must meet industry standards
    a. Must have adjustable trays for multiple paper sizes (i.e. 8.5x11, 11x17, Legal, etc.)
    b. Must support multiple weight paper (i.e. Card stock, Standard 20lb…etc.)
    - Will fully comply.

15. Allow elevated privileges for site administrators to pull their own reports.
    - Will fully comply.

16. Must provide a minimum of 1 spare toner per print device stored at each building site
    - Will fully comply.

17. Device Quantities

Device Level	Quantity
Level 1	9
Level 2	4
Level 3	3

    - Will fully comply.

Section 3 – Support Services

Section 3 – Support Services

Describe Support Details

1. Describe onsite repair services provided by Vendor.

   - The maintenance agreement offered by EO Johnson includes all travel, mileage, parts, labor and toner. This also includes shipping cost of toner and recycling of old equipment. EO Johnson's certified technicians will perform all onsite repairs as needed. In addition, preventative maintenance will be performed while onsite to prevent future failures and the associated downtime.

2. Explain in detail how the proposed Print Management solution (i.e. Papercut) integrates and works with print devices.

   - The equipment that EO Johnson is proposing as part of this response integrates directly with the PaperCut solution. In addition, this level of integration allows for FollowMe print, integrated scan functionality which provides additional security and removes the need for address books, and allows for direct integration of the proposed cloud fax solution. PaperCut also integrates directly with Active Directory.

3. Explain in detail your support structure

   a. Local support

   - EO Johnson's support for the Manawa School District is based locally out of the Wausau office which is approximately 50 miles from Manawa. Many of the technicians that will support the equipment at Manawa School District live in the Stevens Point, Plover and Wisconsin Rapids areas. In addition, EO Johnson's PaperCut Engineers live in the central Wisconsin area as well.

   b. Phone support

   - EO Johnson's Phone Support is provided at no additional cost to the Manawa School District. EO Johnson's Phone Support is provided by local service technicians that are positioned throughout over service territory.

   c. Remote support

   - In addition to EO Johnson's phone support, the equipment within each of the proposals offer remote access capability to help maintain the functionality of equipment. This will allow for remote access to the devices to help troubleshoot issues and allow for technicians to fix the devices with fewer service calls. Also, this access will allow technicians to preemptively fix machines before the end users even know something is wrong.

   d. Service Level Agreements

   - Please see Appendix B for example of EO Johnson's Service Level Agreement (SLA).

   e. Escalation procedures

   - Please see Appendix C for description of EO Johnson's service escalation policy.

EO JOHNSON
BUSINESS TECHNOLOGIES

Section 3 – Support Services (Cont.)

4. Vendor shall provide initial training for technology and secretarial staff.

    - EO Johnson does not have a specific charge for training as we consider that as part of any installation of equipment. Our philosophy is that if a user is comfortable and able to use a device, there will not be as many service calls generated. To that end, EO Johnson will coordinate any training activities with the District to ensure the staff is confident in using the equipment. In addition, EO Johnson will work with the District to create a customized training document that supports any printing or document initiatives that the District may have.

Section 4 – Documentation, Training, and Customer Feedback

Section 4 – Documentation, Training, and Customer Feedback

1. Describe any value-added services, training or peripherals provided with the proposal.

   - EO Johnson has provided the Manawa School District with exception services for the past 5 years and hopes to continue this relationship in the future. As part of this service, EO Johnson provides at no additional cost the following:

     - Unlimited local Help Desk support
     - Shipping costs for supplies
     - Customized training document
     - End user training
     - Remote equipment monitoring
     - Automated toner/supply replenishment
     - Quarterly Strategic Business Reviews
     - Recycling of removed equipment

2. Describe if you provide any beneficial software, online subscription services, reference materials, etc., that can be added with your contract.

   - Available as part of this proposal, optional management software can be provided at an additional cost. The management software varies by manufacturer and provides centralized management to include security patching and updating.

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Section 5 – Contracted Services for Continued Warranty Work

Section 5 – Contracted Services for Continued Warranty Work

1. Vendor is responsible for return and shipping of any defective equipment. The vendor must describe the process for removal and replacement of defective devices.

    - All new equipment as part of this proposal is guaranteed to meet or exceed the expectations of the Manawa School District. In the event of a 'problem' machine, EO Johnson will follow the escalation process to repair the device to the satisfaction of the District. If EO Johnson is unable to repair the device, a replacement device will be provided that meets or exceeds the original machine capabilities.

2. Service providers are not allowed within the schools without school district personnel. If the vendor wishes to view a site for some question of the warranty work, it shall be scheduled with the district.

    - Will fully comply.

3. Price quotes for non-warranty products from the vendor or products from the vendor beyond warranty date shall be required before charging or completing repair. Estimates shall be provided free of charge.

    - Will fully comply.

Section 6 – System Requirements

Section 6 – System Requirements

1. Documentation for all components must be included with the proposal in order for the proposal to be considered.

    - Please see Appendix A for device specifications.

2. The SDM reserves the right to refuse any proposal not compliant to the specifications.

3. All systems purchased will be examined to determine if they meet proposed specifications. The vendor will correct any systems purchased that fail, or contain component substitutions different than those submitted in this proposal, without charge or the equipment will be refused.

    - Will fully comply.

4. All components must be warrantied for the term of the contract. The warranty must include replacement at the option of SDM or the repair of failed equipment upon agreed replacement cycle. Any shipping or pickup must be included in cost of contract.

    - Will fully comply.

5. Accessories:

    a. Vendor shall provide a list of accessories and associated costs related to the proposed print devices. Vendor must provide ordering information for accessories.
    b. Accessories are defined as cables, consumables and etc.

    - Will fully comply upon awarding of contract.

6. Vendor must provide information on availability of equipment and lead times.

    - Will fully comply upon awarding of contract.

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Appendixes

Option A, Proposal : HP 60 PPM

- Monthly Lease Hardware Base Payment: High School $606.92   plus 100% Service Volume $685.40 or 50% service volume $342.70
Elementary School $565.06
Total: $1,171.98

Option B, Proposal : HP 50 PPM

- Monthly Lease Hardware Base Payment: High School $550.45   plus 100% Service Volume $685.40 or 50% service volume $342.70
Elementary School $542.48
Total: $1,092.93

Option C, Proposal : Ricoh/HP

- Monthly Lease Hardware Base Payment: High School $542.40   plus 100% Service Volume $685.40 or 50% service volume $342.70
Elementary School $603.10
Total: $1,145.50

<u>Usage Per Page on HP or Ricoh </u>(in excess of allotted volume)
- B&W
  - MFD = $ .0042
  - Printer = $ .0083
- Color
  - MFD = $ .0350
  - Printer = $ .0478

At EO Johnson, we may seem higher in some areas, but we prefer to put costs out on the table and do not prefer to go the route of hidden fees. Some vendors may charge additional for install, helpdesk, shipping and handling of sending toner.

All EO Johnson Business Technologies proposal include monochrome printing, color printing, equipment, toner, parts, maintenance, repair and full warranty. Also, configuration and licenses for PaperCut, Cloud Faxing (assuming that the fax lines are portable) and Large Format printer are listed separately.

Allotted Volume included in Monthly Base Payment 100% volume (can include 50% volume per month in future, this is an easier view)

- B&W pages (Monthly)
    - MFD = 52,406
    - Printer = 10,466

- Color pages (Monthly)
    - MFD = 10,084
    - Printer = 2,165   (if wanting to structure 50% volume/pages/mo. with hardware it would be $685.40/2 = $342.70)

Additional Options

Papercut

- HP 60 PPM (Option A): $194.28/Month
- HP 50 PPM (Option B): $194.28/Month
- Ricoh/HP Option (Option C): $228.00/Month

  - Please note we have included 5 years of software assurance, 7 Fast Release devices, 5 hours of future support block time for updates, 2 hours of training, server installation and configuration is included in this proposal (please note: some vendors do not include these items upon bid and customers are charged according to use down the road). Our service with 2 local certified engineers that are located within 50 miles of the Manawa School District.

Cloud Faxing solution:

- $49.52/Month

  - Included
    - Training
    - Prepaid pages included
    - 3 portable fax lines. If less or more are needed, prices can be adjusted as we would move forward.

Large Format Option:

- $103.00/Month

  - Canon Image Prograf PRO4100s - 8 color
    - 2nd Roll Option available for an additional $990.00
    - 44" wide print capabilities
    - Includes: All set-up, delivery and loading onto the network with Canon certified EOJ technicians,

Option A, Proposal : HP 60 PPM
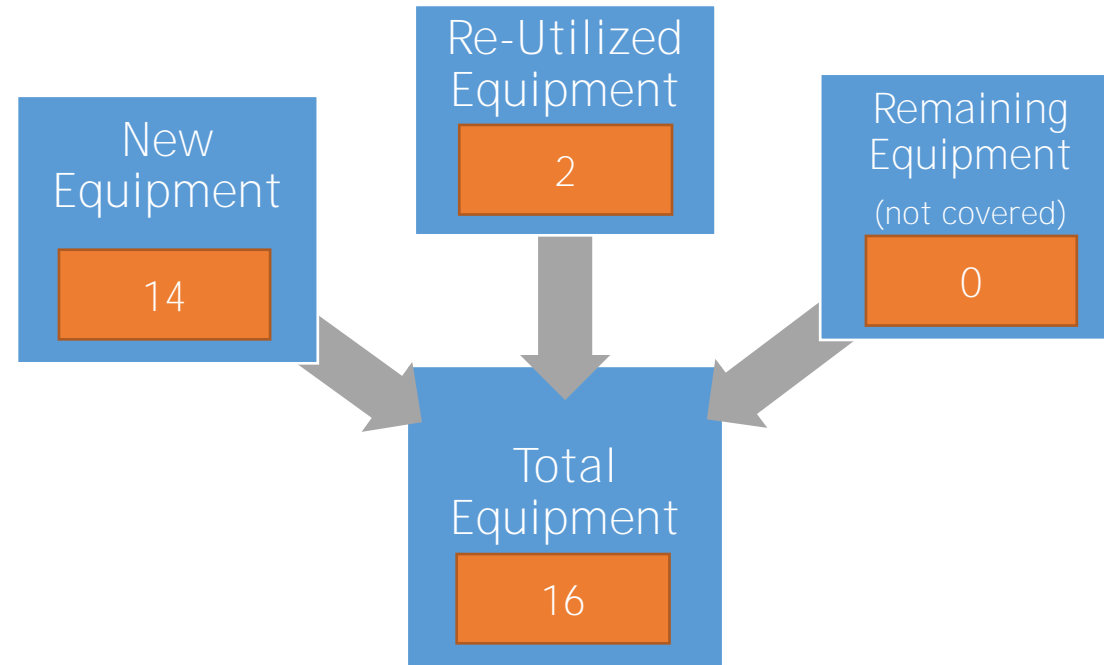
Option A, Proposal : HP 60 PPM

Manawa School District								
Current Device	Fax	Location	Action	Proposed Device	Accessories	Upgrade PPM	Upgrade Device Type	Machine Brochure Information
HP Color LaserJet Enterprise M553		HS STORAGE/ NOW RM 219 BUS. COMPUTER LAB	New	HP-E87660DN	HP 2000-SHEET HIGH CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	60	Color Copier	HP Color LaserJet E87660DN
HP Color LaserJet Enterprise M553		HS GUIDANCE OFFICE	Stays	HP Color LaserJet Enterprise M553		40	Color Printer	HP Color LaserJet M553DN
HP LaserJet P4015		HS MAIN OFFICE PRINTER	Stays	HP LaserJet P4015		52	Black Printer	HP LaserJet P4015DN
Toshiba Estudio 4505AC		HS LMC	New	HP-E65150DN		50	Color Printer	HP Color LaserJet E65150DN
Toshiba Estudio 4505AC	Active	HS MAIN OFFICE COPIER	New	HP-E87660DN	HP 2000-SHEET HIGH CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	60	Color Copier	HP Color LaserJet E87660DN
Toshiba Estudio 557		HS COMMONS	New	HP-E87660DN	HP 2000-SHEET HIGH CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	60	Color Copier	HP Color LaserJet E87660DN
Toshiba Estudio 657		HS ROOM 300 LOUNGE	New	HP-E87660DN	HP 2000-SHEET HIGH CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	60	Color Copier	HP Color LaserJet E87660DN
Toshiba Estudio 4505AC		HS RM 312 GRAPHICS ARTS	New	HP-E87660DN	HP CABINET (E87640/50Z) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	60	Color Copier	HP Color LaserJet E87660DN
Toshiba Estudio 4505AC	Active	ELEM/DIST OFFICE/WRKRM	New	HP-E87660DN	HP 2000-SHEET HIGH CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP BOOKLET MAKER FINISHER WG (Y1G07A) HP HOLE PUNCH - 2/3 FOR EXTERNAL FINISHER (825/876 SERIES)	60	Color Copier	HP Color LaserJet E87660DN
Toshiba Estudio 4505AC		ELEM/RM125B/MULTIPURPOSE	New	HP-E65150DN		50	Color Printer	HP Color LaserJet E65150DN
Toshiba Estudio 4505AC		ELEM/LMC COPIER	New	HP-E87660DN	HP 2000-SHEET HIGH CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	60	Color Copier	HP Color LaserJet E87660DN
Toshiba Estudio 4505AC	Active	ELEM/MAIN OFFICE	New	HP-E87660DN	HP 2000-SHEET HIGH CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	60	Color Copier	HP Color LaserJet E87660DN
Toshiba Estudio 657		ELEM/STAFF WRKRM	New	HP-E87660DN	HP 2000-SHEET HIGH CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	60	Color Copier	HP Color LaserJet E87660DN
HP LaserJet P3010		ELEM/BLUE HOUSE	New	HP-E50145DN		45	Black Printer	HP LaserJet E50145DN
HP LaserJet P3010		ELEM/CHROMEBOX LAB	New	HP-E65150DN		50	Color Printer	HP Color LaserJet E65150DN
HP LaserJet P3010		ELEM/GREEN HOUSE	New	HP-E50145DN		45	Black Printer	HP LaserJet E50145DN

Option B, Proposal : HP 50 PPM
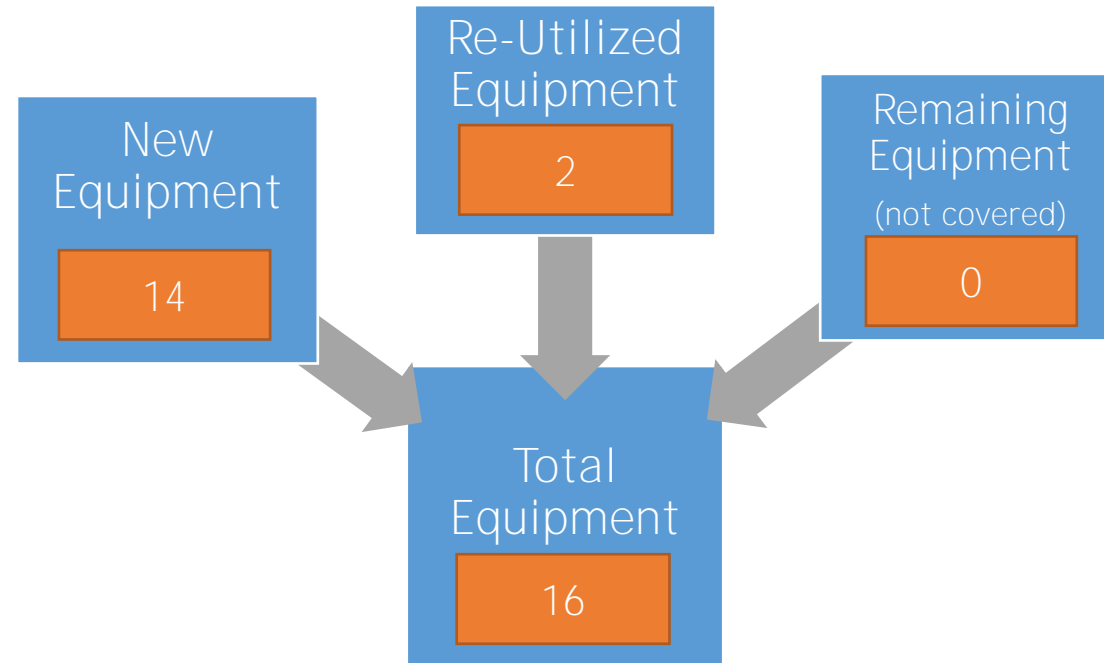
Option B, Proposal : HP 50 PPM

Manawa School District								
Current Device	Fax	Location	Action	Proposed Device	Accessories	Upgrade PPM	Upgrade Device Type	Machine Brochure Information
HP Color LaserJet Enterprise M553		HS STORAGE/ NOW RM 219 BUS. COMPUTER LAB	New	HP-E87650DN	HP 2000-SHEET HIGH-CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	50	Color Copier	HP Color LaserJet E87650DN
HP Color LaserJet Enterprise M553		HS GUIDANCE OFFICE	Stays	HP Color LaserJet Enterprise M553		40	Color Printer	HP Color LaserJet M553DN
HP LaserJet P4015		HS MAIN OFFICE PRINTER	Stays	HP LaserJet P4015		52	Black Printer	HP LaserJet P4015DN
Toshiba Estudio 4505AC		HS LMC	New	HP-E65150DN		50	Color Printer	HP Color LaserJet E65150DN
Toshiba Estudio 4505AC	Active	HS MAIN OFFICE COPIER	New	HP-E87650DN	HP 2000-SHEET HIGH-CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	50	Color Copier	HP Color LaserJet E87650DN
Toshiba Estudio 557		HS COMMONS	New	HP-E87650DN	HP 2000-SHEET HIGH-CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	50	Color Copier	HP Color LaserJet E87650DN
Toshiba Estudio 657		HS ROOM 300 LOUNGE	New	HP-E87650DN	HP 2000-SHEET HIGH-CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	50	Color Copier	HP Color LaserJet E87650DN
Toshiba Estudio 4505AC		HS RM 312 GRAPHICS ARTS	New	HP-E87650DN	HP CABINET (E87640/50Z) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	50	Color Copier	HP Color LaserJet E87650DN
Toshiba Estudio 4505AC	Active	ELEM/DIST OFFICE/WRKRM	New	HP-E87660DN	HP 2000-SHEET HIGH-CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP BOOKLET MAKER FINISHER WG (Y1G07A) HP HOLE PUNCH - 2/3 FOR EXTERNAL FINISHER (825/876 SERIES)	60	Color Copier	HP Color LaserJet E87650DN
Toshiba Estudio 4505AC		ELEM/RM125B/MULTIPURPOSE	New	HP-E65150DN		50	Color Printer	HP Color LaserJet E65150DN
Toshiba Estudio 4505AC		ELEM/LMC COPIER	New	HP-E87650DN	HP 2000-SHEET HIGH-CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	50	Color Copier	HP Color LaserJet E87650DN
Toshiba Estudio 4505AC	Active	ELEM/MAIN OFFICE	New	HP-E87650DN	HP 2000-SHEET HIGH-CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	50	Color Copier	HP Color LaserJet E87650DN
Toshiba Estudio 657		ELEM/STAFF WRKRM	New	HP-E87660DN	HP 2000-SHEET HIGH-CAPACITY TRAY E825/E876 SERIES (Y1G21A) HP INNER FINISHER (REQUIRES Y1G23A FOR E774/E776 SERIES) HP HOLE PUNCH - 2/3 FOR INNER FINISHER	60	Color Copier	HP Color LaserJet E87650DN
HP LaserJet P3010		ELEM/BLUE HOUSE	New	HP-E50145DN		45	Black Printer	HP LaserJet E50145DN
HP LaserJet P3010		ELEM/CHROMEBOX LAB	New	HP-E65150DN		50	Color Printer	HP Color LaserJet E65150DN
HP LaserJet P3010		ELEM/GREEN HOUSE	New	HP-E50145DN		45	Black Printer	HP LaserJet E50145DN

Option C, Proposal : Ricoh/HP
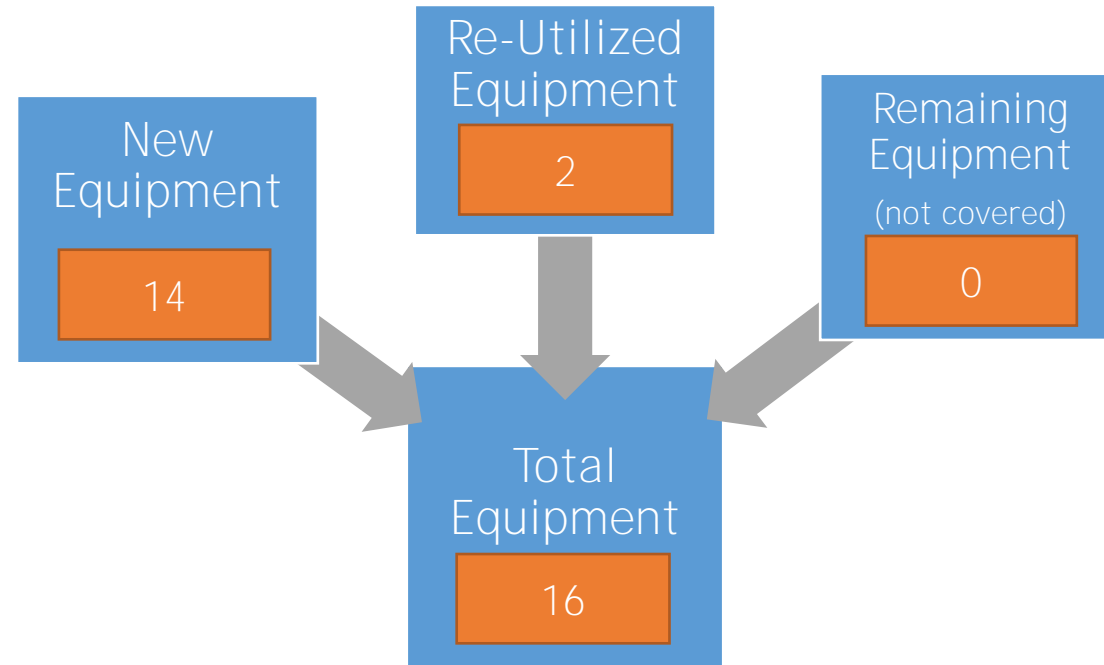
Option C, Proposal : Ricoh/HP

Manawa School District							
Current Device	Fax	Location	Action	Proposed Device	Accessories	Upgrade PPM	Upgrade Device Type	Machine Brochure Information
HP Color LaserJet Enterprise M553		HS STORAGE/ NOW RM 219 BUS. COMPUTER LAB	New	IMC4500-RIC	RICOH PAPER FEED LCIT PB3290 (1000 X 2) RICOH INTERNAL FINISHER SR3250 (500 SHEET) RICOH PUNCH UNIT PU3070 NA (FOR INNER FINISHER SR3250)	45	Color Copier	Ricoh IMC 4500
HP Color LaserJet Enterprise M553		HS GUIDANCE OFFICE	Stays	HP Color LaserJet Enterprise M553		40	Color Printer	HP Color LaserJet M553DN
HP LaserJet P4015		HS MAIN OFFICE PRINTER	Stays	HP LaserJet P4015		52	Black Printer	HP LaserJet P4015DN
Toshiba Estudio 4505AC		HS LMC	New	HP-E65150DN		50	Color Printer	HP Color LaserJet E65150DN
Toshiba Estudio 4505AC	Active	HS MAIN OFFICE COPIER	New	IMC4500-RIC	RICOH PAPER FEED LCIT PB3290 (1000 X 2) RICOH INTERNAL FINISHER SR3250 (500 SHEET) RICOH PUNCH UNIT PU3070 NA (FOR INNER FINISHER SR3250)	45	Color Copier	Ricoh IMC 4500
Toshiba Estudio 557		HS COMMONS	New	IMC4500-RIC	RICOH PAPER FEED LCIT PB3290 (1000 X 2) RICOH INTERNAL FINISHER SR3250 (500 SHEET) RICOH PUNCH UNIT PU3070 NA (FOR INNER FINISHER SR3250)	45	Color Copier	Ricoh IMC 4500
Toshiba Estudio 657		HS ROOM 300 LOUNGE	New	IMC4500-RIC	RICOH PAPER FEED LCIT PB3290 (1000 X 2) RICOH INTERNAL FINISHER SR3250 (500 SHEET) RICOH PUNCH UNIT PU3070 NA (FOR INNER FINISHER SR3250)	45	Color Copier	Ricoh IMC 4500
Toshiba Estudio 4505AC		HS RM 312 GRAPHICS ARTS	New	IMC4500-RIC	CABINET TYPE F RICOH INTERNAL FINISHER SR3250 (500 SHEET) RICOH PUNCH UNIT PU3070 NA (FOR INNER FINISHER SR3250)	45	Color Copier	Ricoh IMC 4500
Toshiba Estudio 4505AC	Active	ELEM/DIST OFFICE/WRKRM	New	IMC6000-RIC	RICOH PAPER FEED LCIT PB3290 (1000 X 2) BOOKLET FINISHER SR3270 (1000 SHEET) RICOH BRIDGE UNIT BU3090 RICOH PUNCH UNIT PU3080 (FOR SR3260 OR SR3270)	60	Color Copier	Ricoh IMC 6000
Toshiba Estudio 4505AC		ELEM/RM125B/MULTIPURPOSE	New	HP-E65150DN		50	Color Printer	HP Color LaserJet E65150DN
Toshiba Estudio 4505AC		ELEM/LMC COPIER	New	IMC4500-RIC	RICOH PAPER FEED LCIT PB3290 (1000 X 2) RICOH INTERNAL FINISHER SR3250 (500 SHEET) RICOH PUNCH UNIT PU3070 NA (FOR INNER FINISHER SR3250)	45	Color Copier	Ricoh IMC 4500
Toshiba Estudio 4505AC	Active	ELEM/MAIN OFFICE	New	IMC4500-RIC	RICOH PAPER FEED LCIT PB3290 (1000 X 2) RICOH INTERNAL FINISHER SR3250 (500 SHEET) RICOH PUNCH UNIT PU3070 NA (FOR INNER FINISHER SR3250)	45	Color Copier	Ricoh IMC 4500
Toshiba Estudio 657		ELEM/STAFF WRKRM	New	Ricoh Aficio MP6503	RICOH PAPER FEED LCIT (1000 X 2) RICOH FINISHER SR4120 RICOH PUNCH UNIT PU3060	65	Black Copier	Ricoh MP 6503
HP LaserJet P3010		ELEM/BLUE HOUSE	New	HP-E50145DN		45	Black Printer	HP LaserJet E50145DN
HP LaserJet P3010		ELEM/CHROMEBOX LAB	New	HP-E65150DN		50	Color Printer	HP Color LaserJet E65150DN
HP LaserJet P3010		ELEM/GREEN HOUSE	New	HP-E50145DN		45	Black Printer	HP LaserJet E50145DN

Appendix B – Sample Service Level Agreement (SLA)

EcoPrint Premier Service Level Agreement

Account Name
Account Address
Account City, State, ZIP

1. Term of Agreement

This Agreement between Account Name, Account Address, Account City, State, ZIP (Client) and E.O. Johnson Company, Inc. (Service Provider) is effective upon the date signed. The term of this Agreement shall commence on the day the Services (defined below) begin, defined as the date the lease is signed (Commencement Date) and shall remain in force for a period of 5 years. The Service Agreement may be extended or renegotiated upon mutual written Agreement of both parties.

a. This Agreement may be terminated by either Party upon ninety (90) days written notice if the other Party:

   i. Fails to fulfill in any material respect its obligations under this Agreement and does not cure such failure within thirty (30) days of receipt of such written notice.

   ii. Breaches any material term or condition of this Agreement and fails to remedy such breach within thirty (30) days of receipt of such written notice.

   iii. Terminates or suspends its business operations, unless it is succeeded by a permitted assignee under this Agreement.

b. At the end of term, Client will not retain possession of any listed equipment per Addendum A with the exception of equipment listed under the category of "Existing Equipment - Service Only". Upon termination, Client will provide Service Provider a supplies list and return all supplies to Service Provider within five (5) days of termination. Client will be invoiced for any supplies not returned.

2. Description of Services

a. Print Management Services (Services)

   i. Tasks to be performed by Service Provider
   1. Provide all proposed equipment per Addendum A.
   2. Assist Client in setup of newly installed Software and Hardware.
   3. Assist in configuring PC's to print/scan/fax from all installed equipment.
   4. Implement Tracking Software or similar software for billing purposes, supplies and service orders.
   5. Install and train on all software and hardware being implemented.
   6. This contract includes all proposed new equipment, parts, labor and supplies for all equipment under Cost Per Image Rental Agreement (Rental Agreement). Developer, toner, photoreceptor drum, belt and fuser oil will be provided at Client's request. All supplies remain property of Service Provider until consumed by Client.
   7. NOT included in this contract: Paper, all cost associated with network jacks and fax lines being moved, ink and print heads for wide format printers or any shipping cost associated with ship back of equipment under Rental Agreement.

   8. Agreement includes trade-in of all Printers and Copiers. Client will take possession of Hard Drives and will incur a $0.00 charge for each Hard Drive removed. If the client owns the hardware, the hard drive will be removed at no charge and it will be the clients sole decision on how to dispose of the hard drive.
   9. Service Provider will remove at NO CHARGE any other equipment that Client wishes to dispose of at the time of delivery which pertains to the Print Management Contract.
   10. Service Provider will provide a five (5) year "like-for-like" warranty on all new hardware listed on Addendum A. This warranty will only be utilized after Service Provider has attempted to cure the issue through escalated service measures, to be determined at Service Provider's discretion.

    ii.   Client Responsibilities

        1. **For the term of this contract, Client agrees to purchase all additional copiers, printers, etc. from Service Provider and add them to the Services under this contract. Equipment can be added to the Rental Agreement at any time but not returned for credit against past or future payments. Client understands for the term of this contract NO equipment (faxes, printers, copiers) can be added/reinstalled to the network without proper notification to Service Provider.**

        2. Client is responsible for the cost of any equipment damage due to misuse or negligence by Client.

        3. Client agrees to inform Service Provider before any printer is installed or moved.

b. **Remote Diagnostics**

Equipment listed on Addendum A on this contract may have the ability to make daily remote contact over a secure connection directly to a dedicated server provided by the copier manufacturer for the purpose of recording machine related performance details. These details can be accessed by Service Provider technicians in order to improve the level of service to the machine and our clients. No user information or image data is ever transmitted.

c. **Standard Managed Print Services Security**

Service Provider will secure each device to the best of its capabilities based on industry best practices. This includes, but is not limited to, tightening cipher suites, disabling SNMP, and configuring secure credentials on the device. All devices listed under Addendum A will undergo a hardening process at Service Provider or Client location on or before the day of deployment.

    i. At Client discretion, Client may perform a vulnerability scan upon completion of MPS deployment. Upon completion of the scan, remediation will be completed as deemed necessary by Client. This is considered outside the scope of the MPS contract and a minimum fee of $150.00 per hour will be charged for Service Provider to remediate any devices at Client's risk tolerance.

    ii. Service Provider will perform reactive firmware updates. These firmware updates are only provided through a secure portal (Remote Support tool) (i.e. Bomgar or equivalent) provided by Service Provider when given necessary access to Client's network. This service is chargeable at a rate of $150.00 per hour based on quarter hour increments. If travel to Client's sites is deemed necessary there is a $35.00 trip charge added to the $150.00 per hour rate for remediation. Client sign off is required after any and all remediation services.

d. **Image Guard Vulnerability Coverage**

Service Provider will secure each device to the best of its capabilities based on industry best practices. This includes, but is not limited to, tightening cipher suites, disabling SNMP, and configuring secure credentials on the device. Service Provider will review these settings and make the appropriate changes based on Client risk tolerance (see Addendum B) which will be mutually agreed upon before the day of implementation. All devices listed under Addendum A will undergo a hardening process at Service Provider or Client location on or before the day of deployment.

    i. Service Provider is responsible to perform a vulnerability scan of all equipment listed on Addendum A upon completion of MPS deployment. At that time, remediation will be completed as deemed necessary based upon Client risk tolerance previously agreed upon to the best of Service Provider abilities utilizing available resources. All devices listed under Addendum A will undergo a vulnerably scan two times per year at which time Service Provider will remediate said devices based on the Client's original risk tolerance levels or mutually agreed upon obtainable results.

    ii. Service Provider will perform firmware updates, if available from manufacturers, two times during every contracted year.

iii. The Managed Print Services Vulnerability Coverage is based on the number of devices indicated below. Firmware updates will only be provided through a secure portal (Remote Support Tool I.e. Bomgar or equivalent) when given access to Client's network.

Number of Devices	Cost Per Device
1-50	$10.00
51-100	$9.00
101-150	$8.00
151-200	$7.00
200 +	$6.00

iv. If network access is not provided, there will be an additional charge of $5.00 per device per month. Service Provider will at no charge travel to Client's location to remediate all devices which are not able to be remediated remotely when a secure portal is provided. Client sign off is required after any and all remediation services.

3. Fees and Payment Schedule

a. #DIV/0!

b. Client agrees that the Service Provider is NOT responsible for overages run by the Client. Client agrees that the ESTIMATE ANNUAL VOLUME is an estimate. Client understands that software is available at an additional cost to help control print volume so Client can realize estimated savings.

c. Client agrees that any change orders, or requests for work outside of the scope of this agreement, requested by Client after execution of this agreement shall result in additional charges at the discretion of Service Provider.

d. Client is responsible for any electrical work external to equipment included under this agreement and the cost of any third party software programming.

e. Price Protection. During the term of the agreement Service Provider will not increase the service portion of this contract. Possible exceptions would include, addition of new/used hardware, software or services provided by the Service Provider.

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Managed Print Services

<mark>**No**</mark> <u>Electronic information already on file</u>

f. **Electronic Billing**

E-billing ensures timely delivery of invoices and allows you to manage your account payments electronically.

E-Billing	
Accounts Payable Contact Information	
Name:	
Email:	

g. **Remote Diagnostics**

Remote services are diagnostic tools designed to automate service technician notifications, provide pre-emptive service notifications as parts end their expected life cycle, capture meter data automatically for invoicing purposes, and update firmware remotely at a specific time.

Remote Diagnostics	
Meter Contact Information	
Name:	
Title:	

h. **Electronic Information**

E-info is an interactive tool to access real time information on equipment, supply orders, service calls and more. For your convenience, you can view account information on any mobile device.

E-Info						
E-Info Contact Information List below the user/s who need access to e-info						

User Name:						
User Email:						
User Access:	Equipment	Sales Orders	Service Calls	Meter Entry	Account History	Service History

User Name:						
User Email:						
User Access:	Equipment	Sales Orders	Service Calls	Meter Entry	Account History	Service History

User Name:						
User Email:						
User Access:	Equipment	Sales Orders	Service Calls	Meter Entry	Account History	Service History

4. **Taxes**

It is understood that any Federal, State, or Local Taxes applicable shall be added to each invoice for services or materials rendered under this Agreement. Client shall pay any such taxes unless a valid exemption certificate is furnished to Service Provider for the state of use.

5. **Service Coverage**

Service Provider will provide an average of 4 hours service response time between the hours of 7:30 am – 5:00 pm CST, Monday through Friday, excluding Service Provider holidays. Service will be provided remotely or at the Client's location, depending on the nature of the issue and at the sole discretion of Service Provider.

6. **Connectivity to Existing Environment**

Service Provider is responsible from the wall to the machine for printers, copiers, and MFD's. Client is responsible for supplying all Network Connections at all locations of contracted hardware, switches, patch cables etc. Client will also need to provide access to those connections, such as IP, Subnet, Gateway Addresses, Firewall access etc.

7. **Excluded Services**

   a. After all print drivers are loaded and initial installation is complete, Service Provider shall invoice Client for all network support, including but not limited to, reloading print drivers, troubleshooting applications or any pre-existing equipment owned by the Client. If a print driver issue occurs on a Client owned server, Service Provider will assist customer technician via phone if necessary to help resolve the problem. It is not the responsibility of Service Provider to repair existing network problems at the Client site for the purpose of loading drivers or initial setup and Client understands that it will result in billable hours to their account.

   b. All print driver installations performed by Service Provider will ALWAYS default to BLACK. Any print driver changes that are made after the initial install will be the sole responsibility of Client. Any color print charges due to those changes made by Client are billable.

   c. Service rendered under this Agreement does not include parts, equipment, or software not installed by Service Provider and not covered by vendor/manufacturer warranty or support, unless listed on Addendum A.

   d. Service Provider is not liable for transportation damages or loss of equipment in the event the customer moves the equipment or contracts with a third party to move the equipment. Client agrees to pay for any damages incurred from moving the equipment.

   e. Service rendered under this Agreement does not include service and repair made necessary by the alteration or modification of equipment other than that authorized by Service Provider, including alterations, software installations or modifications of equipment made by Client's employees or anyone other than Service Provider.

   f. Service rendered under this Agreement does not include programming (modification of software code) and program (software) maintenance.

   g. Client assumes and bears the risk of loss or damage to the equipment. If the equipment is lost or damaged while in Client's custody, Client agrees to replace the equipment or pay for repairs.

8. Miscelleous

This Agreement shall be governed by the laws of the State of Wisconsin. It constitutes the entire Agreement between Client and Service Provider for all MPS equipment. Its terms and conditions shall prevail should there be any variance with the terms and conditions of any *order* submitted by Client.

9. Other Terms and Conditions

    a.   Rights in Data and Works

        i.   Ownership of Developed Work. Client agrees that Service Provider is the owner of all right, title and interest in all material, intellectual property, and data developed pursuant to this Agreement with any and all additions, enhancements and modifications in connection with the performance of any Services provided by Service Provider after the date set forth above, provided however that during the term of this Agreement Service Provider shall grant Client a nonexclusive license agreement to use solutions, fixes, patches, programming, configurations and knowledge that Service Provider acquires during the course of providing Services.

        ii.   Ownership of Service Provider's Proprietary Material. Service Provider is the sole owner or licensee of patents, copyrights and of the intellectual property interests in software and other tools and products that it may utilize during provision of the Services ("Service Provider's Proprietary Material"). Unless stated to the contrary in the Written Agreement, this Agreement shall not grant Client any right, title, interest or license in Service Provider's Proprietary Material. Service Provider represents and warrants to Client that it has right to use, license or resell Service Provider's Proprietary Material, as the case may be, and covenants to indemnify, defend and hold Client harmless from any claim arising from the ownership of Service Provider's Proprietary Material.

    b.   Independent Contractor

Service Provider and Client are independent of one another and neither party's employees will be considered employees of the other party for any purpose. Nothing contained in this Agreement shall be deemed to create the relationships of employer and employee, master and servant, franchisor and franchisee, partnership or joint venture between the parties. Neither party has the authority to bind the other to any third party.

    c.   Confidential Information

        i.   *Non-Disclosure by Service Provider*. Service Provider agrees not to use, disclose, sell, reproduce or otherwise make available Client's Confidential Information except and only to the extent necessary to perform under this Agreement. Service Provider also agrees to secure and protect Client's Confidential Information and to take appropriate action by instruction or agreement with its employees, contractors or other agents who are permitted access to Client's Confidential Information to satisfy its obligations under this Section. Service Provider acknowledges that Client is required to maintain the confidentiality of its customers' and also desires and intends to maintain the confidential status of such elements of Client's Confidential Information. Upon receipt and discovery of possession of, or upon receipt of notice of any security breach with respect to Client's Confidential Data, Service Provider shall immediately: (i) notify Client of Service Provider's receipt and/or possession of, and/or Service Provider's discovery of any such security breach with respect to Client's Confidential Information, including without limitation such information as shall reasonably inform Client as to the nature, cause and scope of the disclosure and/or security breach and implement such further requirements as Client may reasonably impose, including without limitation the permanent deletion and destruction of all such Confidential Data as may then remain in Service Provider's possession and/or control.

        ii.   *Non-Disclosure by Client*. Client agrees not to use, disclose, sell, reproduce or otherwise make available Service Provider's Confidential Information except and only to the extent necessary to perform under this Agreement. Client also agrees to secure and protect Service Provider's Confidential Information and to take appropriate action by instruction or agreement with its employees, contractors or other agents who are permitted access to the Service Provider's Confidential Information to satisfy its obligations under this Section.

iii. Definitions

1. "Client's Confidential Information" shall mean Confidential Information of Client to which Service Provider may be exposed and which may include, for example and without limitation, personal, financial or other non-public information concerning Client, Client's business operations or Client's customer information.

2. "Service Provider's Confidential Information" shall mean Confidential Information of Service Provider to which Client may be exposed and which may include, for example, Service Provider's Proprietary Information; personal, financial or other non-public information concerning Service Provider or Service Provider's business operations; Service Provider's customer information or reports, studies, findings, data, plans or other records, and/or software related to Service Provider's Proprietary Information.

3. "Confidential Information" shall mean a party's information, not generally known by non-party personnel, used by the party and which is proprietary to the party or the disclosure of which would be detrimental to the party. Confidential Information includes, but is not limited to, work product resulting from or related to Services performed under this Agreement; internal personnel, financial, marketing and other business information and manner and method of conducting business; a party's strategic operations and other business plans and forecasts; and confidential information provided by or regarding a party's employees, customers, vendors and other contractors. The definition of Confidential Information does not include information that (i) was rightfully in the possession of a disclosing party prior to the date of disclosure of such information to disclosing party as demonstrated by competent evidence; or (ii) was in the public domain prior to the date of disclosing party coming into possession thereof, or become part of the public domain by publication or otherwise through no fault or unauthorized act or omission on the part of disclosing party; or (iii) is independently developed by disclosing party without reference to any Confidential Information, as demonstrated by competent evidence; or (iv) is acquired directly or indirectly by disclosing party from a source having the right to disclose such information, as demonstrated by competent evidence or (v) is required to be disclosed by law or regulation, in which case disclosing party will promptly notify the other party of such required disclosure, take all reasonable steps to limit the scope of such disclosure and secure the confidential treatment thereof by the recipient(s) consistent with the terms and conditions herein, and provide the other party with an opportunity to comment on such proposed disclosure.

iv. Use of Confidential Information. Each party understands that disclosure of the other party's Confidential Information could destroy the value of the information. Therefore, the parties agree to use commercially reasonable efforts to keep the Confidential Information of the other party in strictest confidence and to prevent the disclosure or publication of the other party's Confidential Information except as specifically authorized by this Agreement or with the express written permission of the party owning the Confidential Information. Each party hereby agrees to exercise at least the same degree of care to protect the other party's Confidential Information that it exercises to protect its own Confidential Information, and in any event, such care shall at least be reasonable care to prevent disclosure of the other party's Confidential Information to any third party. Internal dissemination of the other party's Confidential Information by either party shall be limited to those employees, party's agents, representatives, consultants, or affiliates whose duties justify the need to know such information and then only on the basis of a clear understanding by these individuals of their obligation to maintain the confidential status of such Confidential Information. Upon the completion of Services, each party shall discontinue using the other's Confidential Information, and, within thirty (30) days of receiving a request, shall return to the owner of the Confidential Information all Confidential Information and copies of Confidential Information that are identified in such request; provided, however, that each party's legal counsel may retain one copy of the returned Confidential Information in a secure location for purposes of identifying the responding party's obligations hereunder.

d. **Limitation of Liability, Indemnification and Disclaimer**

i. In no event shall Service Provider be liable to Client for the payment of any consequential, indirect, or special damages, including lost profits. The maximum aggregate amount Service Provider may be held liable to Client for any claims arising from services to be provided pursuant to this Agreement or any Written Agreement is the total amount paid by Client to Service Provider for services for the three (3) month period prior to the claim being made.

ii. Service Provider shall provide the service set forth in a workmanlike manner. Client acknowledges that no party, including Service Provider, can anticipate all future challenges to Client's security and Service Provider does not guarantee Client's security. Service Provider makes no warranty, express or implied, including, without limitation, any implied warranty of merchantability or any implied warranty of fitness for any particular purpose with respect to any patent, trademark, trade secret, know-how, tangible research property, information or data provided to Client hereunder, and hereby disclaims the same. Further, Service Provider makes no warranty regarding the achievement of any particular security status. Service Provider shall not be liable for any indirect, consequential or other damages suffered by Client or any of Client's licensees, successor, assigns or any others resulting from the provision of services.

iii. Client shall at all times hold the Service Provider harmless from any action, cause, cause of action, damages, costs, expenses, claims or demands whatsoever in law or in equity, which may arise from or grow out of or in any way be incident to the provisions of the Services or to any of the duties or obligations of the Agreement to be performed by Service Provider, its officers, employees, or agents unless the claim arises from Service Provider's intentional malfeasance, malicious acts or gross negligence. Client's indemnification obligations to Service Provider shall survive the termination of this agreement.

iv. Client acknowledges that Service Provider may hire third party contractors from time to time to provide routine service and maintenance to Client. Service Provider shall not be held liable by Client for any acts of such third party contractor unless the act at issue was undertaken at the specific request of Service Provider.

v. Client acknowledges that, at Client's request, Service Provider may sell, resell or distribute hardware, software or third party services to Client for Client's use. Client further acknowledges that Service Provider makes no warranties of any kind, expressed or implied of its' own regarding the functionality of the hardware, software or third party service, but instead relies on the warranties provided by the manufacturer or service provider of each such product or service.

vi. To the extent that Client requests that Service Provider provide "Software Updating" which term means the installation or integration of (i) Maintenance Updates; (ii) Patches; or (iii) Fixes provided by the manufacturer or distributor of software used by Clients. Service Provider's warranty regarding the Software Updating is that the Software Updating shall be performed or installed in a commercially reasonable manner. Client hereby acknowledges that Software Updating may cause multiple programs on Client's network to fail to work together causing the loss of use of a program or a loss of use of the network or server (an "Adverse Software Updating Event"). Upon the occurrence of an Adverse Software Updating Event, Service Provider shall use reasonable efforts to eliminate the Adverse Software Updating Event by either removing the Software Update or rectifying the inter program error, upon the request of Client. Client acknowledges that Client has elected to use and is solely responsible for all software and programs on its network. Client hereby specifically releases Service Provider from all claims regarding losses of any type suffered by Client as a result, in whole or part, of an Adverse Software Updating Event, unless such event was caused by the intentional, malicious or grossly negligent act of Service Provider.

e. Injunctive Relief
It is hereby understood and agreed that damages shall be an inadequate remedy in the event of a breach by Service Provider or Client of Section 9 (d) of this Agreement and that any such breach will cause the non-breaching party great and irreparable injury and damage. Accordingly, the parties agree that the non-breaching party shall be entitled, without waiving any additional rights or remedies otherwise available to such party at law or in equity or by statute, to injunctive and other equitable relief in the event of a breach or intended or threatened breach by the non-breaching party.

f. Other Provisions

i. Notices. Any notice or other communication required or permitted under this Agreement shall be given in writing and delivered by hand, US mail or email.

ii. Force Majeure. Service Provider is not responsible for failure to render Services due to circumstances beyond its control including, but not limited to, acts of God, Client building modifications, power failures or other adverse environmental conditions or factors.

iii. Waiver. No waiver of any breach of any of the provisions of this Agreement by either party shall be deemed a waiver of any preceding or succeeding breach of the same or any other provisions hereof. No such waiver shall be effective unless in writing and then only to the extent expressly set forth in writing.

iv. Entire Agreement. This Agreement constitutes the general terms and conditions upon which Service Provider will provide services to Client. This Agreement anticipates that Written Agreements requesting the Service will be entered into between Client and Service Provider.

v. Modifications. No modification of this Agreement shall be effective unless in writing and signed by both parties.

vi. Severability. If any provision of this Agreement is invalid or unenforceable under any statute or rule of law, the provision is to that extent to be deemed omitted, and the remaining provisions shall not be affected in any way.

vii. Jurisdiction - This Agreement shall be governed by the laws of the State of Wisconsin.

10. **Acceptance of Service Agreement**
This Service Agreement covers only those services on the agreed upon equipment. Service Provider must deem any equipment/services Client may want to add to this Agreement after the effective date acceptable. The addition of equipment/services not listed at the signing of this Agreement, if acceptable to Service Provider, shall result in an adjustment to the Client's charges.

IN WITNESS WHEREOF, the parties hereto have caused this Service Agreement to be signed by their duly authorized representatives as of the date set forth below.

Accepted by:

_____   _____   _____
Authorized Signature   Account Name   Date
                                                        Client

_____   _____   _____
Authorized Signature   EO Johnson   Date
                                                        Service Provider

EcoPrint Premier Service Level Agreement

EO JOHNSON
BUSINESS TECHNOLOGIES
Managed Print Services

Addendum A

Schedule of Equipment

Client: Account Name
Vendor: EO Johnson Company
Date:

New Equipment	Existing Equipment-Service & Supplies Only	Not Covered

CONFIDENTIAL

_____

Authorized Signature   Account Name   Date
                                                       Client

Authorized Signature   EO Johnson   Date
                                                       Service Provider

EcoPrint Premier Service Level Agreement

Addendum B

Client Risk Tolerance

Please initial by the Vulnerability Tolerance Level which meets Client's needs.

Critically High Risk Tolerance _____

(Critical rated vulnerabilities typically have characteristics that make them relatively simple to abuse, or could result in root level compromise of affected

systems.) Examples: SNMP v1 Enabled, Unsupported/End of Life Firmware installed on the device.

- · EOL/Obsolete Software Enabled
- · Unneeded/Unused Protocols Enabled
- · Null Authentication VNC Server Access
- · Samba Remote Code Execution Vulnerability

High Risk Tolerance _____

(High rated vulnerabilities typically have characteristics that make them relatively difficult to abuse, exploitation could result in elevated privileges for the attacker, data loss, or downtime.) Examples: Default Credentials, SSLv3 Enabled

- · Writeable SNMP Information
- · Unauthenticated Access to FTP
- · VNC Server Weak Password Encryption
- · NetBIOS Authentication Errors

Medium Risk Tolerance _____

(Medium rated vulnerabilities typically have characteristics that require the attacker to reside on the same network, require elevated user privilege to

abuse, or are very difficult to abuse.) Examples: TLSv1 Enabled, Telnet/HTTP Enabled

- · Ciphers Supported with Known Vulnerabilities
- · Readable SNMP Information
- · WINS Vulnerability
- · NetBIOS Errors
- · TLSv1.0, 1.1 Supported
- · Multiple Cross-Site Scripting Vulnerabilities

Low Risk Tolerance _____

(Low rated vulnerabilities typically require local or physical access to the device to abuse.)

- · SSL Certificate Errors
- · Microsoft Windows Users with Privilege Errors

Informational _____

(Informational findings are not vulnerabilities, they typically include fingerprinting information and details of what was assessed.)

- · Information from Device Gathered (Host Name, DNS, MAC address, etc.)

Vulnerability Scans

- · Provide 1st vulnerability scan date
- · Provide 2nd vulnerability scan date
- · A seven day minimum advanced notice is required before any scan will be preformed

Appendix C – Service Escalation Policy

The purpose of this policy is to optimize machine performance ensuring customer satisfaction.

The process: E-automate (our Enterprise Reporting Program) flags any machine that incurs a second service call as a "Call Back" if the machine does not meet industry performance expectations for that model. On a weekly basis, Service Management receives the "Excessive Call Report" to identify all machines that incur three service calls within thirty days. Based on that information, Service Management takes the appropriate action including informing the sales team if their assistance is needed. Escalation is required whenever a client indicates dissatisfaction regarding machine performance.

Level One: E-automate or a Call Coordinator alerts a Technician of a "Call Back" or customer complaint.

Technicians are trained to follow a written total call procedure that includes performing preventative maintenance and upgrading firmware. They utilize all resources i.e. e-mailing service groups, contacting Lead Service Technicians or Product Specialists, and open a ticket with the vendor if problem persists.

Level Two: The call is escalated again when a technician is unable to repair a machine after exhausting Level One actions, or the machine has had three calls in thirty days as indicated by the Excessive Call Report.

At this point, technicians are <u>required</u> to contact Lead Service Technicians for advice and assistance. Vendor contact is also required by opening a ticket through technical support hotlines or websites if not already executed. Those ticket numbers are noted in e-automate. Digital service files (SMC or CSV) are downloaded for future escalation to vendor if necessary.

Level Three: When a problem persists after completion of steps one and two above.

The Lead Service Technician takes total ownership and joins the Technician or a Product Specialist on the call. Lead Service Technician escalates ticket through technical support hot line and contacts the vendor Support Manager directly. Lead Service Technician provides history and digital service files to vendor Support Manager. At this point, Service Managers are notified and keep informed of the progress and determine if loaner is needed.

Level Four: Problem persists after all previous attempts fail to resolve the problem.

Service Managers take ownership by communicating directly with the client. A loaner or replacement machine is provided while the machine is removed from the client as needed. Service Manager will handle additional escalation with vendor, coordinates vendor visit if applicable, and handle the return authorization process as needed.

Appendix D - References

Iola-Scandinavia School District
405 E. Division St.
Iola, WI 54945
Contact:
Sarah Thiel – Business Manager
thiels@iola.k12.wi.us
715.445.2411

Abbotsford School District
510 West Hemlock St.
Abbotsford, WI 54405
Contact:
Jesse Meddaugh – Technology Coordinator
jmeddaugh@abbotsford.k12.wi.us
715.223.2386

Wautoma Area School District
556 S Cambridge St.
Wautoma, WI 54982
Contact:
Eric Highlander – Director of Technology
highlandere@wautoma.k12.wi.us
920.787.7112 ext. 1113

Mosinee School District
591 WI-153
Mosinee, WI 54455
Contact:
Brady Mesenberg – Director of Technology
bmesenberg@mosineeschools.org
715.803.5053

EO JOHNSON
BUSINESS TECHNOLOGIES

Thank you

Tracy Wendt
Account Executive
twendt@eojohnson.com
715.261.4529

Matt Palecek
Wausau Sales Manager
mpalecek@eojohnson.com
715.261.4538

EO JOHNSON
BUSINESS TECHNOLOGIES

School District of Manawa

Request for Proposal Response
Printer & Support Services

Proposed By

Shawn Brokaw
K12 Education Specialist
sbrokaw@jamesimaging.com
Cell: 920-507-1138

School District of Manawa
ATTN: Bryant Cobarrubias
800 Beech St
Manawa, WI 54949
bcobarrubias@manawaschools.org
920.596.5737

About Us
Founded in 1977, James Imaging Systems, Inc. is one of the largest Authorized Dealers for Toshiba and HP printing systems in Wisconsin. Together, James Imaging Systems, Toshiba and HP offer you the best of all possible worlds: a highly responsive, local, Woman Owned Business for sales and service, along with the organizational and technological resources of two of the world's most respected product names.

Our sales professionals focus on understanding and helping you meet your business challenges. Our team will work closely with you to ensure that your business has the right imaging technology backed by excellent support to produce the results you demand. James Imaging Systems is proud of our highly trained and experienced technical team which ranks among the best in the industry for accurate and reliable results.

- James Imaging is the sole Premier HP Partner for Eastern Wisconsin with exclusive rights to sell the HP A3 line of devices.
- James was recognized as Toshiba's Midwest Dealer of the Year in 2018 and the Toshiba National Dealer of the Year in 2019.

The combined resources of our teams in Appleton, Sheboygan, Madison, Racine, and Brookfield will continue our long commitment to serving businesses throughout East Central and Northeast Wisconsin.

Quality and Value
James Imaging Systems is committed to providing quality products, economical supplies, excellent service, and detailed account management to all our customers.

Client Satisfaction
At James Imaging Systems, we see ourselves as our clients' trusted partners in document creation, production, and management. *"Going beyond the client's expectations"* is our motto. As a result, we are privileged to serve some of the areas most respected organizations including:

www.jamesimaging.com

Superior Support

We back all your equipment with one of the finest service support teams in the nation. Our team of technicians has over 300+ years of combined experience in the industry and all our technicians are manufacture trained.

- For the past **fifteen years**, James Imaging Systems' Service Department has received Toshiba's Prom asters Service Award. This honor is only given to dealers who pass rigorous and thorough inspections, and who are committed to providing exceptional service.
- James Imaging Systems has received the PROs Elite 100 Certification as one of the 100 Best Office Products Servicing Dealers in the United States and is *the ONLY Dealer in Wisconsin with these credentials.*

Technology Innovation

Most people would agree that it is vital that technology be easy to use. James Imaging Systems has a track record of responsibly implementing technology to improve our clients' business. Our IT department is staffed by trained professionals. Also, on staff we have a Certified Digital Imaging Architect and a Business Solutions Specialist.

BENEFITS OF JAMES IMAGING SYSTEMS AS A SOLUTIONS PARTNER

LOCAL

- Family owned company since 1977, clients are our neighbors and business partners
- You speak to a live person with every call
- Warehouse/Parts/Supplies – to fit your needs, next day delivery
- All questions and concerns are addressed immediately
- Local access to Owner, Management and Support Staff

UNPARALLELED SERVICE

- With our Value Lease Performance Guarantee, we offer you complete peace of mind for the full term of the lease. If James Imaging or your leased product do not perform as represented, we will let you walk away. No questions asked.
- New Equipment is guaranteed to perform at manufacturer's specification. If your equipment cannot be repaired, we will replace it with equipment of equal or greater value
- We will respond to all service calls within 4 hours
- Manufacturer trained and supported field service technicians
- Company Owned Vehicles – more reliability and technician's job satisfaction are greatly improved, parts inventory on board
- GPS Tracking System – improves response time for our client's needs

JAMES IMAGING SYSTEMS VALUE ADD

- We have the ability to operate "outside the box" and be more flexible to meet our clients' needs
- We do not limit toner based on fill percentage
- We do not charge back for extra toner on excessive fill documents
- We do not charge processing fees or freight charges
- James Imaging Systems manufactures "service", not a product

Section 1: General Terms & Conditions

1) SDM is Tax Exempt
2) Solution Meets the Specs & Requirements
3) Right to Accept or Reject Any Proposal
4) RFP Best Possible Value
5) References – 3 – K12 References (See Reference List In Appendix)
6) RFP Due Date – Monday, May 3
7) Decision Announced May 17th
8) All New Equipment
9) Prices Guaranteed
10) No Hidden Costs
    a. James Imaging is staying true to the old philosophy where we don't try to find new revenue streams based on expenses that have always been part of the standard service agreements (i.e. toner, labor, shipping, mileage, etc.). As always there are exceptions that go above and beyond the standard agreements that can be charged (On-site IT work, Rush orders, paper, etc.) but that would all be detailed in the agreement.
11) Specific Shipping Company Info
    a. James Imaging Systems uses our own Delivery and Installation Team
12) Delivery will Commence after June 4th
13) Complete Working Solution by July 1st
    a. Per Discussion with Bryant – Device Delivery will be dependent on shipping market
14) Review by Officials with Legitimate Interest
15) SDM is not liable for any costs prior to issuance of agreement
16) Visits can be scheduled between April 14th & April 30th

Section 2: Functional Requirements

1) <u>Must have Ability to Print from the Following</u>
   a. Microsoft Windows desktops & laptops
   b. Google Chromebooks
   c. Apple Mac desktops & laptops

2) <u>Integrate with Papercut</u>
   a. James Imaging has recently brough in one of the Top Papercut Specialists in the US with Adam Grissom – he has helped many schools sort out their Papercut Issues over the last few years at JIS and his previous employer
   b. Included in our Proposal is the Extension of the School District of Manawa's Papercut Support for the duration of the term.

3) <u>Scan to Email</u>
   a. SDM uses Google Gmail – KM works well with Google Gmail

4) <u>Lease Cost Reporting</u>
   a. *Lease Cost Broken Out by device by school* (See Comparison)
   b. *Click Cost Per Print Device by School* (See Proposal & Comparison)
   c. *Click cost per User* – Handled via Papercut

5) <u>User Account Integration</u>
   a. *SDM uses Active Directory* - Yes

6) <u>Three Print Devices must allow fax capabilities</u>
   a. Proposed Solution has Fax Boards on High School, Elementary School and District Office Devices (See Proposed Devices)
   b. *Open to Alternative Fax Solutions* – See Fax Solution Proposal

7) <u>"Follow Me" Printing</u>
   a. *Assign Print Codes* – KM/HP are both Capable using screen and current print release stations while using the current Codes

8) <u>Print Device Features</u>
   a. All Devices Level 1 Devices Adjusted to meet Usage (See Attached Brochures)
      i. Konica Minolta C650i/C450i/C300i
         1. Full Color Copy/Print/Scan to File/Scan to Email
         2. 65/45/30ppm Print Speed
         3. Full Duplex Printing & Copying
         4. Dual Scanning at 280 opm
         5. 4 Total Drawers Incl Tandem – Total 5,000 sheets in Drawers
            a. Handles 52 – 256 gsm
            b. Paper size from 3.5"x 5.5" to 12"x18"
         6. Finisher & 2/3 Hole Punch Included

7. Fully Compatible with Papercut
   b. All Devices Level 2 and Level 3 Meet Minimum Requirements
      i. Konica Minolta C3350
         1. Full Color Copy/Print/Scan to File/Scan to Email
         2. 33ppm Print Speed
         3. Full Duplex Printing & Copying
         4. Dual Scanning at 35 opm
         5. 2 Total Drawers – Total 1,050 sheets in Drawers
            a. Handles 60 - 210 gsm
            b. Paper size from 4"x 5.5" to 8.5"x11"
         6. Fully Compatible with Papercut
      ii. HP LaserJet E50145
         1. Black/White Printing
         2. 43 ppm Print Speed
         3. Full Duplex Printing
         4. 1 Drawer – 550 sheets
         5. Fully Compatible with Papercut Release Station
   c. See Attached Machine Breakdown for All Accessories

9) No Minimum Per Month During Summer Months

   a. The standard service agreement for James Imaging has images included with overages billed on monthly basis. School Districts tend to be the exception to the standard monthly agreement because of the Summer Months being low volume. The answer we have come up with is there is a monthly amount built into the lease that covers 6 months of images (flat monthly lease payment) and then overages are billed every 6 months and from historical data that usually works perfectly.
   b. If you decide that you want to business with James Imaging we can have a more in depth conversation about this topic but I built all of the quotes as Cost Per Copy (pay as you print) for ease of comparison.

10) All Devices Must Duplex

   a. All Print Duplex

11) Color Devices must Default B/W

   a. James Imaging defaults color devices to B/W for all placements

12) 1 Device Per Building must print labels & envelopes

   a. All Quoted Devices have ability to print labels & envelopes

13) Must include Print Management Solution

   a. Current Papercut Solution will be Transferred

14) Paper Quality & Sizes must meet industry standards

   a. *Must include adjustable trays*

        i.   All Big Devices Include 2 Adjustable Trays

        ii.   All Desktops Multi-functional Devices include 2 Trays

            1.   Select Devices also include Stand (See Proposal)

b. *Must Support multiple Weight Paper*

        i.   See Attached Brochures

15) Allow Elevated Privileges for Site Administrators

a. All Devices & Papercut have Admin Login for Advanced Use

16) Minimum 1 Spare Toner Per Device at each Building

a. James Imaging uses an Auto Toner Replenishment Program through our Meter Collection Tool – FM Audit. JIS works with each Client to determine needs and usage and sets the replenishment levels based on usage and toner will Auto Ship when it meets that level. During our Quarterly Reviews we can look at adjusting the replenishment needs

17) Device Quantities

a. Proposed Quantities of Devices have been adjusted per usage – confirmed with Bryant Cobarrubias

Section 3 – Support Services

1) <u>Describe onsite repair services</u>

Troubleshooting Process - James Imaging Systems Technical Support Process

   a. Staff Member has Issue
   b. <u>Phone Call</u> – Staff Member reaches out to JIS Dispatch – depending on Issue is routed to Help Desk or Technical Response Team
   c. <u>Help Desk</u> – call is answered by support team with multiple members and if issue can be resolved over the phone or through Remote Access
      i. If unable to resolve within timely manner call will be transferred to Technical Response Team
   d. <u>Technical Response</u> – if issue is hardware related or unable to be resolved by Help Desk – tech will be dispatched immediately and Timer Starts for 4-hour response
      i. Technician carry vast supply of Parts to fix device immediately
      ii. Tech trained by Konica Minolta
      iii. Uptime Guarantee – Tech checks whole device if time available to prevent further issues
   e. <u>Escalation</u> – problem or repetitive issues cause tech to escalate issue
      i. <u>JIS Specialist</u> – a James specialist will come out in a timely manner to repair the issue if tech can't repair
      ii. <u>Konica Minolta Specialist</u> – if JIS Specialist can't repair issue in timely manner it will be escalated to Toshiba who will send out one of their technicians to look at device
      iii. <u>Replacement Guarantee</u> – if Specialist are unable to repair device JIS will replace the device with an equal or greater valued device
      iv. <u>JIS Loaner Guarantee</u> – if device is down for multiple days in a row a JIS loaner will be issued at no additional expense to the School District

2) <u>Print Management Solution integrates with print Devices</u>
   a. As referenced in Section 2 #2 – James Imaging fully supports Papercut in house and since Papercut is Brand Agnostic the School District of Manawa should see minimal change to current procedures. JIS will have SDM transfer the licenses and during installation we will move the number pads from current single function printer to the new proposed printers. The MFP's will be installed and set up with Papercut numerical code for the log-in. All functions will act the same and JIS Installation Team will go through training on any new features that have been released.

3) <u>Explain in Detail your Support Structure</u>

A thru E Local Support, Phone Support, Remote Support, Service Level & Escalation Procedures are all supported right here in Wisconsin at our Brookfield, Sheboygan and Appleton Offices

a. **Customer Response Time and the Guaranteed Response Time**
   i. James Imaging Systems averages 2.5 hours for response times to service calls.
   ii. The underline guaranteed response time of 4 business hours, which we always exceed as measured by Buyers Laboratory and ProMasters, which places James Imaging Systems in the top 5% of office equipment servicing providers in North America.
   iii. Response times will not differ by locations as we have service technicians located and stationed in each county that we service in Wisconsin. Dedicated technicians and dedicated backup technicians (should someone be out of office) will be placed for all of the School District of Manawa.

b. **Total Call Concept**
   i. At the time of the service call our techs employ the "Total Call Concept" which simply stated means that they go through the entire machine once they have corrected the original issue to clean, adjust, and replace any additional parts that will keep the device up and running longer. This means fewer emergency calls and more copies between calls which are both very important metrics to our techs.

c. **Uptime Metrics**
   i. James Imaging Systems uses an industry specific software program called E-automate, which monitors response time and first call effectiveness. Reports on fleet and individual devices will be reviewed either monthly or quarterly through account reviews.
   ii. Our average uptime is 99.8%, among the top 5% of office technology companies in North America per Buyers Laboratory and ProMasters

d. **Preventative Maintenance**
   i. As far as we are aware, *we are the last remaining company in our industry in Wisconsin that provides true preventative maintenance for equipment based on meter reads*, and dispatch technicians to equipment for preventative maintenance calls without holding out the calls for other requested dispatch calls due to downed equipment.

ii. Preventative Maintenance includes periodic cleanings and adjustments of devices to ensure maximum uptime which results in a better customer experience for you and a lower cost of maintenance for us.

4) <u>Vendor Shall Provide Initial Training</u>

   a. Below is the Standard Installation & Training Plan for School Districts

   b. The Sales Rep will work hand in hand with the James Imaging implementation team to organize the Delivery, Install and Training of all Devices. This Team would consist of Sales Rep, Sales Support, Delivery Specialist, Delivery Team, and Installation Team which would Include Adam Grissom.

   c. Training would be broken into 2 Separate Groups

      i. <u>Group 1</u> – IT Team, Power Users and Office Staff and this is typically done upon Installation of Devices and the Badge Solution. This Group usually includes the Go-To Staff for Question, the Main Users, and the people in the School District throughout the Summer. This training tends to be a bit more in depth and has a lot more focused question.

      ii. <u>Group 2</u> – This Training usually consists of Teachers and Staff who aren't typically in over the summer and we schedule this training during the Week when they typically return for the next School Year (Late July/early August). This training tends to be more high-level questions to get the teachers/staff comfortable with the device and how to use their Badges to log-in

   d. <u>How-To Videos</u> – James Imaging and Konica Minolta have a whole host of short how-to videos in case anyone has additional questions that we can provide access too.

Section 4 – Documentation, Training, and Customer Feedback

1) Describe Value Added Services, Training or Peripherals
    a. Value Added Services
        i. EVAL Process (Efficiency Value Analysis Longevity)
        ii. JIS believes in continuous improvement for all organizations and we use Quarterly Reviews with the Sales Rep to analyze service history, usage, trends and adjustments that can be made to make SDM the most efficient
            1. JIS uses reports that come from FM Audit, E-Auto and other sources
        iii. A lot changes in 5 years and James Imaging believes a vendor should work month in month out to make sure the proposal meets SDM for all 5 years.
    b. Training
        i. See Section 3.4 for Initial Training Program
        ii. On-going Training by JIS Sales Rep
            1. JIS Sales Rep commits himself to always providing on going training or answering how to questions whenever necessary or during Quarterly Reviews.
            2. JIS Sales Rep will bring new uses and ideas to SDM to make sure the devices are getting used to their fullest extent necessary
    c. Peripherals
        i. All Peripherals will be provided with RFP Response including Brochures for all Hardware, Reference Letter, and all other peripherals pertaining to the RFP will be included
        ii. Refence Letter from Customer (See Attached)
2) Additional Services
    a. FM Audit – This is our Software for Collecting all Meters. JIS also uses this software to Provide Auto Toner Replenishment – when devices reach a certain percentage Toner Automatically gets shipped out. Percentages are adjusted to devices usage and can be variable.
    b. Fax Solution – as part of this quote we are providing an alternative to Traditional Fax Lines and Fax Boards. The benefit of a Fax Solution is that you don't need boards on devices, possibly eliminate phone lines dedicated to faxes, give ability to fax from all Multi-functional Devices and eliminate junk faxes from getting printed out
    c. Document Management – The For-Profit Market has been using Document Management Systems for years and James Imaging is now finding uses in the K-

12 Educational Market to help make Schools more efficient and in compliance with document requirements for certain students and teachers

d. <u>Quarterly Business Review</u>
   i. JIS strongly believes in Client and Vendor working together to co-author our path forward. With a strong symbiotic relationship in regards to all print devices SDM will be able to focus on providing the best experience for SDM students now and into the future

e. <u>EVAL Process</u> – JIS's belief in Continuous Improvement

Section 5 – Contract Services for Continued Warranty Work

1) <u>Defective Equipment</u>
   a. James Imaging and Konica Minolta stand behind their products and we have a Total Uptime Guarantee where the Vendor and Brand stand behind their products or will replace it with equal or better device with equal or less images

2) <u>Service Providers only allowed on-site with SDM Personnel</u>
   a. JIS Service Techs will be the on-site representative to review issues with devices and the Tech and SDM representative will work together thru the process to make sure the issue gets resolved.
   b. Which can include
      i. Escalation – JIS Service Specialist or Manager in to bring expertise to the issue
      ii. Loaner – short term solution to bring device back to JIS for Manufacturer to look at
      iii. Replacement – if deemed necessary JIS will enact the above Guarantee
   c. This is all included with the James Imaging Service Program and is at no additional charges unless deemed to be something happened outside of normal wear and tear on the devices
      i. i.e. Lightning, Fire, Flood or an act of vandalism that results in an above and beyond normal service on the device

3) <u>Price Quotes for non-warranty Products or Beyond Warranty Services</u>
   a. James Imaging will not bill any additional services unless it has been preauthorized by a representative of SDM
      i. Includes Additional onsite IT Support above and beyond what can't be helped via Help Desk Support
      ii. Service or Warranty Work on Products not included on Maintenance Agreement

Section 6 – System Requirements

1) <u>Documentation for All Components</u>
   a. See Product Proposal for the Breakdown of Accessories that are included with the RFP Response
2) <u>SDM Right of Refusal</u>
3) <u>Proposal to be Examined to see if meets Proposed Specifications</u>
   a. Working with Bryant Cobarrubias, James Imaging has laid out an alternative plan based on current usage to right size devices to better meet SDM needs now and into the future.
4) <u>Warranty</u>
   a. All Devices and Software will be covered per Maintenance Agreements for the Software and Hardware Proposed. Only exceptions are listed in Section 5.3 and those items go outside the standard maintenance agreement
   b. Sales Rep will be involved when any beyond warranty work does arise over the term of the agreement
5) <u>Accessories</u>
   a. List of Accessories
      i. Hardware – SDM will provide a network port and cable, working fax line and correct power for each device (evaluated on acceptance of Proposal)
      ii. Software & Fax Solution – JIS will work SDM to install Solutions locally or in cloud dependent on each solution
6) <u>Equipment Availably & Lead Times</u>
   a. The current status of product is in flux across the United States due to all of the shipping and freight issues going on across the world. This has been affecting all manufactures, vendors and suppliers
   b. JIS is committed to sourcing all of your equipment as quickly and efficiently as possible but there may be unforeseen delays depending on each device's availability. Our goal is to keep an open dialogue with all customers about status and will consider swapping a device if the specs are agreeable to JIS and SDM

www.jamesimaging.com

Appendix

References:

1) **Wrightstown School District**
   Kris Baeten – Director of IT
   baeten@wrightstown.k12.wi.us
   920-532-7012
   See Reference Letter at the End

2) **Waupun School District**
   Adam Holzman – Director of Information Technology
   ajholzman@waupun.k12.wi.us
   920-324-9322 x 2251

3) **Fond Du Lac School District**
   Michael Gerlach – Director of Business Services
   gerlachm@fonddulac.k12.wi.us
   920-906-6540

4) **Howards Grove School District**
   Josh Swanson – Business Manager
   jswanson@hgsd.k12.wi.us
   920-565-4454

5) **Cedarburg School District**
   Ben Irwin – Director of Business Services
   birwin@cedarburg.k12.wi.us
   262-376-6114

Brochures:

1) Konica Minolta i-Series Brochure
2) Konica Minolta bizhub C650i Datasheet
3) Konica Minolta bizhub C3350 IR Brochure
4) HP E50145dn Brochure
5) Biscom Cloud Fas Solution

Maps:

1) High School Current State
2) Elementary School Current State
3) High School Proposed State
4) Elementary School Proposed State

Comparisons and Proposals:

1) Final Locations & Volumes (Provided by Bryant)
2) Current vs Proposed State for District
3) RFP Proposal – Device List Per Location
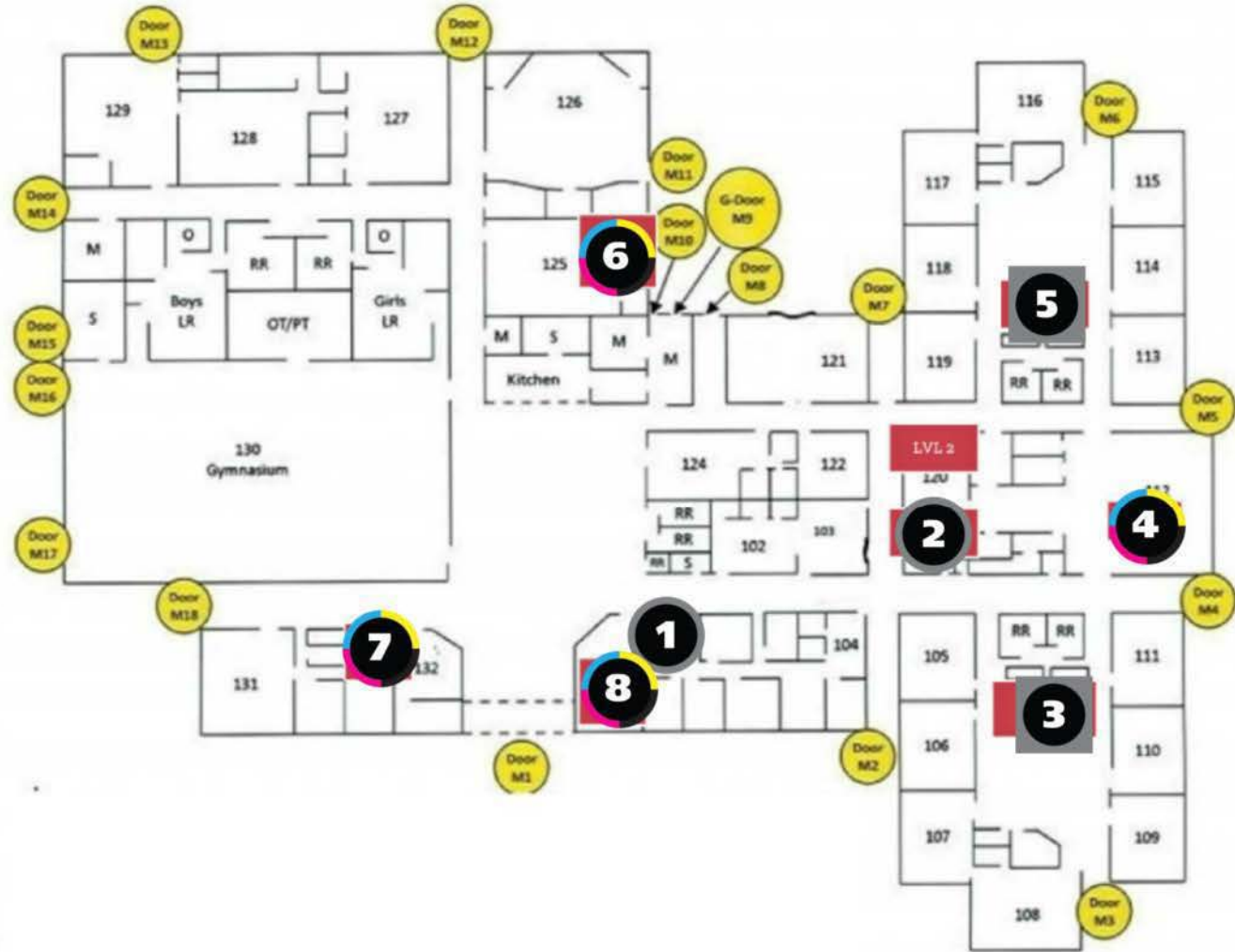4) RFP Proposal – Proposal and Service Agreement
5) Fax Solution Proposal

Reference Letter:

1) Wrightstown Reference Letter

Manawa High School – Current State

Manawa Elementary School – Current State

Manawa High School – Proposed State

Manawa Elementary School – Proposed State

Physical printer usage - summary
From date = Mar 1, 2020 12:00:00 AM, To date = Mar 1, 2021 11:59:59 PM

Printer Type/Model	Printer Serial Number	Color Pages	Clr Avg Mo	Grayscale Pages	B/W AMV	Total Pages	Total AMV	Duplex Pages	Simplex Pages	Jobs	Avg Pages Per Jobs	Location	Big	Medium	Level 2	Level 3
TOSHIBA e-STUDIO4505AC	CFDF31040	11,287	941	36,877	3,073	48,164	4,014	21,766	26,398	7,367	6.54	HS Main Office - RM 1000		BH C450i		
HP LaserJet P4015	JPDF244573	0	0	131	11	131	11	0	131	113	1.16	HS Main Office - RM 1000				HP E50145dn
HP Color LaserJet M553	CNBCH710L6	1,820	152	2,750	229	4,570	381	0	4,570	1,508	3.03	HS Guidance Office - RM 1013			BH C3350	
TOSHIBA e-STUDIO557	CALE29261	0	0	36,823	3,069	36,823	3,069	22,549	14,274	3,978	9.26	HS Commons - RM M2006			BH C3350	
TOSHIBA e-STUDIO657	CAGE24496	0	0	72,810	6,068	72,810	6,068	45,995	26,815	5,576	13.06	HS Staff Room - RM 1076	BH C650i			
HP Color LaserJet M553	CNBCH710KM	329	27	370	31	699	58	0	699	196	3.57	HS Rm 219 Bus Comp Lab			BH C3350	
TOSHIBA e-STUDIO4505AC	CFDF31031	5,187	432	29,516	2,460	34,703	2,892	18,018	16,685	3,516	9.87	HS LMC - RM 1059			BH C3350	
TOSHIBA e-STUDIO4505AC	CFEF32750	3,958	330	2,582	215	6,540	545	1,840	4,700	1,402	4.66	HS Graphic Arts - RM 1056			BH C3350	
TOSHIBA e-STUDIO4505AC	CFEF32706	41,414	3,451	44,985	3,749	86,399	7,200	34,442	51,957	10,756	8.03	ES Main Office		BH C450i		
TOSHIBA e-STUDIO557	CALE29485	0	0	65,991	5,499	65,991	5,499	35,794	30,197	2,702	24.42	ES Mail Room - Office			BH C3350	
TOSHIBA e-STUDIO657	CAGE24494	0	0	257,981	21,498	257,981	21,498	150,205	107,776	6,520	39.57	ES Staff Workroom (Across from 103)	BH 650i			
HP LaserJet P3010 Series	VNBCB242HG	0	0	11,872	989	11,872	989	3,574	8,298	1,668	7.12	ES Blue House (Near 105)				HP E50145dn
TOSHIBA e-STUDIO4505AC	CFDF31088	25,620	2,135	66,335	5,528	91,955	7,663	29,609	62,346	9,440	9.74	ES LMC Copier - RM 112		BH C450i		
HP LaserJet P3010 Series	VNBCB242MS	0	0	19,496	1,625	19,496	1,625	2,968	16,528	2,354	8.28	ES Green House (Near 113)				HP E50145dn
TOSHIBA e-STUDIO4505AC	CFDF31077	19,538	1,628	74,564	6,214	94,102	7,842	27,138	66,964	4,923	19.11	ES Rm 125B Multipurpose			BH C3350	
TOSHIBA e-STUDIO4505AC	CFDF31071	21,205	1,767	44,305	3,692	65,510	5,459	41,758	23,752	11,736	5.58	DO Workroom	BH C650i			
	PHGFC80235											HS Rm 124				
	VNBCB242M9											ES Chromebox Lab				

Current vs Proposed Comparison

Current State

Tag #	Location	Brand & Model	Systems Serial Number	Monthly Payment	Monthly Black Usage	Monthly Black Images Included	Cost Per Billable Black Image	Monthly Billable Black Images Cost	Current Monthly Color Usage	Monthly Color Images Included	Cost Per Billable Color Image	Monthly Billable Color Images Cost	Current Montly Total Billable Images Cost
H1	HS Main Office	TOSHIBA e-STUDIO4505AC	CFDF31040		3,073	0	$0.0000	$0.00	941	0	$0.0000	$0.00	$0.00
H2	HS Main Office	HP LaserJet P4015	JPDF244573		11	0	$0.0000	$0.00	0	0	$0.0000	$0.00	$0.00
H3	HS Guidance Office	HP Color LaserJet M553	CNBCH710L6		229	0	$0.0000	$0.00	152	0	$0.0000	$0.00	$0.00
H4	HS Commons	TOSHIBA e-STUDIO557	CALE29261		3,069	0	$0.0000	$0.00	0	0	$0.0000	$0.00	$0.00
H5	HS Rm 300 Lounge	TOSHIBA e-STUDIO657	CAGE24496		6,068	0	$0.0000	$0.00	0	0	$0.0000	$0.00	$0.00
	HS Rm 219 Bus Comp Lab	HP Color LaserJet M553	CNBCH710KM		31	0	$0.0000	$0.00	27	0	$0.0000	$0.00	$0.00
H6	HS LMC	TOSHIBA e-STUDIO4505AC	CFDF31031		2,460	0	$0.0000	$0.00	432	0	$0.0000	$0.00	$0.00
H7	HS Rm 312 Graphic Arts	TOSHIBA e-STUDIO4505AC	CFEF32750	$0.00	215	0	$0.0000	$0.00	330	0	$0.0000	$0.00	$0.00
E8	ES Main Office	TOSHIBA e-STUDIO4505AC	CFEF32706		3,749	0	$0.0000	$0.00	3,451	0	$0.0000	$0.00	$0.00
E1	ES Mail Room	TOSHIBA e-STUDIO557	CALE29485		5,499	0	$0.0000	$0.00	0	0	$0.0000	$0.00	$0.00
E2	ES Staff Workroom	TOSHIBA e-STUDIO657	CAGE24494		21,498	0	$0.0000	$0.00	0	0	$0.0000	$0.00	$0.00
E3	ES Blue House	HP LaserJet P3010 Series	VNBCB242HG		989	0	$0.0000	$0.00	0	0	$0.0000	$0.00	$0.00
E4	ES LMC Copier	TOSHIBA e-STUDIO4505AC	CFDF31088		5,528	0	$0.0000	$0.00	2,135	0	$0.0000	$0.00	$0.00
E5	ES Green House	HP LaserJet P3010 Series	VNBCB242MS		1,625	0	$0.0000	$0.00	0	0	$0.0000	$0.00	$0.00
E6	ES Rm 125B Multipurpose	TOSHIBA e-STUDIO4505AC	CFDF31077		6,214	0	$0.0000	$0.00	1,628	0	$0.0000	$0.00	$0.00
E7	District Office	TOSHIBA e-STUDIO4505AC	CFDF31071		3,692	0	$0.0000	$0.00	1,767	0	$0.0000	$0.00	$0.00
	HS Rm 124	HP LJ	PHGFC80235		0	0	$0.0000	$0.00	0	0	$0.0000	$0.00	$0.00
	ES Chromebox Lab	HP LaserJet P3010 Series	VNBCB242M9		0	0	$0.0000	$0.00	0	0	$0.0000	$0.00	$0.00
			Totals	**$0.00**	**63,949**	**0**		**$0.00**	**10,863**	**0**		**$0.00**	**$0.00**
			Current Total Monthly Cost	**$0.00**									

Proposed State (60 Month Lease)

Tag #	Location	Brand & Model	Systems Serial Number	Proposed Monthly Payment	Proposed Monthly Black Usage	Monthly Black Images Included	Cost Per Billable Black Image	Monthly Billable Black Images Cost	Proposed Monthly Color Usage	Monthly Color Images Included	Cost Per Billable Color Image	Monthly Billable Color Images Cost	Proposed Monthly Total Billable Images Cost	Proposed Monthly Total Cost
H1	HS Main Office - RM 1000	KM BH C450i	New System	$176.68	3,073	0	$0.0055	$16.90	941	0	$0.0500	$47.03	$63.93	$240.61
H2	HS Main Office - RM 1000	HP E50145dn	New System	$35.83	11	0	$0.0130	$0.14					$0.14	$35.97
H3	HS Guidance Office - RM 1013	KM BH C3350	New System	$58.52	229	0	$0.0130	$2.98	152	0	$0.1000	$15.17	$18.15	$76.67
H4	HS Commons - RM M2006	KM BH C3350	New System	$69.18	3,069	0	$0.0130	$39.89	0	0	$0.1000	$0.00	$39.89	$109.08
H7	HS Staff Room - RM 1076	KM BH C650i	New System	$221.60	6,068	0	$0.0055	$33.37	0	0	$0.0500	$0.00	$33.37	$254.97
H8	HS Rm 219 Bus Comp Lab	KM BH C3350	CNBCH710KM	$58.52	31	0	$0.0130	$0.40	27	0	$0.1000	$2.74	$3.14	$61.66
H6	HS LMC - RM 1059	KM BH C3350	New System	$69.67	2,460	0	$0.0130	$31.98	432	0	$0.1000	$43.23	$75.20	$144.87
H5	HS Graphic Arts - RM 1056	KM BH C300i	New System	$107.91	215	0	$0.0055	$1.18	330	0	$0.0500	$16.49	$17.68	$125.58
E1	ES Main Office	KM BH C450i	New System	$176.68	8,000	0	$0.0055	$44.00	3,451	0	$0.0500	$172.56	$216.56	$393.24
E2	ES - Rm 120	KM C3350i	New System	$64.34	1,248	0	$0.0130	$16.22	0	0	$0.1000	$0.00	$16.22	$80.56
E3	ES Staff Workroom (Across from 103)	KM BH 650i	New System	$188.65	21,498	0	$0.0045	$96.74					$96.74	$285.39
E4	ES Blue House (Near 105)	HP E50145dn	New System	$35.83	989	0	$0.0130	$12.86					$12.86	$48.69
E6	ES LMC Copier - RM 112	KM BH C450i	New System	$165.88	5,528	0	$0.0055	$30.40	2,135	0	$0.0500	$106.75	$137.15	$303.04
E5	ES Green House (Near 113)	HP E50145dn	New System	$35.83	1,625	0	$0.0130	$21.12					$21.12	$56.95
E7	ES Rm 125B Multipurpose	KM BH C3350	New System	$80.70	6,214	0	$0.0130	$80.78	1,628	0	$0.1000	$162.82	$243.59	$324.29
E8	DO Workroom	KM BH C650i	New System	$234.05	3,692	0	$0.0045	$16.61	1,767	0	$0.0450	$79.52	$96.13	$330.18
	HS Rm 124	HP LJ	PHGFC80235	$0.00	0	0	$0.0000	$0.00	0	0	$0.0000	$0.00	$0.00	$0.00
	ES Chromebox Lab	HP LaserJet P3010 Series	VNBCB242M9	$0.00	0	0	$0.0000	$0.00	0	0	$0.0000	$0.00	$0.00	$0.00
			Totals	**$1,779.86**	**63,949**	**0**	**$0.0000**	**$445.59**	**10,863**	**0**	**$0.0000**	**$646.30**	**$1,091.89**	**$2,871.74**
			Current Total Monthly Cost	**$2,871.74**										

5/3/2021

Proposed Devices

Quantity	Make	Model	Description
			High School Main Office Rm 1000
1	Konica Minolta	BHC450i	MFP COLOR COPIER (45ppm)
1		PC-416	Large Capacity Cassette (2,500 sheets/Letter size only)
1		FS-533	Inner Finisher
1		PK-519	Punch Kit (2/3 Holes) for FS-533
1		FK-514	Fax Kit
			High School Main Office Rm 1000
1	Hewlett Packard	E50145dn	Mono Printer 45ppm (1PU51A)
			High School Guidance Office Rm 1013
1	Konica Minolta	BHC3350	Color Compact MFP
			High School Commons Rm M2006
1	Konica Minolta	BHC3350	Color Compact MFP
1		PF-P13	Paper Feed Unit
1			Stand
			High School Staff Workroom Rm 1076
1	Konica Minolta	BHC650i	MFP COLOR COPIER (65ppm)
1		PC-416	Large Capacity Cassette (2,500 sheets/Letter size only)
1		FS-539	Finisher (50 Sheets) plus manual stapler
1		PK-524	2/3 Hole Punch Unit (FS-539/FS-539SD)
			High School Business Computer Lab
1	Konica Minolta	BHC3350	Color Compact MFP
			High School LMC Rm 1059
1	Konica Minolta	BHC3350	Color Compact MFP
1		PF-P13	Paper Feed Unit
1			Stand
			High School Graphic Arts Rm 1056
1	Konica Minolta	BHC300i	MFP COLOR COPIER (30ppm) with Dual Scan Feeder
1			Stand

Proposed Devices

Quantity	Make	Model	Description
Elementary School Main Office			
1	Konica Minolta	BHC450i	MFP COLOR COPIER (45ppm)
1		PC-416	Large Capacity Cassette (2,500 sheets/Letter size only)
1		FS-539	Finisher (50 Sheets) plus manual stapler
1		PK-524	2/3 Hole Punch Unit (FS-539/FS-539SD)
1		FK-514	Fax Kit
Elementary School Room120 (formerly Mail Room)			
1	Konica Minolta	BHC3350	Color Compact MFP
Elementary School Staff Workroom			
1	Konica Minolta	BH650i	MFP BLACK/WHITE COPIER (65ppm)
1		FS-537	100-Sheet Stapling Finisher
1		PK-523	2/3 Hole Punch Unit (FS-537/FS-537SD)
Elementary School Blue House			
1	Hewlett Packard	E50145dn	Mono Printer 45ppm (1PU51A)
Elementary School LMC			
1	Konica Minolta	BHC450i	MFP COLOR COPIER (45ppm)
1		PC-416	Large Capacity Cassette (2,500 sheets/Letter size only)
1		FS-539	Finisher (50 Sheets) plus manual stapler
1		PK-524	2/3 Hole Punch Unit (FS-539/FS-539SD)
Elementary School Green House			
1	Hewlett Packard	E50145dn	Mono Printer 45ppm (1PU51A)
Elementary School Multi-Purpose			
1	Konica Minolta	BHC3350	Color Compact MFP
1		PF-P13	Paper Feed Unit
1			Stand
District Office			
1	Konica Minolta	BHC650i	MFP COLOR COPIER (65ppm)
1		PC-416	Large Capacity Cassette (2,500 sheets/Letter size only)
1		FS-539SD	SD Booklet Finisher (50 Sheets) plus manual stapler
1		PK-524	2/3 Hole Punch Unit (FS-539/FS-539SD)
1		FK-514	Fax Kit

Proposed Solution
RFP Response
Lease & Service

Please see below for the Financial Proposal

Lease Term and Payment

Lease Payment	Lease Term	
$1,779.86 Per Month	48 Month	
$1,486.03 Per Month	60 Month	
Accessory Options		
Accessory	**48 Month**	**60 Month**
Z-Folding Unit	$66.05 per month	$54.64 per month
Biscom 3 Line Fax Solution	$49.33 per month	$40.80 per month

Maintenance and Supplies

The maintenance agreement for this proposal includes:

Included A3 Images - Level 1 - 60ppm and bigger

All mono copies billed monthly in arears at **$.0045** per copy.

All color copies billed monthly in arears at **$.045** per copy.

Included A3 Images - Level 1 - Below 60ppm

All mono copies billed monthly in arears at **$.0055** per copy.

All color copies billed monthly in arears at **$.05** per copy.

Included A4 Images - Level 2 & 3

All mono copies billed monthly in arears at **$.013** per copy.

All color copies billed monthly in arears at **$.10** per copy.

All parts, labor, toner and service calls.

4-hour response time in the metro area.

EXCLUDES: paper and staples.

Thank you for this opportunity.

If you have any questions, please contact me at 902-507-1138 or sbrokaw@jamesimaging.com

Sincerely,

Shawn Brokaw

James Imaging Systems, Inc

Proposed Fax Solution

Fax Board on Devices			
3	KM	FK-514	Fax Kit
Monthly Lease Cost			
$26.55 on a 48 Month		$21.24 on a 60 Month	
Monthly Phone Line For Faxes			
Estimated between $20-60 Per Line			

Proposed Fax Solution		
1	Biscom Fax Solution	Network Fax Solution - 3 Fax Lines
1		Eliminates Need for 3 Fax Lines (Need to check Alarm Sys)
1		Includes 10,000 pages
1		Can be Installed on all MFP's
1		Incoming Faxes Delivered Via Email

Lease Payment	Lease Term
$49.33 Per Month	48 Month
$40.80 Per Month	60 Month

Maintenance and Supplies

The agreement for this proposal includes:

5 Years of Software/Maintenance Including Patches

Local Call Center and Local Support for Solution

Thank you for this opportunity.

If you have any questions, please contact me at 902-507-1138 or sbrokaw@jamesimaging.com

Sincerely,

Shawn Brokaw

James Imaging Systems, Inc

WRIGHTSTOWN COMMUNITY SCHOOLS
"QUALITY EDUCATION FOR EVERY STUDENT"

To Whom it May Concern:

It is with pleasure I write this letter of recommendation for James Imaging Systems. Wrightstown Community School District has been working with them for 15 years and we have no intent on leaving at this time. We have both the Toshiba and Samsung copy machines in our District. Both have been super dependable and easy to manage. One of the best parts of working with James Imaging is the service. They are far above the best company I have ever worked with when it comes to service. That is one of the most important factor for staying with them for so many years. If we have a machine that needs service they are here the same day and most times within a few hours at most! I also appreciate the fact that they let us roll our contracts into a new one earlier than the end date if need be. Some of our machines get used more than anticipated and need to be upgraded or just replaced before the contract date ends.

I highly recommend working with James Imaging Systems. If you would like to talk to me I would be happy to.

Kris Baeten
baeten@wrightstown.k12.wi.us
920-532-5012
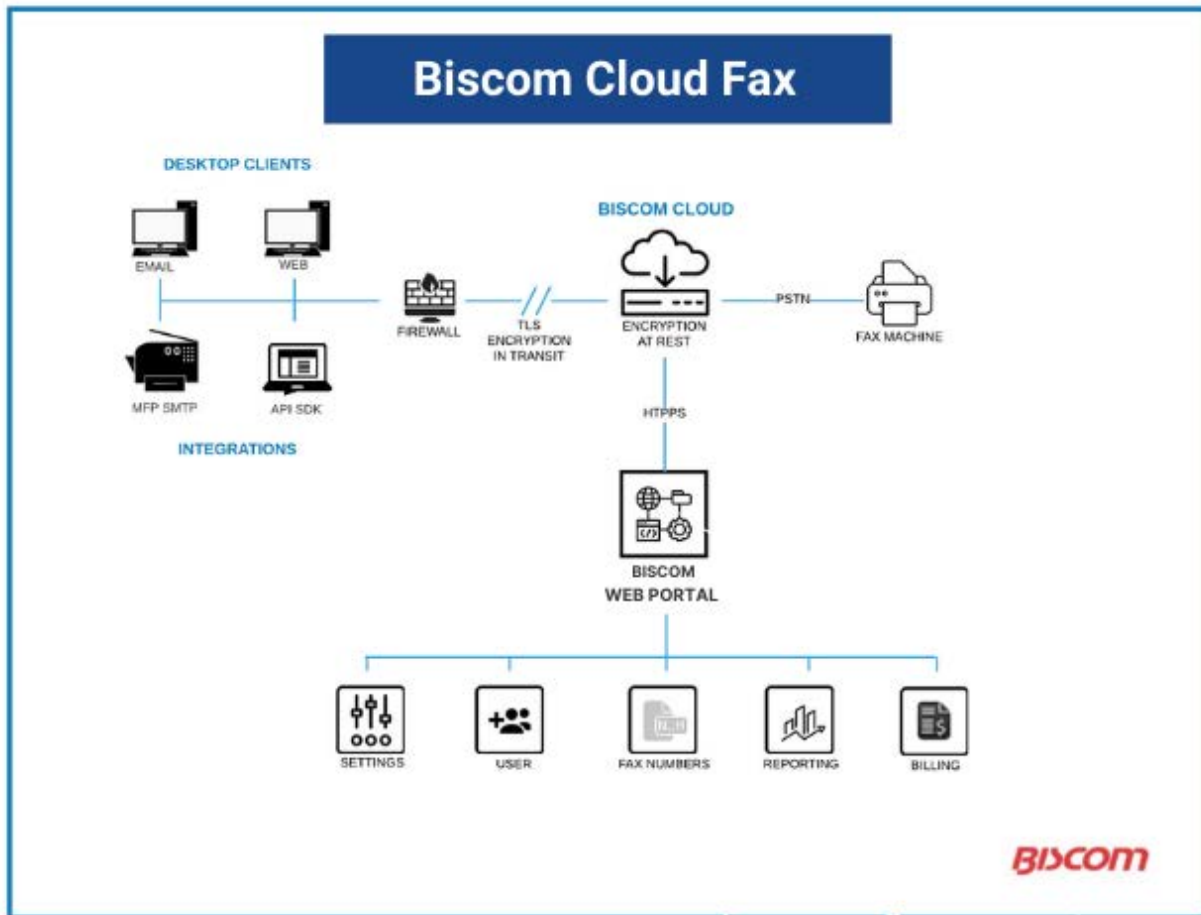
Email-to-Fax, Fax-to-Email, Simple to Use

Send and receive faxes from your email (Outlook, Gmail, Office 365, and any other email system:

- Receive faxes with a local or toll-free number with SMTP over TLS

- Get faxes as PDFs or Tiff files

- Attach and send with simple email client integration

Everything you'd expect from the inventors of the enterprise fax technology

Secure and Compliant

HIPAA, SOX, and FERPA and a complete audit trail of communication.

Powerful Agents

Receive to print and receive to folders available.

Active Directory

Manage permissions and access to network resources.

Encryption at REST

The tightest security available for your organization.

[OCR (SEARCHABLE)](#)

Efficiently convert the fax images to searchable, extractable text.

[MFPS](#)

HP, Kyocera, Lexmark, Ricoh, Sharp, Xerox.

[BROADCASTING PRIORITY](#)

Sending a large blast, you'll have priority and get your fax sent in fast.

NO CHARGE FOR BAD CALLS If it's a bad call, you won't be charged. You only pay for what you use!
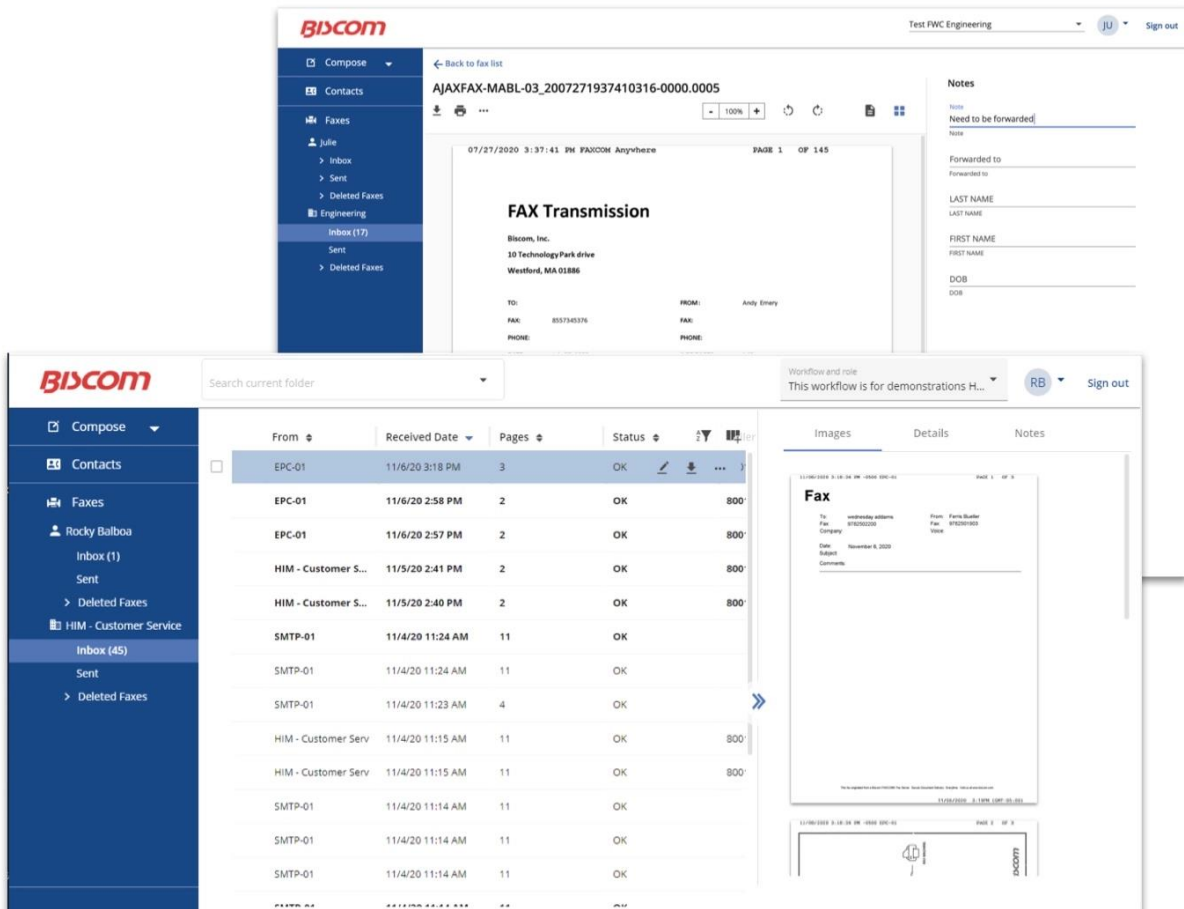
Web Client, More Control and Flexibility

When you need more control, use the Web Client.

- Web client can use any browser, no app to install

- Preview before you send

bizhub C3850 / C3350
Brilliant colour and
touchscreen convenience
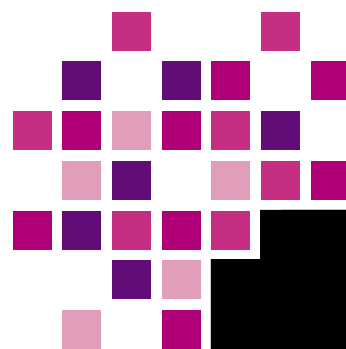
bizhub

Exceptional colour output, advanced functionality, and connectivity.

For offices that demand more from their A4 printer, the bizhub C3850 and C3350 offer brilliant colour reproduction and a user-friendly touchscreen control panel. These energy-efficient devices are ideal for highly networked offices, and will integrate seamlessly into a wide range of workflow processes.

The bizhub C3850 and C3350 offer the capability to capture and share documents and data in a wide range of digital formats. Small in footprint, but huge in capabilities, these modern, high quality output devices enhance workplace efficiency and provide advanced functionality, all in the one unit.

Brilliant colour every time

In environments where documents need to impress, the bizhub C3850 and C3350 have you covered. These devices deliver consistently brilliant colour at up to 38 pages per minute – with high quality 1200 x 1200 dpi resolution so that your ideas come to life. The bizhub C3850 and C3350 add a new dimension to documents, reports and marketing materials with noticeable sharp and high quality colour output. Large capacity, consistent colour output is offered on the bizhub C3850 and C3350 with a maximum paper capacity of 1,650 sheets through the optional paper cabinets. With their combination of productivity, colour economy and vivid image reproduction, the bizhub C3850 and C3350 are perfectly suited for environments that demand consistently colourful documents and reports with an impact.

Greater connectivity and compatibility

With businesses looking for ways to work faster and smarter, the bizhub C3850 and C3350 are designed to be more compatible with workplace systems. As a result organisations can greatly improve efficiencies and reduce costs with these highly connected and flexible devices.

Printing from your smart phone or tablet device has never been easier through Konica Minolta's Application, PageScope Mobile. PageScope Mobile is compatible with the bizhub C3850 and C3350 and enables mobile work environments to print and scan documents with their mobile device.

With USB drive capability the bizhub C3850 and C3350 allow on-the-go printing directly off the USB device.

In addition to this, the bizhub C3850 and C3350 offer comprehensive file compatibility for greater workplace flexibility. Supported file formats include PDF/A, compact PDF, tiff, jpeg and xps. Converting hard copies to digital files can be performed to a range of end destinations such as HDD, email, PC (SMB) FTP/WebDav and USB. As a result a wide array of files can be easily shared to a wide range of end destinations for greater workplace integration and flexibility.

Designed with an OpenAPI structure, the bizhub C3850 and C3350 are compatible with most third-party applications and can be embedded on the device so that tailored applications and workflows are integrated with the device.

Compatibility is further enhanced with optional fax capability.

With a combination of advanced connectivity, compatibility and flexibility with print and document management solutions, the bizhub C3850 and C3350 are perfect for environments demanding greater workplace efficiency and cost management.
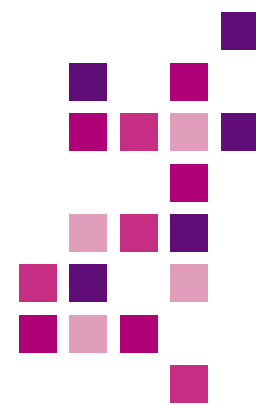
All in a compact
user friendly device

Energy efficient and environmentally friendly

Konica Minolta's bizhub devices are designed with the environment in mind and seek to reduce the energy consumption and environmental resources used in existing print environments.

The bizhub C3850 and C3350 have low typical energy consumption (TEC) value scores and require lower energy usage that meets world class ENERGY STAR compliance standards. Minimal energy consumption is demonstrated in a low 2.1 Watts when set in the Sleep Mode.

The bizhub C3850 and C3350 also feature Konica Minolta's carbon neutral toners are made from biomass materials. These toners are designed to reduce the amount of toner required to produce high quality images, due to its uniform particle size. Additionally, compared to the conventional pulverised toners, manufacturing of Simitri HD toner requires less energy and temperature by up to 10 degrees.

Even our print drivers, compatible with the bizhub C3850 and C3350, contribute to a reduction in unnecessary waste through 'blank page removal' functionality.

With these devices, the organisations can feel confident in achieving their environmental targets, reducing carbon emissions and minimising the impact on our environment.

Intuitive operation for greater ease of use

The bizhub C3850 and C3350 are designed with you, the user, in mind. The concept for INFO-Palette is simply to give users full control of their work style through enhanced device compatibility, customisable user interfaces and user-friendly operations. Their large 7-inch electrostatic touchscreen control panel responds to 'flick and drag' operations. This immediate touch operation is comfortable and familiar to users, as it is similar to their personal smartphones and tablets. Navigation is further enhanced with horizontal scrolling, pop-up menus, unified design layout, visual recognition and tilt-able touch screen. Its universal design and advanced ease-of-use means your organisation can save time and process documents more quickly.

In addition, frequently used settings can be placed on the menu screen for fewer operational steps – all fully customisable to specific department or individual user requirements. This means common complex document processing requirements can be saved and stored for quick reference. Finally, an optional compact off-line 20 sheet stapler can be easily accessed on the working table for quick and fast access.

Designed with the user in mind, the bizhub C3850 and C3350 provide intuitive operations and features so that your business and all its users can process a wide range of documents with ease and convenience.

bizhub

3

Technical specifications.

General Specifications	bizhub C3850	bizhub C3350
Type	Full-Colour Printer / Copier / Scanner with Stationary Platen	
Operational Panel	7" Colour LCD WVGA (Electrostatic Touch-panel)	
Print Speed (Letter, portrait)	Full Colour / B&W: 38 ppm	Full Colour / B&W: 33 ppm
Maximum Monthly Duty Cycle (pages)	20,000	

Copy

Warm-up Time / First Copy Time	Less than 30 sec. / Less than 8.1 sec.	Less than 30 sec. / Less than 10 sec.
Copy Resolution / Copy Quantity	600 x 600 dpi (Full speed); 1200 x 1200 dpi (Maximum) / 1-999	
Copy Features	APS/AMS, Auto Duplex, Auto Tray Switching, Background Adjustment (9 steps), Colour Quality Adjustment (Contrast, Saturation, Brightness adjustments/Sharpness/Image density adjustment/ Colour Balance), Sort/ Group, ID Copy (Card Shot), Interrupt, Job Reserve, Proof Copy, Mixed Originals (Letter/Legal only), Multi-Job, Page Margin, Frame Erase, Media Selection (Thick 1/1+/2, Glossy 1/1+/2, Envelopes, Label, Postcards, Letterhead), Program/Recall Jobs, Proof Copy, Quality (Text, Text/Photo, Photo), Separate Scan, Sort, Zoom, 2-in-1, 4-in-1, Electronic Counter	

Print – Emperon Print System

Processor / Memory / Hard Disk Drive	MV78230 1.066GHz / 1GB RAM / 320GB HDD (shared print, copy, scan and fax memory)	
Print Resolution / Grayscale Gradations	600 x 600 dpi / 256 shades	
Interface	10 Base-T/100 Base-TX/1000 Base-T, Hi-speed USB 2.0, USB 2.0 Host Port	
Page Description Language / Printer Fonts	PostScript 3 (3016), PCL5e/c Emulation, PCL XL Emulation (2.1), XPS (1.0) / PCL: 80 Fonts, PostScript 3: 137 Fonts	
Operating System Compatibility	Windows: Windows XP (32/64), Windows Vista (32/64), Windows 7 (32/64), Windows 8 (32/64), Windows Server 2003 (32/64), Windows Server 2003 R2 (32/64), Windows Server 2008 (32/64), Windows Server 2008 R2, Windows Server 2012; Mac: OS X Ver. 10.2.8 or later; Linux: Red Hat Enterprise Linux 5 or later	
Network Protocols	TCP/IP, IPX/SPX (NDS Support), SMB, LPD, IPP1.1, SNMP, HTTP, WSD, AppleTalk	
Print Features	Auto Duplex, Booklet Printing, Direct Print (TIFF, XPS, PDF, OOXML: DOCX, XLSX, PPTX), Economy Printing, Image Overlay/Watermark Function, Job List, My Tab, N-Up Printing, Poster Mode, Print from USB, Proof Print, Secure Print	

Colour Scan

Scan Speed	Colour / B&W: 35 opm	
Scan Resolution	200dpi x 200dpi, 300dpi x 300dpi, 400dpi x 400dpi, 600dpi x 600dpi	
Scan File Formats	TIFF, PDF, Compact PDF, JPEG, XPS, PDF/A, Encrypted PDF	
Scan Features	Scan-to-Email, Scan-to-FTP, Scan-to-SMB, Scan-to-HDD, Scan-to-USB, Scan-to-WebDAV, Network TWAIN Scan	

Fax*

	bizhub C3850	bizhub C3350
FK-512 Fax Kit / MK-738 Fax Mount Kit	Includes Super G3 Fax, PC Fax, Internet Fax / Mounting Kit for FK-512	Includes Super G3 Fax, PC Fax, Internet Fax / Mounting Kit for FK-512
Fax Line / Mode	PSTN (Public Switch Telephone Network), PBX (Private Branch Exchange), Super G3 (Fax line)	
Fax Transmission Speed	Approx. 3 sec (A4, V.34, 33.6kbps, JBIG)	
Fax Features	Program, Select from Address Book, Group Dial Program, Auto Redial, Original Type (Text, Text/Photo, Photo), Density, Memory TX, Busy / Error Redial, Broadcast TX, Timer TX, Confidential TX, Relay TX Request, Polling RX, TX Original Size Setting, Mixed Original TX, ECM Off, V34 Off TX, Password TX, Memory RX, Memory Vicarious Execution RX, Password RX, Call Rejection, Confidential Print, Auto Reduction Print, Full Size Print, Tel/Fax Auto Switch, Audio Response, Answering Machine Connection, Number Display, Dial-in, Vicarious Execution Forward, Remote RX, Nighttime Receiving User Box Destination Setting, Activity Report, TX Result Report, Broadcast Result TX Report, Broadcast Result RX Report, Various Lists, Long Paper Original TX/RX, PC-Fax TX/RX, Mistake TX Prevention	

*Optional

Paper Input

Reversing Auto Document Feeder	Capacity: 50 sheets, Paper Size: A5-A4, Paper Weight: 50-128 gsm	
Tray 1	Capacity: 550 sheets, Paper Size: W:100-216mm, L:148-356mm, Paper Weight: Single-sided: 60-210 gsm	
Bypass Tray	Capacity: 100 sheets, Paper Size: W:92-216mm, L:148-356mm, Paper Weight: Single-sided: 60-210 gsm	
PF-P13	Paper Feed Cassette Capacity: 500 sheets, Paper Size: A4, Paper Weight: 60-90 gsm (Max: 2)	
DK-P03	Copy Desk - Storage Drawer	
Paper Capacity (Std./Max.)	650 sheets (2-way) / 1,650 sheets (Total w/ options, 4-way)	

Paper Output

Standard Output	Inner Output Tray: 250-sheet Capacity	

Finishing

FS-P03	Off-Line Stapler: 20-sheet Corner Stapling	

System Features

Security	ISO 15408 EAL3, IP Filtering And Port Blocking, SSL2, SSL3 and TSL1.0 Network Communication, IPsec Support, IEEE 802.1x support, User Authentication, Secure Print, Hard Disk Overwrite (8 standard types), Hard Disk Data Encryption, Copy Protection (print only)	
Accounting	Up to 1,000 User Accounts, Active Directory support	
Software	PageScope (Net Care Device Manager, Enterprise Suite Plug-in, Direct Print, Unix Filter, Data Administrator), Web Connection, Others (Print Status Notifier, Driver Packaging Utility, Download Manager)	
Optional Software	Account Manager, Authentication Manager, My Print Manager	
Apps	PageScope Mobile	

Authentication Devices

AU-201H	HID Proximity Card Authentication	
MK-P02	Mount Kit for HID iClass Card Reader	
WT-P02	Working Table to support Authentication Devices	

Additional Options

i-Option	LK-106 (Barcode fonts), LK-107 (Unicode fonts), LK-108 (OCR A&B fonts), LK-111 (ThinPrint® client)	

Power & Dimensions

	bizhub C3850	bizhub C3350
Power Requirements / Consumption	220 to 240 V, 7.5A (50 - 60 Hz)	
TEC Value	2.4 kWh	2.1 kWh
Dimensions (W x D x H) / Weight	555 mm x 584 mm x 610 mm / 47.6 kgs.	

KONICA MINOLTA

Konica Minolta Business Solutions Australia Pty Ltd
Free call 1800 789 389 konicaminolta.com.au

⚠ **Requirements for safe use**
• Please read and follow the instruction manual to ensure safe operation.
• Only operate using appropriate power supply and voltage.

ENERGY STAR

KONICA MINOLTA

bizhub
i-SERIES IS
SMARTER
WORKING
RETHINK IT

Giving Shape to Ideas

CUSTOMER BENEFITS

Intuitive operability
Operate the bizhub like a smartphone or tablet with fully customized user interface

Mobile connectivity
Print anytime from anywhere with Konica Minolta´s innovative mobile technologies

Security
Secure network integration, data encryption and advanced user authentication

Application ecosystem
Enhanced efficiency thanks to Konica Minolta's extensive applications portfolio

Productivity
Reliability, high-speed scanning and printing, combined with powerful finishing functions

Sustainability
Numerous eco features reduce energy consumption and costs

OPTIONS

1 ENHANCED FEATURES

| PDF enhancements LK-102v3 |
| OCR text recognition LK-105v4 |
| Barcode fonts LK-106 |
| Unicode fonts LK-107 |
| OCR A and B fonts LK-108 |
| Document converter pack LK-110v2 |
| ThinPrint® client LK-111 |
| Antivirus LK-116 |
| IP fax (T.38 fax) LK-117 |

2 CONNECTIVITY

Fax board FK-514	x2
Wireless LAN UK-221	
USB I/F kit EK-608	OR
USB I/F kit EK-609	
Fiery controller IC-420	
Interface kit for IC-420 VI-516	
Biometric authentication AU-102	OR
ID card reader AU-205H	
Mount kit MK-735	

LEGEND
- Mandatory option
- Option
- This option can only be installed with the respective option above it

3 OTHERS

| Working table WT-506 |
| 10-Key pad KP-102 |
| Security kit SC-509 |
| 1 TB SSD EM-908 |
| Keyboard holder KH-102 |
| External keyboard |

4 MEDIA INPUT

1x Universal tray PC-116	
2x Universal tray PC-216	OR
Large capacity tray PC-416	OR
Large capacity tray PC-417	OR
Copy desk DK-516	
Large capacity tray LU-302	
Large capacity tray LU-207	OR
Banner tray MK-730	

5 MEDIA OUTPUT

| Output tray OT-513 | OR |

Staple finisher FS-539		Staple finisher FS-540
Relay unit RU-513		Relay unit RU-513
Booklet finisher FS-539SD	OR	Booklet finisher FS-540SD	OR
Relay unit RU-513		Relay unit RU-513
Punch kit for FS-539/SD PK-524		Punch kit for FS-540/SD PK-526
		Post inserter for FS-540/SD PI-507
		Job separator for FS-540/SD JS-602	OR
		Z-fold unit for FS-540/SD ZU-609

FINISHING FUNCTIONALITIES

Corner stapling | Two-point stapling | Two-hole punching | Three-hole punching | Duplex | Combined mixplex/ mixmedia | Half-fold | Sheet insertion | Tri-fold | Booklet | Offset sorting | Z-fold | Banner printing | Corner stapling (offline)

DESCRIPTION

ENHANCED FEATURES

LK-102v3 PDF enhancements	PDF/A(1b), PDF encryption, digital signature
LK-105v4 OCR text recognition	Searchable PDF and PPTX
LK-106 Barcode fonts	Supports native barcode printing
LK-107 Unicode fonts	Supports native Unicode printing
LK-108 OCR A and B fonts	Supports native OCR A and B font printing
LK-110v2 Document file conversion	Generates various file formats including DOCX, XLSX and PDF/A
LK-111 ThinPrint client	Print data compression for reduced network impact
LK-116 Antivirus	Bitdefender® antivirus provides real time scanning of all incoming and outgoing data
LK-117 IP fax (T.38 fax)	Fax over IP networks (T.38), requires fax kit

CONNECTIVITY

FK-514 Fax board	Super G3 fax, digital fax functionality
UK-221 Wireless LAN	Wireless LAN and wireless LAN Access Point Mode
EK-608 USB I/F kit	USB keyboard connection
EK-609 USB I/F kit	USB keyboard connection, Bluetooth
IC-420 Fiery controller	Professional color print controller
VI-516 Interface kit for IC-420	Fiery controller interface card
AU-102 Biometric authentication	Finger vein scanner
AU-205H ID card reader	Supports various ID card technologies
MK-735 Mount kit	Installation kit for ID card reader

OTHERS

WT-506 Working table	Authentication device placement
KP-102 10-Key pad	For numeric entry instead of touchscreen
SC-509 Security kit	Copy guard function
EM-908 SSD	1 TB SSD to increase storage space
KH-102 Keyboard holder	To place USB keyboard
External keyboard	Keyboard for alpha numeric date entry

MEDIA INPUT

PC-116 1x Universal tray	500 sheets / 5.5" x 8.5" – 11" x 17" / 52–256 g/m²
PC-216 2x Universal tray	2x 500 sheets / 5.5" x 8.5" – 11" x 17" / 52–256 g/m²
PC-416 Large capacity tray	2,500 sheets / 8.5" x 11" / 52–256 g/m²
PC-417 Large capacity tray	1,500 + 1,000 sheets / 5.5" x 8.5" or 8.5" x 11" / 52–256 g/m²
LU-302 Large capacity tray	3,000 sheets / 8.5" x 11" / 52–256 g/m²
LU-207 Large capacity tray	2,500 sheets / 8.5" x 11" – 12" x 18" / 52–256 g/m²
MK-730 Banner tray	Multipage banner feeding
DK-516 Copier desk	Provides storage space for print media and other materials

MEDIA OUTPUT

OT-513 Output tray	Output tray used instead of finisher
FS-539 Staple finisher	50-sheet stapling / 3,200 sheets max. output
FS-539SD Booklet finisher	50-sheet stapling / 20-sheet booklet finisher / 2,200 sheets max. output
PK-524 Punch kit for FS-539/SD	2/3 hole punching / auto switching
FS-540 Staple finisher	100-sheet stapling /3,200 sheets max. output
FS-540SD Booklet finisher	100-sheet stapling / 20-sheets booklet finisher / 2,700 sheets max. output
PK-526 Punch kit for FS-540/SD	2/3 hole punching, auto switching
RU-513 Relay unit	For FS-539/SD or FS-540/SD installation
JS-602 Job separator for FS-540/SD	Separation of fax output, etc.
PI-507 Post inserter for FS-540/SD	Cover insertion, post finishing
ZU-609 Z-fold unit for FS-540/SD	Z-fold for 11" x 17" prints

TECHNICAL SPECIFICATIONS

SYSTEM SPECIFICATIONS

System speed 8.5" x11"	Up to 65/65 ppm (mono/color)
System speed 11" x 17"	Up to 32/32 ppm (mono/color)
Auto duplex speed 8.5" x 11"	Up to 65/65 ppm (mono/color)
1st page out time 8.5" x 11"	2.8/3.8 sec. (mono/color)
Warm-up time	Approx. 15/17 sec. (mono/color)[1]
Imaging technology	Laser
Toner technology	Simitri® HD polymerized toner
Panel size/resolution	10.1" / 1,024 x 600
System memory	8 GB (standard/max.)
System hard drive	256 GB SSD (standard) / 1 TB SSD (optional)
Interface	10/100/1,000-Base-T Ethernet, USB 2.0, Wi-Fi 802.11 b/g/n/ac (optional)
Network protocols	TCP/IP (IPv4 / IPv6) / SMB / LPD / IPP / SNMP / HTTP(S) / Bonjour
Automatic document feeder	Up to 300 originals / 5.5" x 8.5" – 11" x 17" / 35–210 g/m² / Dualscan ADF
ADF double feed detection	Standard
Printable paper size	3.5" x 5.5" – 12" x 18" / customized paper sizes / banner paper max.47.2" x 11.7"
Printable paper weight	52–300 g/m²
Paper input capacity	1,150 sheets / 6,650 sheets (standard/max.)
Paper tray input (standard)	1 x 500 /3.5" x 5.5" –11" x 17" / custom sizes / 52–256 g/m² 1 x 500 / 5.5" x 8.5" – 12" x 18" / custom sizes / 52–256 g/m²
Paper tray input (optional)	1 x 500 / 5.5" x 8.5" – 11" x 17" / 52–256 g/m² 2 x 500 / 5.5" x 8.5" – 11" x 17"/ 52–256 g/m² 1 x 2,500 / 8.5" x 11" /52–256 g/m² 1 x 1,500 + 1 x 1,000 sheets / 5.5" x 8.5" or 8.5" x 11" / 52–256 g/m²
Large capacity tray (optional)	1 x 3,000 / 8.5" x 11" / 52–256 g/m² 1 x 2,500/ 8.5" x 11" – 12" x 18" / custom sizes / 52–256 g/m²
Manual bypass	150 sheets / 3.5" x 5.5" – 12" x 18" / custom sizes / banner / 60–300 g/m²
Finishing modes (optional)	Offset, Group, Sort, Staple, Staple (offline), Punch, Half-fold, Letter-fold, Booklet, Post insertion, Z-fold
Automatic duplexing	4.1" x 5.5" – 12" x 18" / 52–256 g/m²
Output capacity	Up to 250 sheets / up to 3,300 sheets (standard/max.)
Stapling	Max. 100 sheets or 98 sheets + 2 cover sheets (up to 300 g/m²)
Stapling output capacity	Max. 200 sets
Letter fold	Max. 3 sheets
Letter fold capacity	Max. 50 sets, unlimited (without tray)
Booklet	Max. 20 sheets or 19 sheets + 1 cover sheet (up to 300 g/m²)
Booklet output capacity	Max. 35 booklets, unlimited (without tray)
Duty cycle (monthly)	Max.[2] 250,000 pages
Toner lifetime	Black up to 28,000 pages CMY up to 28,000 pages
Imaging unit lifetime	Black up to 240,000/1,000,000 pages (drum/developer) CMY up to 165,000/1,000,000 pages (drum/developer)
Power consumption	110–120 V / 60 Hz, Less than 1.6 kW
System dimension (W x D x H)	24.2" x 27.1" x 37.8" (without options)
System weight	Approx. 220 lb (without options)

PRINTER SPECIFICATIONS

Print resolution	1,800 (equivalent) x 600 dpi, 1,200 x 1,200 dpi
Page description language	PCL 6 (XL3.0), PCL 5c, PostScript 3 (CPSI 3016), XPS
Operating systems	Windows 7 (32/64), Windows 8.1 (32/64), Windows 10 (32/64), Windows Server 2008 (32/64), Windows Server 2008 R2, Windows Server 2012, Windows Server 2012 R2, Windows Server 2016, Windows Server 2019, Macintosh OS X 10.10 or later, Unix, Linux, Citrix
Printer fonts	80 PCL Latin, 137 PostScript 3 Emulation Latin
Mobile printing	AirPrint (iOS), Mopria (Android), Konica Minolta Print Service (Android), Konica Minolta Mobile Print (iOS/Android) Optional: Google Cloud Print, Wi-Fi Direct

PRINTER SPECIFICATIONS (OPTIONAL)

Print controller	Embedded Fiery IC-420
Controller CPU	AMD GX-424CC @ 2.4 GHz
Memory/HDD	4 GB / 500 GB
Page description language	Adobe PostScript 3 (CPSI 3020), PCL 6, PCL 5c
Operating systems	Windows 7 (32/64), Windows 8.1 (32/64), Windows 10 (32/64), Windows Server 2008 (32/64), Windows Server 2008 R2, Windows Server 2012, Windows Server 2012 R2, Windows Server 2016, Windows Server 2019, Macintosh OS X 10.10 or later, Linux

SCANNER SPECIFICATIONS

Scan speed	Up to 140/140 ipm in simplex (mono/color) Up to 280/280 ipm in duplex (mono/color)
Scan resolution	Up to 600 x 600 dpi
Scan modes	Scan-to-eMail (Scan-to-Me), Scan-to-SMB (Scan-to-Home), Scan-to-FTP, Scan-to-Box, Scan-to-USB, Scan-to-WebDAV, Scan-to-DPWS, Scan-to-URL, TWAIN scan
File formats	JPEG, TIFF, PDF, Compact PDF, Encrypted PDF, XPS, Compact XPS, PPTX Optional: Searchable PDF, PDF/A 1a and 1b, Searchable DOCX/PPTX/XLSX
Scan destinations	2,000 destinations + 100 groups, LDAP support

COPIER SPECIFICATIONS

Copy resolution	600 x 600 dpi
Gradation	256 gradations
Multicopy	1-9,999
Original format	Max. 11" x 17"
Magnification	25–400% in 0.1% steps, Auto zoom

FAX SPECIFICATIONS

Fax standard	Super G3 (optional)
Fax transmission	Analog, i-Fax, Color i-Fax, IP-Fax
Fax resolution	Up to 600 x 600 dpi
Fax compression	MH, MR, MMR, JBIG
Fax modem	Up to 33.6 Kbps
Fax destinations	2,000 single + 100 groups

USER BOX SPECIFICATIONS

Storable documents	Up to 3,000 documents or 10,000 pages
Type of user boxes	Public, Personal (with password or authentication), Group (with authentication)
Type of system boxes	Secure print, Encrypted PDF print, Fax receipt, Fax polling

SYSTEM FEATURES

Security	ISO 15408 HCD-PP Common Criteria (in evaluation), IP filtering and port blocking, SSL3 and TLS1.0/1.1/1.2 network communication, IPsec support, IEEE 802.1x support, User authentication, Authentication log, Secure print, Kerberos, Hard drive data encryption (AES 256), Confidential fax, Print user data encryption Optional: Antivirus scanning (Bitdefender®), Copy protection (Copy Guard, Password Copy)
Accounting	Up to 1,000 user accounts, Active Directory support (user name + password + e-mail + smb folder), User function access definition, Authentication by mobile device (Android) Optional: Biometric authentication (finger vein scanner), ID card authentication (ID card reader), Authentication by mobile device (iOS)
Software	Net Care Device Manager, Data Administrator, Box Operator, Web Connection, Print Status Notifier, Driver Packaging Utility, Log Management Utility

[1] Warm-up time may vary depending on the operating environment and usage.
[2] Maximum monthly copy/print volume supported under standard vendor-supplied service defines the upper end of expected customer volume for the device. Customers should consider multiple machines if average monthly volume approaches duty cycle on a continual basis.
– All specifications refer to 8.5" x 11" paper of 80 g/m² weight.
– The support and availability of the listed specifications and functionalities vary depending on operating systems, applications and network protocols as well as network and system configurations.
– The stated life expectancy of each consumable is based on specific operating conditions such as page coverage for a particular page size (5% coverage of 8.5" x 11"). The actual life of each consumable will vary depending on use and other printing variables including page coverage, page size, media type, continuous or intermittent printing, ambient temperature and humidity.
– Some of the product illustrations contain optional accessories.
– Specifications and accessories are based on the information available at the time of printing and are subject to change without notice.
– Konica Minolta does not warrant that any specifications mentioned will be error-free.

For complete information on Konica Minolta products and solutions,
please visit: **CountOnKonicaMinolta.com**

KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.
100 Williams Drive, Ramsey, New Jersey 07446

CountOnKonicaMinolta.com

Item #: C650iSS
2/2020-C

HP LaserJet Managed E50145 series

Handle business solutions securely, plus help conserve energy with HP EcoSmart toner

Choose an HP LaserJet Enterprise printer designed to handle business solutions securely and efficiently, and helps conserve energy with HP EcoSmart black toner. Keep up with the demands of growing business with a printer you can rely on.[9]

Dynamic security enabled printer. Only intended to be used with cartridges using an HP original chip. Cartridges using a non-HP chip may not work, and those that work today may not work in the future.
http://www.hp.com/go/learnaboutsupplies

HP LaserJet Managed E50145dn

The world's most secure printing[1]

- Each printer in your fleet checks its operating code and repairs itself from attacks.
- Your printer's outgoing network connections are inspected to stop suspicious requests and thwart malware.
- Memory activity is monitored to continually detect and stop attacks.
- Firmware is automatically checked during startup to determine if it's authentic code— digitally signed by HP.

Low costs, low energy use

- Stay productive with reliable cartridges, and help save energy while printing with HP EcoSmart black toner.[9]
- Spend less time replacing toner, and more on business. Choose optional high-yield toner cartridges.[2]
- Enhanced energy savings —up to 29% over prior products9 plus save with Auto-on/Auto-off technology.[3]
- This printer fits in tight places to boost performance in almost any workspace.

Your whole fleet. At your control.

- Centralize control of your printing environment with HP Web Jetadmin[5]—and help build business efficiency.
- Gain insights into print costs, behaviors, utilization to drive efficiencies with this cloud-based printer.
- Set security configuration policies and automatically validate settings for every HP printer in your fleet.[4]

Enhanced productivity keeps business moving

- Submit print jobs on the go and securely release them at any HP Roam-enabled office printer, securely.[8]
- Easily print from a variety of smartphones and tablets—generally no setup or apps required. [6]
- Don't wait for documents. Print your first page in as little as 5.9 seconds from energy-efficient sleep mode.

[1] Based on HP review of 2018 published security features of competitive in-class printers. Only HP offers a combination of security features that can monitor to detect and automatically stop an attack then self-validate software integrity in a reboot. For a list of printers, visit http://www.hp.com/go/PrintersThatProtect. For more information: http://www.hp.com/go/printersecurityclaims
[2] High Yield Black Original LaserJet Toner Cartridges not included; please purchase separately
[3] HP Auto-On/Auto-Off Technology capabilities are subject to printer and settings.
[4] HP Web Jetadmin is available for download at no additional charge at http://www.hp.com/go/webjetadmin
[5] HP JetAdvantage Security Manager must be purchased separately. To learn more, please visit http://www.hp.com/go/securitymanager
[6] Wireless operations are compatible with 2.4 GHz operations only. App or software and HP ePrint account registration may also be required. Some features require purchase of an optional accessory. Learn more at http://www.hp.com/go/mobileprinting
[7] To enable HP Roam, some devices may require firmware to be upgraded and an optional accessory to add Bluetooth® Low Energy (BLE) beaconing capabilities. Subscription may be required. For more information, visit hp.com/go/roam
[8] To enable HP Roam, some devices may require firmware to be upgraded and an optional accessory to add Bluetooth® Low Energy (BLE) beaconing capabilities. Subscription may be required. For more information, visit hp.com/go/roam
[9] Based on HP testing using the ENERGY STAR® program's Typical Electricity Consumption (TEC) method or as reported in energystar.gov as of May 2019. Actual results may vary. HP testing is based on using the default Sleep Timer setting for all products and using the Network port. Default Sleep Timer setting is 0 minutes. Increasing the Sleep Timer setting longer than the default value can increase TEC.

Product walkaround

1. 2nd generation Hardware Integration Pocket[1]
2. Easy-access USB port[2]
3. Top cover release button
4. 100-sheet multipurpose tray 1 supports media sizes up to 8.5 x 14 inches (216 x 356 mm)
5. 4.3-inch (10.9 cm) color touchscreen
6. 250-sheet output bin
7. Top cover (access to JetIntelligence toner cartridge)
8. Automatic two-sided printing
9. 550-sheet input tray 2 supports media sizes up to 8.5 x 14 inches (216 x 356 mm)
10. Slot for cable-type security lock
11. Gigabit Ethernet, Host USB port
12. Hi-Speed USB 2.0 printing port
13. USB port for connecting external USB devices

Series at a glance

Model	HP LaserJet Managed E50145dn
Product number	1PU51A
Print speed (black)[3]	Up to 45/43 pages per minute (ppm) (letter/A4)
First page out (from ready)[4]	As fas as 5.9/5.9 seconds (letter/A4)
Automatic two-sided printing	√
100-sheet multipurpose tray 1, 550-sheet input tray 2	√
Optional 550-sheet paper tray	Add up to three
Optional printer cabinet	Add up to one
Input capacity (standard/maximum[5])	Up to 650/2,300 sheets
Recommended monthly page volume[6]	2,000 to 15,000 pages
Managed Cartridge yield	Black: ~23,000 pages
Optional wireless direct printing/NFC touch-to-print[9]	√

HP Services

Downtime can have serious consequences, so HP provides support beyond the standard warranty. You benefit from reduced risk, maximized uptime, predictable service delivery and no unbudgeted repair costs. HP Care Pack Services provide a comprehensive suite of protection services designed to keep HP hardware and software up and running so employees can stay productive.

For carepack availability visit: hp.com/go/cpc:

Top features

HP printers have the industry's strongest security[1] because they're always on guard, continually detecting and stopping threats while adapting to new ones. And only HP printers automatically self-heal from attacks, so IT doesn't need to intervene.

Good resource management is good business. Help reduce costs and energy use with an HP LaserJet designed to be more efficient than its predecessors, using HP JetIntelligence toner cartridges. HP, like you, is committed to keeping business moving.[8]

Every business values a problem solver. Help get more control with a robust management system and solutions that keep up with modern business.

Easy-to-use features, fast print speeds, and simple mobile printing options help you keep up with the speed of business.

Accessories

F2A72A HP LaserJet 550 Sheet Paper Tray
F2A73A HP LaserJet Printer Cabinet
1PV95A HP USB Port 100pc M507/M528 Accessory
5EL03A HP TAA Version Secure Hard Disk Drive
B5L28A HP Internal USB Ports
B5L29A HP Secure High Performance Hard Disk Drive
J8031A HP Jetdirect 2900nw Print Server
G6W84A HP 1 GB 90-Pin DDR3 DIMM
2MU47A Accessibility Assistant
J8030A HP Jetdirect 3000w NFC/Wireless Accessory
3JN69A HP JetDirect 3100w BLE/NFC/Wireless Accessory
2NR12A HP Removable Hard Drive Enclosure
X3D03A HP USB Universal Card Reader
Y7C05A HP HIP2 Keystroke Reader
4QL32A HP Legic Card Reader

Supplies

W9008MC HP Black Managed LaserJet Toner Cartridge (~23,000 pages)

Services

UB7E7E - HP 3 years Next Business Day w/DMR LaserJet Enterprise E50145 MNGD SVC
UB7E8E - HP 4 years Next Business Day w/DMR LaserJet Enterprise E50145 MNGD SVC
UB7E9E - HP 5y Next Business Day w/DMR LaserJet Enterprise E50145 MNGD SVC
UB7F0E - HP3 years 4 hours 9x5 w/DMR LaserJet Enterprise E50145 MNGD SVC
UB7F1E - HP 4 years 4 hours 9x5 w/DMR LaserJet Enterprise E50145 MNGD SVC
UB7F2E - HP 5 years 4 hours 9x5 w/DMR LaserJet Enterprise E50145 MNGD SVC
UB7F3E - HP3 years Chnl Parts Only LaserJet Enterprise E50145 MNGD SVC
UB7F4E - HP 4 years Chnl Parts Only LaserJet Enterprise E50145 MNGD SVC
UB7F5E - HP 5 years Chnl Parts Only LaserJet Enterprise E50145 MNGD SVC

HP LaserJet Managed E50145 series

Model	HP LaserJet Managed E50145dn
Product number	1PU51A
Print	
Print speed[8],[9],	**Letter:** Up to 45 ppm (default) ; Up to 52 ppm (HP High Speed) Black; **2-sided:** Up to 36 ipm Black; **First page out:** As fast as 5.9 sec Black; **Print speed (Landscape, A5):** Up to 65 ppm Black
Print resolution	**Black (best)** Up to 1200 x 1200 dpi; **Black (normal)** Up to 600 x 600 dpi; **Black (fine lines)** Up to 1200 x 1200 dpi
Print technology	Laser; **Print resolution technology:** 300 dpi, 600 dpi, HP FastRes 1200, HP ProRes 1200
Print cartridges number	1 (black)
Standard print languages	HP PCL 6, HP postscript level 3 emulation, native PDF printing (v 1.7), Apple AirPrint™
Printer smart software features	Print preview, duplex printing, print multiple pages per sheet (2, 4, 6, 9, 16), collation, watermarks, store print jobs, easy-access USB
Printer management / HP SureSupply	HP Printer Assistant; HP Device Toolbox; HP Web JetAdmin Software; HP JetAdvantage Security Manager; HP SNMP Proxy Agent; HP WS Pro Proxy Agent; Printer Administrator Resource Kit for HP Universal Print Driver (Driver Configuration Utility - Driver Deployment Utility - Managed Printing Administrator)/ No
Connectivity	
Standard connectivity	2 Hi-Speed USB 2.0 Host; 1 Hi-Speed USB 2.0 Device; 1 Gigabit Ethernet 10/100/1000T network
Network capabilities	HP Jetdirect 2900nw Print Server J8031A, HP Jetdirect 3000w NFC/Wireless Accessory J8030A, HP Jetdirect 3100w BLE/NFC/Wireless
Wireless capability	Optional, enabled with purchase of a wireless hardware accessory. Single band Wireless Station and Wi-Fi Direct functionality available with HP Jetdirect 3000w NFC/Wireless Accessory J8030A, Dual band Wireless Station and Wi-Fi Direct functionality available with HP Jetdirect 3100w BLE/NFC/Wireless Accessory 3JN69A, Dual band Wireless Station functionality available with HP Jetdirect 2900nw Print Server J8031A
Mobile printing capability[4]	Apple AirPrint™; Google Cloud Print™; HP ePrint; Mopria™ Certified; ROAM capable for easy printing
Memory	**Standard:** 512 MB; **Maximum:** 1.5 GB, MAX memory, when 1 GB Accessory DIMM is installed
Processor speed	1.2 GHz / **Storage:** 8 GB eMMC / **Hard disk:** Optional, 500 GB minimum encrypted hard disk drive
Duty cycle (monthly)[5]	**Letter:** Up to 150,000 pages; **Recommended monthly page volume[6]:** 2000 to 15,000
Paper handling	
Input	100-sheet multipurpose Tray 1, 550-sheet input Tray 2, automatic duplex printing; Up to 650 sheets Standard
Output	**Standard:** 250-sheet output bin; Up to 250 sheets Standard; **Transparencies:** Up to 75 sheets
Duplex Options	Automatic (standard)
Envelope feeder	No
Standard paper trays	2
Media types	Paper (bond, color, letterhead, plain, preprinted, prepunched, recycled, rough); envelopes; labels; cardstock; transparencies; user-defined
Media weight	Tray 1: 16 to 53 lb; tray 2+: 16 to 32 lb
Media sizes	Tray 1: letter, legal, executive, statement, 3 x 5 in, 4 x 6 in, 5 x 7 in, 5 x 8 in, 8.5 x 13 in, envelopes (No. 9, No. 10, Monarch); Tray 2: letter, legal, executive, statement, 5 x 7 in, 5 x 8 in, 8.5 x 13 in; Optional 550-sheet tray: letter, legal, executive, statement, 5 x 7 in, 5 x 8 in, 8.5 x 13 in; Optional Automatic Duplexer: letter, legal, 8.5 x 13 in
Media Sizes Custom	Tray 1: 3 x 5 to 8.5 x 14 in; Tray 2: 4.14 x 5.83 to 8.5 x 14 in; Optional 550-sheet Tray: 4.14 x 5.83 to 8.5 x 14 in
Dimensions (w x d x h)	16.46 x 14.80 x 12.83 in; **Maximum:** 16.46 x 25.16 x 12.83 in
Weight[2]	25.5 lb
What's in the box[1]	HP LaserJet Managed E50145dn Printer; Regulatory flyer; Unpack flyer; Installation Guide; Power cord; Warranty Cards; Support flyers/ phone number list
Replacement cartridges	HP Black Managed LaserJet Toner Cartridge (~23,000 pages) W9008MC
Warranty features	One-year, next-business day, onsite warranty. Warranty and support options vary by product, country and local legal requirements. Contact your Contractual Vendor or go to hp.com/support to learn about HP award winning service and support options in your region. (wty code 4G; wty ID A001)
Energy star certified	Yes
Energy efficiency compliance	Blue Angel; EPEAT® Silver; CECP; ENERGY STAR® qualified
Control panel	4.3-in (10.92 cm) Color Graphics Display (CGD) with touchscreen; rotating (adjustable angle) display; Home button
Display	4.3-in (10.92 cm) Color Graphics Display (CGD) with touchscreen; rotating (adjustable angle)
Software included	No software solutions are included in the Box, only on http://hp.com, http://123.hp.com
Fonts and typefaces	105 internal TrueType fonts scalable in HP PCL, 92 internal scalable fonts in HP postscript Level 3 emulation (Euro symbol built-in); 1 internal Unicode Fonts (Andale Mono World Type);2 Internal Windows Vista 8 Fonts (Calibri, Cambria);additional font solutions available via third-party flash memory cards; HP LaserJet Fonts and IPDS Emulation available at Http://www.hp.com/go/laserjetfonts
Compatible operating systems	Windows Client OS (32/64 bit), Win10, Win8.1, Win 8 Basic, Win8 Pro, Win8 Enterprise, Win8 Enterprise N, Win7 Starter Edition SP1, UPD Win7 Ultimate, Mobile OS, iOS, Android, Mac, Apple® macOS Sierra v10.12, Apple® macOS High Sierra v10.13, Apple® macOS Mojave v10.14, Discrete PCL6 Printer Driver, For more information on the supported operating systems go to http://support.hp.com, Enter your product name and search, Click on User Guides and enter your product name and search for User Guide, Search for your (Product Name) - User Guide, Search for the Supported Operating Systems section, UPD PCL6 / PS Printer Drivers, Supported Operating systems, For more information on the supported operating systems see http://www.hp.com/go/upd
Compatible network operating systems	Windows Server 2008 R2 64-bit, Windows Server 2008 R2 64-bit (SP1), Windows Server 2012 64-bit, Windows Server 2012 R2 64-bit, Windows Server 2016 64-bit, Failover Cluster 2008 R2, Failover Cluster 2012 R2, Terminal server 2008 R2, Remote Desktop server 2012 R2, Citrix Server 6.5, Citrix XenApp & XenDesktop 7.6, Novell iPrint server, Citrix Ready Kit Certification - Up to Citrix Server 7.18 for more information see http://citrixready.citrix.com, Linux- For more information see http://developers.hp.com/hp-linux-imaging-and-printing, Unix- For more information see http://hp.com/go/unixmodelscripts, UPD PCL6 / PS Printer Drivers, Supported for Compatible Network Operating systems please see http://hp.com/go/upd
Minimum system requirements	**PC:** 2 GB available hard disk space, Internet connection, USB port, Internet browser. (For Additional OS hardware requirements see microsoft.com); **Mac:** 2 GB Available hard drive Space, Internet connection or USB port, OS hardware requirements see apple.com
Power[12] [13]	**Power supply type:** Built-in 115V or 220V Power Supply; **Power supply required:** Input voltage: 100 V to 127 V nominal (+/-10%), 50 - 60 Hz nominal (+/- 3 Hz), 7.5 A; Input voltage: 220 V to 240 V nominal (+/-10%), 50 - 60 Hz nominal (+/- 3 Hz), 4 A; **Power consumption[11]:** 601 watts (Active Printing), 7.60 watts (Ready), 2.61 watts (Sleep), 0.06 watts (Auto-Off), 0.06 watts (Off), Auto Off/Wake on LAN 0.73 Watt; **Typical electricity consumption (TEC) number:** 1.257 kWh/Week (Blue Angel)/ 0.420 kWh/Week (Energy Star 3.0); **Best technical electricity consumption (TEC):** 1.257 kWh/week
Acoustics[14]	Acoustic power emissions: 6.8 B(A)
Operating environment	**Operating temperature range:** 50 to 90.5°F ; **Recommended operating temperature:** 59 to 80.6°F ; **Storage temperature range:** -4 to 104°F ; **Operating humidity range:** 10 to 80% RH ; **Recommended operating humidity range:** 30 to 70% RH
Security management	Identity management: Kerberos authentication; LDAP authentication; 1000 user PIN codes; optional HP and 3rd party advanced authentication solutions (e.g.; badge readers); Network: IPsec/firewall with Certificate; Pre-Shared Key; and Kerberos authentication; Supports WJA-10 IPsec configuration Plug-in; 802.1X authentication (EAP-PEAP; EAP-TLS); SNMPv3; HTTPS; Certificates; Access Control List; Data: Storage Encryption; Encrypted PDF & Email (uses FIPS 140 validated cryptographic libraries from Microsoft); Secure Erase; SSL/TLS (HTTPS); Encrypted Credentials; Device: Security lock slot; USB port disablement; hardware integration pocket for security solutions; Intrusion Detection with Red Balloon Security Technology - Constant in-device monitoring for attacks; SureStart Secure Boot - BIOS Integrity Checking with self-healing capability; Whitelisting - loads only known good code (DLLs, EXEs,...); Connection Inspector - helps ensure network connections to device are safe, Security management: Compatible with HP JetAdvantage Security Manager, HP Printer Security Plugin for Microsoft SCCM, Device Security Syslog Messages processed and accessable in ArcSight, Splunk, and McAfee(ESM) SIEMs

[1] In box cartridge yields 5,000 black pages based on ISO/IWC 19752 and continuous printing. Actual pages may vary considerably based on images printed and other factors. For more information, visit: http://www.hp.com/go/learnaboutsupplies.
[2] With print cartridges
[3] Declared yield value in accordance with ISO/IEC 19752. Actual yields vary considerably based on images printed and other factors. For more information, visit: http://www.hp.com/go/learnaboutsupplies
[4] To enable HP Roam, some devices may require firmware to be upgraded and an optional accessory to add Bluetooth® Low Energy (BLE) beaconing capabilities. Customer can purchase the HP Jetdirect 3100w BLE/NFC/Wireless accessory or the RadBeacon USB.
[5] Duty cycle is defined as the maximum number of pages per month of imaged output. This value provides a comparison of product robustness in relation to other HP LaserJet or HP Color LaserJet devices, and enables appropriate deployment of printers and MFPs to satisfy the demands of connected individuals or groups.
[6] HP recommends that the number of pages per month of imaged output be within the stated range for optimum device performance, based on factors including supplies replacement intervals and device life over an extended warranty period.
[7] Measured using ISO 24734 Feature Test, A5 Landscape Feed. Speed may vary based on content, PC, media orientation, and media type.
[8] Measured using ISO/IEC 24734, excludes first set of test documents. For more information see http://www.hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity.
[9] Measured using ISO/IEC 17629. For more information see http://www.hp.com/go/printerclaims. Exact speed varies depending on the system configuration, software application, driver, and document complexity.
[10] EPEAT® registered where applicable. EPEAT registration varies by country. View the registration status by country at http://www.epeat.net for registration status by country
[11] Power requirements are based on the country/region where the printer is sold. Do not convert operating voltages. This will damage the printer and void the product warranty. Power consumption values typically based on measurement of 115 V device.
[12] Power requirements are based on the country/region where the printer is sold. Do not convert operating voltages. This will damage the printer and void the product warranty. Energy Star value typically based on measurement of 115 V device.
[13] Best TEC is not applicable to the ES 2.0 TEC. This measurement was made with the printer configuration optimized for energy efficiency. Minimum Sleep Delay was used, Wi-Fi Direct was disabled, and Active I/O - Energy Efficient Ethernet was used.
[14] Acoustic values are subject to change. For current information see http://www.hp.com/support. Configuration tested: base model, simplex printing, A4 paper at an average of 43 ppm.

To learn more, visit hp.com

![Konica Minolta logo] KONICA MINOLTA

bizhub® i-SERIES

CONNECTING TOMORROW'S WORKPLACE TODAY

RETHINK WORK

Giving Shape to Ideas

INTRODUCING THE bizhub i-SERIES
FROM KONICA MINOLTA

Born from our desire to rethink the role of multifunctional printers – color and monochrome – in business, our next-generation technology seamlessly connects your dynamic environment. Simply and securely bringing together people, places and devices to embrace the way you work. Improve communications and productivity, streamline processes, make better decisions and, ultimately, enable smarter business.

The workplace is changing

– As more tasks move toward individual work in a place of the individual's choice, central offices are becoming hubs for communication

– As office documents become more digitized and the volume of data increases, centralized management and better access to documents is essential

– As business data leaks and hacking become more commonplace, the need for security is increasingly critical

bizhub i-Series is the solution

– With simple operability and high-quality performance, the bizhub i-Series allows people to complete tasks efficiently and effectively from anywhere

– With integrated cloud services that offer the right processes at the right time, the bizhub i-Series builds more convenient workflows for everyone

– With next-generation security technology built-in and security to further fortify your device and protect your data, the bizhub i-Series provides a reliable and safe environment for your business

bizhub
i-Series C4050i

bizhub
i-Series C360i

bizhub
i-Series C650i

bizhub
i-Series 750i

i-SERIES IS SIMPLE AND SECURE

We've simplified, secured and enhanced what technology can do for your business.

Intelligent simplicity

With a large touchscreen operation panel, smartphone style user interface (UI) and a display that users can customize natively and with apps from Konica Minolta MarketPlace and with remote access capabilities, i-Series is intelligently simple.

Next-generation security

The next-generation bizhub i-Series comes with the highest security standards built in. The i-Series is compliant with General Data Protection Regulation (GDPR) and ISO 15408 certified HCD-PP, so data privacy standards and end-point security requirements are met.

With our bizhub SECURE services, we tailor the security settings to your needs, so your data is fully protected. And with optional Bitdefender® anti-virus software your device is safeguarded against viruses that can harm your business.

Key benefits

– Stay in control of your information

– Protect your data and stop virus threats

– Security visibility, implementation and continuity

– The peace of mind to focus on core activities

i-SERIES IS INTUITIVE

Inspired by the way people interact with technology, we've completely redesigned the user experience.

Designed for people

The stylish bizhub i-Series looks at home in today's office environment, with contemporary touches like a floating operation panel, rounded edges and LED status indicators.

With a 26° to 90° tilt angle, the large 10" tablet-style touch panel provides convenient accessibility and operation for all users – even remotely with the bizhub Remote Access app.

Putting users first

The i-Series offers a market-leading and intuitive smartphone style experience.

So familiar, it's second nature. There's practically no learning curve and users can customize their screen similarly to the way they do for their mobile device.

In the new card-type Quick Copy screen, all main setting options are directly visible without scrolling or searching. Users can apply their desired settings with fewer clicks and pop-ups, making operation faster and more productive. You can also customize your personal home screen by simply adding or removing function icons. Widgets are available (similar to Widgets on Android-based smartphones), which facilitate the embedding of apps into the home screen.

With the Personalize app, users can tailor the device according to their individual preferences and adapt it to individual work styles that help improve efficiencies. With the Follow-You Persona service, the customized device UI can be accessed from any i-Series anywhere, easing workflows and simplifying the user experience.

No waiting time

To boost workflow and cut out waiting time, the i-Series is fast. In fact, thanks to its brand new quad-core Central Processing Unit (CPU), it's four times quicker than our previous generation bizhub models.

The new controller integrates all processes and distributes tasks more effectively within the CPU. As a result, the user experience is smoother and quicker and there is no waiting time while operating the i-Series.

The standard 256 GB Self-Encrypting SSD (Solid State Drive) provides ample data storage and faster access times than conventional hard disk drives.

With the new intelligent media sensor, paper weight and paper type are automatically measured and the correct settings applied every time. When equipped with the optional PC-417 Large Capacity Cassette (standard on C750i & 750i), you can load paper in one tray while the engine is pulling paper from the other.

In addition to the highly versatile finishing already available, select i-Series optional finishers offer manual stapling to accommodate jobs without pre-selected stapling.

These highlighted features greatly enhance user convenience, simplicity and efficiency, while improving output quality. Paper setting mistakes are avoided, paper jams and potential service calls are minimized and jobs are executed seamlessly.

i-SERIES IS SAFER

75% of companies said they had experienced disaster recovery failures, resulting in the loss of critical applications and files. Yet 60% don't have a full-scale data recovery plan.

Sources: Disaster Preparedness Council, FEMA

TOTAL CARE BY BIZHUB SECURE

With bizhub SECURE services, we've made sure your business is fully protected by providing security tailored to your needs. Continuous security gives you one less thing to worry about. And because our team configures everything for you, you'll save time too. Shield the i-Series and its data with the ultimate defense against any potential threat.

Safe and SECURE

– **bizhub SECURE:**
  – protects the data stored in the memory of your i-Series
  – protects your i-Series from attacks via encryption

– **bizhub SECURE Platinum:**
  – secures your devices' network settings
  – secures your i-Series against unauthorized access

– **bizhub SECURE Notifier App:**
  – ensures the right settings are implemented and remain unchanged
  – alerts users if a security setting has been altered

– **BitDefender® Anti-Virus Option:**
  – defends you from the threat of viruses

ALWAYS SAFE. ALWAYS IN CONTROL.

Having complete protection against virus threats gives you the peace of mind to focus on other tasks. To protect your data, the BitDefender anti-virus option automatically scans all transmitted and received data — in real time. You can also run on-demand or scheduled scanning of your data, to make sure you stay protected.
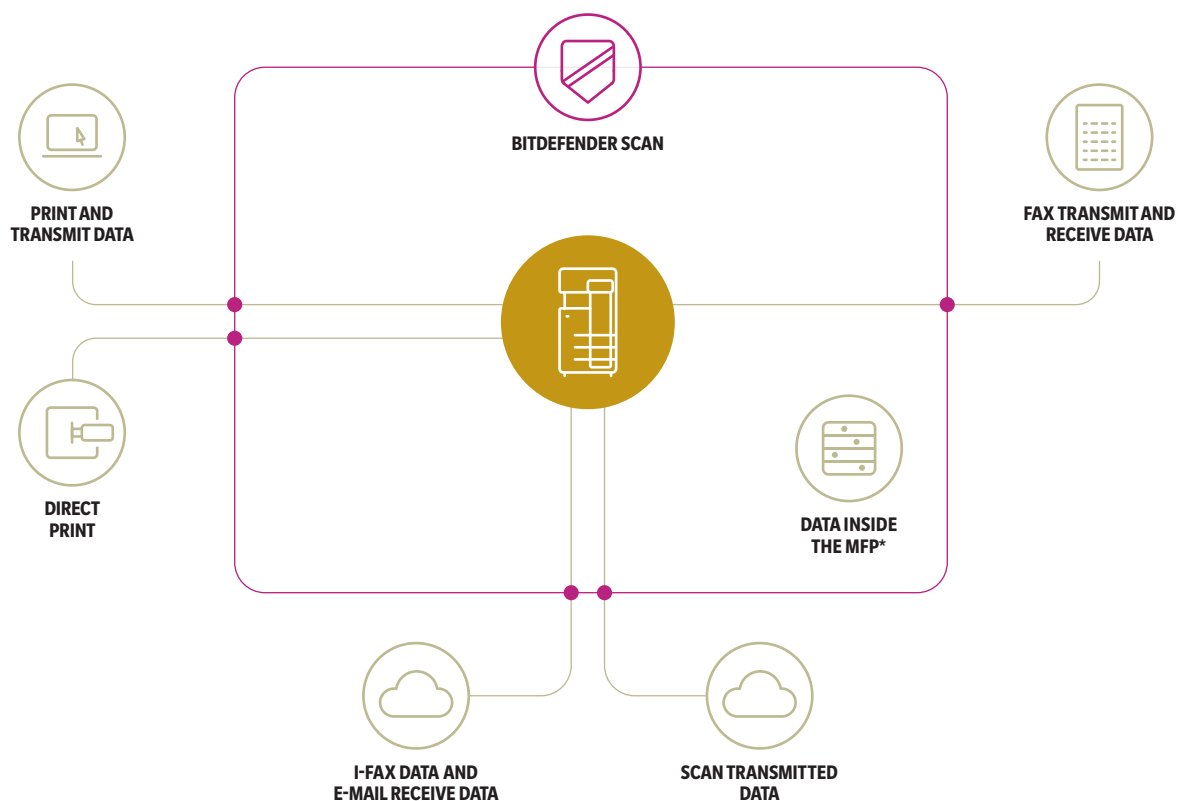
- Data inside the MFP can be checked continuously, manually or on a scheduled basis

- Optional BitDefender scans transmitted and received data to protect the i-Series

i-SERIES IS UNLIMITED POSSIBILITIES

ENHANCED EFFICIENCY AND PRODUCTIVITY

Dispatcher Suite, our integrated print management and workflow automation solution, extends the workflow capabilities of the i-Series and provides effective management of corporate print and scan infrastructure.

As a unified platform, this feature-rich solution simplifies print and scan operations, maximizes office efficiencies and provides businesses of all sizes with the flexibility they need. It allows businesses to manage and reduce their printing costs, while increasing their document workflow productivity and security.

Dispatcher Paragon

Increase productivity and flexibility while reducing printing and copying costs. Dispatcher Paragon also offers sophisticated enterprise print management capabilities, including secure and central control for your entire print environment.

Authentication	Reporting
Print Roaming®	Rule-Based Engine
Credit and Billing	Mobile Print

Dispatcher Phoenix

Our advanced workflow automation solution streamlines document processing and handling. Whether it's sending documents to key recipients, routing documents to cloud storage applications, customizing complex print jobs, or indexing documents and folder browsing from the MFP panel, Dispatcher Phoenix can handle all of your document processing needs.

With its customizable workflows, businesses can simplify daily office routines, boost efficiencies and improve workplace productivity.

Advanced workflows*

Capture

- MFP Panel
- Web Capture
- Input Folder
- FTP Servers
- Dropbox
- DP Mobile
- Google Cloud Print

Process

- Advanced OCR
- Metadata Scripting and Routing
- File conversion to PDF, Microsoft Office, PS
- Metadata to File
- ODBC
- Annotate, Watermark & Image Enhancements
- Page Count and Color Route
- PDF Data Extraction
- Rename, Split and Merge

Distribution

- Dropbox™
- Box™
- OneDrive®
- OneDrive for Business®
- SharePoint®
- SharePoint Online
- Microsoft® Exchange
- Google Drive®
- WebDAV
- Output Folder
- FTP and SFTP Servers
- SMTP

*more system capabilities and features available

KONICA MINOLTA
MarketPlace

MAKE TIME FOR YOUR CORE BUSINESS

Simply add new capabilities to make the i-Series more accommodating to the way you work. The Konica Minolta MarketPlace gives you the freedom to customize and personalize your device. The available applications bridge unproductive gaps between work processes to give you more time to focus on core tasks. Design the control panel for quick and easy access to those functions that best meet your workflow via the UI. And with Personalize, you can tailor it to work the way you want it.

Streamline office routines

Browse the Konica Minolta MarketPlace for new applications that serve your business needs. Then, simply add them to all your devices — however large your fleet.

Updates are also deployed directly to your devices without cost-intensive maintenance. And, as these apps run directly on your devices, you don't need to invest in additional infrastructure.

The i-Series provides a broad range of capabilities that serve all your needs.

Konica Minolta's MarketPlace includes a Design Tool that allows you to create customized, streamlined UIs to suit anyone's specific needs.

The web-based, drag-and-drop UI Design Tool is simple to use, allowing you to drag, drop and position controls like:

• Specify a background color for the screen and background image

• Add control labels and text to the screen

• Preview and test the customized screen before you install it

• Add and position logos or other images on the screen

Personalize provides users with a completely personalized experience at the at the panel, just like with a mobile device. With this advanced technology, users can customize and tailor their i-Series to work the way they do and to look the way they want it. The i-Series can be your individual personal device, no matter where you are.

With Personalize's Follow-You Persona service, each user's personalized UI will "follow" them to any i-Series device by simply authenticating, whether it's in the office or in a different location across the globe. This means each user's personalized background, button layout, and language will be accessible from any device. Personalize greatly reduces interaction while maximizing usage, providing users with a recognizable experience at the panel.

Key benefits

– Add and remove functions from the panel to match your i-Series with your work style

– Streamline your daily office routines

– Boost team productivity

For more details on Konica Minolta MarketPlace, visit
konicaminoltamarketplace.com

i-SERIES IS SMARTER

INCREASED UPTIME. ALL THE TIME.

Features this advanced don't come from merely improving technology. To make bizhub i-Series work with everything you do, we set out to rethink everything.

To ensure continuous and uninterrupted use, the i-Series, in conjunction with Konica Minolta's vCare™ solution, provides a trouble-free experience with minimum downtime.

Together, they work behind the scenes, intelligently collecting data for self-diagnosis, maintenance and optimum replacement time for parts and consumables.

Uploading the latest firmware, in real or scheduled time, lets users know they're always working with up-to-date technology.

NEW PART/
CONSUMABLE

REPLACEMENT
PART INSTALLED

PART
LIFE CYCLE

ALERT
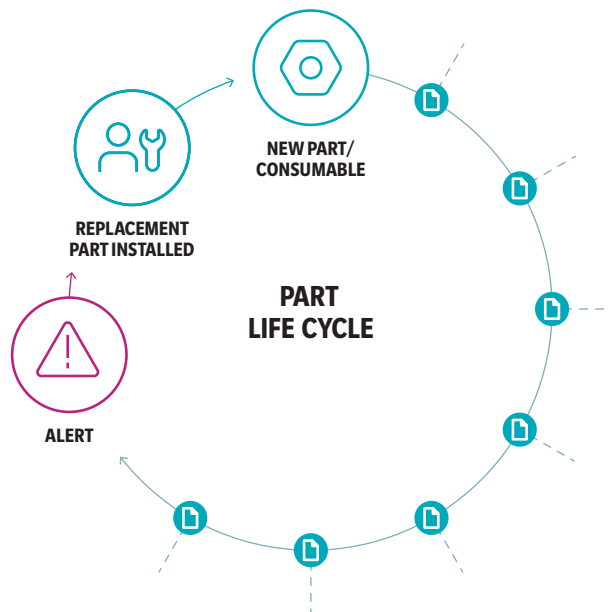
- - - Data collected for part/consumable replacement predictions

EMBRACE THE WORKPLACE OF THE FUTURE

bizhub is the touchpoint for your business and information processing world.

Both the A3 and A4 models are inspired by the same contemporary design and connected technology of our comprehensive all-in-one IT platform, Workplace Hub and Worplace Hub Pro. And all work in intelligently simple ways, there's no need to waste valuable resources on training your staff.

So as your business grows, we will grow with you — seamlessly and securely linking people, places and devices to give new dimension to print, document workflow and security management.

To learn more, please visit workplacehub.konicaminolta.com

bizhub
i-Series C4050i

bizhub
i-Series C360i

bizhub
i-Series C650i

bizhub
i-Series 750i

INDUSTRY-LEADING ENVIRONMENTAL PERFORMANCE

We have invested substantial resources to keep the environmental impact of the bizhub i-Series as low as possible.

Our new eco settings, low temperature fusing toner and weight-detection sensor, combine to significantly reduce the consumption of energy and paper.

We're also committed to minimizing waste throughout the product's life cycle.

Our improved consumables and parts use fewer materials and have longer life cycles, minimizing downtime. Our industry-leading air-form packaging solution ensures safe transportation, while reducing waste.

Plus, Konica Minolta's quick, simple-to-follow and cost-free Clean Planet recycling program keeps recyclable materials and print consumables out of landfills, making a big difference in preserving our environment.

bizhub i-SERIES IS AVAILABLE NOW

With intelligent usability, next-generation security and seamless connectivity, the bizhub i-Series connects tomorrow's workplace today.
Discover more at **kmbs.konicaminolta.us/kmbs/technology/i-series**

The Buying Power of School and CESA Districts to Collaboratively Purchase, Negotiate, and Influence the Level of Services from Agents and Carriers

Program Highlights

- **Fast-growing consortium** represents 15% of Wisconsin Districts and provides an insurance & risk management alternative with extensive resources from consultant, brokers, and carriers. Established in 2000.

- **Independent risk management consultant** with extensive, corporate risk management and claims adjusting experience in Workers' Compensation and Liability "joins" your team

- **Workers' Compensation dividends** that are competitive, yet sustainable.

- **Insurance brokers with on-staff consultants in health, safety, and Workers' Compensation claims** offering no-cost, **H.R.** hotline & resources, meaningful loss control and claims management

- **Liability carrier offers:**
  1. No-Cost $1,000,000 Cyber Liability Coverage
  2. One rate increase in 15 years based on losses
  3. Pre-claim loss control *assigns* "inkling" concern to "walk the minefield" with you and staff
  4. Risk Management Rewards discounts premium by 1%-5% rate credit from Liability training

- **"Counsel on Call" at reduced rates for non-insurance issues**

  "The attorneys have helped me numerous times with union and personnel issues, as well as negotiations. Our legal costs in the District are a fraction of what they used to be when I used local attorneys." **Longtime WERMC Member**

- **Vendor partnerships for discounts and benefits** providing deals, discounts, or special services to WERMC members

- **Medcor Triage Services** to medically assess WC injuries for required treatment and automated telephonic accident reporting.

- **Bi-annual educational meetings and webinars presented by experts** on timely and important topics

- **Network of colleagues** committed to, and eager to share, risk management Best Practices

- **Board of Directors** comprised of member school districts

WERMC Member Districts

Antigo
Arbor Vitae-Woodruff Jt.
Ashwaubenon
Black River Falls
Cambridge
CESA 5
CESA 6
CESA 8
CESA 10
Coleman
Deerfield
DePere
Eau Claire
Elkhorn
Evansville
Greendale
Hayward
Hortonville
Howards Grove
Howard Fuller Collegiate Academy
LaCrosse
Little Chute
Manawa
Marshfield
Menasha
Merrill
Middleton-Cross Plains

Menomonee
Mishicot
Monona Grove
Mosinee
Neenah Jt.
New Holstein
North Fond du Lac
Norway Jt. 7
Oconto Falls
Omro
Onalaska
Oshkosh
Rice Lake
Ripon
St. Francis
Somerset
Sparta
Two Rivers
Washington-Caldwell
Waterford Graded
West Allis
Westby-Norse
Weyauwega-Fremont
Wilmot Union HS
Winneconne
Wisconsin Rapids
Wrightstown

For Further Information Please Contact:

Brian Adesso, WERMC President:
adessob@mjsd.k12.wi.us

Or

Kathy Johnson
Risk Management Strategies LLC
WERMC Independent Consultant:
kjohnson@rmstrategies.net

Client/WERMC Membership July 1, 2021

Antigo, Unified School District of
Tim Prunty, Business Manager
WERMC Board Member
120 South Dorr Street
Antigo, WI 54409
Ph: 715/627-4355, ext 1241
Fax: 715/623-3279
tprunty@antigoschools.org

Liability: TIC/Dan Auner
Work Comp: Ansay/Acuity

Prop/EB: CM Regent
Member since 2017 (SIRMC)

Arbor Vitae-Woodruff Jt. School District No. 1
Gina Kolzow, Business Manager
11065 Old Highway 51 North
Arbor Vitae, WI 54568-9721
Ph: 715/356-3282, Press 1, Ext 449
Fax: 715/358-2933
gina.kolzow@avwschool.org

CIC/Crime: MMA-Tina
Property/EB: MMA/CIC
WC: MMA/RAS
Member since 2012

Ashwaubenon School District
Keith Lucius, Assistant Superintendent
1055 Griffiths Lane
Green Bay, WI 54304-5599
Ph: 920/492-2905, ext. 1005
Fax: 920/492-2911
klucius@ashwaubenon.k12.wi.us

Liability & WC: A.N. Ansay/Acuity
Property/Boiler: CM Regent
Member since 2017 (SIRMC)

Black River Falls School District
Jill Collins, Director of Business Services
WERMC Board Treasurer
301 North Fourth St.
Black River Falls, WI 54615
Ph: 715-284-4357
Fax: 715-284-7064
jill.collins@brf.org

CIC/MMA

WC/Prop/EB: MMA/RAS/Liberty-Tina
Member since 2015

Cambridge School District
Mark Worthing, Business Manager
403 Blue Jay Way
Cambridge, WI 53523
Ph: 608/423-4345, Ext 4103
Fax: 608/423-9869
mworthing@cambridge.k12.wi.us

Liability: CIC & WC: MMA/RAS
Property/Boiler: MMA/

Member since 2017 (SIRMC)

CESA 5
Mike Koltes, Director of Business Services
Dave Van Spankeren, Business Service/Board Member
626 E. Slifer Street
Portage, WI 53901-0564
Mike Direct: 608/745-5416
Dave Direct: 608/745-5422
Fax: 608/742-2384
koltesm@cesa5.org
vanspankerend@cesa5.org

CIC/Crime: MMA
Property/EB: MMA/
WC: MMA/RAS Tina

Member since 2012

CESA 6
Jason Levash, COO
2935 Universal Court
Oshkosh, WI 54904
Ph: 920/236-0518
Fax: 920/236-0580

Liability/Crime: Ansay
WC: Ansay/Acuity
Prop/EB: CM Regent

Member since 2017 (SIRMC)

jlevash@cesa6.org

CESA 8
Nick Curran, Talent/Business Ops Manager   Liab CIC/WC/Prop: TIC/Brian Hess
223 West Park Street   WC: Hastings Mutual
Gillett, WI 54124   Property: Liberty Mutual
Ph: 920/855-2114
Fax: 920/855-2299   Member since 2018
ncurran@cesa8.org

CESA 10
Connie Wislinsky, Director of Business Services
725 W. Park Avenue   Liability: CIC/Kim Hurtz
Chippewa Falls, WI 54729   WC/Property/EB: MMA/RAS, Chubb-Tina
Ph: 715/720-2078   EB: Ansay/XL
Fax: 715/720-2070   Member since 2015
cwislinsky@cesa10.k12.wi.us

Coleman Joint School District
Doug Polomis, Administrator   CIC/Crime: Ansay
Lori Beland, Bookkeeper   WC: MMA/SFM-Tina
347 Business 141 North   Property/EB: MMA/Liberty
Coleman, WI 54112   Member since 2012
Ph: 920/897-4011
Fax: 920/897-4921
beland@coleman.k12.wi.us
polomis@coleman.k12.wi.us

Deerfield Community School District
Doreen Treuden, Business Manager   Liability and WC: Ansay/Acuity
300 Simonson Blvd.   Prop/EB: Ansay/CM Regent
Deerfield, WI 53531-9543
Ph: 608/764-5431   Member since 2017 (SIRMC)
Fax: 608/764-5433
treudend@deerfield.k12.wi.us

DePere, Unified School District of
Dawn Foeller, Business Manager   CIC/Crime: MMA-
1700 Chicago Street   Property/EB: MMA-
DePere, WI 54115-3499   WC: TIC/United Heartland
Ph: 920/983-9174, ext 4105   Member since 2015
Fax: 920/337-1033
dfoeller@depere.k12.wi.us

Dr. Howard Fuller Collegiate Academy (milw. collegiate)   Member since 2013
Ken Ritchie, Business Manager   CIC/Crime: MMA (rent facility)
4030 N 29th St.   WC: MMA/SFM
Milwaukee, WI 53216   Property/No Boiler: Liberty
Ph: 414/873-4014
Fax: 414/873-4344
j.beard@milwaukeecollegiateacademy.org

Eau Claire Area School District   WERMC Founding Member, 2011
Abby Johnson, Exec. Director Bus. Services.   WC: MMA/RAS
Marisa Anton, Assistant
500 Main Street   CIC/Crime/Boiler: MMA-Janet
Eau Claire, WI 54701   Property/EB: MMA/Hartford
Ph: 715/852-3017-Abby direct
Ph: 715/852-3010-Marisa direct
Fax: 715/852-3004
ajohnson2@ecasd.us
manton@ecasd.us

Elkhorn Area School District
Bill Trewyn, Business Manager
3 North Jackson Street
Elkhorn, WI 53121
Ph: 262/723-3160, ext. 1406
Fax: 262/723-6923
trewwi@elkhorn.k12.wi.us

Liability & WC: Ansay/Acuity
Prop/EB: CM Regent
Member since 2017 (SIRMC)

Evansville Community School District
Jamie Merath, Business Manager
340 Fair Street
Evansville, WI 53536
Ph: 608/882-3383
Fax: 608/882-6564
merathj@evansville.k12.wi.us

Liab/WC: Ansay/Tim
Prop/EB: CM Regent

Member since 2017 (SIRMC)

Greendale School District
Jonathan Mitchell, Director of Business Services
6815 Southway
Greendale, WI 53129
Ph: 414/423-2705
Fax: 414/423-2723
Jonathan.mitchell@greendaleschools.org

CIC/Crime: Kim Hurtz, AIMS
WC: MMA/RAS-Janet
Property/EB: MMA/Chubb

WERMC Founding Member, 2011

Hayward School District
Jenifer Frank, Business Manager
WERMC Board Member/Fiscal Agent
15930 W. 5th St
Hayward, WI 54843
Ph: 715/634-2619, ext. 9004
Fax: 715/634-3560
jfrank@hayward.k12.wi.us

CIC/Crime: Spectrum-Passint
Property/EB: MMA/Chubb
WC: MMA/SFM

WERMC Founding Member, 2011

Hortonville School District
Christina Peterson, Business Manager
246 N. Olk Street, PO Box 70
Hortonville, WI 54944-0070
Ph: 920/779-7907
Fax: 920/779-770
ChristinaPeterson@hasd.org

Liability: Ansay
WC: Ansay/Acuity
Prop/EB: CM Regent

Member since 2017 (SIRMC)

Howards Grove Public Schools
Josh Swanson, CPA/Business Manager
403 Audubon Road
Howards Grove, WI 53083
Ph: 920/565-4454
Fax: 920/5654461
jswanson@hgsd.k12.wi.us

Liability/WC: Ansay/CIC & Acuity
Prop/EB: Ansay/CM Regent

Member since 2017 (SIRMC)

LaCrosse, School District of
Patty Sprang, Business Manager
806 East Avenue South
LaCrosse, WI 54601
Ph: 608-789-7631
Fax: 608-789-7606
psprang@lacrosse.org
dmolling@lacrosse.org

CIC/Crime: MMA-Tina/Travelers
WC: MMA/RAS
Property/EB: Hartford
Member since 2012

Little Chute Area School District
Karen Moore, Director of Business Services
325 Meulemans Street, Suite A
Little Chute, WI 54140-3300
Ph: 920/788-7605
Fax: 920/788-7603
kmoore@littlechute.k12.wi.us

Liability & WC: Ansay
Prop/Boiler: CM Regent
Member since 2017 (SIRMC)

Manawa, School District of
Carmen O'Brien, Business Manager
800 Beech St.
Manawa, WI 54949
Ph: 920-596-5332
Fax: 920-596-5308
cobrien@manawaschools.org

Liability & WC: Ansay
Prop/EB: Ansay/CM Regent

Member since 2017 (SIRMC)

Marshfield, School District of
Pat Saucerman, Director of Business Services
1010 E. Fourth Street
Marshfield, WI 54449
Ph: 715/387-1101, ext.1124
Fax: 715/387-0133
saucerman@marshfield.k12.wi.us

Liability: Ansay/CIC
WC: Ansay/Acuity
Prop: CM Regent
No boiler req'd-Insd by City
Member since 2017 (SIRMC)

Menasha Joint School District
Brian Adesso, Director of Business Services
WERMC Board President
328 Sixth Street
Menasha, WI 54952
Ph: 920/967-1427
Fax: 920-751-5038
adessob@mjsd.k12.wi.us

Liability: Ansay/CIC
WC: Ansay/Acuity
Property/EB: CM Regent

Member since 2017 (SIRMC)

Menomonie Area, School District of
Leah Theder, Business Manager
215 Pine Avenue
Menomonie, WI 54751
Ph: 715-232-3215 Ext 11154
Fax: 715/232-1317
Leah_theder@msd.k12.wi.us

Liability/Crime: MMA/CIC/Janet
Property/EB: AJG/Sailor
WC: AJG/Sailor

Merrill Area Public Schools
Brian Dasher, Director of Finance
Eddie Then
Cindy Heinz, Director of H.R.
1111 N. Sales St.
Merrill, WI 54452
Ph: 715/536-4581, ext. 10011
Fax 715/536-1788
brian.dasher@maps.k12.wi.us
cindyheinz@maps.k12.wi.us

Member since 2012
CIC/Crime/Property/Boiler: MMA/CM Regent-Tina
WC: MMA/Church Mutual

Middleton-Cross Plains Area School District
Lori Ames, Dir. of Business Services.
Amy Runde, Exec. Asst.-Bus. Services
7106 South Avenue
Middleton, WI 53562
Ph: 608/829-9002 Lori direct
Ph: 608/829-9005 Amy direct
Fax: 608/836-3571
arunde@mcpasd.k12.wi.us
lames@mcpasd.k12.wi.us

CIC/Crime: MMA/Tina
WC: MMA/United Heartland
Prop: MMA
Tanks: MMA/Crum & Forster Specialty
Member since 2015

Minocqua J1 School District
Gina Kolzow, Finance Director
7450 Titus Drive
Minocqua WI 54548
Ph: 715-356-5206 X2110
gkolzow@mhlt.org

Member since 2018
CIC/Crime: MMA-Tina
Prop/EB: MMA/CIC
WC: MMA/RAS

Mishicot, School District of
Christine A. Thelen, CPA, Business Manager
660 Washington Avenue, PO Box 280
Mishicot, WI 54228
Ph: 920/755-3159
Fax: 920/755-2390
cthelen@mishicot.k12.wi.us

Liability & WC: TIC, Katie
Prop/EB: TIC/Katie
Member since 2017

Monona Grove School District
Jerrud Rossing, Director of Business Svcs.
WERMC Board Member
5301 Monona Drive
Monona, WI 53716
Ph: 608/316-1916
Fax: 608/221-7688
jerrud.rossing@mgschools.net

Member since 2012
CIC/Crime: Spectrum-B. Christ
Property/EB: Liberty Mutual-Tina
WC: MMA/RAS

Mosinee School District
Michelle Brown, Business Manager
591 West Hwy 153
Mosinee, WI 54455
Ph: 715/693-2530
Fax: 715/693-7272
mbrown@mosineeschools.org

Liability & WC: Ansay/Acuity
Prop/EB: Ansay/CM Regent

Member since 2017 (SIRMC)

Neenah Jt. School District
Director of Bus. Services
410 South Commercial St.
Neenah, WI 54956
Ph: 920-751-6800 Ext. 10103
Fax: 920-751-6809

Member since 2015
CIC/Crime: MMA-Janet
WC/Property/EB: MMA-RAS/Hartford

New Holstein, School District of
David Ziegelbauer, Business Manager
1715 Plymouth
New Holstein, WI 53061
Ph: 920-898-1605 Ext. 3007
Fax: 920-898-4112
dziegelbauer@nhsd.k12.wi.us

Liability & WC: Ansay
Prop/EB: Ansay/CM Regent

Member since 2017

North Fond du Lac, School District of
Maria Putzer, Business Manager
225 McKinley Street
North Fond du Lac, WI 54937-1299
Ph: 920/929-3750
Fax: 920/929-3696
mputzer@nfdl.k12.wi.us

Liability & WC: Ansay
Prop/EB: Ansay/CM Regent
Member since 2017 (SIRMC)

Norway Jt. 7 School District
Carrie Reid, District Administrator
Marisa Joehnk, Bookkeeper
21016 W. 7 Mile Road
Franksville, WI 53126
Ph: 262/895-7778
Ph2: 414/425-6020

CIC: Hurtz/CIC
WC: MMA/RAS-Janet
Property/EB: MMA/CIC
No Mod—too small
Member since 2011

Fax: 414/425-6038
principal@droughtschool.net
joehnk@droughtschool.net

Oconto Falls School District
Dean Hess, Administrator
Debbie Woods, Assistant
200 North Farm Rd.
Oconto Falls, WI 54154-1221
Ph: 920/848-4471
Fax: 920/848-4474
dean.hess@of-ps.org
debra.woods@of-ps.org

CIC/Boiler/Crime: MMA/Janet
Property/EB: MMA Chubb-Janet
WC: MMA/SFM
Member since 2012

Onalaska School District of
Kent Ellickson, Dir. Finance/Business
1821 East Main Street
Onalaska, WI 54650
Ph: 608/781-9700
Fax: 608/781-9712
ellke@onalaskaschools.com

CIC/Crime: TIC: Derek Peterson
WC: TIC/Hastings Mutual
Property/EB: TIC-Liberty
Member since 2016

Oshkosh Area School District
Drew Niehans, Business Manager
Jackie Jacak, Executive Assistant
215 South Eagle Street
Oshkosh, WI 54901
Ph: 920/424-0122
Fax: 920/424-2090
Drew.Niehans@oshkosh.k12.wi.us   Jacqueline.jacak@oshkosh.k12.wi.us

WC: Ansay/Acuity
CIC/Crime: Ansay
Property/EB: Ansay/CM Regent
Member since 2015

Random Lake School District of
Patti Degnitz, Business Manager
Mike Trimberger, Supt.
605 Random Lake Road
Random Lake, WI 53075
Ph: 920/447-3065
pdegnitz@rladvantage.org
mtrimberger@randomlake.k12.wi.us

Liability/Crime: Hub-Niel/CIC
Property: CM Regent/Ansay
WC: Ansay/Acuity

Rice Lake Area School District
Pat Blackaller, Director of Finance/Operations
700 Augusta Street
Rice Lake WI 54868
Ph: 715-234-9007
Fax: 715-234-4552
blackallerp@ricelake.k12.wi.us

CIC/Crime: Aaron Marsh
WC: MMA/RAS-Janet
Property/EB: MMA/Chubb
Member since 2012

Ripon Area School District
Jonah Adams, Business Manager
1120 Metomen Street
P.O. Box 991
Ripon, WI 54971
920/748-4610
adamsj@ripon.k12.wi.us

Liab. Ansay/CIC
Prop/EB: Tim/Tony Ansay
WC: Acuity

Member since 2019

Somerset, School District of
Dave Gerberding, Business Manager
WERMC Board Secretary
639 Sunrise Drive, PO Box 100
Somerset, WI 54025
Ph: 715-247-3313 Ext 505

Member since 2012
CIC/Crime: Ansay

WC: MMA/RAS-Tina
Property/EB: Chubb

Fax: 715-247-5588
dgerberding@somerset.k12.wi.us

Sparta Area School District   Member since 2012
Leah Hauser, Director of Business Services   CIC/Crime: MMA-Tina
201 E. Franklin St.   Prop/Boiler/Crime: MMA/Chubb
Sparta, WI 54656   WC: MMA/RAS
Ph: 608-269-3151
Fax 608-366-3474
lhauser@spartan.org   lfromm@spartan.org (safety)

St. Francis, School District of   CIC/Crime: MMA/Janet
Mike Fischer, Business Manager   WC: Ansay/Acuity
4225 S. Lake Drive   Property/EB: MMA/Chubb-Janet
Saint Francis, WI 53235-5941
Ph: 414-747-3910
Fax: 414-482-7198   Member since 2013
mfische@sfsd.k12.wi.us
cosowski@sfsd.k12.wi.us Chris Osowski

Two Rivers Public Schools   Liability: Ansay
Mary Kay Slattery, Finance Director   Work Comp: Ansay/Acuity
4521 Lincoln Avenue   Prop/EB: Ansay/Travelers
Two Rivers, WI 54241   Member since 2017 (SIRMC)
Ph: 920/793-4560, ext. 6506
Fax: 920/793-4014
slattmar@trschools.k12.wi.us

Washington-Caldwell School District
Rachel Opgenorth, District Bookkeeper   WC/CIC/Crime: MMA/SFM-Tina
8937 Big Bend Road   Property/EB: MMA/
Waterford, WI 53185   Member since 2015
262-662-3466 ext. 167
ropgenorth@washcald.com

Waterford Graded Jt. School District   Liability & WC: Ansay
Ed Brzinski, Superintendent   Prop/EB: Ansay/Travelers
Mary Stapenek, District Bookkeeper/Office Manager   Member since 2017 (SIRMC)
819 West Main St.
Waterford, WI 53185-4073
Ph: 262/514-8250
Fax: 262/514-8251
brzinski@waterford.k12.wi.us
Stapenek@waterford.k12.wi.us

West Allis-West Milwaukee School District
Caitlin Windler, Director of Finance and Operations
1205 S. 70th Street
West Allis, WI 53214
Ph: 414-604-3031
Fax: west
windlerc@wawmsd.org

Westby-Norse Area School District
Jennifer Buros, Business Manager   WC: TIC/Hastings Mutual/Derek
206 West Avenue   CIC: MMA-Janet
Westby, WI 54667   Property/EB: TIC/Derek Peterson
Ph: 608-634-0122   Member since 2015
Fax: 608-634-0118
jennifer.buros@westby-norse.org

Weyauwega-Fremont School District
John Kiefer, Director of Business Services
410 E. Ann Street
Weyauwega, WI 54983-8531
Ph: 920/867-8811
Fax: 920/867-
jkiefer@wfsd.k12.wi.us
Safety: Don Lederhaus. dlederhaus@wfsd.k12.wi.us

Liability & WC: Ansay/Acuity
Prop/EB: Ansay/CM Regent
Member since 2017 (SIRMC)

Wilmot Union High School
Dave Betz, Business Manager
11112 308th Avenue
Wilmot, WI 53192-0008
Ph: 262-862-9005
Fax: 262-862-6413
betzd@wilmoths.k12.wi.us

CIC/Crime: MMA-Tina
WC: MMA/SFM
Property/EB: MMA/Chubb
Member since 2015

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Liability & WC: Ansay
Prop/EB: Ansay/CM Regent

Member since 2017 (SIRMC)

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Aaron Nelson Director of Business Services
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Liability & WC: Ansay/Acuity
Prop/EB: Ansay/CM Regent
Member since 2017 (SIRMC)

Wrightstown Community School District
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Liab: Ansay/CIC
WC: Acuity

Prop: CM Regent

Member since 2018

Monthly Financial Summary

	Revenues Month	Expenses Month	Revenues YTD	Expenses YTD	
Fund 10 - General	$ 605,307.72	$ 624,192.96	$ 5,341,061.52	$ 4,608,682.61	
Fund 27 - Special Education	$ 46,711.60	$ 101,978.52	$ 174,178.08	$ 649,372.30	
Fund 50 - Food Service	$ 64,687.23	$ 34,383.16	$ 185,587.87	$ 189,757.36	
Fund 80 - Community Fund	$ 25,015.00	$ 9,122.54	$ 25,810.00	$ 25,143.24	

			Interest Earnings to Date		Project Exp to Date
Fund 39/49 - Referendum (2018)	$ 39.95	$ 34,532.85	$ 183,339.61	$ 2,585,417.38	$ 11,497,340.47
Demo Referendum Project	$ -	$ -	$ -	$ 39,654.46	$ 341,852.08
					$ 23,147.92

Accounts	Balance	Interest Rate			
General Checking	$ 2,690,165.60	0.083%			
General Money Market	$ 5,172.96	0.009%			
ADM Investment Savings	$ 150,801.59	0.070%			
Student Activity Account	$ 156,042.28	0.050%			
OPEB	$ 290,303.22		$ 34,991.18	Change in Value from July 2020	
Fund 46 - Savings	$ 200,237.00				

Grants	Allocation	Carryover	Total	Claimed to Date	Outstanding Revenue
Fund 10					
Carl Perkins (Tech. Ed)	$ 6,007.00	$ -	$ 6,007.00	$ 2,803.95	$ 3,203.05
ESSER I Fund	$ 78,237.07	$ -	$ 78,237.07	$ 29,447.14	$ 48,789.93
GEER Fund	$ 80,357.56	$ -	$ 80,357.56	$ 36,868.56	$ 43,489.00
Title I - Public (Reading/Math)	$ 83,392.21	$ 5,364.06	$ 88,756.27	$ -	$ 88,756.27
Title I - Private (Reading/Math)	$ 28,293.79	$ 26,665.84	$ 54,959.63	$ -	$ 54,959.63
Title II - Public (Professional Dev.)	$ 24,689.00	$ 22,155.38	$ 46,844.38	$ -	$ 46,844.38
Title IV (Stud. Support & Enrich.)	$ 10,000.00	$ 6,180.88	$ 16,180.88	$ -	$ 16,180.88
Fund 27					
Flow Through (SPED)	$ 178,320.00	$ 9,426.72	$ 187,746.72	$ -	$ 187,746.72
Preschool (Early Childhood)	$ 8,122.00	$ 21.10	$ 8,143.10	$ -	$ 8,143.10

Revenues	Budgeted	Collected to Date	Outstanding	2019-20	
Property Taxes	$ 3,666,797.00	$ 2,660,335.00	$ 1,006,462.00	$ 3,000,000.00	
Mobile Home Tax	$ 1,200.00	$ 1,784.90	$ (584.90)	$ 9,016.91	
Athletic Event Admission	$ -	$ 3,294.50	$ (3,294.50)	$ 16,548.60	
Open Enrollment In	$ 121,875.00	$ -	$ 121,875.00	$ 188,855.00	
Transportation Aid	$ 20,000.00	$ 21,805.00	$ (1,805.00)	$ 20,983.20	
Equalization Aid	$ 4,451,438.00	$ 2,847,717.00	$ 1,603,721.00	$ 4,323,683.00	
Sparsity Aid	$ 272,561.00	$ 272,553.00	$ 8.00	$ 283,894.00	
Per Pupil Aid	$ 509,754.00	$ 509,754.00	$ -	$ 523,852.00	
High-Cost Transportation Aid	$ 30,000.00	$ -	$ 30,000.00	$ 47,830.89	

Fund 10 Expenses	2019-20 FY Activity	2020-21 Budget	2020-21 FYTD Activity	Percent Expended to Date	Unexpended Balance
Salaries	$ 3,468,039.37	$ 3,326,439.00	$ 2,177,772.98	65.47%	$ 1,148,666.02
Benefits	$ 1,456,267.10	$ 1,486,084.00	$ 938,251.78	63.14%	$ 547,832.22
Purchased Services	$ 2,362,672.87	$ 2,384,955.78	$ 968,441.90	40.61%	$ 1,416,513.88
Non-Capital Objects	$ 183,772.05	$ 434,287.31	$ 275,055.16	63.33%	$ 159,232.15
Capital Objects	$ 165,070.36	$ 130,927.99	$ 101,981.89	77.89%	$ 28,946.10
Debt Retirement	$ -	$ 1,200.00	$ -		$ 1,200.00
Insurance & Judgments	$ 103,094.51	$ 124,186.00	$ 131,415.11	105.82%	$ (7,229.11)
Transfers (i.e. to Fund 27)	$ 681,640.24	$ 648,420.00	$ -	0.00%	$ 648,420.00
Other (Dues & Fees)	$ 29,754.72	$ 108,844.92	$ 15,763.79	14.48%	$ 93,081.13
TOTAL	$ 8,450,311.22	$ 8,645,345.00	$ 4,608,682.61	53.31%	$ 4,036,662.39

Fund 50 - Revenues		Monthly Total		2020-21 FYTD		2019-20 FYTD
MES Sales	$	791.80	$	4,573.70	$	33,686.05
MMS Sales	$	2,387.85	$	9,546.90	$	-
LWHS Sales	$	4,092.10	$	16,444.20	$	73,907.80
Catering	$	-	$	2,744.45	$	2,701.97
Aid	$	57,415.48	$	152,278.62	$	93,499.06
Total	$	64,687.23	$	185,587.87	$	203,794.88
Fund 50- Expenses						
Salaries	$	12,595.25	$	78,976.91	$	86,954.46
Benefits	$	3,842.83	$	30,554.71	$	31,042.89
Purchased Services	$	-	$	-	$	-
Repair/Maintenance	$	-	$	679.87	$	1,768.85
Operational Services	$	-	$	557.94	$	1,127.68
Employee Travel	$	-	$	-	$	-
Fuel - Vehicle	$	36.09	$	71.92	$	88.00
Commodity Charges	$	5,470.77	$	9,160.79	$	6,325.25
Central Supply	$	172.92	$	2,559.33	$	5,010.29
Food	$	12,265.30	$	63,770.89	$	82,276.46
Other Non-Capital Objects	$	-			$	-
Capital Equipment	$	-	$	3,425.00	$	-
Total	$	34,383.16	$	189,757.36	$	214,593.88
		End June 2020		Rev-Exp FYTD		
Fund 50 Balance	$	70,781.00	$	(4,169.49)		

On February 16, 2021, Governor Evers presented his 2021-23 budget proposal to the state legislature. Currently, the Joint Finance Committee is reviewing and refining the budget and will forward a recommendation to the State Senate and State Assembly. Following legislative approval of the 2021-23 budget, the bill will be sent to the Governor for signature, veto, or partial vetoes.

Although the Governor's proposed budget will likely undergo several changes before it is finalized, the following outlines budget proposal items that would have a financial impact on the public school districts throughout the state and specifically local impacts facing the School District of Manawa.

Increased Reimbursement Rate for Special Education Categorical Aid:
The State of Wisconsin provides a fixed dollar amount of Special Education Categorical Aid to financially support special education programming. This amount reimburses district costs at approximately 28%. The Governor's budget proposal provides additional funding that would increase the reimbursement rate to 45% in 2021-22 and to 50% in 2022-23.

In the 2019-20 school year, the School District of Manawa incurred $948,142 in special education expenses. This amount was partially reimbursed by Special Education Categorical Aid. Special education costs in excess of the aid received from the state and other federal sources is funded by a transfer from the general fund budget (Fund 10). In 2019-20, the amount of the transfer from the general fund (Fund 10) to the special education fund (Fund 27) was $481,640.

If the Governor's proposal is accepted and Special Education Categorical Aid is raised to 45% in 2021-22 and to 50% in 2022-23, projected revenue would increase by $106,799 in 21-22 and $138,210 in 22-23. This directly reduces the transfer from the general fund to special education. The savings stays in the general fund and goes directly to supporting educational programming for all students in the district.

Per Pupil Increases in Revenue Limit Authority:
Revenue limits determine the amount of funding that can be generated for a school district through local property taxes and state equalization aid. If state equalization aid goes up, property taxes go down, and total revenue stays the same. To adjust for inflation, changes can be made by increasing the per pupil amount in the equalization aid formula. Increasing the low-revenue ceiling per member amount adjusts how much a district can levy in property taxes.

The Governor's budget proposal includes increases to both the per pupil amount in the equalization aid formula and the low revenue ceiling amount. These increases collectively increase revenue by $82,750 in 2021-22 and by $137,250 in 2022-23. The School District of Manawa has declining enrollment. Neither of these increases will overcome the deficit caused by the decrease in student FTEs. But, the increases do make the deficits more manageable. Essentially, these per pupil increases will allow for fewer staff reductions.

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Federal ESSER Revenues and Continuing Costs:
Federal funds have been allocated to schools to support additional expenses experienced as a result of COVID-19. These funds are not intended to support ongoing costs. The cost of transportation, utilities, and building maintenance cannot be paid for out of federal ESSER funds. Therefore, the support through the state budget process is necessary to support long-term, ongoing costs.

The School District of Manawa received $78,237 from ESSER I. This was used to purchase protective equipment to welcome students back to school in the fall and keep them safe. Home internet service for students and professional development for staff was also purchased using ESSER I. Manawa was also awarded GEER grant money that was used to buy Chromebooks so that all students had devices in the event of school closures or remote learning needs. Some software and other auxiliary tech equipment were also purchased. This amount was $80,357. Funds received for ESSER II will equate to $361,354. This money is planned to purchase more Chromebooks as well as math, reading and social studies learning materials. The district plans are to use this one-time federal money for allowable, one-time or short-term costs.

Mental Health and Student Wellness:
Mental health and student wellness has been a priority in the School District of Manawa for many years and has only been heightened as a result of the pandemic. Being a small, rural district, Manawa has struggled to access mental health resources for families. The Governor's budget proposal includes implementing a Mental Health and Student Wellness categorical aid program that would reimburse districts 10% of costs for pupil service categories like school counselors, nurses, and psychologists. Although this would not be enough to fully fund the programs and resources needed, it is a step in the right direction.

Counting Pupils for Revenue Limit:
The Governor's budget addresses the pandemic-driven decreases in enrollment in schools across the state. If the School District of Manawa were to be allowed to use the greater of the 2020 or 2019 pupil counts, this would add 12 FTEs and change the 3-year average by 4 FTEs. This helps in the short-term and is neither helpful or hurtful in the long-term.

Summary:
The Governor's proposal would increase the School District of Manawa's funding. Without the Governor's budget proposals, the district estimates a $117,489 shortfall in 2021-22 and a $415,607 shortfall in 2022-23. This is roughly a 6% decrease over the next biennium. With the Governor's budget proposals, the district will have a balanced budget for 2021-22 and can use $72,731 for one-time project spending and only have a $49,469 shortfall in the 2022-23 school year. This additional funding would allow for modest inflationary increases while maintaining the current level of programming for our students.

ESSER I – Elementary and Secondary School Emergency Relief grant program
SDM received and spent $78,237.07 on:
- Internet Access Service/Devices for Families (Kajeet)
- Floor Stickers and Protective Barriers
- Masks and Face Shields
- Carts – to deliver instruction in the classrooms
- Carts – to deliver hot meals (breakfast & lunch) to the classrooms
- Electrostatic Sanitizer
- COVID testing for staff
- Professional Development – to increase capacity for on-line teaching

GEERS – Governor's Emergency Education Relief grant program
SDM received and spent $80,357.56 on:
- Internet Access Service for Families (Kajeet)
- Software – to enhance on-line teaching
- Technology Equipment: microphones, headphones, sound bars, etc.
- Chromebooks – all students 4K-12 are one-to-one

ESSER II & III – Elementary and Secondary School Emergency Relief grant program
SDM will be eligible to receive $361,354 in ESSER II funds. ESSER III is estimated to be roughly two times the amount of ESSER II ($722,708). Plans to spend this money include:
- Chromebooks (207)
- Leveled Books
- 4K-12 Math Materials
- Math Material Training for Teachers
- Social Studies Materials
- Special Assignment Teacher (1 year)
- Renewal Internet Access Service for Families (Kajeet)

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School District of Manawa
Students Choosing to Excel, Realizing Their Strengths

To: Board of Education
From: Carmen O'Brien
cc: Dr. Melanie Oppor
Date: 5/8/2021
Re: Fund Balance Policy Review

Recommendation:

I recommend no change to the current SDM policy 6235 – Fund Balance.

Rationale:
  Currently, the policy is as follows (the full policy is part of this packet):
> *... the Fund 10 fund balance shall not fall below eighteen (18)% of the preceding year's Fund 10 expenditures.*

According to R.W. Baird, a healthy fund balance for a public school district should be between 15-25% of the previous year's expenditures. Historical unassigned fund balance for the SDM is as follows:

Year	Unassigned Fund Balance Amount	Percent of Previous Year's Expenditures	
2009	$890,706	10%	
2010	$1,449,051	18%	Fund Balance policy was increased from 15% to 18%
2011	$1,808,276	19%	
2012	$2,012,496	25%	
2013	$2,580,591	33%	
2014	$2,445,031	30%	
2015	$1,584,087	17%	
2016	$2,397,967	31%	Energy Efficiency Carry-Over
2017	$2,316,645	27%	
2018	$1,878,929	20%	
2019	$2,019,343	22%	Short-term borrowing not needed
2020	$2,252,138	26%	Short-term borrowing not needed

Based on this history, I continue to recommend that the SDM tries to keep the June 30th fund balance at about 22% of the previous year's expenditures. I do not recommend changing the policy, though. There is always a possibility that an emergency could arise. This could lead to a temporary decrease in the fund balance. You can see that in the past 11 years, the fund balance has only been lower than board policy two times and in the subsequent year, the deficit has been corrected.

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Ms. Carmen O'Brien
Business Manager

School District of Manawa
Students Choosing to Excel, Realizing Their Strengths

Fund Balance - Informational

The Fund Balance is simply the difference between Assets and Liabilities. Cash is an asset and this number changes daily. At the end of each fiscal year (June 30th), the auditors calculate and report a school district's fund balance for that school year. It is also reported as a percentage of the total expenditures. This is NOT money that is in a separate account.

The majority of the District revenue comes from State Aid and Property Taxes. The first 15% of the total State Aid payment is issued in September and 25% is issued in December. The first Property Taxes are not received until January. From July 1st until those first payments are received (6 months of the fiscal year), the District is spending the fund balance. The fund balance nears zero at the end of November and often, at this time, short-term borrowing will be necessary to simply have enough cash to meet payroll. According to the Board policy and the Wisconsin Department of Public Instruction (DPI), the fund balance should be "an amount sufficient that short term borrowing for cash flow could be avoided and would also allow the district to set aside sufficient assets to realize its long range goals."

For the past two years, the SDM has not needed to short-term borrow. This is due in large part to qualifying for Sparsity Aid due to our declining enrollment. The district aid membership dropped below 745 FTEs in 2017-18, thus qualifying the SDM for this aid. The payment comes the following year at the end of September. The SDM qualified in 2017-18 and received the first Sparsity Aid payment in September 2018. Looking at the historical data, if the fund balance at the end of the previous fiscal year is at about 22% of the previous year's expenditures and the SDM continues to receive Sparsity Aid, the district will have enough fund balance to avoid short-term borrowing.

It is not beneficial to have more fund balance than what is needed, though. The State of Wisconsin calculates the total revenue limit for each school district. Depending on the demographics of the district, a portion of this total amount will come from the State and a portion from property taxes. The past few years, the portions are as follows:

Year	Total Revenue Limit	State Aid	Allowable Property Tax Limit
2017-18	$7,888,804	$4,524,841	$3,363,963
2018-19	$7,967,343	$4,584,608	$3,372,470
2019-20	$7,622,217	$4,323,683	$3,288,784
2020-21	$7,121,008	$4,460,673	$2,660,335*

*When voters pass a referendum, it allows the District to tax over the allowable revenue limit for that project

If a district does not use the amount of State Aid it has been designated, that aid amount will decrease the following year. This will cause the amount of the total revenue limit paid by property taxes to increase. This is a balancing act that all school districts play and is unique to each one.

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Book	Policy Manual
Section	6000 Finances
Title	FUND BALANCE
Code	po6235
Status	Active
Adopted	July 18, 2016
Last Revised	July 22, 2019

6235 - **FUND BALANCE**

The Board places the responsibility of administering the budget, once adopted, with the District Administrator. The District Administrator shall monitor the Fund 10 fund balance and shall report the balance to the Board at the end of each budget year. The Fund 10 fund balance shall be maintained at a level sufficient to minimize or avoid short-term borrowing for cash flow purposes.

The Board shall ensure that adequate funds are reserved for the General Fund to maintain a secure financial position whereby the Fund 10 fund balance shall not fall below eighteen (18)% of the preceding year's Fund 10 expenditures. Budget preparation and management shall adhere to this fund balance expectation. (See Policy 6220 - Budget Preparation and Policy 6231 - Budget Implementation.)

Fund balances will be reported in the categories established by the Government Accounting Standards Board Statement 54 (GASB 54) and in consultation with District auditors. The Board will impose constraints on any funds placed in the committed and assigned classifications through consultation with the District's auditor. The applicable categories for fund balance designations are:

A. **Nonspendable Fund Balance** - amounts that cannot be spent because they are either (a) not in a spendable form (which includes items that are not expected to be converted to cash – e.g., inventories or prepaid amounts) or (b) legally or contractually required to be maintained intact (e.g., the corpus of an endowment fund).

B. **Restricted Fund Balance** - amounts constrained to specific purposes by their providers (such as grantors, bondholders, and higher levels of government), through constitutional provisions, or by enabling legislation.

C. **Committed Fund Balance** - amounts constrained to specific purposes by the Board; to be reported as committed, amounts cannot be used for any other purpose unless the Board takes action to remove or change the constraint.

D. **Assigned Fund Balance** - amounts the Board *intends* to use for a specific purpose but are neither restricted nor committed; intent can be expressed by the Board or by an official or committee to which the Board delegates the authority.

E. **Unassigned Fund Balance** - amounts that are available for any purpose; these amounts are reported only in the general fund.

If, during the fiscal year, it appears to the District Administrator that the fund balance will be less than estimated, the District Administrator will bring forward for Board consideration recommendations that will protect the fund balances. Such recommendations shall be in accordance with the requirements of the law.

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