



American Business Systems
Since 1966

800-228-7758 www.ABS-KY.com

Office Locations: Morehead -Lexington -Corbin -Maysville

Proposed Solution:

Proposed Solution Cost	No Buyout Included	\$15,300 Buyout Included
<u>Board of Education</u>		
(2) - Konica bizhub Color C458 (45 ppm) Copy-Print-Scan Each Unit Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass Office Finisher, Hole Punch, Booklet Maker and Tri Folder	\$373.52 (\$186.76 ea)	\$412.75 (\$206.38 ea)
<u>Bus Garage</u>		
(1) - Konica bizhub 458 (45 ppm) Copy-Print-Scan-Fax Includes (2) 500 Sheet Paper Trays and By-Pass Office Finisher and Hole Punch	\$126.06	\$145.68
<u>High School</u>		
(2) - Konica bizhub 558 (55 ppm) Copy-Print-Scan Each Unit Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass Office Finisher and Hole Punch	\$326.79 (\$163.39 ea)	\$366.03 (\$183.01ea)
(1) - Konica bizhub Color C458 (45 ppm) Copy-Print-Scan-Fax Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass Office Finisher, Hole Punch, Booklet Maker and Tri Folder	\$192.56	\$212.18
<u>Sebastian Middle</u>		
(1) - Konica bizhub Color C558 (55 ppm) Copy-Print-Scan Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass Office Finisher, Hole Punch, Booklet Maker and Tri Folder	\$208.26	\$227.88
<u>LBJ Elementary School</u>		
(1) - Konica bizhub 558 (55 ppm) Copy-Print-Scan Each Unit Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass Office Finisher and Hole Punch	\$163.39	\$183.01
(1) - Konica bizhub Color C458 (45 ppm) Copy-Print-Scan-Fax Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass Office Finisher, Hole Punch, Booklet Maker and Tri Folder	\$192.56	\$212.18
<u>Highland Turner Elementary School</u>		
(1) - Konica bizhub 808 (80 ppm) Copy-Print-Scan Each Unit Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass Office Finisher and Hole Punch	\$193.19	\$212.81
(1) - Konica bizhub Color C458 (45 ppm) Copy-Print-Scan-Fax Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass Office Finisher, Hole Punch, Booklet Maker and Tri Folder	\$192.56	\$212.18
<u>Marie Roberts Elementary School</u>		
(1) - Konica bizhub 808 (80 ppm) Copy-Print-Scan Each Unit Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass Office Finisher and Hole Punch	\$193.19	\$212.81
(1) - Konica bizhub Color C458 (45 ppm) Copy-Print-Scan Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass Office Finisher, Hole Punch, Booklet Maker and Tri Folder	\$186.76	\$206.38
Total Monthly Lease Payment	\$2,348.86	\$2,603.90
GOLD+ CARE MAINTENANCE/SUPPLY COST \$0.0049 B&W or \$0.045 Color		

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Proposal
prepared for:

Breathitt County Schools

Prepared by:
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American Business Systems

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Web Site: www.ABS-KY.com



KONICA MINOLTA
Authorized Dealer



Lexmark
Business Solutions De

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Lexmark

Business Solutions Dealer

October 11, 2017

Breathitt County Schools

420 Court St., P.O. Box 750

Jackson, KY 41339

(606) 666-2491

Greetings,

We are pleased to provide Breathitt County Schools a solution for Multifunctional Printer Fleet and would like to thank you for extending us this opportunity.

American Business Systems offers one of the most experienced and successful Office Equipment teams in Central and Eastern Kentucky. Perhaps it is because we approach our mission as a consultative practice rather than to merely sell office equipment. We understand that the proper office equipment is vital to your business and we are committed to providing total solutions.

We look forward to developing a strong business relationship with Breathitt County Schools by providing unparalleled document management equipment and services. Please feel welcome to contact Brandon, Mark or myself at any time 800-228-7758.

Best Regards,

Troy Poage

President



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bizhub MarketPlace



KONICA MINOLTA
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Executive Summary

Our proposal offers Breathitt County Schools a cost-effective vehicle to lease New Konica Minolta products and related services as outlined in the proposal. Our program includes responsive and local service, knowledgeable technical support, online procurement and service requests, effective document management and workflow solutions, fleet management tools and dedicated account management team.

Hardware	<p>Award-winning solutions dominate our product lineup with fast output, efficient workflows and time-saving multifunctional productivity. With simple on-screen control, you have printing, copying and scanning right at your fingertips. Add to this seamless software integration and easy customization with many available options configured for your business meet the technical specifications outlined in our proposal</p> <ul style="list-style-type: none"> > Blended cost per page > HDD Overwrite to DOD Standards & Self Encrypted HDD > EPEAT Certified Product > Delivery, installation, connectivity > Dedicated Account Team
Service Pricing	<p>Konica Minolta Business Solutions' Commonwealth of Kentucky Master Agreement (MA 758 150000097) & AEPA National Contract service pricing includes a simple cost-per-page (CPC) charge for all prints. This CPC includes all Service, Labor, parts & Travel Preventive Maintenance Consumable supplies (excluding paper)</p>
Service Level Guarantees	<p>Extended maintenance that covers on-site service, labor, travel, replacement parts, toner and consumable supplies (excluding paper)</p> <ul style="list-style-type: none"> > Factory trained, certified technicians > Daily onsite service M-F, 8am-5pm > 95% fleet average uptime > 1 hour call back response for over-the-phone 1st level triage 4 hour average onsite response > Toll free number and online service requests <p>Konica Minolta –Customer ONE Guarantee</p>
Automatic Toner Replishment for Networked devices	<ul style="list-style-type: none"> > Adequate and timely consumables > Eliminates intervention by end user <p>Automatic shipment to designated location</p> <p>Just - in- time = one week before toner is depleted</p>



Training Plan	<ul style="list-style-type: none"> > End users will receive on-site and online training modules to learn the basic product functions. Advanced Key Operator training will be provided to your identified champions for the term of the program at no additional charge.
Management and Reporting	<p>Automated meter collection of all multifunctional printers/copiers to reduce administrative burden of manually collecting data</p> <p>Monitoring tools to observe print volumes and trends on specific products and to develop a print policy to reduce printed pages</p> <ul style="list-style-type: none"> > Quarterly business reviews and reports
Device Management	<ul style="list-style-type: none"> > Automated Meter Collection > Service & Supply Alerts > Automated Reports > Device Cloning
Value Add at NO additional Cost	<ul style="list-style-type: none"> > Cloud Based Diagnostics & Notifications > Total Quality Commitment Guarantee > Auto Toner Replenishment > Consumables Recycling > SED Hard drive Security (FIPS 140-2) > Advanced Encryption > Remote Based Diagnostics > Sustainability Reporting

Mission Statement

American Business Systems is dedicated to always exceed the expectations of our customers. We will always be reliable, flexible and solution-oriented in addressing the needs of our customers. Respect and professionalism will always be paramount in relations with our customers, employees, vendors and our business partners.

We will encourage balance between work and family. **American Business Systems** will strive to succeed through creative, ethical and well-focused management. We intend to complement our community and our world.

- ✓ **Equipment Guarantee:** With over 50 years of experience we provide the reliable solution and service for our customers. **We are so confident in our service quality and the reliability that we offer a Total Satisfaction Guarantee Replacement on our equipment that maintained in our agreements. Your Satisfaction is Our Satisfaction!**
- ✓ **Our Service Engineers** have a combined service experience history of more than 90 years.
- ✓ **Office Locations:** Morehead, Lexington, Corbin & Maysville
- ✓ **Locally Owned and Operated since 1966**





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KONICA MINOLTA
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Konica Minolta Technology Services

Groundbreaking ideas for the workplace of the future demand equally innovative technology. Our technology solutions win accolades from our clients who depend on their reliability, quality and ultra-high speeds. We're not following the herd; we're shaping new standards in technology solutions that work for you. In an ever-changing workplace environment, your business processes must be keyed in and focused on improving productivity. Through the expertise of our Facilities Management and Managed Print Services, you benefit from comprehensive, cost-effective solutions that save time and ensure efficient operations.

Office Multifunction

Award-winning solutions dominate our product lineup with fast output, efficient workflows and time-saving multifunctional productivity. With simple on-screen control, you have printing, copying and scanning right at your fingertips. Add to this seamless software integration and easy customization with many available options configured for your business.

Print Production

Our industry-leading bizhub PRESS, bizhub PRO, AccurioJet, AccurioPress, AccurioPrint and industrial printing equipment not only offers high color image quality and reliability, but also many attractive finishing features, such as the ability to print attractive labels, time-saving book-binding and eye-catching decorative printing on a wide array of mediums.

3D Printers

Watch your concepts and ideas come to life right before your eyes with innovative 3D printing.

Wide Format

Large and wide format printers provide solutions to view and print jobs like engineering drawings.

Printers

Our array of all-in-one and single-function printers give you a full range of black-and-white or color printing solutions whether you're a small business or a large enterprise. This provides you with faster speeds and the latest technology to significantly increase your office's efficiency and productivity.



Scanners

Check out our portfolio of desktop scanners for both general office and production environments. You'll find one that's right for your business to save time and money in any department.

Workplace of the Future

Work is not where you are. Work is what you get done.

The traditional office environment is changing and will continue to do so. We have the freedom to work on the road using our phones, in the park using our tablets, or halfway around the world using our laptops. Smart companies are busy seeking competitive advantages for their organizations and teams to reshape work by selecting and implementing the right tools and technologies to create their own workplace of the future.

The excitement generated by new technology is infectious in today's workplace as game-changing solutions and leading-edge resources are making work become less about where you go and more about what you get done. Whether it's artificial intelligence, robotics, cloud or mobility offerings, Konica Minolta's Workplace of the Future™ portfolio of innovative solutions bring that excitement to your business, promoting greater collaboration and productivity, improved efficiency and heightened security.

IT Services

We've Got Your IT Services 'Covered'

Every business, regardless of industry, has technology challenges. All Covered, a division of Konica Minolta, aspires to meet your computing, networking and application needs, regardless of the type of business you're in. If you don't find it cost-effective to maintain an in-house IT staff, All Covered can be a complete IT service solution. If you do maintain in-house IT personnel, we can provide supplemental support in specific areas or take on key technology projects – all with the aim of freeing up your resources so they can focus on your core business objectives.

Information Management

Managing Information at the Speed of Technology

Konica Minolta has developed a focused Information Management practice to help you identify and solve business problems that are preventing your organization from realizing gains in efficiency and productivity. Our trusted advisors work with you to provide customized information management services that will revolutionize your content management, collaboration, workflow, case management, security and records retention policies.



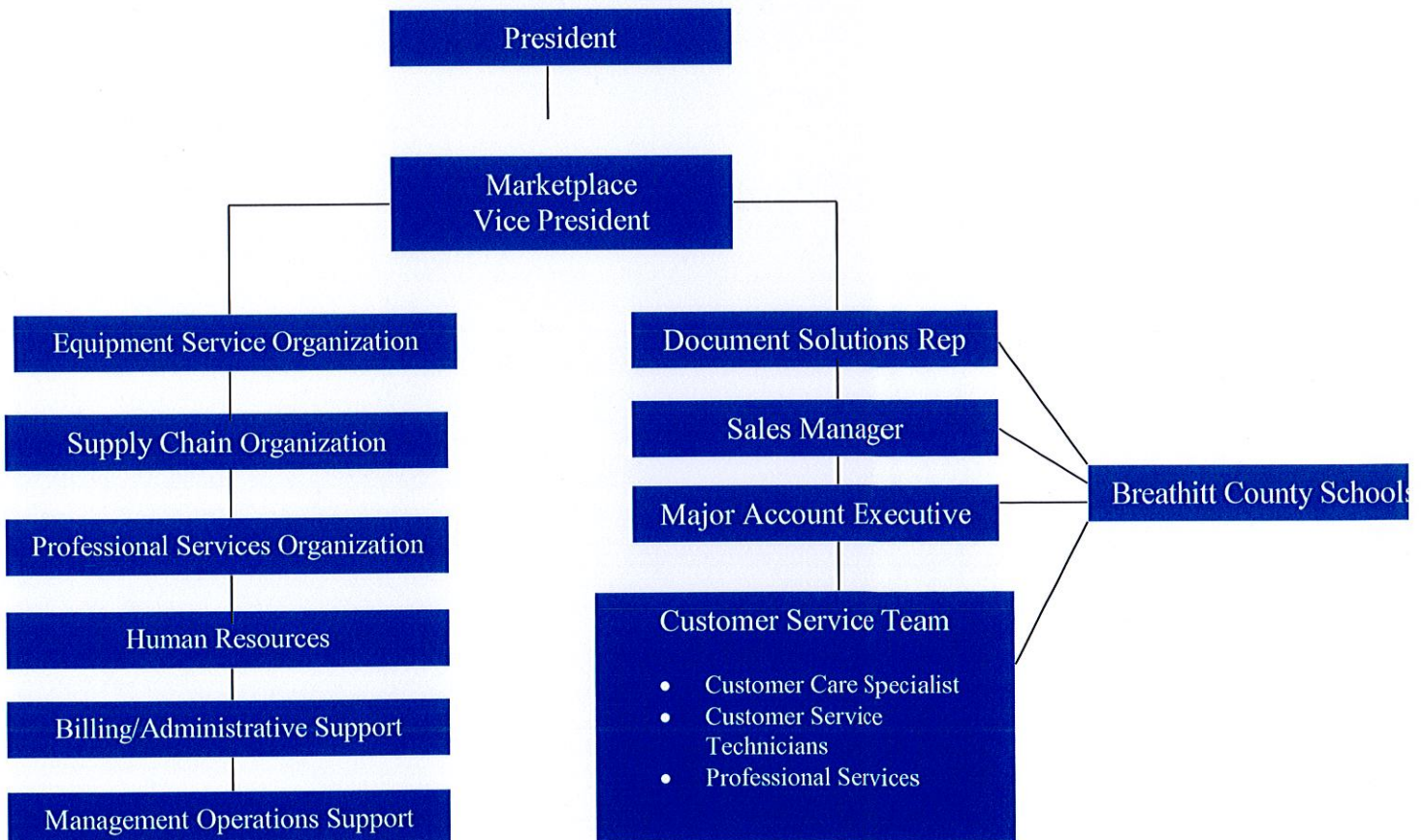
ACCOUNT TEAM ORGANIZATIONAL CHART

Account Team Organization

We have provided document solutions for over 50 years. This experience has taught us that each customer is unique and that each project presents different challenges in account management. As a result, we assign a dedicated team of professionals to each customer engagement based on individual project requirements. This team assesses the specific project requirements, goals and objectives and tailors a set of services accordingly.

We understand the importance of empowering local personnel who provide services for customers on a daily basis so that they have the ability to address specific customer requirements. Our project account team is supported by regional and national resources who are available to assist and provide additional expertise to the team. In total, our account management structure provides the personnel, training, business tools and other resources necessary to meet the business requirements of each individual customer.

The organization of our account team assigned to Breathitt County Schools is illustrated in the following chart. The team consists of an account executive, a sales manager, management operations support organization and the customer service team. This organizational structure ensures that Breathitt County Schools receives a dedicated customer team with the expertise necessary to provide day-to-day equipment service and support. The team also includes specialized project support from management personnel who have the ability to assign resources, manage operations and provide technical support and financial analysis.





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Proposed Solution Cost

\$2,348.90 No Buyout Included

\$2,603.90 \$15,300 Buyout Included

Per Page Cost

.0049 b/w & .045 color

Board of Education

(2) - Konica bizhub Color C458 (45 ppm) Copy-Print-Scan

Each Unit Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass
Office Finisher, Hole Punch, Booklet Maker and Tri Folder

Bus Garage

(1) - Konica bizhub 458 (45 ppm) Copy-Print-Scan-Fax

Includes (2) 500 Sheet Paper Trays and By-Pass
Office Finisher and Hole Punch

High School

(2) - Konica bizhub 558 (55 ppm) Copy-Print-Scan

Each Unit Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass
Office Finisher and Hole Punch

(1) - Konica bizhub Color C458 (45 ppm) Copy-Print-Scan-Fax

Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass
Office Finisher, Hole Punch, Booklet Maker and Tri Folder

Sebastian Middle

(1) - Konica bizhub Color C558 (55 ppm) Copy-Print-Scan

Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass
Office Finisher, Hole Punch, Booklet Maker and Tri Folder

LBJ Elementary School

(1) - Konica bizhub 558 (55 ppm) Copy-Print-Scan

Each Unit Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass
Office Finisher and Hole Punch

(1) - Konica bizhub Color C458 (45 ppm) Copy-Print-Scan-Fax

Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass
Office Finisher, Hole Punch, Booklet Maker and Tri Folder

Highland Turner Elementary School

(1) - Konica bizhub 808 (80 ppm) Copy-Print-Scan

Each Unit Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass
Office Finisher and Hole Punch

(1) - Konica bizhub Color C458 (45 ppm) Copy-Print-Scan-Fax

Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass
Office Finisher, Hole Punch, Booklet Maker and Tri Folder








Marie Roberts Elementary School

(1) - Konica bizhub 808 (80 ppm) Copy-Print-Scan

Each Unit Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass
Office Finisher and Hole Punch

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Includes (2) 500 Sheet Paper Trays, 2,500 HCF Tray & By-Pass
Office Finisher, Hole Punch, Booklet Maker and Tri Folder

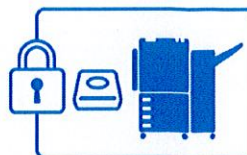
-  **MAINTENANCE/SUPPLY AGREEMENT** program includes all service, all travel time, all labor, all parts and all consumable supplies (includes toner, drums, developer, fuser, waste container and paper feed rollers)
-  **Brand New Equipment**
-  **Local Sales & Service**
-  **Includes Delivery, Set-up, Training, Network Support and Installation**
-  **(AEPA) Association of Educational Purchasing Agencies National Contract Pricing**
-  **Konica Customer One Guarantee**
-  **American Business Systems agrees to return the equipment at the end of lease**
-  **60 Month Agreement**



Monochrome Devices

Product Features: Konica bizhub 458, 558 & 808

- ✓ **B/W Copy / Network Printing**
- ✓ **Scan to File / Email (Color or B/W)**
- ✓ **Advanced Document Feeder (Dual Head Scanning 300 Sheet Capacity)**
- ✓ **Print Speeds:**
 - 458- 45 Pages Per Minute**
 - 558- 55 Pages Per Minute**
 - 808- 80 Pages Per Minute**
- ✓ **Paper Trays:**
 - (2) - 500 Sheet Paper Trays (up-to 12x18)**
 - (1) – 2,500 Sheet Paper Tray (up-to 8 ½ x11)**
 - 150 Sheet By-Pass Tray (up-to 12x18)**
- ✓ **Auto 2-Siding**
- ✓ **Finisher Stapler / Hole Punch**
- ✓ **Mobile printing** from iOS, Android and Windows Mobile devices
- ✓ **Direct USB printing** The front USB port allows for convenient walk-up preview, printing and scanning and is compatible with most printable image file formats
- ✓ **Standard IWS/web browser**
- ✓ **Built-in Emperon print system** with PCL6/PS3 emulation, native XPS
- ✓ **Multi-touch functions:** Swipe, drag, double-tap, toggle, pinch
- ✓ **Transparent menus, customizable icons, intuitive soft keyboards**
- ✓ **Konica Minolta's exclusive bEST (bizhub Extended Solution Technology) design** enables seamless integration with third-party software for business, healthcare, education, legal and other applications
- ✓ **Downloadable apps** from our bizhub Marketplace to improve your productivity
- ✓ **Konica Minolta participates in EPEAT, a ratings standard** for measuring electronics products' environmental impact.
- ✓ **PageScope mobile app** with mobile printing, scanning and document management tools to give mobile users instant access for "on-the-go" productivity





American Business Systems

Since 1966

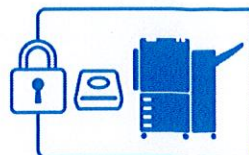
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Color Enabled Devices

Product Features: Konica bizhub C458 & C558

- ✓ **B/W or Color Copy / Network Printing**
- ✓ **Scan to File / Email (Color or B/W)**
- ✓ **Fax Kit**
- ✓ **Advanced Document Feeder (Dual Head Scanning 300 Sheet Capacity)**
- ✓ **Print Speeds:**
 - C458- 45 Pages Per Minute**
 - C558- 55 Pages Per Minute**
- ✓ **Paper Trays:**
 - (2) - 500 Sheet Paper Trays (up-to 12x18)**
 - (1) – 2,500 Sheet Paper Tray (up-to 8 ½ x11)**
 - 150 Sheet By-Pass Tray (up-to 12x18)**
- ✓ **Auto 2-Siding**
- ✓ **Finisher Stapler / Hole Punch**
- ✓ **Mobile printing** from iOS, Android and Windows Mobile devices
- ✓ **Direct USB printing** The front USB port allows for convenient walk-up preview, printing and scanning and is compatible with most printable image file formats
- ✓ **Standard IWS/web browser**
- ✓ **Built-in Emperon print system** with PCL6/PS3 emulation, native XPS
- ✓ **Multi-touch functions:** Swipe, drag, double-tap, toggle, pinch
- ✓ **Transparent menus, customizable icons, intuitive soft keyboards**
- ✓ **Konica Minolta's exclusive bEST (bizhub Extended Solution Technology) design** enables seamless integration with third-party software for business, healthcare, education, legal and other applications
- ✓ **Downloadable apps** from our bizhub Marketplace to improve your productivity
- ✓ **Konica Minolta participates in EPEAT, a ratings standard** for measuring electronics products' environmental impact.
- ✓ **PageScope mobile app** with mobile printing, scanning and document management tools to give mobile users instant access for "on-the-go" productivity





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KONICA MINOLTA

CUSTOMER ONE GUARANTEE

We believe the best customer experience comes from not only how our products perform and how easy they are to use, but also from giving our customers the peace of mind to know that our MFPs (Multifunction Products) are backed by one of the best guarantees in the industry. So when your new Konica Minolta branded MFP arrives, you'll know you are getting the latest technology, superior service and support, and a guarantee **direct from the manufacturer.**

"It Works or It Walks"

We are so confident in the quality of our products that we guarantee your Konica Minolta branded MFP will (1) meet factory specifications and (2) be compatible with your network, or we'll replace it with an equivalent model:

- First two years: replacement will be a **brand-new MFP**
- After two years: replacement may be new or refurbished

We've Got You Covered

The best customer experience is one that avoids problems altogether, which is why we've established remote monitoring and a rapid response process in conjunction with your local sales representative.

- Our Solutions & Support team will proactively monitor our installed MFP's performance, looking to identify potential issues before they become problems for our customers.
- Should a problem arise, our technical support, local service manager and advanced diagnostics team members are all empowered to authorize a replacement, allowing for a fast and easy resolution.

Notes:
