San Mateo Foster City School District
Current Concerns

Constraint Canon Parts and Components

Large Delays on Parts and Inventory:

- The bounce back of the economy from the constraint of the pandemic has augmented the demand for electronic components
- Large Delays on Parts and Inventory from the manufacturers.

Expensive Cost to Renew Software Updates / Support and Limitations with Web to Print Release Solutions

Expensive renewal fees to update software licensing for Uniflow Software

Limited functionality with Web to Print Approvals between teachers and San Mateo Foster City School District Printshop

Additional Cost to add new machines for Beach Park Elementary School.

Limitations with Web to Print ticketing software system

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SCHOOL DISTRICT
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AUTOMATION
— PROBLEM SOLVED

San Mateo Foster City School District
Continued Improvements

1. Quarterly Business Reviews
   a) Fleet Management & Continuous Improvement
   b) Account Manager, Billing Manager, Technical Service Manager, Professional Services Manager & Billing Manager

2. Upgrade the Hardware and Software
   a) Continue to improve the service level agreement for San Mateo Foster City School District by upgrading the hardware with new Canon Printer Fleet and limit any service deficiency due to the Global Chip shortages and back orders for 3 to 12 months.

3. Web-To-Print Software Designed To Grow and Improve San Mateo Foster City School District Workflows between teachers and print shop.

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Current Scenario

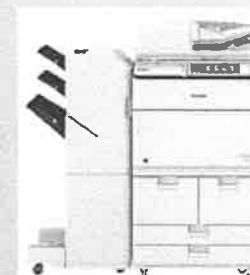## Current Equipment   - Color / Black & White

Canon Image Runner C5560i
- Print Color / Copy / Scan
- **60** pages per minute print speed
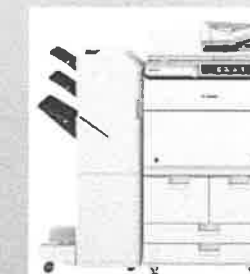- 4 paper drawers
- Staple finisher
- Fax Board

Canon Image Runner 6565i
- Print Black & White / Copy / Scan
- **65** pages per minute print speed
- 4 paper drawers
- Staple finisher with hole punching
- Faxing

Canon Image Runner 8585i
- 85 pages Print B&W/ Copy / Scan
- **85** pages per minute print speed
- 4 paper drawers and fax
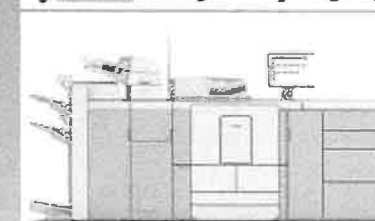- Staple Finisher and hole punch unit

Canon ImagePress C850 series
- Print Color B&W/ Copy / Scan
- **85** pages per minute print speed
- 4 paper drawers
- Booklet Trimmer, Punch Unit, Multi Paper Deck, 2 Knife Trimmer and Prisma Sync

Canon Vario Print DP 130
- Print B&W/ Copy / Scan
- **130** pages per minute print speed
- 4 paper drawers
- Staple Booklet Finisher and Punch Unit, 2 Knife Trimmer
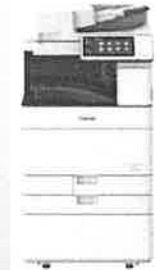- Document Insertion, External Paper Input Module

New Scenario

Canon Image Runner C5860i
- Print Color / Copy / Scan
- **60** pages per minute print speed
- 4 paper drawers
- Staple finisher
- Fax Board

Canon Image Runner 6870i
- Print Black & White / Copy / Scan
- **70** pages per minute print speed
- 4 paper drawers
- Staple finisher with hole punching
- Faxing

Canon Image Runner 8786i
- 85 pages Print B&W/ Copy / Scan
- **85** pages per minute print speed
- 4 paper drawers and fax
- Staple Finisher and hole punch unit

Canon ImagePress C910 series
- Print Color B&W/ Copy / Scan
- **90** pages per minute print speed
- 4 paper drawers
- Booklet Trimmer, Punch Unit, Multi Paper Deck, 2 Knife Trimmer and Prisma Sync

Canon Vario Print DP 130
- Print B&W/ Copy / Scan
- **130** pages per minute print speed
- 4 paper drawers
- Staple Booklet Finisher and Punch Unit, 2 Knife Trimmer
- Document Insertion, External Paper Input Module

LINKS TO PRENEGOTIATED EDU. CONTRACTS (NASPO)

Canon:naspo.usa.canon.com/pdf/NASPO_Calif
ornia_Poly_Subs_Pricing.pdf

Current Scenario

Monthly Cost for the existing Canon MFP's: $14,672.87/month

Bill by Usage for Black & White Images $0.00350

Bill by Usage for Color $0.034

2 Additional Units for Beach Park Elementary:

(1) Canon 6870i and (1) Canon 8786i + $659/month + tax for both units

Total Monthly Cost: $15,331.87

New Solution for San Mateo Foster City School District

"Pacific Office Automation will upgrade the existing Canon printer fleet with new Canon's which will represent a total cost savings to San Mateo Foster City School District $587,627.04"

Summary:

(24) New ImageRunner C5860i
(19) New Image Runner 6870i
(14) New Image Runner 6780i
(12) New ImageRunner 8786i
(1)   ImagePress C910 series
(2)   VarioPrint DP Line 130 series

No additional cost to the District to add 2 new machines for Beach Park Elementary
No Additional cost to add Web to Print Capabilities which will provide visibility, increase the ticketing system for approving print jobs / teachers. POA will update the Uniflow Server in good faith.
POA will continue to bill by usage for both b/w and color $0.0035 for b/w and $0.034 for color
POA will include up to 2 software migrations for the term of the contract.
POA will include Process Documentation on how the system works for Security, Upgrades, Support, Licensing and will assist the IT Dept with how to onboard the product and provide included training for the Super Users, Administrators and IT Team.

Monthly Cost Naspo Value Point = $26,342.55/month + tax
Monthly POA Cost = $14,801/month + tax
Total cost savings for the 48 month term = $553,994.40