

Billingshurst Parish Council
 Billingshurst Centre Photocopier
 Quote Summary

	Existing	X	Y	Z
	Digital Managed Print Solutions	Proposed Digital Managed Print Solutions	Proposed Digital Automation	Proposed ALE
Item				Pence
Delivery				
B/W copies	0.3p	0.3p	Incl. 10k col. + 10k b/w per 2.5 yrs	0.27p
Colour copies	3p	3p		2.7p
Rent per 1/4	£170	£120	£175.00	£175.00
Assume usage as per below in NB per 1/4				
Colour	£13.62	£13.62		£12.25
B/w	£6.53	£6.53		£5.89
	£190	£140	175.00	193.14
Machine	Konica C227ci MFD	Konica C227ci MFD (Keep existing machine.)	Toshiba 2515AC	Ricoh C2510
Other	60 month agreement	36 month agreement	60 month agreement	60 month agreement

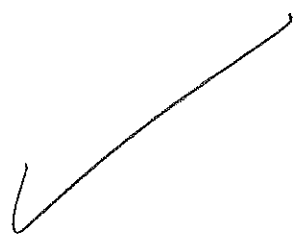
NB

Typical 1/4 usage 2,177 b/w

Typical 1/4 usage 454 colour



From: John Colville <john@digitalmps.co.uk>
Sent: 21 May 2024 09:33
To: Billingshurst Parish Clerk; Paul Alford
Subject: New Proposal



Morning Greg,

Thanks for taking my call earlier.

As discussed Konica Minolta and our funding partner are both happy to support the device for a further 3 years, given the low volumes.

Cost per quarter would be reduced to £120.00 based on 3 year agreement.

Your click rate would remain at the current costs.

If you are happy to proceed on that basis, I can arrange for the paperwork required for signing be emailed to you direct.

Any questions, please do not hesitate to contact me direct.

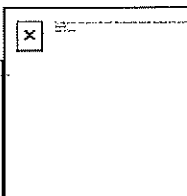
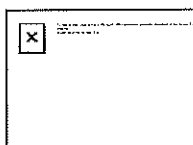
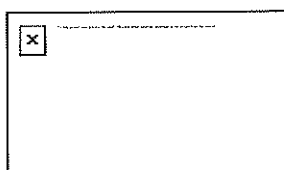
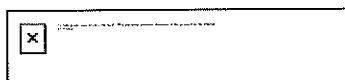
Regards

John

John Colville

Sales Account Manager

M: 07716832026





Billingshurst Parish Clerk

Subject: FW: Digital automation - New proposed solution
Attachments: Toshiba carbon scheme brochure.pdf; demelza reference.pdf

From: Callum Christie <callum.christie@digital-automation.co.uk>
Sent: Friday, June 21, 2024 11:19 AM
To: Billingshurst Parish Clerk <clerk@billingshurst.gov.uk>
Subject: Digital automation - New proposed solution

Hi Greg,

Good morning, I hope you're well.

Thanks for sending over the information, much appreciated.

Please see below a breakdown of your current costs and our new proposed solution:

Current solution with Digital managed services:

- Konica Minolta C227
- Maintenance, parts & labour

Average quarterly cost: £217.00p + VAT

Please see down below the new proposed solution with us at Digital automation: (based on a 5-year term)

- 1 x New Toshiba E-studio 2515AC A3 Printer (5 years warranty)
- Delivery and install free of charge
- Delivery of toners and consumables via network monitoring
- Maintenance, parts & Labour
- Proactive account management
- **Provided copy allowance: colour 10K / mono 10K (This is to be used as and when over the term)**
- **No contractual minimal charges**
- **No scan charges (IBS and other companies hide their scan charges in their mono costs)**
- **No IT/device network support charges (apogee and other companies charge this in addition after your first quarter)**
- **Carbon zero scheme (saves companies on average £400 to £600 per annum)**

The new quarterly (fixed) cost with us at **Digital automation: £175.00p + VAT**

This proposal I have sent will cover everything under that one cost at no chance of excessing due to the proactive account manager who will keep an eye on your printing habits.

I have provided a Tailored solution which provides increased productivity and I've also helped to decrease costs by **10%**. This is a great starting point as if you were to choose us we hold annual reviews to keep up to date with the business and provide cost savings and add any additional copies if needed, at the same time the additional MFDS you have maybe be up for review and if you would like us too we can also provide unification on all devices which in turn will help drive down the cost even further.

We also supply an eco-toner cartridge box which you can use to discard of your empty toners and then once full DHL will come collect it to dispose of it properly.



Proposed Equipment

I propose that A.L.E supplies and maintains a new Ricoh IM C2510.

1 x new Ricoh IM C2510
Print, copy and scan (scan to email/ folder)
2 x 550 sheet paper feed trays + bypass and cabinet
full colour and mono

Quarterly fixed lease cost- £175.00 over 5- years (60 months)

We will then charge you a single cost per print.
Mono prints will be charged at 0.0027 (0.27p)
Colour prints will be charged at 0.027 (2.7p)

Included within the cost per print, is all toner, call outs, parts and labour.
there is no minimum volume or hidden costs, you will only pay for what you use.

In addition, on install, we will also remove and return the Konica Minolta back to the old supplier.

All prices exclude VAT

Additional Costs

We have no additional costs. There is no charge for:

- Delivery
- Collection and disposal of the old machines
- Networking
- Toner Delivery
- Training

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