



KONICA MINOLTA

PROPOSAL FOR:

CITY OF RIALTO POLICE DEPARTMENT

PRESENTED BY:

Crysty Leininger
Senior Account Executive
Konica Minolta Business Solutions U.S.A., Inc.





November 5, 2019

Dear JACQUELYN MORALES:

Today's highly mobile, flexible and dynamic workforce requires technologies and solutions that seamlessly blend physical and virtual work environments. In a time of shrinking budgets, rising costs and increasing expectations, local governments are looking for new and innovative ways to increase productivity, streamline processes and serve the public with greater speed, accuracy and efficiency. As a trusted provider to the public sector, for more than 40 years, thousands of small, medium and large government clients rely on Konica Minolta's suite of technology services to deliver critical solutions to their increasingly complex needs.

We understand that your decisions have enormous impact on the lives of our citizens, our economic well-being, and our environment. It's why we have developed a number of solutions exclusively geared toward helping those who work in the government sector. In addition to budget, we identify other key challenges you face, and ways we can help you meet them head on. At Konica Minolta, we are committed to helping you give shape to ideas that will ultimately help the people you serve.

Thank you for considering Konica Minolta. We look forward to demonstrating our commitment to you and are confident that our offering will meet your expectations and deliver increased value and efficiencies.

Sincerely,

Crysty Leininger

CLeininger@kmbs.konicaminolta.us
(909)8015271



Executive Summary

With federal and local/state government clients across the United States, Konica Minolta provides the most comprehensive range of cost-cutting, eco-friendly and innovative products, software solutions and services that safeguards vital electronic information without foregoing green initiatives required to protect the environment. Through our Government suite, Konica Minolta provides a comprehensive portfolio of products and services that allow government officials to convert manage and secure their records and documents from paper to digital formats, our suite offers government entities unparalleled benefits that include:

Security vital electronic assets - Every government worker is responsible for the security of the electronic information in their control. Additionally, the digital era has given public sector users new ways to move and manage information. The challenge is how to protect that information.

- **Meeting the new IEEE 2600 Security Standard** Compliance with the 2600 security standard assures you that Konica Minolta products have been developed based on the established guidelines. The IEEE 2600 security standard is in conjunction with ISO 15408 certification and additionally we will continue to offer ISO system certification at EAL3 to include our Public Key Infrastructure (PKI) technology (CAC/PIV).
- **An extra level of security certification under the Common Criteria platform.** We are the only manufacturer who includes our PKI system as part of the Target of Evaluation (TOE). The embedded PKI technology is the basis for our industry leading authentication platform for PIV and DoD issued Common Access Cards (CAC).
- **Simple user ID & password protection** Our bizhub MFPs provide a wide array of security capabilities that are easy to manage and control allowing you to select functions to use and those to restrict - And with an optional PKI based card reader, your bizhub device can provide simple, user-friendly PKI print with the CAC and PIV card systems increasingly used in government organizations.
- **Powerful, versatile encryption capabilities** Enables network communications, scanned documents and email transmissions to be encrypted, requiring passwords and public keys for access.
- **Enhanced security services to protect government information** Our All Covered division provides security services that includes security assessment, incident response, email archiving and encryption - all with the enhanced level of security protection demanded by government applications and privacy regulations.

Accessibility - ADA and Section 508 compliance - Tilting control panels, easy-to-read commands and menus, paper drawers that slide with a single light touch - all are provided to increase operator efficiency and empower every government employee. By statute, all government organizations are required to provide accessible workplaces for their employees, with that, Konica Minolta's compliance with Section 508 standards meets or exceeds the demands of local governments nationwide.



KONICA MINOLTA

Effective Delivery of Government Services - Decision makers in the public sector are being asked to do more with less. They are forced to accept budget reductions without sacrificing services or compromising productivity. Konica Minolta can deliver solutions adapted exclusively for government users.

- **IT Services**

Konica Minolta's award-winning All Covered Government IT Services division has proven expertise in serving real-world government needs. Services include:

- Access to certified vendor partners who are experts in ways to boost productivity.
- Technology assessments, including network design reviews, security audits, analysis and monitoring of network traffic, as well as planning for future growth.
- Network projects, including wireless implementations, cloud services, virtualization, video streaming, distance learning, VOIP and data/voice cabling.
- Comprehensive support services including hosted email and servers, internal connections, basic maintenance and more — all scalable to the needs of your government facilities.

- **Document Management and Workflow** - Automating workflow processes can save time and money for government facilities. For example, NSI Autostore, used for the US Army IPERMS system, can be fully integrated and customized with the control panel of your bizhub MFP.

- **Document Conversion and Routing** - Konica Minolta can help government IT professionals with integrated solutions to help them meet their records and document conversion goals.

- **Enterprise Content Management** - Government professionals can be confident that Konica Minolta MFPs are compatible with these industry-wide software applications and standards, providing a seamless workflow with the solutions currently used in your government facility.

- **Managed Print Services** - Significantly reduce overall costs by improving output device deployment strategy as well as benefit from automatic supply deliveries, service calls and meter readings.

Our Portfolio

Delivering solutions and services that enable the Workplace of the Future™



INFORMATION MANAGEMENT

Enterprise Content Management
Print Management
Automated Workflow Solutions
Business Process Automation
Security and Compliance
Mobility
eDiscovery Services



IT SERVICES

Application Services
Cloud Services
IT Security
Managed IT Services
IT Consulting and Projects
Managed Voice Services



TECHNOLOGY

Office Multifunction Business Solutions
Commercial and Production Printers
3D Printers
Wide Format Printers
Laptops, Desktops & Computer Hardware
Servers and Networking Equipment
Managed Print Services (MPS)
Managed Enterprise Services



Providing unparalleled benefits that include:

Innovative Strategies

We focus on the “now” but invest in the future. By investing in innovative strategies to support The Workplace of the Future™ we create a business environment that will merge the real and digital worlds by creating intelligent, inclusive, multi-vendor platforms, that enable you to achieve their goals faster and more efficiently.

Account Management



Online Account Management

Manage your account from anywhere at any time by accessing MyKMBS.com. This secure and comprehensive portal is available online or via our mobile app allowing you to manage, maintain and control all of your Konica Minolta bizhub devices at your fingertips providing you with Comprehensive Fleet Reports available on demand!

MyKMBS.com



Managed Print Services

Do you know your actual cost of document printing? Printing is typically the third highest office expense behind rent and payroll. Konica Minolta's Managed Print Services solution provides overall fleet management of your networked and local print devices. Reducing costs, increasing productivity, freeing IT resources and empowering you!



Recognition and Awards

We are proud to be recognized from widely respected industry organizations for our achievements as we continually demonstrate our ongoing pursuit for excellence.





Environmental Sustainability

Protecting our planet is a top priority. We pursue a broad array of environmental initiatives – eliminating pollutants, reducing energy consumption and creating products and solutions that help our clients realize their own sustainability goals and strive to assist our clients to resolve their environmental issues.

- Eco Vision 2050 - our long term environmental vision
- Solar Energy Initiative - installation of a solar panels to harness the power of the sun for pollution-free energy
- Earth Friendly Products - environmentally friendly innovations that consistently improve efficiencies in our print technologies
- EPEAT - proud to have the highest total of EPEAT points of any registered imaging equipment company in the world
- Clean Planet - program for cost-free recycling of our consumables
- Simitri® HD^E Toner - consumes less energy during production and CO₂, NO_x and Sox emissions are reduced by more than 1/3 during use
- Green Products Certification System
- Green Factory Certification System
- Green Marketing



To ensure efficient implementation of environmental management Konica Minolta is committed to the environment by operating its management systems based on ISO 14001.



Quotation

Prepared Exclusively for:
City Of Rialto Police Department
Jacquelyn Morales, RECORDS MANAGER
128 N.Willow
Rialto, CA 92376-6406

Prepared by:
Crysty Leininger
Senior Account Executive
Office: **(909) 801-5271**
cleininger@kmbs.konicaminolta.us

Offer Expires: 12/04/2019

Product: Device & Software

Installation Location -128 N.Willow, Rialto, CA 92376-6406
Delivery Contact: Robert Platt , (909) 969-3715

Qty	Product Description	Product Configuration
1	AccurioPrint C3070I	AccurioPrint C3070I, Tn620k Black Toner C1060I, Tn620y Yellow Toner C1060I, Tn620c Cyan Toner C1060I, Tn620m Magenta Toner C1060I, Mfp Delivery Charge - Level Four, Basic Network Service - Bns06, Basic Professional Services - Level 4, Lu-202m Large Capacity Tray, Mb-506 Multi Bypass Tray, Pk-512 Selectable 2/3-hole Punch Kit, Pi-502 Post Inserter For Fs-532, Au-205h Hid Multi Card Rdr Sq-2019-74376, Ic-605a Km Image Controller, Recycled Power Filter 208v/20a, Recycled Power Filter 120v/15a, Mk-746 Envelope Guide Kit, Fs-612 Booklet Finisher



Enhancement Items:

Post Inserter for slip sheets, post stapling and hole punch
Folding Unit: Tri-fold, Half-fold, Center-fold and Staple
HID Card Reader for Print Release
Dispatcher Phoenix Additional Active Input for OnBase
Dispatcher Phoenix-Release 2 Me Device License(Card Authentication)

Quotation Summary & Acceptance

Transaction Type : Purchase

Term: Net 30/PO

Projected Purchase Obligation(s):	Amount
Device	\$22,013.63
OnBase Connector	\$1,540.00
Card Reader and Print Release Software	\$547.37
Total(Excluding applicable taxes)	\$24,100.00

Maintenance will be Cost Per Copy at: B/W .00836 , Color \$.03563. Maintenance includes, all service, toner, and staples.

Please contact Christine Leininger, (909) 801-5271, to accept this quotation and have an Order/Lease Agreement delivered for signature.





WIDTH
90.59 inches


DEPTH
35.55 inches

HEIGHT
58.19 inches



1 x NEMA 6-20R 

 **COLOR**
70 ppm

 **B/W**
80 ppm

 **PAPER SIZE**

 **MAX PAPER CAPACITY (80g/m²)**
4250

OPTION LIST

Name	Item No.	Quantity	Name	Item No.	Quantity
Main Body	AAC4011	1	Post Inserter - PI-502	A04HWY2	1
Dual Scan Document Feeder - DF-706	A782WY2	1	Punch Kit - PK-512	A04F0Y1	1
Large Capacity Unit - LU-202m	A03WWY2	1	KM Image Controller - IC-605A	AAN00Y1	1
Multi Bypass Tray - MB-506	A57WWY2	1	i1Pro 2 Spectrophotometer	EO2BAS	1
Finisher - FS-531	A2A4WY2	1			

TOTAL CALL APPROACH

People

500+ Technicians across the West Region

17+ Year Tenure

Factory Trained Technicians

Tools

Sophisticated planning systems

Mobile Field Service Device

UPS / KMBS Supply Chain Partnership

Solutions Support Division SSD

Metrics

Core Metrics for Customer Satisfaction

Factory certifications and Re-Certifications

Periodic Account Reviews

Proactive Partnership

Category	SLA Measurement Criteria	SLA Objective	Standard Site SLA	SLA Attainment
Fleet Uptime	Percent of In-Scope Devices that are working properly and fully functional during Normal Working Hours	Uptime of all Devices	Quarterly Uptime	95%
Initial Response	Normal Working Hours	On-Time Response to Service Requests	1 Business Hour	For ETA
On-Site Response	Normal Working Hours	On-Time Response to Service Requests	2 Hours High-Production 4 Hours Mid-Production	For On-Site
Break Fix Resolution	Normal Working Hours	On-Time Resolution to Service Requests	End of Next Business Day	95%



Giving Shape to Ideas

Providing our Loyalty....Every Step of the Way



Trusted Relationship

Customer/Account Support

Dedicated Sales Team

Discovery and Alignment

Strategic Planning

Implementation

Continual Optimization

Periodic Account Reviews

Re-Evaluation of Your Business Needs

