Usherwood
OFFICE TECHNOLOGY

BUSINESS PROPOSAL
5/6/2020

Developed for Warren County School District

by Terry Norris & Nick Osika

OUR PROMISE

Usherwood's promise is to provide industry leading service and support to our clients. We are committed to offering the latest products on the market by selectively partnering with the most reliable suppliers.

As an independent office equipment & technology provider, we are able to make decisions and recommendations much differently than a manufacturer can. We are always listening to our clients and learning about what technologies and processes they want and need to improve their businesses. Being an independent dealer allows us to research, evaluate and deploy "Best of Breed" products. Whether it be hardware, software or a labor-based offering, our choices are deliberate and un-biased, allowing us to stay focused on our client's best interests.

Usherwood offers qualities you would expect of a large, resourceful dealership, but combines those attributes with the personal touch of a hometown business. With 16 offices in the Northeast, we are proud to be your local, independent dealer, wherever you are located.

Louis F. Usherwood

"Usherwood's 42 years of delivering IT solutions to our clients has allowed us to create a stable foundation for our clients to build their business upon. In short, our clients trust us."

— LOU USHERWOOD, PRESIDENT & CEO

OUR LOCATIONS

ALBANY
1 Computer Drive South
Albany, NY 12205

AUBURN
Odyssey Distribution and
Logistics Center
36 Sword Street
Auburn, MA 01501

BINGHAMTON
201 Oakdale Road Suite 1
Johnson City, NY 13790

BOSTON
20 Custom House Street
Boston, MA 02109

BUFFALO
50 Corporate Parkway
Buffalo, NY 14226

BURLINGTON
1193 South Brownell Road,
Suite 10
Williston, VT 05495

JAMESTOWN
1376 East Second Street
Jamestown, NY 14701

MANCHESTER
1200 Elm Street
Manchester, NH 03101

PLATTSBURGH
79 Hammond Lane, Suite 7
Plattsburgh, NY 12901

POTSDAM
The Arlington, 2 Market Street
Potsdam, NY 13676

PROVIDENCE
475 Kilvert Street
Warwick, RI 02886

ROCHESTER
2595 Brighton Henrietta Town
Line Rd
Rochester, NY 14623

SYRACUSE
1005 West Fayette Street
Syracuse, NY 13204

UTICA
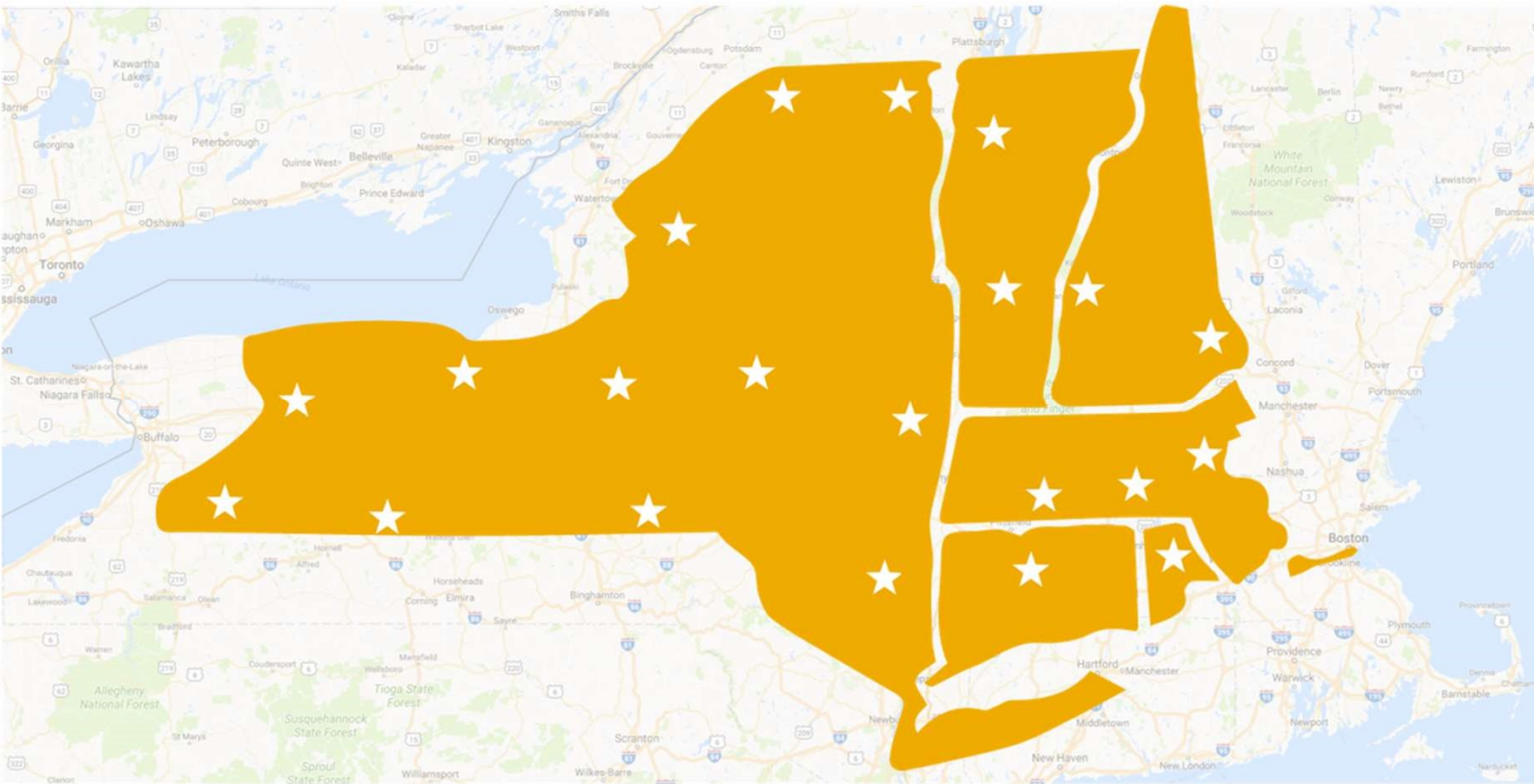8506 Seneca Turnpike
New Hartford, NY 13413

WATERTOWN
20255 State Route 3
Watertown, NY 13601

WEST LEBANON
30 Airport Road
West Lebanon, NH 03784

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ELITE DEALER 2017 — enx magazine / enx The Week In IMAGING

Elite Dealers are selected based on numerous criteria, including growth initiatives, innovative marketing programs, outstanding customer service, charitable contributions to the community, progressive workplace cultures and adaptability to an ever-changing market.
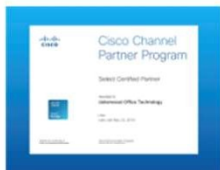
CENTRAL NEW YORK'S BEST PLACES TO WORK

Awarded to companies who best exemplify the following categories:
Team effectiveness, Manager effectiveness, Retention risk, Trust in senior leaders, Alignment with goals, Feeling valued, Trust with coworkers, Work engagement, Individual contributions, People practices

CenterState CEO
2016 Economic Champion
Congratulations!

Usherwood Office Technology

In Recognition of your contribution to the economic development of the CenterState New York Region

October 20th, 2016

CenterState CEO recognizes local businesses as Economic Champions for their contributions to the economic growth of the CenterState New York region through capital expenditures, hiring of new employees, expansion or relocation due to growth, and for state or national recognition.

Cisco Channel Partner Program — Select Certified Partner

xerox — 2016 Channel Partner Award Winner — Document Technology Partner

AXIS COMMUNICATIONS — SOLUTION GOLD PARTNER

Canon — 2016 ADVANCED PARTNER — *Elite Status*

Microsoft Gold Partner

PROS ELITE 100 — The Ultimate Differentiator

Top 100 Servicing Dealers in the United States including select international dealers. The award recognizes the ability to deliver world class service by achieving higher levels of performance through implementing specific structural changes, process improvements, training requirements, and follow-up and execution strategies that have been proven to produce the most customer obsessed, responsive, and productive companies in the Office Imaging Industry.

Usherwood
OFFICE TECHNOLOGY
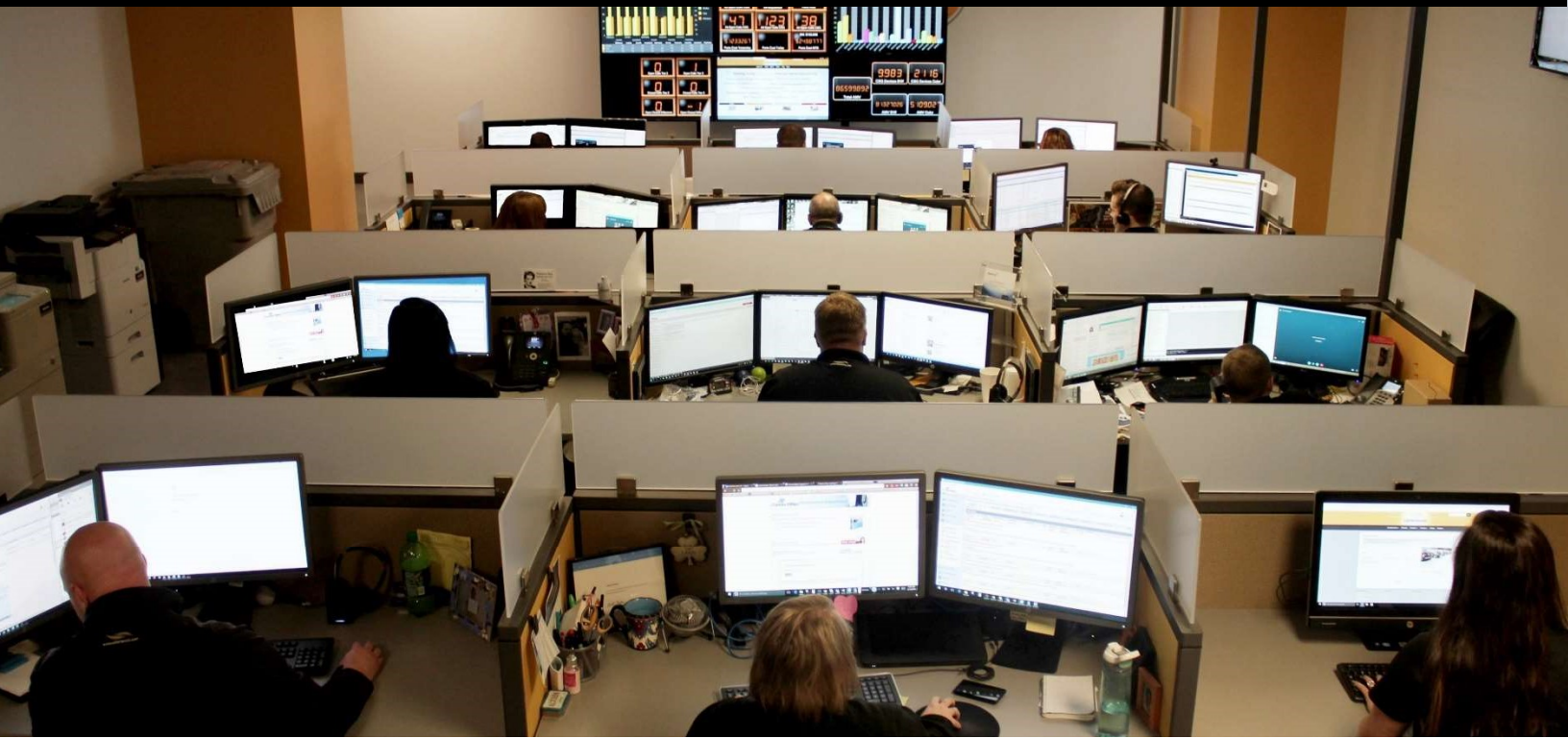
Usherwood Office Technology has a centralized Technical Assistance Center (TAC) and on-site data storage facility that allows our clients to keep their businesses running around the clock. Our three tiered service approach begins with our TAC and is fortified with over 60 certified engineers and technicians both within our TAC and geographically located throughout the areas which we serve. With offices throughout the Northeast, Usherwood is uniquely qualified to bring our solutions to the local communities in which we live.

Usherwood Office Technology has a standing legacy of having some of the fastest response times in our industry. Our outbound service team combined with our three levels of tiered service at the TAC means that your service will be provided in a timely fashion either remotely or at your office. Usherwood technicians and engineers are highly trained in all facets of IT and print technology. But you don't have to just take our word for it! Our net promoter score is consistently above the top providers in the industry. Which means our clients are recommending us to their friends.

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OFFICE TECHNOLOGY

Current Situation Analysis

Monthly Lease Breakdown

# Devices	Vendor	Lease Number	Lease End Date	Monthly Payment
29	CFS	001-0728530-001	8/1/2021	$7,890.00
2	CFS	001-0728530-002	9/2/2021	$362.26
5	CFS	100-0728530-003	3/21/2024	$1,005.53
1	CFS	100-0728530-004	4/20/2024	$219.24
				$9,477.03

Financial Breakdown

Lease 001-0728530-001 Monthly Payment	$7,890.00
Monthly Service for Lease 001-0728530-001	$4,360.49
Lease 001-0728530-002 Monthly Payment	$ 362.26
Monthly Service for Lease 001-0728530-002	$ 494.08
Lease 100-0728530-003 Monthly Payment	$1,005.53
Monthly Service for Lease 100-0728530-003	$ 594.49
Lease 100-0728530-004 Monthly Payment	$ 219.24
Monthly Service for Lease 100-0728530-004	$ 478.69

Total Monthly Expense   **$15,404.78**

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Lease 001-0728530-001

Eq ID	Make/Model	Serial Number	B/W Meter	Color Meter	B&W AMV	COLOR AMV	Location
D19343	DP110	698010281	0.0031	n/a	75,047		Warren High 2nd Fl.
D19344	DP110	698010408	0.0031	n/a	64,791		Warren Ele. 1st Fl.
D19340	DP110	698010240	0.0031	n/a	56,799		Eishenhower High
D19345	DP110	698010420	0.0031	n/a	63,235		Beaty 2nd. Fl.
D19341	DP110	698010270	0.0031	n/a	45,867		Youngsville High
D19342	DP110	698010277	0.0031	n/a	37,778		Youngsville Ele. Library
D19338	8505i	SWA01664	0.0039	n/a	40,516		Warren High 1st Fl.
D19334	8505i	SWA01659	0.0039	n/a	45,128		Sheffield High
D19337	8505i	SWA01663	0.0039	n/a	77,297		Warren Ele. 2nd Fl.
D19336	8505i	SWA01662	0.0039	n/a	58,297		Beaty 1st Fl.
D19335	8505i	SWA01660	0.0039	n/a	38,107		Sheffield Ele. Rm H151
D19331	6575i	SMT01626	0.0048	n/a	9,264		Eisenhower Library
D19332	6575i	SMT01681	0.0048	n/a	59,964		Eishenhower Ele. Copy Room
D19333	6575i	SMT01736	0.0048	n/a	28,934		Youngsville Ele. 2nd Fl.
D19346	4025	HRU00545	0.0113	n/a	5,354		Youngsville High Library
D19347	4025	HRQ00731	0.0113	n/a	3,758		Sheffield High Library
D18217	1435iF		0.0126	n/a	1,908		C.O. H.R.
D19330	C5250	JMQ31198	0.0087	0.054	6,864	3,244	W.C.C.C. Office
D18597	C5255	JME19799	0.0087	0.055	9,433	5,435	C.O. LEC
D19354	C5035	GNW55384	0.0087	0.055	1,578	2,635	C.O. Comp. Lab Hall
D19351	C5030	GNG50266	0.0087	0.055	5,223	330	C.O. Room 107
D19348	C5030	GNG63452	0.0087	0.055	720	534	Sheffield High
D19355	C5030	GNG55637	0.0087	0.055	5,497	975	Youngsville Ele. Office
D19356	C5030	GNG50281	0.0087	0.055	3,888	1,782	Youngsville High Office
D19353	C5030	GNG58243	0.0087	0.055	4,884	2,021	Eishenhower Ele. Office
D19350	C5030	GNG52283	0.0087	0.055	6,245	3,055	Eishenhower High Office
D19357	C5030	GNG50283	0.0087	0.055	8,522	2,341	Warren Ele. Office
					764,898	**22,352**	

Monthly Service Breakdown

Monthly B&W Impressions @ .0031 (343,517)	$1,064.90
Monthly B&W Impressions @ .0039 (259,345)	$1,011.45
Monthly B&W Impressions @ .0048 (96,162)	$ 471.18
Monthly B&W Impressions @ .0087 (52,854)	$ 459.83
Monthly B&W Impressions @ .0113 (9,112)	$ 102.97
Monthly B&W Impressions @ .0126 (1,908)	$ 24.04
Monthly Color Impressions @ .055 (22,352)	$1,226.12
Total Monthly Impressions Cost	**$4,360.49**

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OFFICE TECHNOLOGY

Lease 001-0728530-002

Eq ID	Make/Model	Serial Number	B/W Meter	Color Meter	B&W AMV	COLOR AMV	Location
D20925	C5540i	WXE01283	0.0087	0.055	3,887	5,173	C.O. Superintendent
D20930	C5540i	WXE01231	0.0087	0.055	5,990	2,248	C.O. Room 107
					9,877	7,421	

Monthly Service Breakdown

Monthly B&W Impressions @ .0087 (9,877)	$ 85.93
Monthly Color Impressions @ .055 (7,421)	$408.16
Total Monthly Impressions Cost	**$494.08**

Lease 001-0728530-003

Eq ID	Make/Model	Serial Number	B/W Meter	Color Meter	B&W AMV	COLOR AMV	Location
D26449	C3525i	2GH01483	0.005	0.05	2,610	1,803	Buildings & Grounds
D26451	C3525i	2GH01480	0.005	0.05	1,506	605	Beaty Guidance Office B115
D26454	C5535i	2KJ02884	0.005	0.05	11,395	2,358	Warren High Office
D26456	C3525i	2GH01490	0.005	0.05	4,161	1,674	Sheffield Ele. Rm H149
D26471	6575i	2LM00700	0.005	n/a	34,825		C.O. RED Copier
					54,497	6,440	

Monthly Service Breakdown

Monthly B&W Impressions @ .005 (54,497)	$272.49
Monthly Color Impressions @ .05 (6,440)	$322.00
Total Monthly Impressions Cost	**$594.49**

Lease 001-0728530-004

| Eq ID	Make/Model	Serial Number	B/W Meter	Color Meter	B&W AMV	COLOR AMV	Location
D27521	C5550i	2JG07240	0.005	0.05	20,028	7,571	C.O. (LAB HALL)

Monthly Service Breakdown

Monthly B&W Impressions @ .005 (20,028)	$100.14
Monthly Color Impressions @ .05 (7,571)	$378.55
Total Monthly Impressions Cost	**$478.69**

Usherwood
OFFICE TECHNOLOGY

Canon imageRUNNER 1643iF

19.5" X 18.3" X 17.2"

(Width X Depth X Height)
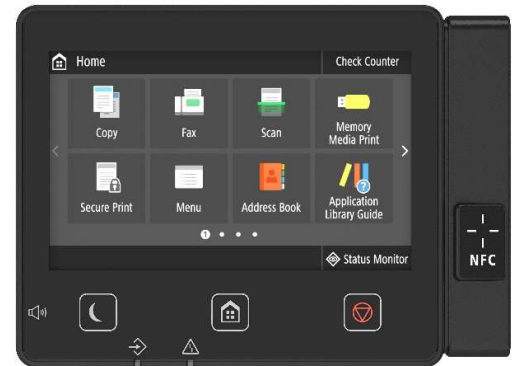
Power Requirements:
POD Deck

- ❑ 120V / 15 A
- ❑ NEMA 5-15P

Main Unit Details	
Specification	1643iF
Recommended Monthly Page Volume	5,000
Mono & Color ppm	45
Max Paper Capacity	2,300
Automatic Document Feeder Sheet Capacity	50
Scan Speed IPM	70
Max Paper Size	8.5 x 14
Resolution	600 X 600 DPI
First Copy Out Time	6.0 Seconds

Usherwood
OFFICE TECHNOLOGY

24.41" X 29.21" X 47.28"
(Width X Depth X Height)

47.75" X 29.21" X 47.28"
(Width X Depth X Height)

10.1" TFT LCD WSVGA Color Flat-Panel

Power Requirements:

☐ 110-127V / 7.5 A
☐ 60Hz
☐ NEMA 5-15P

Main Unit Details		
Specification	**C3725i**	**C3730i**
Recommended Monthly Page Volume	16,000	16,000
Mono & Color ppm	25	30
Max Paper Capacity	3,450	3,450
Automatic Document Feeder Sheet Capacity	200	200
Scan Speed IPM	160	160
Max Paper Size	12 X 18	12 X 18
Resolution	1200 X 1200 DPI	1200 X 1200 DPI
First Copy Out Time	5.9 Seconds	509 Seconds

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OFFICE TECHNOLOGY

Canon imageRUNNER DX Series Features

Increased Scanning Speed
270 ipm Scanning

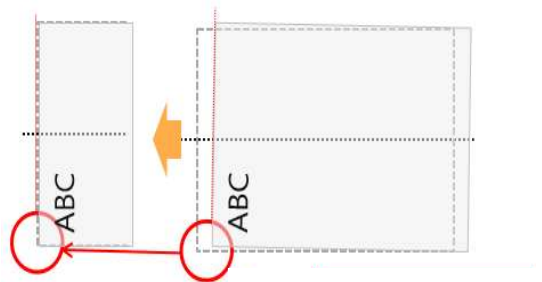- ✓ C7500/8500/6500 – 240 ipm / 220 ipm –
NOW 23% FASTER

- ✓ C3500/4500 - 160 ipm
NOW 23% FASTER

Stain-Resistant Coating for ADF Scanning Glass

> Helps repel debris on ADF scanning glass to reduce streaks on scanned images!

> Helps reduce service calls for image streaks!

Digital Skew Correction

New sleek tray design
Black tray for improved paper visibility
Flat top for placing documents

Benefits:

- **FAST** for improved productivity

- **QUIET** for improved integration in environments that require little noise

- **SMART** technology for better user experience

47.75" X 29.21" X 47.28"
(Width X Depth X Height)

10.1" TFT LCD WSVGA Color Flat-panel

Power Requirements:

❑ 120V / 10.4 A

❑ NEMA 5-15P

Main Unit Details	
Specification	C5540
Recommended Monthly Page Volume	45,000
Mono & Color ppm	40
Max Paper Capacity	3,650
Automatic Document Feeder Sheet Capacity	150
Scan Speed IPM	160
Max Paper Size	12 X 18
Resolution	1200 X 1200 DPI
First Copy Out Time	6.1 Seconds

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59.92" X 30.67" X 48.03"
(Width X Depth X Height)

10.1" TFT LCD WSVGA Color Flat-panel

Power Requirements:

- ❑ 120V / 10.4 A

- ❑ NEMA 5-15P

Main Unit Details	
Specification	6575i III
Recommended Monthly Page Volume	90,000
Mono ppm	75
Max Paper Capacity	7,860
Automatic Document Feeder Sheet Capacity	200
Scan Speed IPM	240
Max Paper Size	12 X 18
Resolution	1200 X 1200 DPI
First Copy Out Time	3.1 Seconds

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88.7" X 36.77" X 56.06"
(Width X Depth X Height)

Power Requirements: Main Unit

❑ 200-240V / 20 A
❑ NEMA A6-20

AND

Power Requirements: POD Deck

❑ 120V / 15 A
❑ NEMA 5-15P

Main Unit Details	
Specification	**C810**
Recommended Monthly Page Volume	50,000
Mono & Color ppm	80
Max Paper Capacity	7,650
Automatic Document Feeder Sheet Capacity	300
Scan Speed IPM	230
Max Paper Size	13 X 19
Resolution	2400 X 2400 DPI
First Copy Out Time	6.1 Seconds

Vibrant and Consistent Color to meet demands of production environments

High Reliability and Productivity for maximum uptime and throughput

Streamline workflow with latest platform DFE to get the most out of your printer

Versatile Media and In-line Finishing Support to expand application offerings

- ❑ Staple Free Stapling
- ❑ Corner staple up to 65 sheets[2]
- ❑ 20 sheets booklets[2]
- ❑ Internal Punch Unit
- ❑ 300 gsm punching
- ❑ Silent mode when operating
- ❑ 100 envelope stacking

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Eq ID	Make/Model	Location	New Device
D19343	DP110	Warren High 2nd Fl.	Canon 6575 - Booklet Finsiher
			Canon 6575 - Staple Finisher
D19344	DP110	Warren Ele. 1st Fl.	Canon 6575 - Booklet Finsiher
			Canon 6575 - Staple Finisher
D19340	DP110	Eishenhower High	Canon 6575 - Booklet Finsiher
			Canon 6575 - Staple Finisher
D19345	DP110	Beaty 2nd. Fl.	Canon 6575 - Booklet Finsiher
			Canon 6575 - Staple Finisher
D19341	DP110	Youngsville High	Canon 6575 - Booklet Finsiher
			Canon 6575 - Staple Finisher
D19342	DP110	Youngsville Ele. Library	Canon 6575 - Booklet Finsiher
			Canon 6575 - Staple Finisher
D19338	8505i	Warren High 1st Fl.	Canon 6575 - Staple Finisher
D19334	8505i	Sheffield High	Canon 6575 - Staple Finisher
D19337	8505i	Warren Ele. 2nd Fl.	Canon 6575 - Staple Finisher
D19336	8505i	Beaty 1st Fl.	Canon 6575 - Staple Finisher
D19335	8505i	Sheffield Ele. Rm H151	Canon 6575 - Staple Finisher
D19331	6575i	Eisenhower Library	Canon C3725 - Inner Finsiher
D19332	6575i	Eishenhower Ele. Copy Room	Canon 6575 - Staple Finisher
D19333	6575i	Youngsville Ele. 2nd Fl.	DO NOT REPLACE
D19346	4025	Youngsville High Library	Canon C3725 - Inner Finsiher
D19347	4025	Sheffield High Library	Canon C3725 - Inner Finsiher
D13717	1025iF	Youngsville High Guidance	Canon 1643
D18220	1435iF	W.C.C.C. Tech Building	Canon 1643
D18217	1435iF	C.O. H.R.	Canon 1643
D19330	C5250	W.C.C.C. Office	Canon C810 - Booklet Finisher
D18597	C5255	C.O. LEC	Canon C5540 - Staple Finisher
D19354	C5035	C.O. Comp. Lab Hall	Canon C3730 - Inner Finisher
D19351	C5030	C.O. Room 107	Canon C3730 - Inner Finisher
D19348	C5030	Sheffield High	Canon C3730 - Inner Finisher
D19355	C5030	Youngsville Ele. Office	Canon C3730 - Inner Finisher
D19356	C5030	Youngsville High Office	Canon C3730 - Inner Finisher
D19353	C5030	Eishenhower Ele. Office	Canon C3730 - Inner Finisher
D19350	C5030	Eishenhower High Office	Canon C810 - Booklet Finisher
D19357	C5030	Warren Ele. Office	Canon C5540 - Staple Finisher
D20925	C5540i	C.O. Superintendent	Canon C810 - Booklet Finisher
D20930	C5540i	C.O. Room 107	Canon C5540 - Staple Finisher

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OFFICE TECHNOLOGY

Highlights

Enterprise Level Solution
✓ Provides one monthly invoice and one cost per impression for all devices across the entire print fleet
✓ Consolidates (4) Leases into (1) Co-terminus lease
✓ Provides Backup/Redundancy in (6) Key High Volume Area's
✓ Enhanced device capabilities & introduction of Light Production Equipment into environment
✓ Easy transition of Canon to Canon environment
✓ Enhanced scanning speeds/features on new Canon DX Platform

Usherwood Contract
✓ Includes delivery, training, set-up and network implementation.
✓ Includes storage and freight charges for current Canon fleet to ship back to leasing vendor at end of lease term.
✓ Includes Special Financing (Majority @ 0%) at 60 month term
✓ Satisfies PEPPM pricing requirements
✓ Fixed Rates for full term of agreement

Service / Support
✓ Technical Assistance Center – Remote support and first call triage to resolve any issues that are not mechanical
✓ Average response time within 4 hours from time of service call
✓ Auto-Toner Replenishment for networked device
✓ 901/902 Certified Engineers

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Highlights

Light Production Equipment

- ✓ Offers end-users outstanding quality, productivity, and versatility in a compact, scalable footprint.
- ✓ Expands capabilities to handle a range of media, including long sheets up to 30 inches and envelopes in different sizes and weights
- ✓ In-line finishing options facilitate the output of ring-bound presentations, and multipage brochures
- ✓ Vibrant and consistent image quality on a wide variety of media
- ✓ Potential to bring in small run outsourced materials for even great cost savings / quicker turnaround

Account Management

- ✓ Quarterly Business Reviews
- ✓ On-going training
- ✓ Odyssey Tracker Software for Automatic Meter Collections
- ✓ Opportunity to consolidate future projects with one vendor in relation to Managed Print Service / Managed Vide Communications / Managed Network Services / Security & Surveillance

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PEPPM Sell Price

Item #	Desc	QTY	PEPPM Unit Sell Price	Extension
3288C002AA	**Canon - Canon imageRUNNER ADVANCE 6575i III**	18	$ 18,000.00	$ 324,000.00
0997C001AA	MF Professional Puncher Attachment Kit-A1	18	$ 300.00	$ 5,400.00
0124C003BA	Staple Finisher-V2	12	$ 1,890.00	$ 22,680.00
0125C003BA	Booklet Finisher-V2	6	$ 3,339.00	$ 20,034.00
0162C002AA	Paper Deck Unit-E1	5	$ 1,512.00	$ 7,560.00
3279C002AA	**Canon - Canon imageRUNNER ADVANCE C3525i III**	3	$ 4,680.00	$ 14,040.00
1553C001AA	Inner Finisher-K1	3	$ 756.00	$ 2,268.00
2384C001AA	Cabinet Type-R	3	$ 76.00	$ 228.00
3278C002AA	**Canon - Canon imageRUNNER ADVANCE C3530i III**	6	$ 6,600.00	$ 39,600.00
1553C001AA	Inner Finisher-K1	6	$ 756.00	$ 4,536.00
2384C001AA	Cabinet Type-R	6	$ 82.20	$ 493.20
3284C001AA	Super G3 FAX Board-AU1	6	$ 504.00	$ 3,024.00
3630C001AA	**Canon - Canon imageRUNNER 1643iF**	3	$ 948.00	$ 2,844.00
5858A010AA	Cabinet Type-S	3	$ 149.50	$ 448.50
3275C003AA	**Canon - Canon imageRUNNER ADVANCE C5540i III**	3	$ 10,200.00	$ 30,600.00
0166C007AA	Super G3 FAX Board-AS2	3	$ 504.00	$ 1,512.00
0609C002AA	Cassette Feeding Unit-AM1	3	$ 913.80	$ 2,741.40
0613C002AA	Staple Finisher-Y1	3	$ 1,533.00	$ 4,599.00
0126C001AA	2/3 Hole Puncher Unit-A1	3	$ 535.80	$ 1,607.40
3238C002AA	**Canon imagePRESS C710/C810/C910 Series Main Engine Set**	3	$ 18,000.00	$ 54,000.00
3245C001AA	imagePRESS C810 Speed License	3	$ 14,400.00	$ 43,200.00
3272C008AA	IPR PRINTER KIT-F1 & Control Panel Set	3	$ 6,228.00	$ 18,684.00
3242C001AA	Stack Bypass-C1	3	$ 180.00	$ 540.00
3241C002AA	Duplex Reader-M1(INCH/A)	3	$ 3,120.00	$ 9,360.00
0163C006AA	POD Deck Lite-C1	3	$ 2,760.00	$ 8,280.00
3236C002AA	Booklet Finisher-AC1 Set	3	$ 3,339.00	$ 10,017.00
0126C001AA	2/3 Hole Puncher Unit-A1	3	$ 660.00	$ 1,980.00
				$ 634,276.50

PEPPM BREAKDOWN

Total PEPPM Sell Price	$634,276.50
60 Month Amortization	$ 10,571.28

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0 B&W impressions a month   Included
0 Color impressions a month   Included
Delivery, set-up & user training   Included
Network Implementation   Included
All Service, Parts & Labor   Included
All inclusive Supplies (excluding paper & staples)   Included

Impression Rate for B&W Impression's   **$0.0049**
Impression Rate for Color Impression's   **$0.045**

Canon 60 Month Lease - $9,250.00

Provides $227 Monthly Savings on Lease Expense

Homeland Security Awards "ASTORS" Gold Award

Canon's imageRUNNER ADVANCE, uniFLOW, and imageWARE Secure Audit Manager is a Gold Award Winner for **"Best Access Control & Authentication System."**

ONE PLATFORM

Office Printing

Document Scanning

Mobile Printing

Device Management

Production Printing

uniFLOW
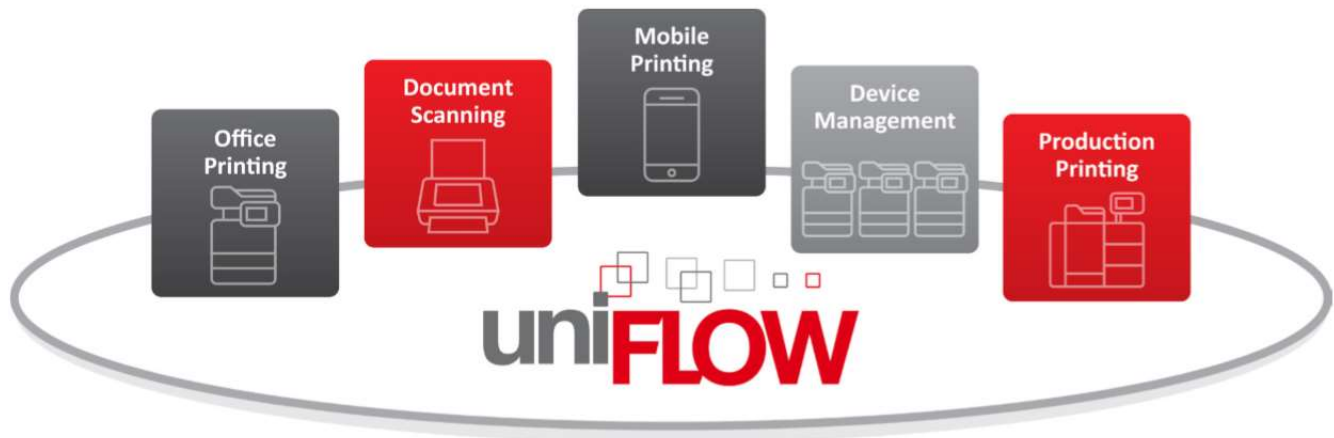
CONTROLLED AND REDUCED COSTS

Using the built-in reporting system, your organization can track and analyze printing, copying, faxing, and scanning usage, allowing internal costs to be charged back correctly and current usage audited. Routing of jobs can result in cost reduction and help increase efficiency.

DOCUMENT SECURITY FEATURES

To help prevent unauthorized use of devices and keep valuable and confidential information safe, uniFLOW requires users to identify themselves at a device.

IMPROVED EMPLOYEE PRODUCTIVITY

Employee productivity can be enhanced by providing mobile printing facilities and allowing users to print where they need it.

INCREASED ENVIRONMENTAL AWARENESS

uniFLOW can provide the analysis to help implement an environmental printing strategy, which can help save valuable resources.

uniFLOW
Statistics Module

Track all usage – uniFLOW can store all print, scan, fax and copy related data in a database together with all the relevant information on users, departments or multi-level cost centers.

Show environmental benefits – uniFLOW can show historical and trends of environmental impact such as the number of trees saved, and the amount of CO_2 gas used

Show cost savings – Cost savings reports can be automatically generated showing savings made through secure job deletion, rule-based routing, and authorization workflows.

Customized reporting - Customers can add their own custom reports to uniFLOW by using the industry standard Crystal Reports program.

Easy integration with other systems – uniFLOW can export data in several different formats, including XML, for integration with back office accounting systems.

 Scheduled creation of reports – uniFLOW includes over 60 different standard reports that can be generated on demand or on a regular basis. Regular reports can be emailed automatically to an appropriate person at a scheduled time, for example, every month.

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uniFLOW
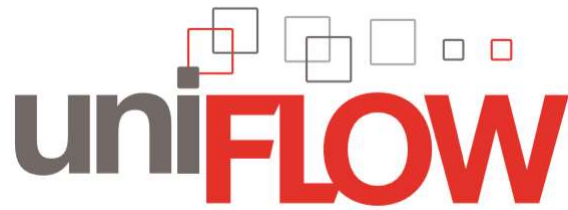
Secure Printing Module

✓ Keep network print jobs confidential

✓ Jobs will follow the user to the device regardless of model or location

✓ Allows the user to change the print settings of the job before it is released

✓ Use multiple identification methods including proximity cards and pin codes

✓ Remove the need for expensive local printers

✓ Reduce print waste and costs by only releasing the jobs that the user actually needs

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Reduce costs

uniFLOW offers numerous features which help reduce printing and copying costs. Costs for the initial purchase of uniFLOW are recoverable within months after implementation.

The key drivers that facilitate significant cost reduction are
- ✓ Automatic deletion of unreleased print jobs
- ✓ Implementing print policies e.g. setting duplex and black and white as default
- ✓ Reroute print jobs from costly desktop printers to multifunctional devices or the print room
- ✓ Allocation of costs to individual users, departments or projects
- ✓ Reducing IT overheads by rolling out just one printer driver for your entire device fleet

Increase security

Document security is paramount for businesses in order to avoid data breaches, theft of intellectual property or confidential documents falling into the wrong hands. uniFLOW will ensure documents are secure.

The key drivers behind increased document security are
- ✓ Secure release of personal print jobs across multiple devices
- ✓ Restricted access to device functionality for specific users, groups or departments
- ✓ Automatic deletion of secure print jobs when a device error occurs
- ✓ Receive alerts as soon as an information leak occurs including a complete content audit trail

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Improve productivity

Helping users to be more efficient with print and scan processes allows them to focus on core tasks therefore increasing profitability.

The key drivers improving business productivity are

✓ Reduced time spent inputting data at the multifunctional device when digitalizing documents

✓ Allowing users to print from any mobile device to any printer at any location

✓ Users can release their print jobs at any printer
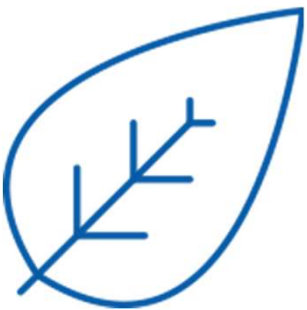
Help save the environment

Having implemented uniFLOW automatically results in a positive environmental impact such as the reduction of paper waste. uniFLOW provides the ability to track the number of jobs not printed and those forced to print in duplex and/or black and white. This information can then be integrated in a company's sustainability report.

The key drivers that have a positive effect on the environment are

✓ Enforcing print policies so documents are printed in black and white or duplex

✓ Automatic deletion of print jobs if they are not released within a preset time

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PEPPM BREAKDOWN

Description	PEPPM		Quanitiy	Ext	
uniFLOW Education Secure Print Device License 25-49	$	158.40	33	$	5,227.20
uniFLOW Education Secure Print Device License for CMFP	$	102.40	3	$	307.20
MiCard PLUS SC	$	151.20	33	$	4,989.60
IC Card Reader Box-C2	$	96.00	3	$	288.00
Micard Attach Kit-B1	$	45.00	3	$	135.00
IC Card Reader Box for Numeric Keypad-A1	$	96.00	6	$	576.00
uniFLOW Education Scan Addition Device License 1-9	$	201.60	5	$	1,008.00
uniFLOW Software Assurance -1 Point Education	$	6.84	672	$	4,596.48
Application Services installation, configuration, training, and 5 Years Ushherwood Support	$	11,250.00	1	$	11,250.00
				$	28,377.48

UniFLOW 60 Month Lease   +$519.60

UNIFLOW R.O.I.

B&W Monthly Volume	849,300
Color Monthly Volume	43,748
Reduction in Print Volume (10% Estimate)	$592.75
Reduction in Color to B&W (10% or 4,378 copies)	$197.01
Estimated Monthly Savings	$789.76

Average in reduction of print volume ranges between 15-25%

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complete business **IT** solutions