BUSINESS PROPOSAL
April 30, 2024

Usherwood
OFFICE TECHNOLOGY

Developed for **Warren County School District**

by **TERRY NORRIS**

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

McAfee Embedded Control

• While [**Verify System at Startup**] comes standard with all 3rd Edition and DX models (with Unified Firmware Platform v3.8 or later), UFP v3.9 introduced this additional layer of MFP security.

• McAfee Embedded Control is standard on all third generation imageRUNNER ADVANCE 3rd edition and imageRUNNER ADVANCE DX models from firmware v3.9.

• Designed to prevent malware execution and tampering of firmware and applications.

• With McAfee Embedded Control, all firmware and applications are checked against a whitelist that only allows approved firmware and applications determined by Canon to be executed. Helping to prevent unauthorized changes to the system. This whitelist is automatically updated with UFP updates as well as during updates/installations of individual MEAP applications.

• **Whitelisting** prohibits execution of unknown software by only allowing trusted firmware and applications to execute. Therefore, the whitelist function is able to help prevent an unknown malware launch and mitigate zero-day attacks. Zero-day attacks can exploit previously unknown vulnerabilities before they can be patched by the manufacturer.

• Denied unauthorized program tampering and unauthorized executions are recorded to the audit log, enabling administrators to check the device status through syslog and audit log functions.

NOTE:
This function is set to [OFF] by default
• In order to set this function to ON, [Verify System at Startup] also needs to be set to ON.
• When this function is set to ON, device startup will take slightly longer (does not affect sleep recovery/Quick Startup time).

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BLI 2022 A3 Line of the Year Award

From Keypoint Intelligence

5-TIME WINNER

EXEMPLARY RELIABILITY

0 MISFEEDS
in over
1 MILLION IMPRESSIONS
across
6 MODELS
tested in 2021

IN A CLASS OF ITS OWN

In addition to unparalleled reliability and fast uptime, Canon A3 MFPs deliver:

- POWERFUL, CLOUD-BASED SOLUTIONS
- PRODUCTIVE WORKFLOWS
- SUPERB USABILITY
- CUSTOMIZABLE USER EXPERIENCE
- ELITE SECURITY

ImageRUNNER
ADVANCE DX

"Canon continues to impress us with its commitment to designing an A3 portfolio that delivers **incredible reliability** and **generous user-friendliness** for workers and administrators alike."

Pete Emory,
DIRECTOR OF RESEARCH & LAB SERVICES US/ASIA AT KEYPOINT INTELLIGENCE

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WINNER

BLI 2022-2024 MOST RELIABLE A3 BRAND AWARD

We might need a bigger trophy case ...

Keypoint Intelligence rigorously tested **23** Canon MFP devices over the course of **5 years** against its competitors.

ImageRUNNER
ADVANCE DX

CANON HAD ONLY

6 MISFEEDS

THAT'S A RATE OF 1 IN 742,500

OUT OF

4,455,000 PAGES

▷ **THAT'S A MINISCULE 0.000135%**

BUYERS LAB
2022 - 2024
BLI
MOST RELIABLE A3 BRAND
TESTED

2022
BLI
LINE OF THE YEAR

2022
BLI
PICK AWARD

4,455,000 **is a BIG number!** It's equivalent to approximately ...

WEIGHT IN POUNDS OF

11 BLUE WHALES

MILES TRAVELED IN

179 TRIPS AROUND THE WORLD

HEIGHT IN FEET OF

153 MOUNT EVERESTS

STACKED ON TOP OF EACH OTHER

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Qty	Proposed Canon Equipment Description	Costars Pricing Per Unit	Warren Pricing Per Unit	Total Discount Price
17	Canon IR DX 6980i	$22,704.00	$10,557.00	$ 179,469.00
12	Staple Finisher AC1	$ 2,791.00	$ 1,535.00	$ 18,420.00
5	Booklet Finisher AC2	$ 4,937.00	$ 3,179.00	$ 15,895.00
17	2/3 Hole Punch Unit A1	$ 791.00	$ 510.00	$ 8,670.00
4	Canon IR DX 6855i	$ 9,672.00	$ 5,436.00	$ 21,744.00
4	2/3 Hole Punch Unit A1	$ 791.00	$ 510.00	$ 2,040.00
4	Buffer Pass Unit P2	$ 279.00	$ 266.00	$ 1,064.00
4	High-Capacity Cassette Feeding Unit C1	$ 1,595.00	$ 1,059.00	$ 4,236.00
3	Staple Finisher AB2	$ 2,614.00	$ 1,649.00	$ 4,947.00
1	Booklet Finisher A1 w/Tri-Fold	$ 3,891.00	$ 2,397.00	$ 2,379.00
1	Canon IR DX 529iF	$ 2,302.00	$ 2,155.00	$ 2,155.00
1	Cassette Feeding Unit AR1	$ 497.00	$ 374.00	$ 374.00
2	Canon MF1643iF	$ 1,171.00	$ 1,170.00	$ 2,340.00
2	Cabinet Type S	$ 336.00	$ 318.00	$ 636.00
13	Canon IR DX C3926i	$ 5,180.00	$ 3,035.00	$ 39,455.00
13	Cabinet W	$ 142.00	$ 133.00	$ 1,729.00
13	Inner Finisher L1	$ 1,123.00	$ 768.00	$ 9,984.00
1	2/3 Hole Punch D1	$ 790.00	$ 511.00	$ 511.00
3	Canon DX C5840i	$ 10,674.00	$ 5,540.00	$ 16,620.00
4	Canon DX C5850i	$ 14,512.00	$ 6,693.00	$ 26,772.00
7	High-Capacity Cassette Feeding Unit C1	$ 1,595.00	$ 1,059.00	$ 7,413.00
7	Buffer Pass Unit P2	$ 279.00	$ 266.00	$ 1,862.00
7	2/3 Hole Punch Unit A1	$ 791.00	$ 510.00	$ 3,570.00
4	Booklet Finisher A1 w/ Tri-Fold	$ 3,891.00	$ 2,397.00	$ 9,588.00
3	Staple Finisher AB2	$ 2,614.00	$ 1,649.00	$ 4,947.00

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FINANCIAL RECOMMENDATION

Current Contract Details

✓ **Lease Buyouts & Return**
- **001-0728530-001**
- (1) DX 6755 & (1) DX C5740i
- **001-0728530-003**
- (1) DX 6575, (1) C5535i, (3) C3525i
- **001-0728530-004**
- (1) C5550i
- **128-1560169-005**
- (18) DX 6780i, (3) 1643iF, (3) C810, (3) DX C5740, (6) DX C3730, (3) DX C3725
- **728530-3**
- (1) TX-3100 (Lease will be bought out, WCDS will own this machine)

Current Lease Payments $11,669.53 / Month

✓ **Usherwood Proposed New Canon Equipment**
- (17) DX 6980
- (4) DX 6855
- (1) DX 529iF
- (2) 1643iF
- (4) DX C5850i
- (3) DX C5840i
- (13) DX C3926i

Proposed Lease Payment $11,605.00 / Month

➢ **Includes Set-up, Installation & Training**
➢ **Service Rates Remain @ Existing Rates for 60 months.**
➢ **Uniflow Licenses will be extended for New Lease Term.**
➢ **All Equipment will be Included into 1 Lease.**
➢ **Current Machines will be Returned @ No Cost to Warren Schools.**

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Have we earned your business?

Usherwood
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complete business IT solutions