



Office of the West Seneca Town Supervisor
Hon. Gary A. Dickson

Memorandum

To: Honorable Town Board
From: Gary Dickson, Town Supervisor
Date: July 21, 2021
Subject: Copiers/Printers

Dear Colleagues,

The company that provides and services most of our printers, WNY Imaging, has advised that several of our printer/copiers are ten years old and the manufacturer no longer makes parts. We have gotten good value from them, but they are close to the end of the service life. WNY Imaging interviewed the relevant department heads and identified the following replacement copiers that are part of NYS contract PM68141.

DEPARTMENT	STATE CONTRACT PRICE
Finance	\$2,690.38
Senior Center	\$3,774.58
Recreation	\$4,128.78
Courts	\$664.64
Police	\$3,299.56
Clerk #1	\$8,098.00
Clerk #2	\$536.64
Clerk #3	\$535.08
Clerk #4	\$535.08
TOTAL	\$24,262.74

Five-year leases are also available, but their total cost over five years exceeds the purchased price by 15-20% and we expect to keep the printers for more than five years.

In addition to the NYS contract purchase prices, the monthly service charges for these copiers/printers, which pays for maintenance and toner, will be \$322 a month instead of the current monthly service charge of \$423, for an annual savings of \$1,212.

Funds are available per the budget amendment.



1. Contract Number PM68141	2. Group Number 73600	3. Umbrella Contract Copiers & Printing Equipment	4. Date of Approval July 26, 2021
5. Administered by WNY Imaging Systems, Inc. 411 Maryvale Drive Buffalo, NY 14225		6. Proposed to Town of West Seneca 1250 Union Road West Seneca, NY 14224	

The attached proposal is approved by:

Signature X
Name Gary A. Dickson
Title Supervisor, Town of West Seneca

Proposal Prepared Exclusively for
Town of West Seneca

Prepared by
Kara Rennie-Caldiero
Major Account Manager

Presented on July 15, 2021



411 Maryvale Drive
Buffalo, NY 14225
(716) 633-1883

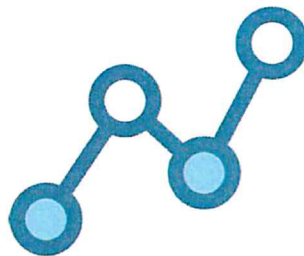
The contents of this proposal include confidential, trade-secret information this is intended solely for the use of the company listed above. The contents may not be reproduced without full specific, written permission from WNY Imaging Systems, Inc.

Pricing valid for 30 days

At WNY Imaging Systems we treat our relationships with our customers as a partnership. We know how important it is to have an efficient running office which is why we have a dedicated team that is known for providing the highest quality of service in WNY.

Mission Statement

To establish ourselves as a pillar of the Western New York business community by providing our customers with the highest quality of Document Imaging Solutions while adhering to our core values.



Our core values make us the best FIT for your business!

- F** We are **FLEXIBLE**
- I** We have **INTEGRITY**
- T** We are **TOTALLY Committed to You!**

WNY Imaging Systems, Inc.

Performance Guarantees

5 Year Total Satisfaction Guarantee

- WNY Imaging will fix or replace your copier with a like or better model within the five years of your active, and continuously maintained service agreement

15 Minute Response Time

- 15-minute confirmation of technical support
- 15-minute acknowledgement of parts availability
- 15-minute response to when a technician is anticipated to arrive

Technician Arrives in an Average of Two Hours

- One month of free maintenance-equivalent to contract allowance if WNY Imaging misses a maximum response time four hours when the copier is down
- Applies to all MFP Digital Equipment under WNY Imaging Maintenance Agreements

Maintenance Agreement Contracts Tailored to Your Needs

- Toner, rollers, drums, and parts are all included in the maintenance plan
- Flexibility to cancel within 30 days at any time, for any reason

Constant Support from your Account Executive and Customer Service Team

- Monthly, quarterly, or bi-annual reviews with your Account Executive ensures that the lines of communication stay open, and that the equipment provided continues to meet your needs
- No 1-800 numbers puts you in touch with a customer service representative to assist you the moment you call in

36 Month Lease Upgrade Policy

- Customer can upgrade to the latest technology of equal or higher capabilities through WNY Imaging Systems at any time
- Protection from potential obsolescence

Free loaner if Copier is Down for More than 24 hours

- We keep you up and running, even if we aren't able to immediately resolve your issue

Equipment Delivery, Installation, and Training Included

- Free product training for as long as you are under a WNY Imaging Maintenance Agreement
- Copier moves and additional IT work after the first 30 days is quoted out as billable work

NOTE: All warranties described above are guaranteed to all WNY Imaging Systems customers who purchase directly from WNY Imaging Systems, or utilize WNY Imaging Systems leasing company subsidiaries

Top Three Reasons to Partner with WNY Imaging Systems, Inc.

1. We are local

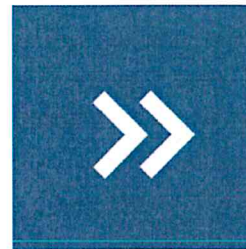
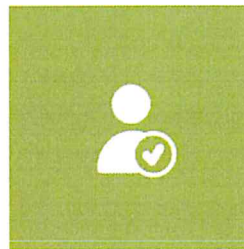
Everything you need, from service, sales, and support is handled at our company's office at 411 Maryvale Drive in Buffalo, NY

2. Our goal is not to be the largest digital office equipment provider in Western New York. Our goal is to be the best at what we do.

All companies will make mistakes, but at WNY Imaging Systems, we not only acknowledge the error, but we work on adjusting ourselves so we can prevent that mishap from taking place again.

3. All quotes and proposals are custom made, and uniquely tailored to fit each company's needs.

You will work with a dedicated solutions specialist from WNY Imaging Systems who is trained to propose the perfect application for your offices' paper based workflow.



Benefits to the Kyocera Product Line

Email – to – Print

- + Complimentary remote printing function of all MFPs and Printers.
- + Ideally suited for remote and field-based employees.
- + Easy to implement and deploy. Simply compose an email, attach your PDF, TIFF or JPEG, and click “send.”
- + Body of email can print as cover page.

KX Driver

- + Single – unified print driver for all Kyocera devices.
- + Graphical user interface provides simple job configuration.
- + Job Profiles allow common jobs to reproduced rapidly without long, complex configuration each run.
- + Includes PostScript Emulation and PDF creation features at no additional expense.

Color Optimizer

- + Complimentary plug-in for KX Driver.
- + Simple color matching tool for creating optimal output.
- + Reduces the dependency on expensive third-party solutions for basic color adjustments.
- + Users may define up to thirty color alternations within the plug-in.

Kyocera Fleet Services (KFS)

- + Extension of service department for real-time device diagnostics and alerts, reducing on-site service visits.
- + No middleware (i.e. agent) required to be installed in customer environment. Devices report directly to KFS Server over secure, encrypted channel.
- + Ability to perform scheduled, remote firmware updates.
- + Collects all meter and toner data then automatically reports data back to dealership.

ECO footPRINT Toner Recycling Program

- + Boxes are available upon request and come pre-labeled with a return shipping sticker.
- + Customer fills box with empty & waste toner containers until full then seals and sends.
- + 100% of contents are recycled, no contents go to landfill.
- + Customer facing brochure included in miscellaneous items area.

Kyocera Mobile Print

- + Complimentary application for iOS and Android (Includes NFC support) allowing wireless connectivity to devices on the local area network.
- + Allows printing of documents and photos stored on your device.
- + Scan documents and save them to your device or Dropbox, Evernote or Microsoft OneDrive.
- + Supports full functionality of device including staple, hole-punch, booklet capabilities, user login, job accounting, private print and more!
- + More information can be found here: <http://www.kyoceradocumentsolutions.com/support/mobileprint>

Kyocera MyPanel

- + Complimentary application for iOS and Android (Includes NFC support) allowing wireless connectivity to devices on the local area network.
- + Users can operate MFP without necessity of touching operation panel.
- + Configure Copy, Send and Fax functions utilizing both MFP and mobile device address books.
- + Store, Send & Print utilizing Custom Boxes.
- + Common jobs & settings may be stored as workflows for simple execution in the future.
- + More information can be found here: https://www.kyoceradocumentsolutions.com/support/mypanel/index_en.html



July 15, 2021

Proposal Prepared Exclusively for
Town of West Seneca

Finance Department

Current Equipment
Kyocera TASKalfa 300i

Average Monthly Volume
~3,500 prints per month

Proposed Model
Kyocera TASKalfa 3212i

Kyocera TASKalfa 3212i: Monochrome Multifunction Copier

Pricing Options*

60-Month FMV Lease \$64.00 per month
Purchase Price \$2,690.38

Equipment Specifications

- Print speed of 32 pages per minute monochrome printing
- Network print, copy, and color scan functionality
- Color scan to file – Desktop & scan to email
- 270 sheet dual scan document processor – one pass scanning
- Scan speed: Simplex: 80 ipm / Duplex: 160 ipm
- Stackless duplexing and collating
- (2) 500 sheet paper trays
- (1) 150 sheet bypass tray
- Paper size range: 5.5" x 8.5" – 11" x 17"
- 9" tablet-like color touch screen, plus hard key numeric keypad
- Floor standing model with cabinet drawer base
- Dimensions: 23" W x 27" D x 32" H

Maintenance Agreement

- \$26.00 per month
- Covers up to 3,500 prints at .0075 per excess print
- Includes all service calls, parts, scans, and toner

*Pricing based upon NYS Contract Number PM68141





July 15, 2021

Proposal Prepared Exclusively for
Town of West Seneca

Senior Center

Current Equipment
Kyocera TASKalfa 300i

Average Monthly Volume
~2,000 prints per month

Proposed Model
Kyocera TASKalfa 408ci

Kyocera TASKalfa 408ci: Color Multifunction Copier

Pricing Options*

60-Month FMV Lease \$74.00 per month

Purchase Price \$3,774.58

Equipment Specifications

- Print speed of 52 pages per minute color and monochrome printing
- Network print, copy, color scan, and fax functionality
- Color scan to file – Desktop & scan to email
- 100 sheet dual scan document processor – one pass scanning
- Scan speed: Simplex: 60 ipm / Duplex: 120 ipm
- Stackless duplexing and collating
- (2) 500 sheet paper trays
- (1) 100 sheet bypass tray
- Paper size range: 5.5" x 8.5" – 8.5" x 14"
- 7" tablet-like color touch screen control panel
- Floor standing model with cabinet drawer base
- Dimensions: 22" W x 22" D x 29" H

Maintenance Agreement

- \$27.00 per month
- Covers up to 2,000 BW prints at .007 per excess print
- Covers up to 250 color prints at .05 per excess print
- Includes all service calls, parts, scans, and toner

*Pricing based upon NYS Contract Number PM68141





July 15, 2021

Proposal Prepared Exclusively for
Town of West Seneca

Recreation Center

Current Equipment
Kyocera TASKalfa 300i

Average Monthly Volume
~3,500 prints per month

Proposed Model
Kyocera TASKalfa 3212i

Kyocera TASKalfa 3212i: Monochrome Multifunction Copier

Pricing Options*

60-Month FMV Lease \$81.00 per month
Purchase Price \$4,128.78

Equipment Specifications

- Print speed of 32 pages per minute monochrome printing
- Network print, copy, color scan, and fax functionality
- Color scan to file – Desktop & scan to email
- 270 sheet dual scan document processor – one pass scanning
- Scan speed: Simplex: 80 ipm / Duplex: 160 ipm
- Stackless duplexing and collating
- (2) 500 sheet paper trays
- (1) 150 sheet bypass tray
- Paper size range: 5.5" x 8.5" – 11" x 17"
- **External finisher with stapling and 2/3 hole punch capabilities**
- 9" tablet-like color touch screen, plus hard key numeric keypad
- Floor standing model with cabinet drawer base
- Dimensions: 23" W x 27" D x 32" H

Maintenance Agreement

- \$26.00 per month
- Covers up to 3,500 prints at .0075 per excess print
- Includes all service calls, parts, scans, and toner

*Pricing based upon NYS Contract Number PM68141





July 15, 2021

Proposal Prepared Exclusively for
Town of West Seneca

Courtroom

Current Equipment
Kyocera TASKalfa 300i

Average Monthly Volume
<100 prints per month

Proposed Model
Kyocera M2540dw

Kyocera M2540dw: Monochrome Multifunction Copier

Pricing*

Purchase Price \$664.64

Equipment Specifications

- Print speed of 42 pages per minute monochrome printing
- Network print, copy, and color scan functionality
- Color scan to file – Desktop & scan to email
- 50 sheet dual scan document processor
- Scan speed: Simplex: 40 ipm / Duplex: 32 ipm
- Stackless duplexing and collating
- (1) 250 sheet paper trays
- (1) 100 sheet bypass tray
- Paper size range: 5.5" x 8.5" – 8.5" x 14"
- 5 line LCD with hard key control panel
- Desktop model with 25" cabinet base included
- Dimensions: 19" W x 16" D x 17" H

Maintenance Agreement

- \$28.00 per month
- Covers up to 2,000 prints at .014 per excess print
- Includes all service calls, parts, scans, and toner

*Pricing based upon NYS Contract Number PM68141



411 Maryvale Drive | Buffalo, NY 14225
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www.wnyimaging.com



July 15, 2021

Proposal Prepared Exclusively for
Town of West Seneca

Police Department, Mailbox Wall

Current Equipment
Kyocera TASKalfa 300i

Average Monthly Volume
~5,000 prints per month

Proposed Model
Kyocera TASKalfa 4003i

Kyocera TASKalfa 4003i: Monochrome Multifunction Copier

Pricing Options*

60-Month FMV Lease \$65.00 per month
Purchase Price \$3,299.56

Equipment Specifications

- Print speed of 40 pages per minute monochrome printing
- Network print, copy, and color scan functionality
- Color scan to file – Desktop & scan to email
- 270 sheet dual scan document processor – one pass scanning
- Scan speed: Simplex: 100 ipm / Duplex: 180 ipm
- Stackless duplexing and collating
- (2) 500 sheet paper trays
- (1) 150 sheet bypass tray
- Paper size range: 5.5" x 8.5" – 11" x 17"
- 10.1" tablet-like color touch screen control panel
- Dimensions: 24" W x 26" D x 45" H

Maintenance Agreement

- \$36.00 per month
- Covers up to 3,500 prints at .0072 per excess print
- Includes all service calls, parts, scans, and toner

*Pricing based upon NYS Contract Number PM68141





July 15, 2021

Proposal Prepared Exclusively for
Town of West Seneca

Town Clerk

Current Equipment
Kyocera TASKalfa 4550ci

Average Monthly Volume
~3,000 BW prints per month
~2,000 color prints per month

Proposed Model
Kyocera TASKalfa 5053ci

Kyocera TASKalfa 5053ci: Color Multifunction Copier

Pricing Options*

60-Month FMV Lease \$138.00 per month
Purchase Price \$7,094.00

Equipment Specifications

- Print speed of 50 pages per minute color and monochrome printing
- Network print, copy, color scan, and fax functionality
- Color scan to file – Desktop & scan to email
- 270 sheet dual scan document processor – one pass scanning
- Scan speed: Simplex: 100 ipm / Duplex: 180 ipm
- Stackless duplexing and collating
- (2) 500 sheet paper trays
- (2) 1,500 sheet paper trays
- (1) 150 sheet bypass tray
- Paper size range: 5.5" x 8.5" – 11" x 17"
- External finisher with stapling capabilities
- 10.1" tablet-like color touch screen control panel
- Dimensions: 44" W x 26" D x 45" H
- *Optional Booklet Folding & Trifolding Attachment: +\$20.00/ month or +\$1,004.00*

Maintenance Agreement

- \$113.00 per month
- Covers up to 3,000 BW prints at .0078 per excess print
- Covers up to 2,000 color prints at .045 per excess print
- Includes all service calls, parts, scans, and toner

*Pricing based upon NYS Contract Number PM68141





July 15, 2021

Proposal Prepared Exclusively for
Town of West Seneca

Town Clerk – Printers

Current Equipment	Average Monthly Volume	Proposed Model
Kyocera FS-1035 (Receipt Printer)	~1,500 prints per month	Kyocera M2540dw
Kyocera P2135dn (Amy’s Printer)	~315 prints per month	Kyocera P3150dn
Kyocera P2135dn (Marriage License Printer)	~650 prints per month	Kyocera P3150dn

Receipt Printer

Kyocera M2540dw: Monochrome Multifunction Copier

Purchase Price* \$536.64

Maintenance Agreement

- \$28.00 per month
- Covers up to 2,000 prints at .014 per excess print
- Includes all service calls, parts, scans, and toner



Amy’s Printer

Kyocera P3150dn: Monochrome Desktop Printer

Purchase Price* \$535.08

Maintenance Agreement

- \$19.00 per month
- Covers up to 2,000 prints at .009 per excess print
- Includes all service calls, parts, scans, and toner



Marriage License Printer

Kyocera P3150dn: Monochrome Desktop Printer

Purchase Price* \$535.08

Maintenance Agreement

- \$19.00 per month
- Covers up to 2,000 prints at .009 per excess print
- Includes all service calls, parts, scans, and toner



*Pricing based upon NYS Contract Number PM68141