



Village of Orland Park

Business Process Management Improvement Project

ZACH SPEAKER

Government Account Executive

ANTONETTE TOBIN

Government Account Manager

Konica Minolta Business Solutions U.S.A., Inc.

2001 E Butterfield Road Downers Grove, IL 60515



**ORLAND
PARK**

Executive Summary

- Initiatives and Opportunities for the Village of Orland Park
- Current Challenges
- Business Needs to Solve Challenges

What's New at Konica Minolta

- Technology Recommendations & Trends
- Value Added Services Included
- Analysis / Return on Investment
- Key Values with Current Vendor
- Investment Consideration
- Technology Roadmap
- Next Steps/Take Away



Bizhub C251i Copier/Printer/Scanner:

- 25 Pages-Per-Minute
- Black & White and Color Print and color Scanning
- Dual Scan Document Feeder Single Pass
- Scan Speed: Up to 160 OPM
- Automatic Duplexing
- Two Universal Paper Cabinets 500/ 500 Sheets
- Bypass Tray
- Staple Finisher
- Folding Finisher
- Hole Punch Finisher
- Fax Kit
- Paper Size: 4 x 6 Up To 12 x 18
- Paper Weights: Up to 170 LB Index
- Scan to Email, SMB, FTP, USB or User Box
- Secured Mobile Printing (Standard)
- Banner Printing



Bizhub C651i Copier/Printer/Scanner:

- 65 Pages-Per-Minute
- Black & White and Color Print and color Scanning
- Dual Scan Document Feeder Single Pass
- Scan Speed: Up to 210 OPM
- Automatic Duplexing
- Three Universal Paper Cabinets 500/ 500/ 2500 Sheets
- Bypass Tray
- Staple Finisher
- Keyboard
- Fax Kit
- Paper Size: 4 x 6 Up To 12 x 18
- Paper Weights: Up to 170 LB Index
- Scan to Email, SMB, FTP, USB or User Box
- Secured Mobile Printing (Standard)
- Banner Printing



Bizhub C751i Copier/Printer/Scanner:

- 75 Pages-Per-Minute
- Black & White and Color Print and color Scanning
- Dual Scan Document Feeder Single Pass
- Scan Speed: Up to 210 OPM
- Automatic Duplexing
- Four Universal Paper Cabinets 500/ 500/ 1000/ 1500 Sheets
- Bypass Tray
- Staple Finisher
- Z- Folding
- Folding Finisher
- Hole Punch Finisher
- Paper Size: 4 x 6 Up To 12 x 18
- Paper Weights: Up to 170 LB Index
- Scan to Email, SMB, FTP, USB or User Box
- Secured Mobile Printing (Standard)
- Banner Printing



Bizhub C651i Copier/Printer/Scanner:

- 65 Pages-Per-Minute
- Black & White and Color Print and color Scanning
- Dual Scan Document Feeder Single Pass
- Scan Speed: Up to 210 OPM
- Automatic Duplexing
- Four Universal Paper Cabinets 500/ 500/ 500/ 500 Sheets
- Side Capacity Drawer
- Bypass Tray
- Staple Finisher
- Folding Finisher
- Hole Punch Finisher
- Fax Kit
- Paper Size: 4 x 6 Up To 12 x 18
- Paper Weights: Up to 170 LB Index
- Scan to Email, SMB, FTP, USB or User Box
- Secured Mobile Printing (Standard)
- Banner Printing



Bizhub C651i Copier/Printer/Scanner:

- 65 Pages-Per-Minute
- Black & White and Color Print and color Scanning
- Dual Scan Document Feeder Single Pass
- Scan Speed: Up to 210 OPM
- Automatic Duplexing
- Four Universal Paper Cabinets 500/ 500/ 500/ 500 Sheets
- Side Capacity Drawer
- Bypass Tray
- Staple Finisher
- Hole Punch Finisher
- Paper Size: 4 x 6 Up To 12 x 18
- Paper Weights: Up to 170 LB Index
- Scan to Email, SMB, FTP, USB or User Box
- Secured Mobile Printing (Standard)
- Banner Printing



Bizhub C651i Copier/Printer/Scanner:

- 65 Pages-Per-Minute
- Black & White and Color Print and color Scanning
- Dual Scan Document Feeder Single Pass
- Scan Speed: Up to 210 OPM
- Automatic Duplexing
- Four Universal Paper Cabinets 500/ 500/ 500/ 500 Sheets
- Bypass Tray
- Staple Finisher
- Hole Punch Finisher
- Keyboard
- Paper Size: 4 x 6 Up To 12 x 18
- Paper Weights: Up to 170 LB Index
- Scan to Email, SMB, FTP, USB or User Box
- Secured Mobile Printing (Standard)
- Banner Printing



Bizhub C551i Copier/Printer/Scanner:

- 55 Pages-Per-Minute
- Black & White and Color Print and color Scanning
- Dual Scan Document Feeder Single Pass
- Scan Speed: Up to 210 OPM
- Automatic Duplexing
- Three Universal Paper Cabinets 500/ 500/ 2500 Sheets
- Bypass Tray
- Staple Finisher
- Hole Punch Finisher
- Folding
- Paper Size: 4 x 6 Up To 12 x 18
- Paper Weights: Up to 170 LB Index
- Scan to Email, SMB, FTP, USB or User Box
- Secured Mobile Printing (Standard)
- Banner Printing



Protecting your Greatest Assets

Confidential/Secure Output



Network
Threats



Stored Data



Security and Compliance

Unauthorized Access

- Service Technician
- Administrator
- User

Products with **over 300** Security-Based Checkpoints

- Protecting and tracking your financial data
- Certification of every bizhub MFP as a Total System
- Simple user ID and password authentication
- Secure access via standard ID card systems
- Wide-ranging protections for personal data



Advanced Fleet Management

Automated Meter Collection

Accurate, on-time, month-after-month

Intelligent Auto Service Dispatch

Automatic alerts to your KMBS service provider

Proactive Service

Monitors consumable parts

Advanced notification

Available 24 hours-a-day, 7 days-a-week



Driving Sustainability



KONICA MINOLTA RECYCLES



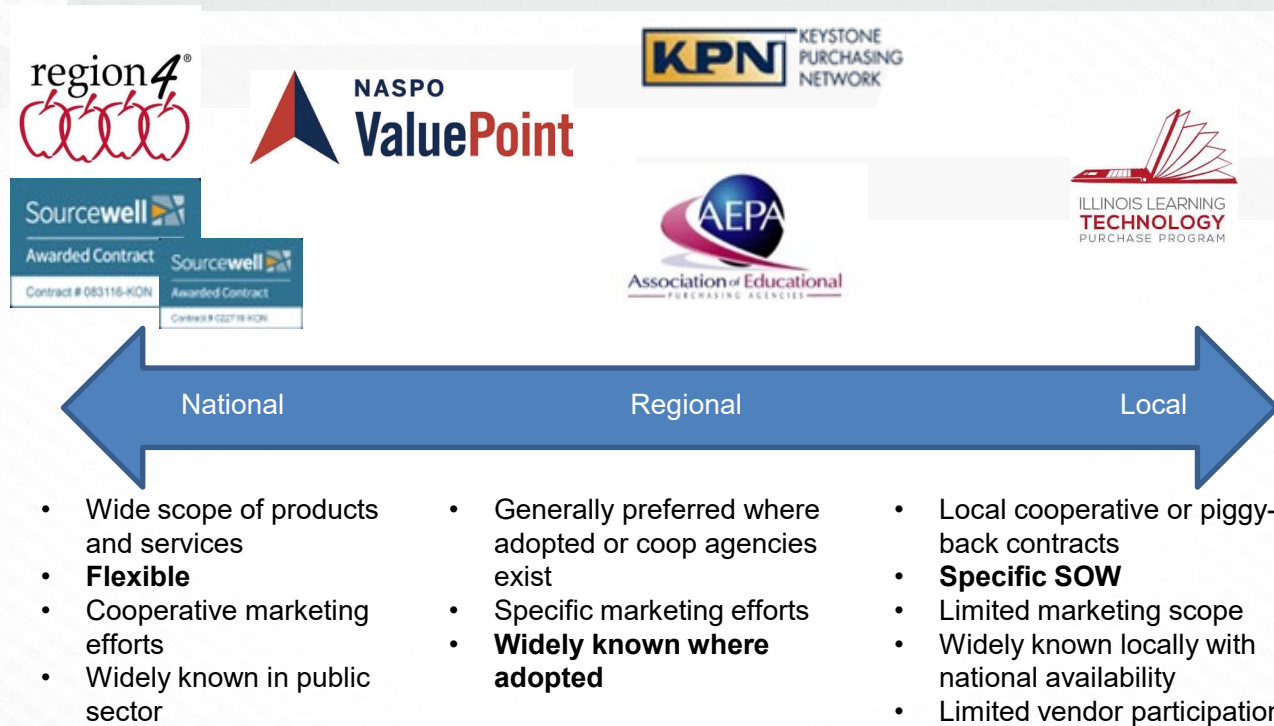
CLEAN PLANET PROGRAM

Konica Minolta supplies return program

- Launched October 2010
- Keeps all Konica Minolta consumables **out of landfills**
- Lets customers **conveniently** return **all** Konica Minolta consumables for **all** Konica Minolta models and other printer consumables
- Make shipping and recycling **FREE**
- All consumables sent to EPA approved recycling facilities
- www.cleanplanetus.com



Available Contracts in the State of IL



ROI- Highlights:

- Upgrading antiquated copiers. 7 new Color machine
- NEW technology for better employee workflow
- NEW Copiers features All Inclusive Technology Mentioned in Technology Increase Data security and protection
- Konica Minolta Marketplace app
- Pick up of old machines at NO charge
- Konica Minolta will remove the current remaining lease payments
- Increased employee morale

Proposed Lease Price: Government Sourcwell Approved PRICING

60 Month \$1 Out Lease Cost (7 Machine):

\$2,153.10 Per Month

Maintenance

Color: \$.04

B/W: \$.004

Maintenance, Service, Toner, Supplies, Firmware Updates Included, Digital Support Center

Thank you.



KONICA MINOLTA