

Proposal "B"

City Council, Service, Mayor & Finance Department

(4) Ricoh MP7001 SP

Hole Punch, Interposer, Large Capacity Paper Tray, Finisher/Stapler

Development & Parks Department

(2) Ricoh MPC4000 SP

Hole Punch, 4 Paper Trays, Finisher/Stapler

Municipal Court & Senior Center

(2) Ricoh MP4000 SP:

Municipal Court Has Hole Punch, Both Have 4 Paper Trays & Finisher/Stapler

Records Retention

(1) Ricoh MP4000 SPF

Hole Punch, 4 Paper Trays, Finisher/Stapler & Fax

Lease Cost = \$2,184.00

All Black Copies/Prints = .0049 All Color Copies/Prints = .049 each

Example Of Monthly Cost For 80,000 Black & 4,000 Color
= \$2,762.00

IBM

Business
Technologies, Inc.

EXHIBIT A

**TOTAL
PRINT
MANAGEMENT**

Incentive

Keep (3) Ricoh Copiers For The Gahanna Police Department

AT NO CHARGE

Ricoh 2075, Ricoh MP3500 & Ricoh 3245C
Full Service Maintenance & Toner

.007 Black & .059 Color

Full Service, Parts & Replacement Guarantee For (4) Years

ATI Business
Technologies, Inc.

Print Status

Details & Inclusions

- 48 Month MT Business Lease

Full Service, All Parts, All Toner & All Staples

- Consolidated "One Invoice" Billing Shows Individual Departments And Actual Copy Usage And Associated Cost

Pricing Is Locked-In & Guaranteed For 48 Months

- Delivery Included
- Complete Network Installation Included
 - On-Site User Training Included
 - Removal Of Old Copiers
- (\$349.00 Per Machine If Gahanna Chooses Another Vendor)

- Includes A Ricoh 3320L Digital Fax
- At No Charge