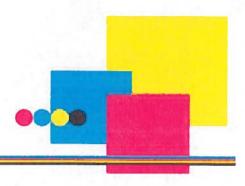


Proposal prepared for: Randolph Township Schools

Prepared by:

Matt D'Amato United Business Systems July 25, 2012



July 25, 2012

Mr. Michael Neves Business Administrator Randolph Township Schools 25 Schoolhouse Rd. Randolph, N.J. 07869

Dear Mr. Neves,

Thank you for the opportunity to present our proposal for new Canon Multi-Functional Digital Equipment and related service and customer support to the Randolph Township School District. Our enclosed proposal has been formulated as a result of in depth analysis of your current fleet including page volumes, equipment features and specifications, costs and future needs. As part of this proposal we commit to you the following:

- United Business Systems will provide the Randolph Township School District the best new
 equipment available on the market today from Canon. Canon ranked number-one brand in US
 total copier/MFP market share for past 13 years. Source: Gartner, Inc.
- Provide to the Randolph Township School District a customized service and customer support program with continual monitoring to achieve ultimate customer satisfaction.
- Incorporate new technological enhancements to our service program including Canon's image Ware Remote and Enterprise Management Console. These tools will automate device monitoring, reporting, and metering to ensure maximum device uptime.
- <u>Service Professionals</u> Our Service Professionals are certified and fully trained at Canon USA
 according to strict adherence of Canon's Technical Training Program. As part of our program we
 will provide a Primary Service Professional and also incorporate 2 fully cross trained backups to
 service fleet.
- On-Site Parts and Supply Storage of critical items

Sincerely,

Matthew D. D'Amato

Senior Major Account Executive

Marken D Danate

United Business Systems

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- VII. Summary/Next Steps

United Business Systems Support Team for Randolph Township Schools

Account Management / Executive Team

- Matt D'Amato Senior Major Account Manager
- Bob Belli Executive Vice President
- · Andy Ruggiero- President
- Rick Jung Director of Sales
- Kelly Salmon Controller

Service and Support Team

- Chris Peterpaul- UBS Service Manager
- Service Technician Primary- Vincent Silva
- Service Technician Backup– Mike Pfeifer
- Service Technician Backup Jorge Pacheco
- Justin Leffler-Network Services Specialist
- Carlos Pizarro -UBS Supply and Parts Manager
- Lisa Brown Service Dispatch

3rd Party Support Team

- Alex Tolmachewich- Canon Technical Sales Executive
- Heather Miller Canon USA
- Shannon Walker HP

United Business Systems

- In Business Since 1969 (UBS Since 1994)
- Authorized Canon, HP, and Sharp Equipment Provider
- Area's Largest Independent Canon Provider
- Customized Service and Support Programs
- Premier Canon Partner in New Jersey
- Member of Bergen County Association of School Business
 Officials

SERVICES, SOLUTIONS AND SATISFACTION

United Business Systems provides a full spectrum of services that surround our hardware and software portfolio. The result is a customized solution to meet your needs and drive satisfaction.

As a Canon USA partner, we represent the Canon brand of office equipment technology. That technology has consistently delivered quality, reliability, and productivity to the market resulting in continual recognition as one of the top brand names in the world. However, it is our ability to surround that technology with a host of services that presents our customer with the greatest value.

Our services are designed to give you better control of your entire document management process. From consulting to onsite facilities management, United Business Systems has an extensive array of human resources and business tools to help you reduce costs and realize greater operational efficiencies than ever before.

Our solutions help businesses of every size and complexity, from international operations, to small offices and we provide specific industry solutions to key vertical markets such as healthcare, legal, printing, and education. Regardless of your size or industry, United Business Systems has the technology, services, and support capability to meet your needs.

Randolph Township Schools - Current Equipment and Cost Analysis

Current Xerox Fleet

Location	School	Department	Contact	Model
POOL#				WC2F
25 Schoolhouse Rd		Facilities	Maryanne Emmel	WC35 copier/fax
25 Schoolhouse Rd		Central Office	Maryanne Emmel	4595
23 Schoolilouse Nu		Central Office	ivial yaime Emilier	
25 Schoolhouse Rd		Central Office	Maryanne Emmel	Color Qube 9203
14 Dover Chester Rd	YMCA	Kinderkids	Carol Cattano	WC3550X
555 Millbrook Ave	TIME.	Transportation	Pat Trosecher	5745APT
333 WIIIDI OOK 71VC		Transportation	Tat Hoseiner	3743211
POOL ID# 980000707				
		Main Office (Ann	Ann Marie	
25 Schoolhouse Rd	Center Grove	Marie)	Finland	WCP238H
			Ann Marie	
25 Schoolhouse Rd	Center Grove	Main Office (Jolyn)	Finland	WCP238H
			Ann Marie	
25 Schoolhouse Rd	Center Grove	Teachers Room	Finland	4594CP
			Ann Marie	
25 Schoolhouse Rd	Center Grove	Teachers Hall	Finland	WC275H
25 Schoolhouse Rd	Center Grove	Downstairs Hall	Ann Marie Finland	CC255H
POOL ID# 400000712	Center Grove	DOMISTALIS HALL	Finialiu	СС255П
POOL 10# 400000712	Middle		NAME OF TAXABLE PARTY.	STATE OF THE PARTY
507 Millbrook Ave	School	Library	Heidi Kalinowski	W5632T
	Middle	New York Control		
507 Millbrook Ave	School	Main Office	Heidi Kalinowski	W5655PT
	Middle			
507 Millbrook Ave	School	Teachers Room	Heidi Kalinowski	4595
	Middle			
507 Millbrook Ave	School	Teachers (Café)	Heidi Kalinowski	4112
	Middle			
507 Millbrook Ave	School	Teachers 2nd Floor	Heidi Kalinowski	4595
POOL ID# 260000715				
511 Millbrook Ave	High School	Library	Ann Oliveria	4112CP

The second secon			The second value of the last	No. of the last of
511 Millbrook Ave	High School	Main Office	Ann Oliveria	4112
511 Millbrook Ave	High School	Main Office	Ann Oliveria	W5050PH
511 Millbrook Ave	High School	Nurses Office	Ann Oliveria	WC4118
511 Millbrook Ave	High School	Attendance	Ann Oliveria	WC4118
511 Millbrook Ave	High School		Ann Oliveria	W5503PH
511 Millbrook Ave	High School	Main Office	Ann Oliveria	WC4118
511 Millbrook Ave	High School	Faculty/Dining	Ann Oliveria	NUVERA 120
511 Millbrook Ave	High School	Teachers Workroom	Ann Oliveria	4590CP
511 Millbrook Ave	High School	Guidance	Ann Oliveria	WCP275H
511 Millbrook Ave	High School	Guidance	Terry Kennedy Kerstin Stewart Kathleen Mela	WC3550X
511 Millbrook Ave	High School	Athletics	Kim Covello	WC3550X
POOL ID# 640000708				
303 Dover Chester Rd	Ironia	Main Office	Trudi Mueller	WCP265H
303 Dover Chester Rd	Ironia	Main Office	Trudi Mueller	WC4118
303 Dover Chester Rd	Ironia	Media / Technology	Trudi Mueller	CC265H
303 Dover Chester Rd	Ironia	Faculty room	Trudi Mueller	4110CP
POOL ID# 0300000712				
206 Quaker Church Rd	Fernbrook	Library	Kim Rubio	4112CP/4112
206 Quaker Church				
Rd	Fernbrook	Main Office	Kim Rubio	WC4118
206 Quaker Church	Fernbrook	Main Office	Kim Rubio	W5655
206 Quaker Church Rd	Fernbrook	Server Hallway	Kim Rubio	W5655
206 Quaker Church Rd	Fernbrook	Child Study	Kim Rubio	WC41505
POOL ID# 380000718				

9 Arrow Place	Shongum	Faculty Room	Tina Slattery	4595
9 Arrow Place	Shongum	Main Office	Tina Slattery	4595CP
9 Arrow Place	Shongum	Main Office	Tina Slattery	4250x
MONTH TO MONTH				
573 Millbrook Ave		Technology	Valerie Perrillo	DC430

Copy Volume Data (based on data provided thru June 2012)

Monthly B/W Page Usage - 1,092,664

Monthly Color Page Usage - 712

Xerox Monthly B/W Allowance – 1,357,167

Xerox Monthly Color Allowance – 1,000

Cost Analysis

Total Monthly Xerox Fleet Cost	\$23,753.25	
Total Annual Xerox Fleet Cost	\$285,039.00	

Lease		09	99	00	000	3 3	No		9	09		9	9	3	60	3 3	6	3	09	09		09	09	09	09	09	09	09	09	09	09		09	9		09	09	09
Pace Derive		2/1/2011 1/1/2016	2/1/2011-1/1/2016	The father and father	DINAL TROUBLE	4/1/2011 1/1/2016	olenti-l/colp		9/2007-8/2012	9/2007-8/2012		9/2007-8/2012	9/2007-8/2012	7107/0-1007/6	5/2008-4/2013	5/2008-4/2013	5/2008-4/2013	coorte doort	5/2008-4/2013	5/2008-4/2013		11/2008-10/2013	11/2008-10/2013	11/2008-10/2013	11/2008-10/2013	11/2008-10/2013	11/2008-10/2013	11/2008-10/2013	11/2008-10/2013	11/2008-10/2013	11/2008-10/2013		12/2011-11/2016	12/2011-11/2016		11/2007-10/2012	11/2007-10/2012	11/2007-10/2012
Monthly		\$ 135.05	\$ 908.84	2013 40	00.000	2 229.00		5 2,271.79						\$ 2,359,13							\$ 4,217.13														\$ 7,053.31			
Avg Monthly Avg Monthly B/W Color Page Usage Volume				200	-		1	717													A3-5																	
Avg Monthly 8/W Usage		1,243	31,852	14 600	11111	2,111	20200	56,410						101,597							251,095														347,026			
Allowance		3,600 / qtr	35,000 / mo	Marijana and S. Phil	O COUNTY AND	to oco / oco	40 533	49,533						133,334							310,000														403,500			
nstall Date	10 m	Feb-11	Feb 11	Enth 21		A co. 11	wall-yal		Sep-07	Sep-07		Sep-07	Sep-07	Sch-d	Mav-08	May-08	May 08		May-08	May-08		Nov-08	Nov-08	Nov-08	Nov-08	Nov-08	Nov-08	Nov-08	Nov-08	Nov-08	Nov-08		Dec-11	Dec-11		Nov-07	Nov-07	Nov-07
Meter Count May 18, 2012 Install Date			564,096	C.10,677	200000000000000000000000000000000000000	63.000	327/22		94.690	71,170		3,521,409	948,946	202,033	56.896	1,028,676	5 685 364	2000	3,943,667	3,580,390		3,666,887	4,111,885	164,089	22,008	6,741		17,267	6,710,891	4,536,278	523,793		854	6,190	200	486,495	10,900	2,615,063
Serial #		VXW013564	FBG964198	T(COLOCTOR	WAAACE PUSE	ACMPS 7020	076111111111111111111111111111111111111		URT175603	URT175550		FBG478907	UTV818417	01101011	WRR557553	WID723181	FRH473714	OA A COLLAND	GYA/3844b	FBH473648		GYA881712	GYA881762	FMA017237	YHT636142	YHT636266	FLB000699	YHT636369	AFR269855	175424508	UTU833834		VMA675336	VMA675333		UTU151756	YHT183995	UTU151723
Model		WC35 capier/fex	4595	Color Onko 0203	MAC SEEDY	C7ACADT			WCP238H	WCP238H		4594CP	CC255H	1100000	W5632T		4595	4112	4112	4595		4112CP	4112	WS050PH	WC4118	WC4118		WC4118	NUVERA 120	4590CP	Ī			WC3550X		WCP265H	WC4118	СС265Н
Contact		Maryanne Emmel	Maryanne Emmel	Monage Francis	1	Dat Trouggher			Ann Marie Finland	Ann Marie Finland		Ann Marie Finland	Ann Marie Finfand		Heidi Kalinowski	Heidi Kalinowski	Heidi Kalinowski		Heidi Kalinowski	Heidi Kalinowskı		Ann Oliveria	Ann Oliveria	Ann Oliveria	Ann Oliveria	Ann Oliveria	Ann Oliveria	Ann Oliveria	Ann Oliveria	Ann Oliveria	Ann Oliveria	Terry Kennedy Kerstin Stewart	Kathleen Mela	Kim Covello		Trudi Mueller	Trudi Mueller	Trudi Mueller
Department			Central Office	Cantral Office	I	Transportation	TO THE PROPERTY OF		Center Grove Main Office (Ann Marie) Ann Marie Finland	Main Office (Jolyn)		_	Downstairs Hall		Library	Main Office	Teachers Room	To-choos (Cofd)	reachers (Care)	Teachers 2nd Floor		Library	Main Office	Main Office	Nurses Office	Attendance		Main Office	Faculty/Dining	Teachers Workroom	Guidance		Guidance	Athletics		Main Office	Main Office	Media / Technology
School					VANCA	Camir			Center Grove	Center Grove	(Center Grove	Center Grove		Middle School	Middle School	Middle School	Ardelle Cohool	Middle School	Middle School	0	High School	High School	High School	High School	High School	High School	High School	High School	High School	High School		High School	High School		Ironia	Ironia	Ironia
Location	P00L#	25 Schoolhouse Rd	25 Schoolhouse Rd	25 Cchoolhouse Rd	17 Dovor Charter Dd	555 Millbrook Ave	The state of the s	POOL 10# 980000707	+			1	25 Schoolhouse Rd	12			507 Millbrook Ave		SU/ Miliprook Ave		POOL ID# 260000715	511 Millbrook Ave	511 Millbrook Ave	T	Г	Ī		511 Milbrook Ave	511 Millbrook Ave	511 Millbrook Ave	511 Millbrook Ave		511 Millbrook Ave	511 Millbrook Ave	POOL ID# 640000708	303 Dover Chester Rd	303 Dover Chester Rd	303 Dover Chester Rd

11/2007-10/2012	w l	92,122	171,500	Sep-08 Sep-08 Sep-08 Sep-08 Sep-08 Sep-08	3,865,770 3,092,209 9,539 920,412 1,788,502	WEYG78950 GYA880519 YHT196758 WTD727188 WTD727168	4112CP/4112 WC4118 W5655 W5655 W641505	Mueller Rubio Rubio Rubio Rubio Rubio	Kim Kim Kim
2,566.20	•			Sep-08 Sep-08 Sep-08 Sep-08 Sep-08 Sep-08	3,092,209 9,533 920,412 1,788,502 124,180	950 519 7382 7382 7382 56	WEY678 GYA880: WTD75 WTD727		4112CP/4112 WC4118 W5655 W5655 W5655
2,566.20	w			Sep-08 Sep-08 Sep-08 Sep-08 Sep-08	3,092,209 9,539 920,412 1,788,502 124,180	519 518 7382 168 56	GYA8805 YHT1967 WTM767 WTD727		Rubio 4112CP/4112 Rubio WC4118 Rubio W5655 Rubio W5655 Rubio W64555 Rubio WC41505
				Sep-08 Sep-08 Sep-08 Sep-08 Sep-08	3,092,209 9,539 920,412 1,788,502	519 7382 7382 1168	GYA880 YHT196 WTM76 WTD727		tubio 4112CP/4112 tubio WC4118 tubio WS655 tubio W5655 tubio WC41505
CANT/O STORY				Sep-08 Sep-08 Sep-08 Sep-08 Sep-08	3,092,209 9,539 920,412 1,788,502 124,180	519 538 7382 168 56	GYA8805 YHT1967 WTM767 WTD727		tubio 4112CP/4112 tubio WC4118 tubio W5655 tubio W5655 tubio W641505
C10C/0 000C/0				Sep-08 Sep-08 Sep-08 Sep-08 Sep-08	3,092,209 9,539 920,412 1,788,502 124,180	19 19 19 19 19 19	GYA8805 YHT1967: WTM767 WTD7271		tubio 4112CP/4112 tubio WC4118 tubio W5655 tubio W5655 tubio WC41505
1 CTA2/0-0A2/CI				Sep-08 Sep-08 Sep-08 Sep-08	9,539 920,412 1,788,502 124,180	8 88 8	YHT19675 WTM7673 WTD7271 199357951		tubio WC4118 tubio W5655 tubio WC41505
9/2008-8/2013				Sep-08 Sep-08 Sep-08	920,412 1,788,502 124,180	28 82	WTM7673 WTD7271(199357956		Aubio W5655 Rubio W5655 Rubio WC41505
9/2008-8/2013				Sep-08 Sep-08	1,788,502	20	WTD72716 199357956		Subio W5655
9/2008-8/2013				Sep-08	124,180		199357956		Rubio WC41505
9/2008-8/2013									
2,542.11	S	120,025	144,300			H			
						Н			
11/2009-10/2014				Nov-09	1,445,105		FBH474102	4595 FBH474102	
11/2009-10/2014				Nov-09	3,074,015		FBH961368	4595CP FBH961368	
11/2009-10/2014 60				Nov-09	44,649	-	MAC578157	4250x MAC578157	
2,679.41	•	124,389	145,000			-			
						Н			
64.17 MONTH TO MONTH	\$				52,900	8	UGH0253	DC430 UGH025340	

New Canon Fleet and Pricing

OPTION #1 (replace entire Xerox Fleet)

		110111111111111111111111111111111111111		TOX TIECE,
Location	School	Department	New Canon Model	Machine Specs
POOL#				
25 Schoolhouse Rd		Facilities	1730if	30 ppm Copy/Print/Color Scan/Fax
		RESERVED IN		1 - 550 Sheet Paper Drawer
		Name of the I		100 sheet Bypass
25 Schoolhouse Rd	NAS A TONG	Central Office	8095	95 ppm Copy/ Print/Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
25 Schoolhouse Rd		Central Office	C7055	55 ppm Color - Copy /Print/Color Scan
				4 Paper Drawers
			Staple Finisher B1	3,400 Sheet Capacity
			External 2/3 Hole	
			Punch	Staple Finisher w/ hole punch
			PS Kit AD1	
14 Dover Chester Rd	YMCA	Kinderkids	1730if	30 ppm Copy/Print/Color Scan/Fax
	BARAN PERM			1 - 550 Sheet Paper Drawer
				100 sheet Bypass
555 Millbrook Ave		Transportation	4045	45 ppm Copy/Print/Color Scan/Fax
			Cassette Unit AF1	4 Paper Drawers 2,300 Sheet Capacity
		E TOURS TO FROM	Staple Finisher G1	Staple Finisher
			Fax Board AK1	
POOL ID# 980000707				
25 Schoolhouse Rd	Center Grove	Main Office (Ann Marie)	4035	35 ppm Copy/Print/Color Scan/Fax
			Cassette Unit AF1	4 Paper Drawers 2,300 Sheet Capacity
			Staple Finisher G1	Staple Finisher
			Fax Board AK1	
25 Schoolhouse Rd	Center Grove	Main Office (Jolyn)	4035	35 ppm Copy/Print/Color Scan/Fax
				4 Paper Drawers
			Cassette Unit AF1	2,300 Sheet Capacity
			Staple Finisher G1	Staple Finisher
128			Fax Board AK1	
25 Schoolhouse Rd	Center Grove	Teachers	8095	95 ppm Copy/ Print/Color Scan

		Room		
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
25 Schoolhouse Rd	Center Grove	Teachers Hall	6075	75 ppm Copy/Print/Color Scan
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
				Staple Finisher
25 Schoolhouse Rd	Center Grove	Downstairs Hall	6055	55 ppm Copy/Print/Color Scan
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
				Staple Finisher
507 Millbrook Ave	Middle School	Library	4035	35 ppm Copy/Print/Color Scan
			DADF AG1	2 Paper Drawers 1,200 Sheet Capacity
Profession (Consumer			Cabinet Type G	
ET SELECTION OF SELECTION		Pierce Intelligence	Utility Tray A2	
507 Millbrook Ave	Middle School	Main Office	6055	55 ppm Copy/Print/Color Scan
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
				Staple Finisher
507 Millbrook Ave	Middle School	Teachers Room	8095	95 ppm Copy/ Print/Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
PARTITION NO. 15			Puncher Unit BF1	Staple Finisher w/ hole punch
507 Millbrook Ave	Middle School	Teachers (Café)	8105	105 ppm Copy / Print / Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
Estatoria in a principal	Contract of Contract	Mary September 1	Puncher Unit BF1	Staple Finisher w/ hole punch
507 Millbrook Ave	Middle School	Teachers 2nd Floor	Canon IR Adv 8095	95 ppm Copy/ Print/Color Scan
				4 Paper Drawers
(Asserted the State of the Stat			Staple Finisher D1	4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
POOL ID# 260000715				
511 Millbrook Ave	High School	Library	8105	105 ppm Copy / Print / Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
			Doc Insertion	Post Sheet Document Inserter

			Unit K1	
511 Millbrook Ave	High School	Main Office	8105	105 ppm Copy / Print / Color Scan
				4 Paper Drawers
	TO MALE TO HELD		Staple Finisher D1	4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
511 Millbrook Ave	High School	Main Office	4051	51 ppm Copy/Print/Color Scan/Fax
				4 Paper Drawers
HALLAND PLEIN IN			Cassette Unit AF1	2,300 Sheet Capacity
			Staple Finisher G1	Staple Finisher
			Fax Board AK1	
511 Millbrook Ave	High School	Nurses Office	1025if	25 ppm Copy/Print/Scan/Fax
				1 Paper Drawer
511 Millbrook Ave	High School	Attendance	1025if	25 ppm Copy/Print/Scan/Fax
				1 Paper Drawer
511 Millbrook Ave	High School		6055	55 ppm Copy/Print/Color Scan
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
				Staple Finisher
511 Millbrook Ave	High School	Main Office	1025if	25 ppm Copy/Print/Scan/Fax
			17 - 05 - 12 - 11	1 Paper Drawer
511 Millbrook Ave	High School	Faculty/Dining	8095	95 ppm Copy/Print/Color Scan
			Booklet Finisher F1 Pro	Booklet Finisher w/ hole punch
			Puncher Unit BB1	Post Sheet Document Inserter
			Doc Insertion Unit K1	
			8095	95 ppm Copy/Print/Color Scan
			Booklet Finisher F1 Pro	Booklet Finisher w/ hole punch
			Puncher Unit BB1	Post Sheet Document Inserter
			Doc Insertion Unit K1	
	ESTIMATE AND AND	Teachers		
511 Millbrook Ave	High School	Workroom	8095	95 ppm Copy/ Print/Color Scan
			Staple Finisher D1	4 Paper Drawers4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
511 Millbrook Ave	High School	Guidance	6075	75 ppm Copy/Print/Color Scan
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity

				Staple Finisher
511 Millbrook Ave	High School	Guidance	1730if	30 ppm Copy/Print/Color Scan/Fax
				1 - 550 Sheet Paper Drawer
				100 sheet Bypass
511 Millbrook Ave	High School	Athletics	1730if	30 ppm Copy/Print/Color Scan/Fax
				1 - 550 Sheet Paper Drawer
				100 sheet Bypass
POOL ID# 640000708				
303 Dover Chester				
Rd	Ironia	Main Office	6065	55 ppm Copy/Print/Color Scan
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
				Staple Finisher
303 Dover Chester				
Rd	Ironia	Main Office	1730if	30 ppm Copy/Print/Color Scan/Fax
				1 - 550 Sheet Paper Drawer
				100 sheet Bypass
303 Dover Chester		Media /		
Rd	Ironia	Technology	6065	65 ppm Copy/Print/Color Scan
TO A COUNTY OF		A STATE OF THE REAL PROPERTY.		4 Paper Drawers
			Staple Finisher E1	3,400 Sheet Capacity
				Staple Finisher
303 Dover Chester				
Rd	Ironia	Faculty room	8105	105 ppm Copy / Print / Color Scan
		and the last of		4 Paper Drawers
			Staple Finisher D1	4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
			Doc Insertion	
	A STATE OF THE PARTY.		Unit K1	Post Sheet Document Inserter
206 Quaker Church				
Rd	Fernbrook	Library	8105	105 ppm Copy / Print / Color Scan
				4 Paper Drawers
			Staple Finisher D1	4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
			Doc Insertion Unit K1	Post Sheet Document Inserter
206 Quaker Church				
Rd	Fernbrook	Main Office	1730if	30 ppm Copy/Print/Color Scan/Fax
				1 - 550 Sheet Paper Drawer
		A THE WAY THE		100 sheet Bypass
206 Quaker Church Rd	Fernbrook	Main Office	6055	55 ppm Copy/Print/Color Scan/Fax

			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
			Fax Board AF1	Staple Finisher
206 Quaker Church Rd	Fernbrook	Server Hallway	6055	55 ppm Copy/Print/Color Scan
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
				Staple Finisher
206 Quaker Church Rd	Fernbrook	Child Study	1740if	40 ppm Copy/Print/Color Scan/Fax
				1 - 550 Sheet Paper Drawer
				100 sheet Bypass
POOL ID# 380000718				
9 Arrow Place	Shongum	Faculty Room	8095	95 ppm Copy/ Print/Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
9 Arrow Place	Shongum	Main Office	8095	95 ppm Copy/ Print/Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
9 Arrow Place	Shongum	Main Office	1740if	40 ppm Copy/Print/Color Scan/Fax
THE PROPERTY OF THE PARTY OF TH				1 - 550 Sheet Paper Drawer
				100 sheet Bypass
573 Millbrook		Technology	4035	35 ppm Copy/Print/Color Scan/Fax
			Cassette Unit AF1	4 Paper Drawers 2,300 Sheet Capacity
			Inner Finisher D1	
			Fax Board AK1	

Total Proposed Monthly Cost	\$21,087.46
Current Monthly Cost	\$23,753.25
Total Proposed Annual Cost	\$253,049.52
Current Annual Cost	\$285,039.00
Proposed Annual Savings	\$31,989.48
Proposed Lease Term Savings	\$159,947.40

Comprehensive all inclusive program based on 14,400,000 pages per year. Usage will be pooled and not based on individual machine copy minimums. Randolph Township Schools current average annual page volume is 13,111,968. New Canon program will provide Randolph Township Schools with a surplus of 1,288,032 annual copies above current averages. In addition, United Business Systems will provide the Randolph Township Schools with an additional 500,000 Bonus pages annually at no charge. This will provide the Randolph Township Schools with an annual copy allowance of 14,900,000 copies.

Pricing Includes:

- ✓ Product Installation / Network Configuration and Set up
- ✓ Comprehensive Product Training
- ✓ Pick up and return of current Xerox Machines
- ✓ Canon Lease Buyout Program We will issue check in amount of \$330,929.15 to satisfy remaining payments on current Xerox equipment and return equipment at no charge to the Randolph Township Schools.
- ✓ New Award Winning Canon Technology
- √ Annual Savings of \$31,989.48
- ✓ Lease Term Savings of \$159,947.40
- ✓ Program based on 14,400,000 pages annually
- ✓ Additional annual page usage bonus of 500,000 copies
- ✓ Established Track Record servicing the Education marketplace in New Jersey

OPTION #2

(Does not include new machines for Facilities, Central Office, Kinderkids and Transportation)

Location	School	Department	New Canon Unit	Machine Specs
POOL#				
POOL ID# 980000707				
25 Schoolhouse Rd	Center Grove	Main Office (Ann Marie)	4035	35 ppm Copy/Print/Color Scan/Fax
			Cassette Unit AF1	4 Paper Drawers 2,300 Sheet Capacity
			Staple Finisher G1	Staple Finisher
			Fax Board AK1	
25 Schoolhouse Rd	Center Grove	Main Office (Jolyn)	4035	35 ppm Copy/Print/Color Scan/Fax
			Cassette Unit AF1	4 Paper Drawers 2,300 Sheet Capacity
			Staple Finisher G1	Staple Finisher
			Fax Board AK1	
25 Schoolhouse Rd	Center Grove	Teachers Room	Canon IR Adv 8095	95 ppm Copy/ Print/Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
25 Schoolhouse Rd	Center Grove	Teachers Hall	6075	75 ppm Copy/Print/Color Scan
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
				Staple Finisher
25 Schoolhouse Rd	Center Grove	Downstairs Hall	6055	55 ppm Copy/Print/Color Scan
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
				Staple Finisher
507 Millbrook Ave	Middle School	Library	4035	35 ppm Copy/Print/Color Scan
			DADF AG1	2 Paper Drawers 1,200 Sheet Capacity
			Cabinet Type G	

			Utility Tray A2	
	Middle			
507 Millbrook Ave	School	Main Office	6055	55 ppm Copy/Print/Color Scan
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
	STEEL STREET	Martin Carlotte		Staple Finisher
507 Millbrook Ave	Middle School	Teachers Room	Canon IR Adv 8095	95 ppm Copy/ Print/Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
		Carried Salar	Puncher	
			Unit BF1	Staple Finisher w/ hole punch
507 Millbrook Ave	Middle School	Teachers (Café)	8105	105 ppm Copy / Print / Color Scan
		THE RESIDENCE	Staple	4 Paper Drawers
			Finisher D1	4,200 Sheet Capacity
		Marie Service Control	Puncher	
			Unit BF1	Staple Finisher w/ hole punch
	Middle	Teachers 2nd	Canon IR	
507 Millbrook Ave	School	Floor	Adv 8095	95 ppm Copy/ Print/Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
POOL ID# 260000715				
511 Millbrook Ave	High School	Library	8105	105 ppm Copy / Print / Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
			Doc Insertion Unit K1	Post Sheet Document Inserter
511 Millbrook Ave	High School	Main Office	8105	105 ppm Copy / Print / Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
511 Millbrook Ave	High School	Main Office	4051	51 ppm Copy/Print/Color Scan/Fax
			Cassette Unit AF1	4 Paper Drawers 2,300 Sheet Capacity
			Staple	Staple Finisher

			Finisher G1	
			Fax Board AK1	
511 Millbrook Ave	High School	Nurses Office	1025if	25 ppm Copy/Print/Scan/Fax
				1 Paper Drawer
511 Millbrook Ave	High School	Attendance	1025if	25 ppm Copy/Print/Scan/Fax 1 Paper Drawer
511 Millbrook Ave	High School		6055	55 ppm Copy/Print/Color Scan
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
	High			Staple Finisher
511 Millbrook Ave	High School	Main Office	1025if	25 ppm Copy/Print/Scan/Fax
				1 Paper Drawer
511 Millbrook Ave	High School	Faculty/Dining	8095	95 ppm Copy/Print/Color Scan
			Booklet Finisher F1 Pro	Booklet Finisher w/ hole punch
			Puncher Unit BB1	Post Sheet Document Inserter
			Doc Insertion Unit K1	
			8095	95 ppm Copy/Print/Color Scan
			Booklet Finisher F1 Pro	Booklet Finisher w/ hole punch
			Puncher Unit BB1	Post Sheet Document Inserter
			Doc Insertion Unit K1	
511 Millbrook Ave	High School	Teachers Workroom	Canon IR Adv 8095	95 ppm Copy/ Print/Color Scan
			Staple Finisher D1	4 Paper Drawers4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch

511 Millbrook Ave	High School	Guidance	6075	75 ppm Copy/Print/Color Scan
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
Are supplied to the				Staple Finisher
511 Millbrook Ave	High School	Guidance	1730if	30 ppm Copy/Print/Color Scan/Fax
				1 - 550 Sheet Paper Drawer
				100 sheet Bypass
511 Millbrook Ave	High School	Athletics	1730if	30 ppm Copy/Print/Color Scan/Fax
				1 - 550 Sheet Paper Drawer
				100 sheet Bypass
POOL ID# 640000708				
303 Dover Chester Rd	Ironia	Main Office	6065	55 ppm Copy/Print/Color Scar
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
				Staple Finisher
303 Dover Chester Rd	Ironia	Main Office	1730if	30 ppm Copy/Print/Color Scan/Fax
				1 - 550 Sheet Paper Drawer
				100 sheet Bypass
	Equipment (Media /		
303 Dover Chester Rd	Ironia	Technology	6065	65 ppm Copy/Print/Color Scar
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
				Staple Finisher
303 Dover Chester Rd	Ironia	Faculty room	8105	105 ppm Copy / Print / Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
			Doc Insertion Unit K1	Post Sheet Document Inserter
206 Quaker Church Rd	Fernbrook	Library	8105	105 ppm Copy / Print / Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
			Doc Insertion	Post Sheet Document Inserter

			Unit K1	
206 Quaker Church Rd	Fernbrook	Main Office	1730if	30 ppm Copy/Print/Color Scan/Fax
				1 - 550 Sheet Paper Drawer
				100 sheet Bypass
206 Quaker Church Rd	Fernbrook	Main Office	6055	55 ppm Copy/Print/Color Scan/Fax
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
			Fax Board AF1	Staple Finisher
206 Quaker Church Rd	Fernbrook	Server Hallway	6055	55 ppm Copy/Print/Color Scan
			Staple Finisher E1	4 Paper Drawers 3,400 Sheet Capacity
				Staple Finisher
206 Quaker Church Rd	Fernbrook	Child Study	1740if	40 ppm Copy/Print/Color Scan/Fax
	West Control			1 - 550 Sheet Paper Drawer
				100 sheet Bypass
POOL ID# 380000718	THE STATE OF THE S			
9 Arrow Place	Shongum	Faculty Room	Canon IR Adv 8095	95 ppm Copy/ Print/Color Scan
A CHEST			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
9 Arrow Place	Shongum	Main Office	Canon IR Adv 8095	95 ppm Copy/ Print/Color Scan
			Staple Finisher D1	4 Paper Drawers 4,200 Sheet Capacity
			Puncher Unit BF1	Staple Finisher w/ hole punch
9 Arrow Place	Shongum	Main Office	1740if	40 ppm Copy/Print/Color Scan/Fax
				1 - 550 Sheet Paper Drawer
				100 sheet Bypass
MONTH TO MONTH				
573 Millbrook Ave		Technology	4035	DADF AG1
				Cassette Unit AF1
				Inner Finisher D1
				Fax Board AK1

Total Proposed Monthly Cost \$18,536.86

Remaining Xerox Payment \$ 2,271.79

Total New Monthly Cost \$20,808.65

Current Monthly Cost \$23,753.25

Total Proposed Annual Cost \$249,703.80

Current Annual Cost \$285,039.00

Proposed Annual Savings \$35,335.20

Comprehensive all inclusive program based on 13,800,000 pages per year. Usage will be pooled and not based on individual machine copy minimums. Randolph Township Schools current average annual page volume is 13,111,968. New Canon program will provide Randolph Township Schools with an annual surplus of 688,032 + 676,920 Xerox Pool copies on remaining Xerox machines. In addition, United Business Systems will provide the Randolph Township Schools with an additional 500,000 Bonus pages annually at no charge. This will provide the Randolph Township Schools with an annual copy allowance of 14,300,000 copies.

Pricing Includes:

- ✓ Product Installation / Network Configuration and Set up
- ✓ Comprehensive Product Training
- ✓ Pick up and return of current Xerox Machines
- ✓ Canon Lease Buyout Program We will issue check in amount of \$237,785.54 to satisfy remaining payments on current Xerox equipment and return equipment at no charge to the Randolph Township Schools.
- ✓ New Award Winning Canon Technology
- √ Annual Savings of \$35,335.20
- ✓ Program based on 13,800,000 pages annually
- ✓ Additional annual page usage bonus of 500,000 copies
- ✓ Established Track Record servicing the Education marketplace in New Jersey