



LASSEN COUNTY

Health and Social Services Department

- ☒ **HSS Administration**
- ☐ **Public Guardian**
336 Alexander Avenue
Susanville, CA 96130
(530) 251-8128
- ☐ **Grant and Loans Division**
336 Alexander Avenue
Susanville, CA 96130
(530) 251-2683
- ☐ **Behavioral Health**
555 Hospital Lane
Susanville, CA 96130
(530) 251-8108/8112

Chestnut Annex
1400-A & B Chestnut Street
Susanville, CA 96130
(530) 251-8112
- ☐ **Patients' Rights Advocate**
1445 Paul Bunyan Road
Susanville, CA 96130
(530) 251-8322
- ☐ **Public Health**
1445 Paul Bunyan Road
Susanville, CA 96130
(530) 251-8183
- ☐ **Environmental Health**
1445 Paul Bunyan Road
Susanville, CA 96130
(530) 251-8183
- ☐ **Community Social Services**
336 Alexander Avenue
Susanville, CA 96130

**LassenWORKS
Business & Career Network**
PO Box 1359
1616 Chestnut Street
Susanville, CA 96130
(530) 251-8152

Child & Family Services
1600 Chestnut Street
Susanville, CA 96130
(530) 251-8277

Adult Services
PO Box 429
1445 Paul Bunyan Road
Susanville, CA 96130
(530) 251-8158
- ☐ **HSS Fiscal**
PO Box 1180
Susanville, CA 96130
(530) 251-2614

Date: May 21, 2019

To: Jeff Hemphill, Chairman
Lassen County Board of Supervisors

From: Barbara Longo, Director 
Health & Social Services

Subject: Agreements with Ray Morgan Company to Lease and Maintain Four High Speed and Volume Copiers from July 2019 through June 2024 for a Five-Year Total of \$101,421.60 from Mental Health Fund #110, Alcohol and Drug Fund #110 and Health and Social Services Fund #110.

Background:

Because of limitations on the purchasing of equipment with state and federal funds, Behavioral Health (BH) and Health and Social Services (HSS) began leasing copiers some years ago. The lease agreements include regular maintenance, repairs, and virtually unlimited copies. In addition, with the copiers added to the network, there is redundancy in the event of a breakdown and the number of printers has been significantly reduced.

At this time, BH and HSS propose to replace four copiers that have aged out. The five-year cost of the equipment lease is \$57,210.60 and the five-year cost of the maintenance agreement is \$44,211.00 for a total of \$101,421.60. The monthly cost per copier is \$422.59.

Fiscal Impact:

There is no impact to County General Fund. All costs are budgeted and will be paid from Mental Health Fund #110, Alcohol and Drug Fund #110 and Health and Social Services fund #110.

Action Requested:

1) Approve the Agreements and 2) authorize the County Administrative Officer to sign the Lease and Maintenance Agreements on behalf of the Board.



Ray Morgan Company

State & Local Government Equipment Lease Agreement

APPLICATION NO.

AGREEMENT NO.

3131 Esplanade • Chico, CA 95973 • Phone: 530.343.6065 • Fax: 530.343.9470

The words **User, Lessee, you** and **your** refer to **Customer**. The words **Owner, Lessor, we, us** and **our** refer to **Ray A. Morgan Company**.

CUSTOMER INFORMATION

FULL LEGAL NAME

County of Lassen

STREET ADDRESS

221 South Roop Street, Suite 4

CITY

Susanville

STATE

CA

ZIP

96130

PHONE

(530) 251-8128

FAX

(530) 251-8394

BILLING NAME (IF DIFFERENT FROM ABOVE)

Lassen County Health and Social Services

BILLING STREET ADDRESS

H&SS Fiscal, 700 Brashear Street, PO Box 1180

CITY

Susanville

STATE

CA

ZIP

96130

E-MAIL

EQUIPMENT LOCATION (IF DIFFERENT FROM ABOVE)

1400 A Chestnut Street, 555 Hospital Lane, 545 Hospital Lane, 700 Brashear Street, Susanville CA 96130

EQUIPMENT DESCRIPTION

MAKE/MODEL/ACCESSORIES

SERIAL NO.

See attached Schedule

☒ See the attached Schedule A

60 Payments* of \$ \$889.05

The rent contract payment ("Payment") period is monthly unless otherwise indicated.

*plus applicable taxes

OWNER ACCEPTANCE

Ray A. Morgan Company

OWNER

SIGNATURE

TITLE

DATED

CUSTOMER ACCEPTANCE

By signing below, you certify that you have reviewed and do agree to all terms and conditions of this Agreement on this page and on page 2 attached hereto.

Lassen County Health & SS Dept

X

SIGNATURE

TITLE

DATED

FEDERAL TAX I.D. #

PRINT NAME

ACCEPTANCE OF DELIVERY

You certify that all the Equipment listed above has been furnished, that delivery and installation has been fully completed and is satisfactory. Upon you signing below, your promises herein will be irrevocable and unconditional in all respects. You understand that we have purchased the Equipment from the supplier, and you may contact the supplier for a full description of any warranty rights under the supply contract, which we hereby assign to you for the term of this Agreement (or until you default).

Lassen County Health & SS Dept

X

SIGNATURE

TITLE

DATE OF DELIVERY

TERMS AND CONDITIONS (THIS AGREEMENT CONTAINS PROVISIONS SET FORTH BELOW, ALL OF WHICH ARE MADE A PART OF THIS AGREEMENT.)

1. AGREEMENT: You agree to rent from us for essential governmental purposes only, the personal property described under "EQUIPMENT DESCRIPTION" ON PAGE 1 and/or attached Schedule and as modified by supplements to this Agreement from time to time signed by you and us (such property and any upgrades, replacements, parts, accessions, repairs and additions all referred herein as "Equipment") and/or to finance certain licensed software and services ("Financed Items", which are included in the word "Equipment" unless separately stated). You agree to all of the terms and conditions contained in this Agreement and any supplement, which (with the acceptance certification) together represent the entire agreement regarding the Equipment ("Agreement") and which supersedes any purchase order, invoice, request for proposal, response, proposal or other document. You authorize us to correct or insert missing Equipment identification information and to make corrections to your proper legal name and address, as it may be needed. This Agreement becomes valid upon execution by us and begins on the delivery date and acceptance of the Equipment. In order to provide for an orderly transaction and a uniform billing cycle, and unless otherwise specified, the "Effective Date" of this Agreement will be the 20th day of the month following the installation (for example, if the Equipment is installed on June 5th the Effective Date will be June 20th). You agree to pay a prorated rental amount for the period between the installation and the Effective Date ("Transition Billing") based on the minimum usage payment prorated on a (30) thirty day calendar month which will be added to your first month invoice. In addition, should this Agreement replace a previous Ray A. Morgan Company generated equipment lease, a CLOSING BILL on the agreement being replaced, up to the installation date of the new equipment, will be sent approximately (10) days after delivery of the new equipment. You agree to pay this CLOSING BILL charges as they represent valid charges for product and services provided under the prior agreement up to the installation date of the new equipment. Unless otherwise stated in an addendum hereto, this Agreement will renew for month-to-month basis unless you send us written notice at least 30 days before the end of the scheduled term that you want to return the Equipment. If any provision of this Agreement is declared unenforceable, the other provisions herein shall remain in full force and effect to the fullest extent permitted by law.

2. REPRESENTATIONS AND WARRANTIES: CUSTOMER: You hereby represent and warrant that: (a) you have been duly authorized under the Constitution and laws of the applicable jurisdiction and by a resolution of your governing body to execute and deliver this Agreement and to carry out your obligations hereunder; (b) all legal requirements have been met, and procedures have been followed, including public bidding, in order to ensure the enforceability of this Agreement; (c) this Agreement is in compliance with all laws applicable to you, including any debt limitations or limitations on interest rates or finance charges; (d) the Equipment will be used only for your essential governmental or proprietary functions consistent with the scope of your authority, will not be used in a trade or business of any person or entity, by the federal government or for any personal, family or household use, and your need for the Equipment is not expected to diminish during the term of this Agreement; (e) you have funds available to pay Payments until the end of your current appropriation period, and you intend to request funds to make Payments in each appropriation period from now until the end of the term of this Agreement; and (f) your exact legal name is as set forth on page one of this Agreement.

3. RENT, TAXES AND FEES: Subject to paragraph 4, you will pay the monthly Payment (as adjusted) when due, plus any applicable sales, use and property taxes. The base Payment will be adjusted proportionately upward or downward: (1) by up to 10% to accommodate changes in the actual Equipment cost; (2) if the shipping charges or taxes differ from the estimate given to you; and (3) to comply with the tax laws of the state in which the Equipment is located. If we pay any taxes, insurance or other expenses that you owe hereunder, you agree to reimburse us when we request and to pay us a processing fee for each expense or charge we pay on your behalf. We may charge you for any filing fees required by the Uniform Commercial Code (UCC) or other laws, which fees vary state-to-state. By the date the first Payment is due, you agree to pay us an origination fee, as shown on our invoice or addendum, to cover us for all closing costs. We will have the right to apply all sums, received from you, to any amounts due and owed to us under the terms of this Agreement. If for any reason your check is returned for nonpayment, you will pay us a bad check charge of \$20 or, if less, the maximum charge allowed by law. We may make a profit on any fees, estimated tax payments and other charges paid under this Agreement. (Continued on Page 2)

30360 (SLG)



Ray Morgan Company

Schedule "A"

APPLICATION NO.

AGREEMENT NO.

This Schedule "A" is to be attached to and becomes part of the Agreement dated _____ by and between the undersigned and Ray A. Morgan Company.

EQUIPMENT DESCRIPTION

MAKE/MODEL/ACCESSORIES

SERIAL NO.

STARTING METER

1	Canon	imageRUNNER ADVANCE C5550i III	
1	Canon	imageRUNNER ADVANCE C5550i III	
1	Canon	imageRUNNER ADVANCE C5550i III	
1	Canon	imageRUNNER ADVANCE C5550i III	

CUSTOMER ACCEPTANCE

This Schedule "A" is hereby verified as correct by the undersigned Customer, who acknowledges receipt of a copy.

X

CUSTOMER

SIGNATURE

TITLE

DATED



Ray Morgan Company

3131 Esplanade, Chico, CA 95973

PH: (530) 343-6065

FAX: (530) 343-9470

MAINTENANCE AGREEMENT

Purchase Order#

(Include hard copy if PO is required)

BILL TO: 2518128

Company Name:	Lassen County Health & SS Dept		
Department:			
Address:	Hss Fiscal 700, Brashear Street Po Box 1180		
City:	Susanville	County:	Lassen
State:	CA	Zip:	96130--
Phone #:	(530) 251-8255		
Contact:	Yvonne Smith		
Email Address:	ysmith@co.lassen.ca.us		

Date:

Contract #

RMC Account Rep:

Michael Gregg

SHIP TO: LC27

Company Name:	Lassen County Health & SS Dept		
Department:			
Address:	700 Brashear Street		
City:	Susanville	County:	Lassen
State:	CA	Zip:	96130
Phone #:	(530) 251-8187	Fax:	(530) 251-8394
Contact:			
Email Address:			

AGREEMENT START DATE: Upon Delivery

This maintenance plan is effective for 60 months from the agreement start date (install date if applicable). Base charges are payable in advance with overages billed in arrears.

Meter Contact Information:(for those not pulling electronically)

Contact Name:	Craig Harrison
Phone Number:	(530) 251-8364
Email Address:	charrison@co.lassen.ca.us
Primary Service Tech:	

COVERAGE TYPE: (Network support and related technical services are NOT covered by this agreement. Such services are offered with optional TSA agreement.)

- ☐ STANDARD (GF) (Includes all parts & labor; Excludes ALL consumables.) ☐ Excludes Drum (GP)
- ☒ BUNDLED (AI) (Includes all parts, labor and consumable toner. Consumables such as, but not limited to staples, ink stamps, paper or specialty media are excluded)
- ☐ Wide Format "Plus" (AIP) (Includes all parts, labor & supplies, including 20 lb standard bond paper)
- ☐ NON-STANDARD (TO) (Includes consumable toner cartridges only. Excludes all parts, labor, and consumables such as, but not limited to staples, ink stamps, paper or specialty media)

COVERED EQUIPMENT

COVERED EQUIPMENT	ESTIMATED ANNUAL VOLUME	MANUFACTURER'S PUBLISHED YIELD PER CONTAINER	MINIMUM VOLUME CHARGE PER MONTH	MINIMUM CHARGE PER MONTH	OVERAGE/PER COPY CHARGE
See MA Schedule A					

QUANTITY OF TONER INCLUDED IN AGREEMENT:

Minimum Total Per MONTH

\$719.12

In the case of supply inclusive agreements, RMC will supply to the Customer toner free of charge according to the Manufacturer's Published Yield per Container. At RMC's discretion, RMC may perform a Toner Usage Reconciliation audit from time to time. If Customer's toner usage exceeds the manufacturer's published yields, RMC will bill the Customer for excess toner usage at its lowest published price.

(Plus Applicable Taxes)

RENEWAL: YES ☐ NO ☒

BILLING CYCLE - Bases

- ☒ Monthly ☐ Annual
- ☐ Quarterly ☐ Semi-Annual
- ☐ No base billing

BILLING CYCLE - Meters

- ☐ Monthly ☐ Annual
- ☒ Quarterly ☐ Semi-Annual

SPECIAL INSTRUCTIONS

No Escalation for 60 months as per SUHSD Contract.

For managed print agreements (Printers), you agree that if you retire, replace and/or add new equipment, you grant the Ray Morgan Company the ability to reflect these additions or deletions of said equipment and your payment under this agreement may adjust accordingly.

For agreements without a base billing, the above stated pricing is based upon the guaranteed number of images listed under "Estimated annual volume". All images will be billed per the billing in arrears for actual usage.

Customer agrees to purchase and RAY MORGAN COMPANY agrees to provide maintenance service for the equipment listed above, in accordance with the terms and conditions of this agreement. No terms or conditions, expressed or implied, are authorized unless they appear on the original of this agreement and are signed by the customer and an officer of RAY MORGAN COMPANY. The additional terms and conditions of this agreement listed on the reverse side are incorporated in and made part of this agreement. No change, alteration or amendment of these terms and conditions are authorized or effective unless agreed upon in writing by an officer of RAY MORGAN COMPANY. No course or dealing or other conduct or custom shall constitute an amendment to the terms hereof nor alter or vary the terms of this agreement.

X

CUSTOMER SIGNATURE

TITLE

DATE

Print Name

X

RMC APPROVAL

TITLE

DATE

Initial

Date:

by and between the undersigned and Ray Morgan Company.

This Equipment Schedule A is to be attached to and become part of the item description for the Agreement. Dated

EQUIPMENT INFORMATION

[illegible]

Customer: County of Lassen

Customer Acceptance:

Date:

KCDA Contract #15-213 - Canon USA

Item Code	Description	MSRP	% Discount	Contract Price	36 Month Lease (Toner Inclusive)	48 Month Lease (Toner Inclusive)	60 Month Lease (Toner Inclusive)	Service CPC B&W	Service CPC Color
7518A002AA	Braille Label Kit-F1	\$ 29	17.14%	\$ 24	\$ 0.84	\$ 0.69	\$ 0.57		
10958001AA	ADF Access Handle-A1	\$ 146	23.29%	\$ 112	\$ 3.24	\$ 2.68	\$ 2.22		
37268001AA	Cop Control Interface Kit-A1	\$ 53	37.74%	\$ 33	\$ 0.95	\$ 0.79	\$ 0.65		
13481957	Convenience Stapler-A1 (White)	\$ 300	46.00%	\$ 162	\$ 4.68	\$ 3.87	\$ 3.21		
17271838	Convenience Stapler-B1 (Cashmere Beige)	\$ 300	46.00%	\$ 162	\$ 4.68	\$ 3.87	\$ 3.21		
27121477	Universal Keyboard Stand-A1	\$ 250	42.80%	\$ 143	\$ 4.13	\$ 3.42	\$ 2.83		
22121478	Card Reader Assembly for Universal Keyboard Stand	\$ 473	43.33%	\$ 243	\$ 0.98	\$ 0.81	\$ 0.67		
46218003AA	PCL International Font Set-A1	\$ 473	48.63%	\$ 243	\$ 7.02	\$ 5.81	\$ 4.81		
13378011AA	Encrypted Secure Print-21e	\$ 473	47.15%	\$ 250	\$ 7.23	\$ 5.98	\$ 4.95		
36998004AA	Barcode Printing Kit-D1e	\$ 840	46.55%	\$ 449	\$ 12.98	\$ 10.73	\$ 8.89		
85818022AA	Universal Send Trace & Smooth PDF Kit-A1	\$ 462	33.55%	\$ 307	\$ 8.87	\$ 7.34	\$ 6.08		
34068006AA	Universal Send Security Feature Set-D1e	\$ 945	34.71%	\$ 617	\$ 17.83	\$ 14.75	\$ 12.22		
113268013AA	Universal Send Digital User Signature Kit-C1e	\$ 1,050	47.71%	\$ 549	\$ 15.87	\$ 13.12	\$ 10.87		
1555C002AA	Super G3 FAX Board-A1	\$ 840	35.83%	\$ 539	\$ 15.58	\$ 12.88	\$ 10.57		
0170C004AA	Super G3 2nd Line Fax Board-A1	\$ 525	43.05%	\$ 299	\$ 8.64	\$ 7.15	\$ 5.92		
36798005AA	IP FAX Expansion Kit-B1	\$ 390	40.00%	\$ 210	\$ 6.07	\$ 5.02	\$ 4.16		
10828010AA	Remote Fax Kit-A1e	\$ 420	46.67%	\$ 224	\$ 6.47	\$ 5.35	\$ 4.44		
0625C001AA	Secure Watermark-B1e	\$ 1,050	35.81%	\$ 674	\$ 19.48	\$ 16.11	\$ 13.35		
36498007AA	IC Card Reader Box-C1	\$ 1,040	35.00%	\$ 674	\$ 19.48	\$ 16.11	\$ 13.35		
89498007AA	Document Scan Lock Kit-B1	\$ 2,625	43.01%	\$ 1,496	\$ 3.01	\$ 2.49	\$ 2.06		
89578002AA	Removable HDD Kit-AQ2	\$ 1,050	38.19%	\$ 669	\$ 43.23	\$ 35.75	\$ 29.62		
41648144AB	HDD Data Erase Scheduler V3.1.1	\$ 330	42.86%	\$ 190	\$ 18.76	\$ 15.51	\$ 12.85		
0171C001AA	Voice Guidance Kit-G1	\$ 840	46.55%	\$ 449	\$ 5.78	\$ 4.78	\$ 3.96		
0172C002AA	Voice Operation Kit-D1	\$ 1,890	46.55%	\$ 898	\$ 12.98	\$ 10.73	\$ 8.89		
1565C001AA	IR-ADV Security Kit-T1 for IEEE 7680.1 Common Criteria Certification	\$ 1,890	50.16%	\$ 931	\$ 25.95	\$ 21.46	\$ 17.78		
1303C001AA	Connection Kit-A1 for Bluetooth LE	\$ 200	35.00%	\$ 130	\$ 32.69	\$ 27.03	\$ 22.39		
1435C001AA	NFC KIT-C1	\$ 200	35.00%	\$ 130	\$ 3.76	\$ 3.11	\$ 2.57		
16588001AA	Stamp Unit-B1	\$ 58	10.34%	\$ 52	\$ 3.76	\$ 3.11	\$ 2.57		
1972X054	ESP NEXT GEN PCS POWER FILTER (120V/15A) XG-PCS-15D	\$ 221	35.00%	\$ 144	\$ 1.50	\$ 1.24	\$ 1.03		
50078004AA	Hard Disk Drive Replacement Service	\$ 538	35.00%	\$ 350	\$ 4.15	\$ 3.43	\$ 2.84		
16578001AA	Hard Disk Drive Erase Service	\$ 654	35.00%	\$ 425	N/A	N/A	N/A		
16578001AA	Stamp Ink Cartridge-C1	\$ 46	5.00%	\$ 44	N/A	N/A	N/A		
10088001AA	Staple-P1	\$ 68	5.00%	\$ 65	N/A	N/A	N/A		
0148C001AA	Staple Cartridge-Y1	\$ 41	5.00%	\$ 39	N/A	N/A	N/A		
Please refer to additional charges for Alaska placements and hourly rate for non-standard charges									
0605C003BB	ImageRUNNER ADVANCE CS535i	\$ 15,000	58.83%	\$ 6,176	\$ 178.49	\$ 147.61	\$ 122.28	\$ 0.0100	\$ 0.0553
0604C002BB	ImageRUNNER ADVANCE CS540i	\$ 17,000	55.41%	\$ 7,580	\$ 219.06	\$ 181.16	\$ 150.08	\$ 0.0100	\$ 0.0553
0603C003BB	ImageRUNNER ADVANCE CS550i	\$ 20,000	62.54%	\$ 7,532	\$ 212.67	\$ 180.01	\$ 149.13	\$ 0.0068	\$ 0.0510
0602C003BB	ImageRUNNER ADVANCE CS560i	\$ 23,000	61.46%	\$ 8,864	\$ 256.17	\$ 211.85	\$ 175.51	\$ 0.0068	\$ 0.0510
0610C002AA	High Capacity Cassette Feeding Unit-A1	\$ 1,900	35.00%	\$ 1,235	\$ 35.69	\$ 29.52	\$ 24.45		
0609C002AA	Cassette Feeding Unit-AM1	\$ 1,573	36.11%	\$ 973	\$ 28.12	\$ 23.25	\$ 19.37		
1770C001AA	Cabinet Type-N	\$ 300	77.00%	\$ 69	\$ 1.99	\$ 1.65	\$ 1.37		
0607C002AA	Paper Deck Unit-F1	\$ 2,005	47.12%	\$ 1,066	\$ 33.70	\$ 27.87	\$ 23.09		
06118001AA	Inner 2-way Tray-J1	\$ 105	52.38%	\$ 50	\$ 1.45	\$ 1.20	\$ 0.99		
0615C002AA	Inner Finisher-H1	\$ 1,260	37.62%	\$ 786	\$ 22.72	\$ 18.79	\$ 15.56		
0616C002AA	Inner 2/3 Hole Puncher-B1	\$ 710	34.93%	\$ 462	\$ 13.35	\$ 11.04	\$ 9.15		
0613C002AA	Staple Finisher-Y1	\$ 2,555	36.67%	\$ 1,618	\$ 46.76	\$ 38.67	\$ 32.04		
0614C002AA	Booklet Finisher-Y1	\$ 3,920	43.88%	\$ 2,200	\$ 63.58	\$ 52.58	\$ 43.56		
0619C002AA	Buffer Pass Unit-L1	\$ 280	35.00%	\$ 182	\$ 5.26	\$ 4.35	\$ 3.60		
0126C001AA	2/3 Hole Puncher Unit-A1	\$ 883	55.44%	\$ 389	\$ 11.24	\$ 9.30	\$ 7.70		
0611C001AA	FL Cassette-A21	\$ 116	30.17%	\$ 81	\$ 2.34	\$ 1.94	\$ 1.60		
0612C001AA	FL Cassette-BA1	\$ 116	30.17%	\$ 81	\$ 2.34	\$ 1.94	\$ 1.60		
88158003AA	Copier Tray-J2	\$ 80	38.75%	\$ 49	\$ 1.42	\$ 1.17	\$ 0.97		
0155C001AA	Utility Tray-B1	\$ 47	36.17%	\$ 30	\$ 0.87	\$ 0.72	\$ 0.59		
0606C001AA	Platen Cover Type W	\$ 63	38.10%	\$ 39	\$ 1.13	\$ 0.93	\$ 0.77		
0626C001AA	Printer Cover-J1	\$ 108	35.24%	\$ 68	\$ 1.97	\$ 1.63	\$ 1.35		
36498005AA	Copier Card Reader Attachment-B5	\$ 210	34.76%	\$ 137	\$ 3.96	\$ 3.27	\$ 2.71		
47848001AA	Copier Card Reader-F1	\$ 84	38.10%	\$ 52	\$ 1.50	\$ 1.24	\$ 1.03		
47818001AA	Canon Card Reader-P1	\$ 315	49.52%	\$ 159	\$ 4.60	\$ 3.80	\$ 3.15		
47818002AA	Canon Card Set-A1 (1-30)	\$ 158	49.37%	\$ 80	\$ 2.31	\$ 1.91	\$ 1.58		
47818003AA	Canon Card Set-A2 (31-100)	\$ 347	47.84%	\$ 181	\$ 5.23	\$ 4.33	\$ 3.58		
47818004AA	Canon Card Set-A3 (101-200)	\$ 462	47.84%	\$ 241	\$ 6.96	\$ 5.76	\$ 4.77		
47818005AA	Canon Card Set-A4 (201-300)	\$ 462	47.84%	\$ 241	\$ 6.96	\$ 5.76	\$ 4.77		
47818006AA	Canon Card Set-A5 (301-500)	\$ 935	47.70%	\$ 489	\$ 14.13	\$ 11.69	\$ 9.68		
47818006AA	Canon Card Set-A6 (501-1000)	\$ 2,352	47.75%	\$ 1,229	\$ 35.52	\$ 29.37	\$ 24.33		
7518A004AA	Braille Label Kit-F1	\$ 35	17.14%	\$ 29	\$ 0.64	\$ 0.69	\$ 0.57		

KCDA Contract #15-213 - Canon USA

Item Code	Description	MSRP	% Discount	Contract Price	36 Month Lease (Toner Inclusive)	48 Month Lease (Toner Inclusive)	60 Month Lease (Toner Inclusive)	Service OPC B&W	Service OPC Color
10958001AA	ADF Access Handle-A1	\$ 146	23.29%	\$ 112	\$ 3.24	\$ 2.68	\$ 2.22		
37268001AA	Copy Control Interface Kit-A1	\$ 53	37.74%	\$ 33	\$ 0.95	\$ 0.79	\$ 0.65		
13489557	Convenience Stapler-A1 (White)	\$ 300	46.00%	\$ 162	\$ 4.68	\$ 3.87	\$ 3.21		
22121477	Convenience Stapler-B1 (Commerce Beige)	\$ 300	46.00%	\$ 162	\$ 4.68	\$ 3.87	\$ 3.21		
22121477	Universal Keyboard Stand-A1	\$ 250	42.80%	\$ 143	\$ 4.13	\$ 3.42	\$ 2.83		
22121478	Card Reader Assembly for Universal Keyboard Stand	\$ 60	43.33%	\$ 34	\$ 0.98	\$ 0.81	\$ 0.67		
46218003AA	PCL International Port Set-A1	\$ 473	48.63%	\$ 243	\$ 7.02	\$ 5.81	\$ 4.81		
13378011AA	Encrypted Secure Print-01e	\$ 473	47.15%	\$ 250	\$ 7.23	\$ 5.98	\$ 4.95		
39998004AA	Barcode Printing Kit-01e	\$ 840	46.55%	\$ 449	\$ 12.98	\$ 10.73	\$ 8.89		
34068006AA	Universal Send Security Feature Set-01e	\$ 945	34.71%	\$ 617	\$ 17.83	\$ 14.75	\$ 12.22		
13126013AA	Universal Send Digital User Signature Kit-C1e	\$ 1,050	47.71%	\$ 549	\$ 15.87	\$ 13.12	\$ 10.87		
0166C007AA	Super G3 FAX Board-AS2	\$ 840	48.69%	\$ 431	\$ 12.46	\$ 10.30	\$ 8.53		
0167C007AA	Super G3 2nd Line Fax Board-AS2	\$ 525	43.05%	\$ 299	\$ 8.64	\$ 7.15	\$ 5.92		
0168C004AA	Super G3 3rd/4th Line Fax Board-AS2	\$ 1,050	42.95%	\$ 599	\$ 17.31	\$ 14.32	\$ 11.86		
0170C004AA	IP FAX Expansion Kit-B1	\$ 350	40.00%	\$ 210	\$ 6.07	\$ 5.02	\$ 4.18		
36798005AA	Remote Fax Kit-A1e	\$ 420	46.67%	\$ 224	\$ 6.47	\$ 5.35	\$ 4.44		
10928010AA	Secure Watermark-01e	\$ 1,050	35.81%	\$ 674	\$ 19.48	\$ 16.11	\$ 13.35		
0625C001AA	IC Card Reader Box-C1	\$ 160	35.00%	\$ 104	\$ 3.01	\$ 2.49	\$ 2.06		
38408007AA	Document Scan Lock Kit-B1	\$ 2,625	43.01%	\$ 1,496	\$ 43.23	\$ 35.75	\$ 29.62		
0180C001AA	HDD Mirroring Kit-2L	\$ 525	43.05%	\$ 299	\$ 8.64	\$ 7.15	\$ 5.92		
0179C001AA	Removable HDD Kit-A1	\$ 1,050	42.95%	\$ 599	\$ 17.31	\$ 14.32	\$ 11.86		
41648V04AB	HDD Data Erase Scheduler V3.1.1	\$ 350	42.86%	\$ 200	\$ 5.78	\$ 4.78	\$ 3.96		
0172C001BA	2.5inch/280GB HDD-N1	\$ 368	42.93%	\$ 210	\$ 6.07	\$ 5.02	\$ 4.16		
0178C001AA	2.5inch/1TB HDD-P1	\$ 1,365	43.00%	\$ 778	\$ 22.48	\$ 18.59	\$ 15.40		
0171C001AA	Voice Guidance Kit-G1	\$ 840	46.55%	\$ 449	\$ 12.98	\$ 10.73	\$ 8.89		
0172C002AA	Voice Operation Kit-D1	\$ 1,890	52.49%	\$ 898	\$ 25.95	\$ 21.46	\$ 17.78		
0624C002AA	IR-ADV Security Kit-P1 for IEEE 2600.1 Common Criteria Certification	\$ 1,890	40.16%	\$ 1,131	\$ 32.69	\$ 27.03	\$ 22.39		
1303C001AA	Connection Kit-A1 for Bluetooth LE	\$ 200	35.00%	\$ 130	\$ 3.76	\$ 3.11	\$ 2.57		
1435C001AA	NFC KIT-C1	\$ 200	35.00%	\$ 130	\$ 3.76	\$ 3.11	\$ 2.57		
0632C001AA	ImagePASS-P1	\$ 4,950	38.24%	\$ 3,057	\$ 88.35	\$ 73.06	\$ 60.53		
01738006AA	Hot Folders License	\$ 980	25.61%	\$ 729	\$ 21.07	\$ 17.42	\$ 14.43		
0752A029AA	Productivity Package Web Activate	\$ 8,000	38.25%	\$ 4,940	\$ 142.77	\$ 118.07	\$ 97.81		
0631C001AA	ColorPASS-GX500	\$ 20,000	38.25%	\$ 12,350	\$ 356.92	\$ 285.17	\$ 244.53		
0752A030AA	Graphic Arts Package Premium Web Activate	\$ 6,200	38.24%	\$ 3,829	\$ 110.66	\$ 91.51	\$ 75.81		
01348003BA	Removable Hard Disk Drive Kit-B1	\$ 1,950	26.92%	\$ 1,425	\$ 41.18	\$ 34.06	\$ 28.22		
1099V652	Integrated Interface & Stand-A1	\$ 3,150	35.14%	\$ 2,043	\$ 59.04	\$ 48.83	\$ 40.45		
18588001AA	Stamp Unit-B1	\$ 58	10.34%	\$ 52	\$ 1.50	\$ 1.24	\$ 1.03		
1972V007A	ESP NEXT GEN PCS POWER FILTER (120V/15A) XG-PCS-15D	\$ 221	35.00%	\$ 144	\$ 4.15	\$ 3.43	\$ 2.84		
1972V008	ESP NEXT GEN PCS POWER FILTER (120V/20A) XG-PCS-20D	\$ 226	35.00%	\$ 148	\$ 4.28	\$ 3.54	\$ 2.93		
50078009AA	Hard Disk Drive Replacement Service	\$ 538	35.09%	\$ 350	N/A	N/A	N/A		
61388078AA	Hard Disk Drive Erase Service	\$ 654	35.00%	\$ 425	N/A	N/A	N/A		
18578001AA	Stamp Ink Cartridge-C1	\$ 44	5.00%	\$ 41	N/A	N/A	N/A		
10688001AA	Staple-P1	\$ 68	5.00%	\$ 65	N/A	N/A	N/A		
0148C001AA	Staple Cartridge-Y1	\$ 41	5.00%	\$ 39	N/A	N/A	N/A		
Please refer to additional charges for Alaska placements and hourly rate for non-standard charges									
1191C002AA	ImageRUNNER ADVANCE C7560i	\$ 32,000	58.98%	\$ 13,127	\$ 379.37	\$ 313.74	\$ 259.91	\$ 0.0094	\$ 0.0425
1190C002AA	ImageRUNNER ADVANCE C7570i	\$ 39,000	55.24%	\$ 17,456	\$ 504.48	\$ 417.20	\$ 345.63	\$ 0.0094	\$ 0.0425
1189C002AA	ImageRUNNER ADVANCE C7580i	\$ 50,000	60.10%	\$ 19,950	\$ 576.56	\$ 476.81	\$ 395.01	\$ 0.0085	\$ 0.0417
0095C002AA	Staple Finisher-X1	\$ 6,300	42.43%	\$ 3,627	\$ 104.82	\$ 86.69	\$ 71.81		
0100C002AA	Booklet Finisher-X1	\$ 9,450	27.67%	\$ 6,835	\$ 197.53	\$ 163.36	\$ 135.33		
0102C002AA	Document Insertion Unit-X1 (for Staple Finisher-X1 or Booklet Finisher-X1)	\$ 5,600	43.36%	\$ 3,172	\$ 91.67	\$ 75.81	\$ 62.81		
0103C001AA	Paper Folding Unit-31 (for Staple Finisher-X1 or Booklet Finisher-X1)	\$ 14,000	43.00%	\$ 7,980	\$ 230.62	\$ 190.72	\$ 158.00		
22888001AA	Inner Booklet Trimmer-A1 (for Booklet Finisher-X1)	\$ 6,300	35.40%	\$ 4,070	\$ 117.62	\$ 97.27	\$ 80.59		
28958002AA	Puncher Unit-B1	\$ 840	33.10%	\$ 562	\$ 16.24	\$ 13.43	\$ 11.13		
0258C011AA	Multi Function Professional Puncher A1	\$ 15,000	36.00%	\$ 9,600	\$ 277.44	\$ 229.44	\$ 190.08		
0259C001AA	Loose Leaf 3-Hole Punch A4/LTR	\$ 1,100	35.91%	\$ 705	\$ 20.37	\$ 16.85	\$ 13.96		
0259C002AA	Loose Leaf 5-Hole Punch LTR	\$ 1,100	35.91%	\$ 705	\$ 20.37	\$ 16.85	\$ 13.96		
0259C003AA	Velo Bind 11-Hole Punch LTR	\$ 1,100	35.91%	\$ 705	\$ 20.37	\$ 16.85	\$ 13.96		
0259C004AA	Plastic Comb 19-Hole Punch LTR-B1	\$ 1,100	35.91%	\$ 705	\$ 20.37	\$ 16.85	\$ 13.96		
0259C005AA	Twin Loop 21-Hole Punch LTR-B1	\$ 1,100	35.91%	\$ 705	\$ 20.37	\$ 16.85	\$ 13.96		
0259C006AA	Twin Loop 32-Hole Punch LTR-B1	\$ 1,100	35.91%	\$ 705	\$ 20.37	\$ 16.85	\$ 13.96		
0259C007AA	Color Coil 44-Hole Punch LTR-B1	\$ 1,100	35.91%	\$ 705	\$ 20.37	\$ 16.85	\$ 13.96		
0259C016AA	High Durability Color Coil 44-Hole Punch LTR-B1	\$ 2,800	35.00%	\$ 1,820	\$ 52.60	\$ 43.50	\$ 36.04		
0259C017AA	High Durability Loose Leaf 3-Hole Punch LTR	\$ 2,500	35.00%	\$ 1,625	\$ 46.56	\$ 38.84	\$ 32.18		
0259C018AA	High Durability Plastic Comb 19-Hole Punch LTR	\$ 3,000	35.00%	\$ 1,950	\$ 56.36	\$ 46.61	\$ 38.61		
0124C003AA	Staple Finisher-V2	\$ 3,150	41.40%	\$ 1,846	\$ 53.35	\$ 44.12	\$ 36.55		
0125C003AA	Booklet Finisher-V2	\$ 5,565	40.84%	\$ 3,292	\$ 95.14	\$ 78.68	\$ 65.18		



RAY MORGAN COMPANY, INC.

Multi-function Business Solution

Prepared Exclusively For:

Lassen County Health and Social Services Upgrade Proposal

Current Monthly Cost

	<u>Included Color</u>	<u>Included BW</u>	<u>B&W Usage</u>	<u>Color Usage</u>	<u>S&S Cost</u>	<u>Lease Cost</u>
IR-C5250 H&HS						
Fiscal	4,112	11,440	10,614	6,160	\$ 297.12	\$ 262.37
Overage/Cost			\$ 0.0080	\$ 0.0500	\$ 95.79	
IR-C5250 Alcohol and Drug	679	6,435	6,375	1,054	\$ 85.43	\$ 262.37
Overage/Cost			\$ 0.0080	\$ 0.0500	\$ 18.27	
IR-C5250 Mental Health	1191	10,014	10,947	2,496	\$ 139.66	\$ 262.37
Overage/Cost			\$ 0.0080	\$ 0.0500	\$ 72.71	
IR- C5250i Mental Health Annex	168	2,111	3,116	250	\$ 59.67	\$ 262.37
Overage/Cost			\$ 0.0080	\$ 0.0500	\$ 0.06	
Average Total Monthly Usage	6,150	30,000	31,052	9,960	\$ 768.72	\$ 1,049.48
Average Monthly Cost					\$	1,818.20
					Sales Tax	\$ 98.31
					Total Average Monthly Cost	\$ 1,916.51

Proposed Upgrade

Individual Component

Suggested Retail Pricing

Canon imageRUNNER ADVANCE C5550i III

\$ 20,000.00

50ppm B&W/50ppm Color (PCL, AdobePS3 network print, fax, color scan to file and email)

Accessories

DADF (150 Sheet Single Pass Duplexing Document Feeder)
Color Scan (Scan to File and Email, PDF, JPEG, OOXML)
Cassette Feeding Unit-AM1
Staple Finisher-Y1
2/3 Hole Puncher Unit-A1
Super G3 FAX Board-AS2
Buffer Pass Unit-L1
SURGE PROT 120/20 SPS NET
Setup and Delivery
Subtotal



Standard	
Standard	\$ 1,523.00
	\$ 2,555.00
	\$ 893.00
	\$ 840.00
	\$ 280.00
	\$ 150.00
Included	\$ 26,241.00

Total Retail: \$ 26,241.00

Discounts: \$ 15,356.40

Total Cash Price: \$ 10,884.60

* Pricing Does not include any applicable taxes

Four Unit Cash Price: \$ 43,538.38

Total to be Financed: \$ 43,538.38

Leasing Option

Term

Straight Operational Lease (FMV Purchase Option)

60 months \$ 889.05

Sales Tax: \$ 64.46

Monthly Total: \$ 953.51

Does not include property excise tax.

Service and Supply Pricing

Monthly Service/Supply Cost: \$ 719.12

Sales Tax: \$ 17.73

Monthly Total: **\$ 736.85**

Sixty Month Total: \$ 44,210.80

IR-C5550 Included Pages

31,053 \$ 0.00680 B&W/Page \$ 211.16

9,960 \$ 0.05100 Color/Page \$ 507.96

*Service and Supplies includes all parts, labor, service and supplies including toner and drums (excluding paper and staples only). All meters will be collected on a quarterly basis, and all overages will be charged at the Service and Supply Pricing indicated above plus sales tax calculated at 34% of standard tax rate. Cost to remain fixed for 60 months.

Total Proposed Monthly Cost

\$ 1,690.36

Total Proposed Monthly Cost Reduction

\$ 226.16