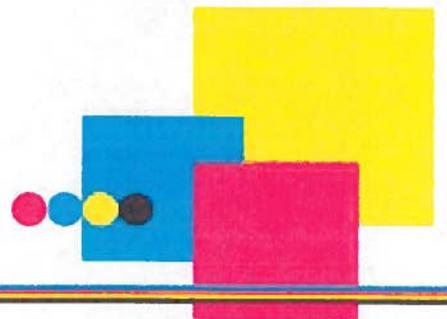




**Proposal prepared for:
Randolph Township Schools**

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.
- Service Professionals 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
United Business Systems



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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 #				
25 Schoolhouse Rd		Facilities	Maryanne Emmel	WC35 copier/fax
25 Schoolhouse Rd		Central Office	Maryanne Emmel	4595
25 Schoolhouse Rd		Central Office	Maryanne Emmel	Color Qube 9203
14 Dover Chester Rd	YMCA	Kinderkids	Carol Cattano	WC3550X
555 Millbrook Ave		Transportation	Pat Trosecher	5745APT
POOL ID# 980000707				
25 Schoolhouse Rd	Center Grove	Main Office (Ann Marie)	Ann Marie Finland	WCP238H
25 Schoolhouse Rd	Center Grove	Main Office (Jolyn)	Ann Marie Finland	WCP238H
25 Schoolhouse Rd	Center Grove	Teachers Room	Ann Marie Finland	4594CP
25 Schoolhouse Rd	Center Grove	Teachers Hall	Ann Marie Finland	WC275H
25 Schoolhouse Rd	Center Grove	Downstairs Hall	Ann Marie Finland	CC255H
POOL ID# 400000712				
507 Millbrook Ave	Middle School	Library	Heidi Kalinowski	W5632T
507 Millbrook Ave	Middle School	Main Office	Heidi Kalinowski	W5655PT
507 Millbrook Ave	Middle School	Teachers Room	Heidi Kalinowski	4595
507 Millbrook Ave	Middle School	Teachers (Café)	Heidi Kalinowski	4112
507 Millbrook Ave	Middle School	Teachers 2nd Floor	Heidi Kalinowski	4595
POOL ID# 260000715				
511 Millbrook Ave	High School	Library	Ann Oliveria	4112CP

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 Rd	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				

Location	School	Department	Contact	Model	Serial #	Meter Count May 18, 2012	Install Date	Allowance	Avg Monthly 8/W Usage	Avg Monthly Color Page Volume	Monthly Payment	Lease Period	Lease Term
25 Schoolhouse Rd		Facilities	Maryanne Emmel	WC33 copier/lex	VXW013564		Feb-11	3,000 / qtr	1,243		\$ 135.05	2/1/2011-1/1/2016	60
25 Schoolhouse Rd		Central Office	Maryanne Emmel	4595	FBG964198	564,096	Feb-11	35,000 / mo	31,852		\$ 968.84	2/1/2011-1/1/2016	60
25 Schoolhouse Rd		Central Office	Maryanne Emmel	Color Qube 9203	BRE244927	€ 10,677	Feb-11	Unlimited 8/W	14,922	712	\$ 817.46	2/1/2011-1/1/2016	60
14 Dover Chester Rd	YMCA	Kinderkids	Carol Cattano	WC3500K	VMA657026	8/W-232,168	Feb-11	10,000 / qtr	3,111		\$ 72.58	2/1/2011-1/1/2016	60
555 Millbrook Ave		Transportation	Pat Trovetcher	5745APT	XEH757926	53,252	Aug-11	30,000 / qtr	5,282		\$ 337.86	8/2013-7/2016	60
POOL ID# 980000707								49,553	56,410	712	\$ 2,271.79		
25 Schoolhouse Rd	Center Grove	Main Office (Ann Marie)	Ann Marie Finland	WCP238H	URT175603	94,690	Sep-07					9/2007-8/2012	60
25 Schoolhouse Rd	Center Grove	Main Office (Jolyn)	Ann Marie Finland	WCP238H	URT175550	71,170	Sep-07					9/2007-8/2012	60
25 Schoolhouse Rd	Center Grove	Teachers Room	Ann Marie Finland	4594CP	FBG478907	3,521,409	Sep-07					9/2007-8/2012	60
25 Schoolhouse Rd	Center Grove	Teachers Hall	Ann Marie Finland	WC275H	UTU151192	948,946	Sep-07					9/2007-8/2012	60
25 Schoolhouse Rd	Center Grove	Downstairs Hall	Ann Marie Finland	CC255H	UTV818417	902,653	Sep-07					9/2007-8/2012	60
POOL ID# 400000712								133,334	101,597		\$ 2,359.13		
507 Millbrook Ave	Middle School	Library	Heidi Kalinowski	W5632T	WRR557553	56,896	May-08					5/2008-4/2013	60
507 Millbrook Ave	Middle School	Main Office	Heidi Kalinowski	W5655PT	WID723181	1,028,676	May-08					5/2008-4/2013	60
507 Millbrook Ave	Middle School	Teachers Room	Heidi Kalinowski	4595	FBH473714	5,685,364	May-08					5/2008-4/2013	60
507 Millbrook Ave	Middle School	Teachers (Cafe)	Heidi Kalinowski	4112	GYA738446	3,943,667	May-08					5/2008-4/2013	60
507 Millbrook Ave	Middle School	Teachers 2nd Floor	Heidi Kalinowski	4595	FBH473648	3,580,390	May-08					5/2008-4/2013	60
POOL ID# 260000715								310,000	251,095		\$ 4,217.13		
511 Millbrook Ave	High School	Library	Ann Oliveria	4112CP	GYA881712	3,666,887	Nov-08					11/2008-10/2013	60
511 Millbrook Ave	High School	Main Office	Ann Oliveria	4112	GYA881762	4,111,885	Nov-08					11/2008-10/2013	60
511 Millbrook Ave	High School	Main Office	Ann Oliveria	W5050PH	FMA017237	164,089	Nov-08					11/2008-10/2013	60
511 Millbrook Ave	High School	Nurses Office	Ann Oliveria	WC4118	YHT636142	22,008	Nov-08					11/2008-10/2013	60
511 Millbrook Ave	High School	Attendance	Ann Oliveria	WC4118	YHT636266	6,741	Nov-08					11/2008-10/2013	60
511 Millbrook Ave	High School	Main Office	Ann Oliveria	W5503PH	FLB000699		Nov-08					11/2008-10/2013	60
511 Millbrook Ave	High School	Main Office	Ann Oliveria	WC4118	YHT636369	17,267	Nov-08					11/2008-10/2013	60
511 Millbrook Ave	High School	Faculty/Dining	Ann Oliveria	NUVERA 120	AFR269855	6,710,891	Nov-08					11/2008-10/2013	60
511 Millbrook Ave	High School	Teachers Workroom	Ann Oliveria	4590CP	L75424508	4,536,278	Nov-08					11/2008-10/2013	60
511 Millbrook Ave	High School	Guidance	Ann Oliveria	WCP275H	UTU833834	523,793	Nov-08					11/2008-10/2013	60
511 Millbrook Ave	High School	Guidance	Terry Kennedy										
511 Millbrook Ave	High School	Guidance	Kerstin Stewart	WC3550X	VMA675336	854	Dec-11					12/2011-11/2016	60
511 Millbrook Ave	High School	Athletics	Kim Covello	WC3550X	VMA675333	6,190	Dec-11					12/2011-11/2016	60
POOL ID# 640000708								403,500	347,026		\$ 7,053.31		
303 Dover Chester Rd	Ironia	Main Office	Trudi Mueller	WCP265H	UTU151756	486,495	Nov-07					11/2007-10/2012	60
303 Dover Chester Rd	Ironia	Main Office	Trudi Mueller	WC4118	YHT183995	10,900	Nov-07					11/2007-10/2012	60
303 Dover Chester Rd	Ironia	Media / Technology	Trudi Mueller	CC265H	UTU151723	2,615,063	Nov-07					11/2007-10/2012	60

303 Dover Chester Rd	Ironia	Faculty room	Trudi Mueller	4110CP	WEY678950	3,865,770	Nov-07	171,500	92,122		11/2007-10/2012	60
POOL ID# 0300000712								\$ 2,566.20				
206 Quaker Church Rd	Fernbrook	Library	Kim Rubio	4112CP/4112	GYA880519	3,092,209	Sep-08				9/2008-8/2013	60
206 Quaker Church Rd	Fernbrook	Main Office	Kim Rubio	WC4118	YHT196758	9,539	Sep-08				9/2008-8/2013	60
206 Quaker Church Rd	Fernbrook	Main Office	Kim Rubio	W5655	WTM767382	920,412	Sep-08				9/2008-8/2013	60
206 Quaker Church Rd	Fernbrook	Server Hallway	Kim Rubio	W5655	WTD727168	1,788,502	Sep-08				9/2008-8/2013	60
206 Quaker Church Rd	Fernbrook	Child Study	Kim Rubio	WC41505	199357956	124,180	Sep-08				9/2008-8/2013	60
POOL ID# 3800000718								144,300	120,025			
9 Arrow Place	Shongum	Faculty Room	Tina Slattery	4595	FBH474102	1,445,105	Nov-09				11/2009-10/2014	60
9 Arrow Place	Shongum	Main Office	Tina Slattery	4595CP	FBH961368	3,074,015	Nov-09				11/2009-10/2014	60
9 Arrow Place	Shongum	Main Office	Tina Slattery	4250x	MAC578157	44,649	Nov-09				11/2009-10/2014	60
MONTH TO MONTH								145,000	124,389			
573 Millbrook Ave		Technology	Valerie Perrillo	DC430	UGH025340	52,900						
								1,357,167	1,092,664	712	MONTH TO MONTH	
								\$	\$	\$	64.17	
												23,753.25

New Canon Fleet and Pricing

OPTION #1 (replace entire Xerox Fleet)

Location	School	Department	New Canon Model	Machine Specs
POOL #				
25 Schoolhouse Rd		Facilities	1730if	30 ppm Copy/Print/Color Scan/Fax 1 - 550 Sheet Paper Drawer 100 sheet Bypass
25 Schoolhouse Rd		Central Office	8095	95 ppm Copy/ Print/Color Scan 4 Paper Drawers 4,200 Sheet Capacity
25 Schoolhouse Rd		Central Office	C7055	55 ppm Color - Copy /Print/Color Scan 4 Paper Drawers 3,400 Sheet Capacity
14 Dover Chester Rd	YMCA	Kinderkids	1730if	30 ppm Copy/Print/Color Scan/Fax 1 - 550 Sheet Paper Drawer 100 sheet Bypass
555 Millbrook Ave		Transportation	4045	45 ppm Copy/Print/Color Scan/Fax 4 Paper Drawers 2,300 Sheet Capacity
POOL ID#				
980000707				
25 Schoolhouse Rd	Center Grove	Main Office (Ann Marie)	4035	35 ppm Copy/Print/Color Scan/Fax 4 Paper Drawers 2,300 Sheet Capacity
25 Schoolhouse Rd	Center Grove	Main Office (Jolyn)	4035	35 ppm Copy/Print/Color Scan/Fax 4 Paper Drawers 2,300 Sheet Capacity
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
			Cabinet Type G	
			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
			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
			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
			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	Post Sheet Document Inserter

			Unit K1	
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 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
				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	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
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 4 Paper Drawers 3,400 Sheet Capacity Staple Finisher E1 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 Rd	Ironia	Media / Technology	6065	65 ppm Copy/Print/Color Scan 4 Paper Drawers 3,400 Sheet Capacity Staple Finisher E1 Staple Finisher
303 Dover Chester Rd	Ironia	Faculty room	8105	105 ppm Copy / Print / Color Scan 4 Paper Drawers 4,200 Sheet Capacity Staple Finisher D1 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 4 Paper Drawers 4,200 Sheet Capacity Staple Finisher D1 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 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
				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# 98000707				
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	
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	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
507 Millbrook Ave	Middle School	Teachers (Café)	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
507 Millbrook Ave	Middle School	Teachers 2nd Floor	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
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 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 Drawers 4,200 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 Rd	Ironia	Media / Technology	6065	65 ppm Copy/Print/Color Scan
			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
				1 - 550 Sheet Paper Drawer
				100 sheet Bypass
POOL ID# 380000718				
9 Arrow Place	Shongum	Faculty 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
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
<i>Current Monthly Cost</i>	<i>\$23,753.25</i>
Total Proposed Annual Cost	\$249,703.80
<i>Current Annual Cost</i>	<i>\$285,039.00</i>
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