

Proposal for:
City of Wellington
11/4/2016



Canon

CANON SOLUTIONS AMERICA



Presented By:

Nick Nobles

Senior Account Manager

Ph:561-430-4766

nnobles@csa.canon.com



Océ ColorWave 500 System Configuration

Océ ColorWave 500 system

- Print engine with 4 rolls
- Océ POWERSync controller
- Adobe® Postscript® 3/PDF/APPE
- Account Console – Allows you to apply a cost code to your jobs
- Direct Print –
- Initial supply order
- Delivery & installation
- System integration & training

Océ ColorWave 500 60 Month Annual Lease includes:

(Service, all parts, labor due to normal wear and tear, setup and training) Promise Guaranteed attached to quote

Annual Volume Allowance	Annual Lease \$101	Excess Charge Per Sq. Ft. Over Annual Allowance
60,000 sq. ft./month	\$21,998.80	\$.041

Total 5 year cost : \$109,994

This includes :

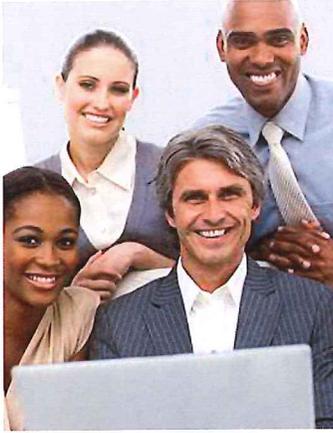
- \$30,000 4th quarter promotional Credit
- \$6,500 dollar trade -in credit

NIPA CONTRACT # CP-002-13

Océ ColorWave 500 toner contract

Annual Toner Allowance	Contract Term
24 cartons / year	60 Month

Note: * Pricing above includes all available and applied promos



Services, Solutions, Satisfaction.

Canon Solutions America 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 U.S.A. Company, we represent the Océ and Canon brands of large format printing and imaging technology. That technology has consistently delivered high 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 present our customers with the greatest value.

Our solutions are designed to give you better control of your entire workflow. From consulting to onsite engagement, Canon Solutions America 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 corporations to small offices, and we provide specific industry solutions to such key vertical markets as AEC, manufacturing, utilities, and reprographics. Regardless of your size or industry, Canon Solutions America has the technology, services and support capability to meet your needs.

Why Choose Canon Solutions America?

There are many reasons why Canon Solutions America is a premier choice for you to consider for your imaging systems/document management needs. Here are a few:

We are a single-source solutions provider. Our hardware, software and third-party enablers combine for one of the most diverse portfolios in the industry.

We are a Canon U.S.A. Company. The relationship we have with our parent company is a strong and valued one. We are committed to providing outstanding quality and value that lives up to the Canon name.

Canon is an industry leader. Being a recognized market share leader is not reason enough to partner with any company. It does, however, provide assurance that the technology is widely accepted and utilized in the ever-changing world of business. Staying ahead of the technological curve requires a commitment to excellence that never ceases... from research and development to manufacturing and marketing.

Our ability to draw upon the support of Canon U.S.A. and Océ B.V. and the technology they represent, while retaining the flexibility to create local programs that meet the specific needs of the markets we support, is a one-two combination rarely found in business.

The addition of services and vertical market solutions represents the level of commitment we have to supporting our customers. **We will continue to develop ways in which to improve our capabilities** and ultimately provide you with outstanding customer service.

Our Commitment:

We will listen to understand your requirements.

We will provide the necessary solutions to meet those requirements.

From a financial perspective, we will provide benchmark value.

We will offer outstanding service and support to ensure your ongoing satisfaction.