

## Financial Analysis for ASSOCIATION OF BAY

Prepared on 6/13/2011

### Current Costs

Trade Items	Agreement Information	Equipment Monthly Payment	Maintenance Monthly Payment	Print Charges						Totals
				Meter	Volume Band	Per Print Rate	AMPV	Above Plan	Meter Charges	
1 4590CP L75428614	- Leased 57 of 60 - 08/16/06	\$941.97	\$388.22	TOTAL	1 - 30,000 30,000+	Included \$0.0110	15,375	0	\$0.00	\$1,330.19
2 W7675P VDR548237	- Leased 43 of 60 - 10/05/07	\$647.96	Included	BW CLR	All Prints 1 - 250 250+	\$0.0105 Included \$0.1038	7,976 27,922	7,976 27,672	\$83.75 \$2,872.35	\$3,604.06
3 WCP232 URR056445	- Leased 58 of 60 - 07/27/06	\$293.22	Included	TOTAL	1 - 4,600 4,600+	Included \$0.0122	3,427	0	\$0.00	\$293.22
4 WCP232 URR890775	- Leased 56 of 60 - 09/28/06	\$252.77	Included	TOTAL	All Prints	\$0.0122	4,398	4,398	\$53.66	\$306.43
<b>Xerox Total</b>		<b>\$2,135.92</b>	<b>\$388.22</b>				<b>59,098</b>		<b>\$3,009.76</b>	<b>\$5,533.90</b>
<b>Grand Total</b>		<b>\$2,135.92</b>	<b>\$388.22</b>				<b>59,098</b>		<b>\$3,009.76</b>	<b>\$5,533.90</b>

### Proposed Costs

New Items	Agreement Information	Equipment Monthly Payment	Maintenance Monthly Payment	Print Charges						Totals
				Meter	Volume Band	Per Print Rate	AMPV	Above Plan	Meter Charges	
1 5790PT (WC5790 PRINTER/4TRAY)	- Lease - Term: 60 months	\$300.90	Included	1: Meter 1	All Prints	\$0.0058	20,000	20,000	\$116.00	\$416.90
2 <del>WC7775P</del> (WORKCENTRE 7775 MFD)	<del>- Lease</del> <del>- Term: 60 months</del>	<del>\$589.29</del>	<del>Included</del>	<del>1: Meter 1</del>	<del>All Prints</del>	<del>\$0.0058</del>	<del>20,000</del>	<del>20,000</del>	<del>\$116.00</del>	<del>\$1,235.54</del>
				<b>Substitute COLORQUE 9303 (next sheet)</b>						
				<del>2: Meter 2</del>	<del>All Prints</del>	<del>\$0.0707</del>	<del>7,500</del>	<del>7,500</del>	<del>\$530.25</del>	
3 5740PT (WC5740 PRINTER/4TRAY)	- Lease - Term: 60 months	\$147.63	Included	1: Meter 1	All Prints	\$0.0071	3,500	3,500	\$24.85	\$172.48
4 5740PT (WC5740 PRINTER/4TRAY)	- Lease - Term: 60 months	\$156.82	Included	1: Meter 1	All Prints	\$0.0071	4,500	4,500	\$31.95	\$188.77
<b>Total</b>		<b>\$1,194.64</b>	<b>Included</b>				<b>55,500</b>		<b>\$819.05</b>	<b>\$2,013.69</b>

<b>Monthly Savings</b>	<b>\$3,520.21</b>
Annual Savings	\$42,242.52
Contract savings	\$211,212.60

## Financial Analysis for ASSOCIATION OF BAY

Prepared on 5/16/2011

### Current Costs

Trade Items	Agreement Information	Equipment Monthly Payment	Maintenance Monthly Payment	Print Charges						Totals
				Meter	Volume Band	Per Print Rate	AMPV	Above Plan	Meter Charges	
1 W7675P VDR548237	- Leased 43 of 60 - 10/05/07	\$647.96	Included	BW CLR	All Prints 1 - 250 250+	\$0.0105 Included \$0.1038	7,976 27,922	7,976 27,672	\$83.75 \$2,872.35	\$3,604.06
<b>Xerox Total</b>		\$647.96	\$0.00				35,898		\$2,956.10	\$3,604.06
<b>Grand Total</b>		\$647.96	\$0.00				35,898		\$2,956.10	\$3,604.06

### Proposed Costs

New Items	Agreement Information	Equipment Monthly Payment	Maintenance Monthly Payment	Print Charges						Totals
				Meter	Volume Band	Per Print Rate	AMPV	Above Plan	Meter Charges	
1 3CQ9303 (3TIER COLORQUBE 9303)	- Lease - Term: 60 months	\$658.03	Included	1: BW CLR 2: CLR LVL2 3: CLR LVL3	All Prints All Prints All Prints	\$0.0077 \$0.0280 \$0.0885	27,672 5,000 2,976	27,672 5,000 2,976	\$213.07 \$140.00 \$263.38	\$1,274.48
<b>Total</b>		\$658.03	Included				35,648		\$616.45	\$1,274.48

<b>Monthly Savings</b>	<b>\$2,329.58</b>
Annual Savings	\$27,954.96
Contract savings	\$139,774.80