

Introduced by: City Manager Nathan Mai-Lombardo

AN ORDINANCE AUTHORIZING THE CITY MANAGER TO EXECUTE AN AGREEMENT WITH SUMNERONE (THE COUNCIL FINDS THAT AN EMERGENCY EXISTS AND DECLARES THAT PASSAGE OF THIS ORDINANCE IS NECESSARY FOR THE PRESERVATION OF THE WELFARE OF THE CITIZENS OF THE CITY OF BERKELEY.)

NOW, THEREFORE, BE IT ORDAINED BY THE CITY COUNCIL OF THE CITY OF BERKELEY, MISSOURI, AS FOLLOWS:

- Section 1.** The City Manager is hereby authorized to enter into and execute an agreement with SumnerOne for copiers and maintenance service.
- Section 2.** The agreement is attached and hereby incorporated herein and made a part of this ordinance, as if fully set out herein.
- Section 3.** This Ordinance shall be in full force and effect from and after its date of passage.
- Section 4.** This Council does hereby find and declare that an emergency exists, which requires the immediate passage of this ordinance for the preservation of the welfare of the citizens of the City of Berkeley.

1st Reading this _____ day of _____ 2024

2nd Reading this _____ day of _____ 2024

3rd Reading, PASSED and APPROVED, this _____ day of _____ 2024

Babatunde Deinbo, Mayor

ATTEST:

Deanna L. Jones, City Clerk

Final Roll Call:

Councilwoman Verges	Aye ___	Nay ___	Absent ___	Abstain ___
Councilwoman Williams	Aye ___	Nay ___	Absent ___	Abstain ___
Councilman Hoskins	Aye ___	Nay ___	Absent ___	Abstain ___
Councilwoman Anthony	Aye ___	Nay ___	Absent ___	Abstain ___
Councilman Hindeleh	Aye ___	Nay ___	Absent ___	Abstain ___
Councilwoman-at-Large Crawford-Graham	Aye ___	Nay ___	Absent ___	Abstain ___
Mayor Deinbo	Aye ___	Nay ___	Absent ___	Abstain ___

Approved as to Form:
Donnell Smith, City Attorney



Proposal for



Prepared by
Kristin Claggett
Account Manager
3.4.24

 314.633.1438

 kclaggett@sumnerone.com

 www.SumnerOne.com

 St. Louis Region



Thank you for the opportunity to support and partner with your organization. Our goal is to ensure optimal performance, excellence in service, and strategic improvement of all operations aiding in Hogan's success year after year.

The solution and materials attached are an overview of our partnership. We pay careful attention to service metrics, fleet performance, and financials to ensure no stone is left unturned and your ROI maximized.

SumnerOne is dedicated to your success. We promise to work hard to bring positive changes to your organization through the technologies we implement and the services we provide. Throughout our partnership, we will work with you to leverage new ideas and technologies to promote efficiency and innovation at your business.

I appreciate the opportunity to partner with you and look forward to discussing how we can best serve Hogan now and in future.

Thank you for your time.



Regional support. Local care.

One Team

We are the one place where everything works. This means that we are always working to be your one-stop shop for your team, helping you manage everything from printing solutions to your entire IT infrastructure.

One of the best ways that we are able to uphold our mission is through our commitment to locality. We are proud to maintain a local presence in each area that SumnerOne serves.

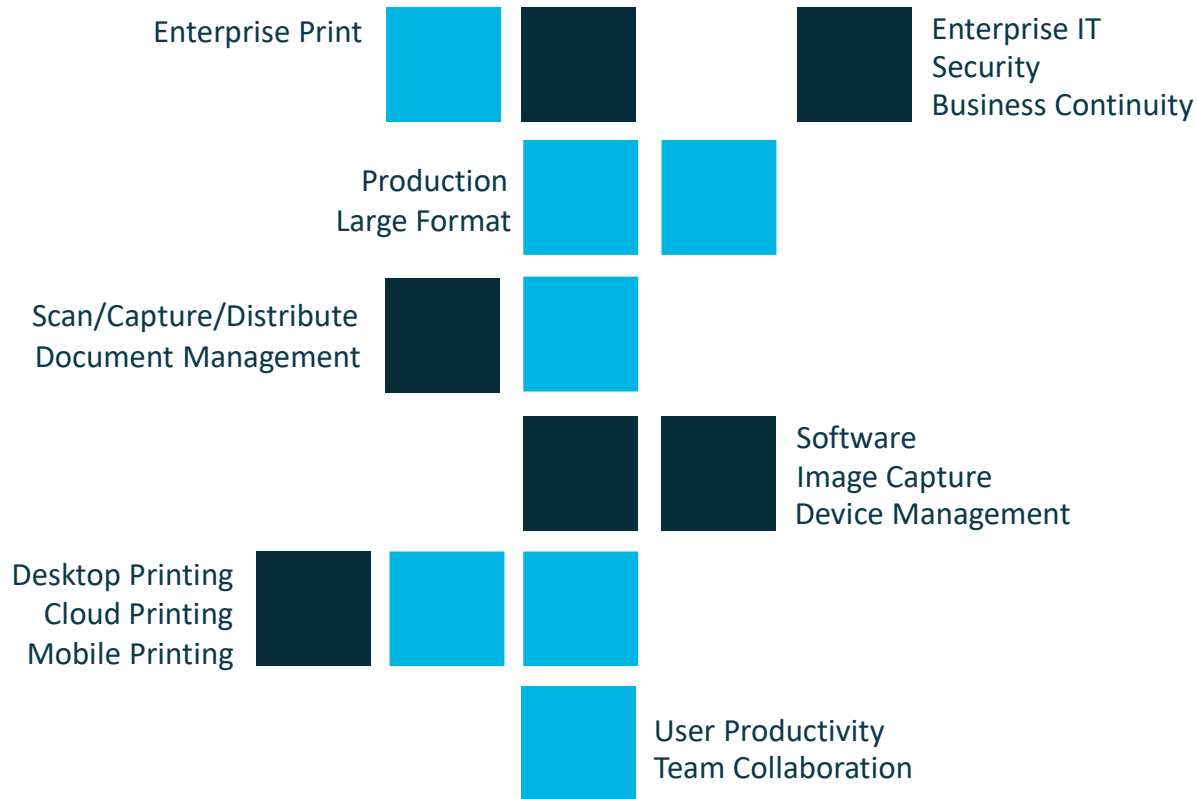
When you choose SumnerOne you are backed by local sales teams, local service, local customer care teams, and a local warehouse. We are committed to having full-fledged local teams as close to our customers as possible.

SumnerOne Overview

- Grown to 400+ dedicated employees
- Technicians that hold the highest-level certifications in our industry covering your local area to assure response time and up-time guarantees are met
- Full-time training staff for easy transition
- Billing, leasing, sales, service, technical support, logistics, and warehousing are all local allowing full control of every client interaction



One Source of Solutions



We are a value-added integrator of various manufacturers' technologies.

We know how to get the best out of every vendor and coalesce them into one advantage. Yours.

Meet your SumnerOne Team.



Kristin Claggett
Account Manager
314.633.1438
kclaggett@sumnerone.com

Experienced Senior Account Manager with a demonstrated history of working in the information technology and services industry. Skilled in Customer Service, Technical Consultation, Sales, Strategic Planning, and Document Management. Dedicated commitment to Operational Investments, Organizational Success, and B2B Relationships.

Service/ Dispatch

314.633.2001/314.633.1401
dispatch@sumnerone.com
<https://www.sumnerone.com/request-service>



Scott Moellenhoff
VICE PRESIDENT / SALES
314.633.1457
scottm@sumnerone.com

Supplies

314.633.2034
stlsupplies@sumnerone.com
<https://www.sumnerone.com/order-print-supplies>



Earl Caspersen
VICE PRESIDENT OF SERVICE
314.633.2085
ecaspersen@sumnerone.com



Allen Bailey
HEAD OF OPERATIONS
918.986.7505
abailey@sumnerone.com

Executive Summary

- Current Lease Payment: \$2,325.53
- Includes 35,000 B/W
- Includes 13,333 Color

Average Monthly Volume B/W (March 2023 – current): 22,000

Average Monthly Volume Color (March 2023 – current): 28,725

- Average Monthly Spend Color Overages: \$615.68

Current Total Monthly Cost: \$2,941.21

Moving Forward:

- Reduce amount of b/w impressions included in the service agreement to be in alignment with actual average monthly volumes.
- Color impressions billed via Triple Tier. Exclusive to Kyocera, this is highly cost effective. Color is only billed based upon page coverage. Most customers fall in Tier 1 and Tier 2 but wanted to provide a conservative analysis to provide a reasonable expectation of costs by including 1/3 of current volume (28,725) for each tier. **Page 12 has more details**. For Reference:

	Usage	Cost Per Click	
Tier One	9575	\$0.0198	\$189.59
Tier Two	9575	\$0.0330	\$315.98
Tier Three	9575	\$0.0590	\$564.93
Tiered Pricing Total			\$1,070.49
Single Color Click	28725	\$0.047	\$1,350.08

CITY OF BERKELEY : 8425 AIRPORT RD KYOCERA

Kyocera TA 4054ci (2) Color MFP --Municipal Courts (replace SJ475), Inspections 1° floor (replace SJ476)

- Color 40 pages per minute
- Fax
- 320-Sheet Dual Scan Document Feeder
- 65-Sheet Stapling Finisher
- 2 x 500 Sheet Universal Paper Drawers
- 1,500 Sheet Large Capacity Paper Tray

Kyocera TA 4045ci (1) Color MFP --2° Floor Admin (replace tag SJ477 with no keyboard in replacement)

- Color 40 pages per minute
- Fax
- 320-Sheet Dual Scan Document Feeder
- 65-Sheet Stapling Finisher & **Booklet Tri-Fold Finisher**
- 2/3 Hole Punch
- 4 x 500 Sheet Universal Paper Drawers

Kyocera PA4500x (2) B/W Printer --Keisha Staff Accountant (replace SJ464), Torenzo Finance Director (replace SJ465)

- 47 pages per minute
- 250 Sheet Standard Paper Drawer
- 100 Sheet Bypass Tray
- Print up to 8 ½ x 14

Kyocera M2040dn (1) B/W MFP --Council Chambers (replace tag SJ460 --used primarily for making copies)

- 42 pages per minute
- 250 sheet paper drawer
- 50 sheet dual scan doc feeder
- Scan up to 32 images per minute
- Print up to 8 ½ x 14

Not replacing tag SJ459, SJ461, SJ463, SJ456 (Public Works)



CITY OF BERKELEY : 8425 AIRPORT RD continued

Kyocera TA 5054ci Color MFP (1) - Deanna Jones (replace tag SJ466 – No Keyboard)

- Copy/Print speed of 5 0ppm color and black
- Single pass dual scan document feeder scans up to 274ipm and holds up to 320 sheets
- 5 paper sources (2x500 + 2x1,500 + 150 sheet bypass)
- Supports paper sizes from Statement to 12x18
- 1,200 x 1,200 print resolution PCL-6 and Adobe PS-3
- Scans to TIFF, JPEG, PDF, XPS
- Finisher will staple up to 65 sheets
- **Booklet Folder** will staple 20 sheets to make 80-page books and can tri-fold as well
- **Large Capacity Side Paper Deck – NOT PICTURED**



Kyocera TA 5054ci Color MFP (1) – Finance 1° floor (replace tag SJ467 – No Keyboard)

- Copy/Print speed of 5 0ppm color and black
- Single pass dual scan document feeder scans up to 274ipm and holds up to 320 sheets
- 4x 500 sheet paper drawers & 150 sheet bypass
- Supports paper sizes from Statement to 12x18
- 1,200 x 1,200 print resolution PCL-6 and Adobe PS-3
- Scans to TIFF, JPEG, PDF, XPS
- Stapling Finisher will staple up to 65 sheets



Kyocera MA4000cix (1) Color MFP --Human Resource (replace tag SJ468)

- 42 pages per minute
- 250 sheet paper drawer, 100 sheet bypass tray
- 100 sheet dual scan doc feeder
- Scan up to 60 images per minute
- Print up to 8 ½ x 14



CENTRAL GARAGE : 5910 N HANLEY RD --- KYOCERA

Kyocera MA4000cix (1) Color MFP --Fleet Garage (replace SJ470, replacement is downsized model)

- 42 pages per minute
- 250 sheet paper drawer, 100 sheet bypass tray
- 100 sheet dual scan doc feeder
- Scan up to 60 images per minute
- Print up to 8 ½ x 14



FIRE HOUSE # 1 : 8401 AIRPORT RD

Kyocera MA5500ifx (1) B/W MFP --Captain (replace tag SJ462)

- 57 pages per minute
- 500 sheet paper drawer
- 100 sheet dual scan doc feeder
- Scan up to 122 images per minute
- Print up to 8 ½ x 14



Kyocera TA 4054ci (1) Color MFP --Front Office (replace tag SJ471)

- Color 40 pages per minute
- Fax
- 320-Sheet Dual Scan Document Feeder
- **50 Sheet Inner Stapling Finisher**
- Inner Hole Punch
- Copier Stand – NOT PICTURED



FIREHOUSE #2 : 9265 NATURAL BRIDGE RD

Kyocera M2040dn (1) B/W MFP --Replace Tag SJ457

- 42 pages per minute
- 250 sheet paper drawer
- 50 sheet dual scan doc feeder
- Scan up to 32 images per minute
- Print up to 8 ½ x 14



POLICE DEPARTMENT : 8340 Frost Ave KYOCERA

Kyocera MA5500ifx (1) B/W MFP --Dispatch (replace tag SJ458)

- 57 pages per minute
- Fax
- 500 sheet paper drawer
- 100 sheet dual scan doc feeder
- Scan up to 122 images per minute
- Print up to 8 ½ x 14



Kyocera TA 4054ci (3) Color MFP --Sergeant (replace tag SJ472), Detectives (replace tag SJ473), Records (replace tag SJ474)

- Color 40 pages per minute
- Fax
- 320-Sheet Dual Scan Document Feeder
- 65-Sheet Stapling Finisher
- 2/3 Hole Punch
- 2 x 500 Sheet Universal Paper Drawers
- 1,500 Sheet Large Capacity Paper Tray



PUBLIC WORKS FACILITY MANAGEMENT : 6064 MADISON AVE

Kyocera M2040dn (1) B/W MFP --Facilities / Animal Control (replace tag SJ455)

- 42 pages per minute
- 250 sheet paper drawer
- 50 sheet dual scan doc feeder
- Scan up to 32 images per minute
- Print up to 8 ½ x 14



STREET DEPARTMENT : 5910 N HANLEY RD

Kyocera MA4000cix (1) Color MFP --Keith White (replace tag SJ469)

- 42 pages per minute
- 250 sheet paper drawer, 100 sheet bypass tray
- 100 sheet dual scan doc feeder
- Scan up to 60 images per minute
- Print up to 8 ½ x 14





63 Month FMV Lease: \$1,845.55 per Month

Includes Delivery, Installation, Network Integration & Training

Tax Exempt

Maintenance and Supplies –

Includes all Parts, Labor, Drums, Toner, Developer, Supply Freight, On-Site Service & Help Desk Support

Paper & Staples are excluded.

B&W Impressions INCLUDED in above lease payment: 22,000
Impressions included are based upon current average monthly volume

Additional B&W Impressions to be invoiced at: \$.0061

Color Impressions: ALL Color Impressions Triple Tier billed quarterly
See following slide

Tier 1 Color Impressions to be invoiced at: \$0.0198

Tier 2 Color Impressions to be invoiced at: \$0.0330

Tier 3 Color Impressions to be invoiced at: \$0.0590



Triple Tier Info

The amount of dots that each color toner (magenta, cyan, and yellow) put on paper is tracked through a meter on the device. The meter is then able to calculate which tier each page was in. For illustration purposes, here's a breakdown:

Level 1: less than 5% per color coverage on a page

Level 2: 5.1 – 14.9% per color coverage on a page

Level 3: more than 15% per color coverage on a page

These three images give you an idea of the different levels:

The image displays three sample pages illustrating different color coverage levels. Each page is labeled with a color-coded box at the bottom: Level 1 (Simple Color, orange), Level 2 (Business Color, green), and Level 3 (Creative Color, blue).

- Level 1 (Simple Color):** The page is mostly black and white text with a small XYZ Company logo at the top left. It represents less than 5% per color coverage.
- Level 2 (Business Color):** The page features a large pie chart with four segments labeled 25%, 16%, 27%, and 32%. It also includes a bar chart and various text blocks. This represents 5.1 – 14.9% per color coverage.
- Level 3 (Creative Color):** The page is highly colorful and visually rich, featuring a large blue and white graphic at the top, a table with five columns (Sageitt Proin, Rugeritae, Voburide, Sagitt Quis, Fivellitae), and various icons and text blocks. This represents more than 15% per color coverage.

Numbers that matter...



The extra dollars in the local economy produce more jobs for residents, extra tax revenues for local governments, more investment in commercial and residential districts, and enhanced support for local nonprofits.

An American Express study found that 67 cents of every dollar (67%) spent locally in the U.S. stays within the local community.

A comparable state study found that just 14% of revenue spent with a National Provider finds it's way back to the local economy.

Many analyses have been conducted to gain insight into the economic impact of independent, locally-owned businesses, and the findings are unequivocal.

Independent, Local Businesses bring substantially more benefits to their local economies than their National Competitors.

 SUMNER ONE is proudly a local, independent, family-owned and operated, St. Louis-based organization.





Thank you for your time
and consideration



Document Solutions

TIERED COLOR TECHNOLOGY

BRING AFFORDABLE
COLOR PRINTING
TO YOUR OFFICE



**THE KYOCERA
TIERED COLOR SYSTEM
ADVANTAGE**

Are cost concerns holding you back from color printing?

Kyocera's unique Tiered Color System is the solution you've been looking for!

Only pay for the color you use.

- Works seamlessly with Kyocera color MFPs and printers, offering excellent color quality within your budget.
- Print impactful documents with a splash of color or vibrant full coverage to get your message across at a lower cost per page, based on tiered billing.
- Reduce the cost of your color printing by evaluating whether you are printing a simple text document with a color company logo or a full color document.

BRING AFFORDABLE COLOR PRINTING TO YOUR OFFICE

BUSINESS COLOR PRINTING CUSTOMIZED TO FIT YOUR NEEDS

Finally, a solution that revolutionizes the way you pay for color printing. Kyocera technology puts you in control by defining your color usage levels, based on your documents. Therefore, you pay for the amount of color you use. For example, do you currently use a black and white MFP or printer, but would like to add color to documents, such as letterheads and invoices? Kyocera's unique Tiered Color System can help you control your costs by evaluating every document to determine whether it is a simple text document with a color company logo, a full color document or somewhere in between, and charging accordingly.

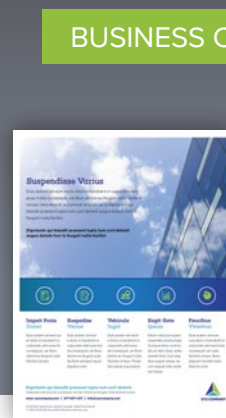
TIERED COLOR SYSTEM

Besides the traditional color and black and white counters, Kyocera devices also have three additional counters which count the coverage of printed and copied pages and categorizes them into three groups. Example:

- [1] SIMPLE COLOR (Low Coverage)**
A color company logo on black and white correspondence.
- [2] BUSINESS COLOR (Medium Coverage)**
A report that contains colorful charts and graphs with text.
- [3] CREATIVE COLOR (High Coverage)**
Color rich collateral such as brochures and presentations.



SIMPLE COLOR



BUSINESS COLOR



CREATIVE COLOR

For more information on how Kyocera's Tiered Color System can bring affordable color printing to your office, please contact KYOCERA Document Solutions America Inc.

Coverage samples on this document are for example only and may not represent accurate coverage samples.

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Suites 103,104,105,106 are now occupied
 Add color MFP - fax, large cap, no stapling

CITY OF BERKELEY : 8425 AIRPORT RD		Location	Fax	Moving forward
<i>SJ459</i>	<i>Kyocera/M3655IDN</i>	<i>Inspections 1st Floor</i>		<i>Do not replace</i>
SJ460	Kyocera/M3655IDN	Council Chambers (outside court)	NO	Downsize model. Outside court.
<i>SJ461</i>	<i>Kyocera/M3655IDN</i>	<i>Admin 2nd Floor</i>		<i>Do not replace</i>
<i>SJ463</i>	<i>Kyocera/M3655IDN</i>	<i>Receptionist -No longer networked</i>		<i>Do not replace</i>
SJ464	Kyocera/P3055DN	Keisha -Staff Accountant	NO	Replace same config
SJ465	Kyocera/P3055DN	Torenzo -Finance Director	NO	Replace same config
SJ466	Canon/IRC5540I V3	City Clerk - Deanna Jones	YES	Replace - same config - except no keyboard -
SJ467	Canon/IRC5540I V3	Finance 1st Floor	YES	Replace -No Keyboard in replacement
SJ468	Kyocera/M6635CIDN color	Human Resources	NO	Replace same config
SJ475	Konica/C458	Municipal Courts / Suite 111	YES	Replace - same config
SJ476	Konica/C458	Inspections 1st Floor	YES	Replace-same config
SJ477	Konica/C458	2nd Floor Admin	YES	Replace - add booklet finisher for folding
CITY OF BERKELEY CENTRAL GARAGE : 5910 N HANLEY RD				
SJ470	Konica/C458	Fleet Garage	NO	Replace with desktop copy/print/scan device
CITY OF BERKELEY FIRE HOUSE # 1 : 8401 AIRPORT RD				
SJ462	Kyocera/M3655IDN	Captain	NO	Replace same config
SJ471	Konica/C458	Front Office	YES	Replace same config
CITY OF BERKELEY FIREHOUSE #2 : 9265 NATURAL BRIDGE RD				
SJ457	Kyocera/M3655IDN		NO	Replace same config
CITY OF BERKELEY POLICE DEPARTMENT : 8340 Frost Ave				
SJ458	Kyocera/M3655IDN	Dispatch	YES	Replace same config
SJ472	Konica/C458	Sergeant	NO	Replace same config

SJ473	Konica/C458	Detectives	YES	Replace same config
SJ474	Konica/C458	Records	YES	Replace same config
City Of Berkeley Public Works : 5860 N Hanlev				
<i>SJ456</i>	<i>Kyocera/M3655IDN</i>			<i>Do not replace</i>
CITY OF BERKELEY PUBLIC WORKS FACILITY MANAGEMENT : 6064				
SJ455	Kyocera/M3655IDN	Facilities / Animal Control	NO	Replace same config
CITY OF BERKELEY STREET DEPARTMENT : 5910 N HANLEY RD				
SJ469	Kyocera/M6635CIDN color	Keith White office keeping color	NO	Replace same config