MANAGED PRINT PROPOSAL

Torpoint Town Council

Valid for one month from 22/10/2026
Account Manager - Jess Shearer
Lease end date - 30/04/2027

Torpoint Town Council

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WHY Xerox?

Ease of Use & Reliability

- Intuitive touchscreen interface for quick navigation
- Simple installation and minimal IT setup
- Consistent uptime with robust Xerox build quality
- Remote management tools for easy monitoring

Advanced Security Features

- Built-in data encryption and secure print release
- User authentication and access controls
- Protection against unauthorised access and cyber threats
- Regular firmware updates to maintain security compliance

Sustainability & Environmental

- Energy-efficient devices with low power consumption
- Toner and consumables recycling programmes
- Reduced waste with duplex printing as standard
- Designed to meet environmental compliance standards

Proven Customer Satisfaction

- Trusted global brand with strong industry reputation
- Positive feedback on reliability and print quality
- High customer retention and long-term partnerships
- Award-winning technology and innovation

BENEFITS OF Xerox

- 🤝 Engaging Sales Team Delivering Cost-Effective Solutions
- 🖨️ Brand-New, Reliable Devices From Leading Manufacturer
- 🛠️ Fully Maintained Service Agreement Included
- 🔄 Automatic Toner Replenishment From Day One
- 📦 All Consumables, Parts & Staples Included
- 🎓 Ongoing Training As Required
- GB UK-Based Support Desk
- 📊 Volume & Service Reports On Request
- 👷 Local Specialist Engineers
- 💻 Dedicated Remote Setup & Configuration Team
- 🚚 Full Delivery, Installation & Training Included
- 🔧 Full Support Throughout Contract
- ♻️ Ethical Disposal Of Old Devices

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EQUIPMENT PROPOSAL

1 x CX950 – A3 Colour Multifunction Device

Key Features:

- Print / Scan / Copy
- Up to 25ppm Mono & Colour Print
- Up to 1200 x 1200 dpi Print Resolution
- Automatic Double-Sided Printing
- Single-Pass Automatic Double-Sided Scanning (DADF)
- USB & Network Connectivity
- As Fast as 7.1 Seconds First Page (Mono)
- PostScript 3, PCL 5, PCL 6, PDF Emulation
- Standard 2 x 520 Sheet Input Trays
- Single-Pass DADF (Duplex Scanning)
- 100 Sheet Bypass Tray
- Quad Core 1.2 GHz Processor
- 4GB RAM
- Windows & Mac Compatible
- Intelligent Storage Drive
- Up to 600 x 600 dpi Copy Resolution
- 10-Inch Colour Touchscreen Interface
- Scan speed 200 ipm



Optional Add Ons:

Paper Handling Options

- 2,000 Sheet High-Capacity Feeder

Finishing Options

- Staple Finisher (single/multi-position stapling)
- Staple + Hole Punch Finisher
- Booklet Finisher (folding + saddle stitch)

FINANCIAL PROPOSAL

CURRENT COSTS

Description	Cost
5-year lease – Quarterly cost	£136.85
Colour cost per copy/print	0.029897
Mono cost per copy/print	0.003462

PROPOSED COSTS

Description	Cost
5-year lease – Quarterly cost	£154.82
Colour cost per copy/print	0.019
Mono cost per copy/print	0.0019

SERVICE COST COMPARISON – Quarterly

Based On The Average Print/Copy Volumes Over Last The Last 12 Months of Your Current Device

Model	AQV Mono	AQV Colour	Mono CC	Colour CC	Mono Cost	Colour Cost	Lease Per Quarter	
Xerox C7030V_S	1,184	4,965	0.003462	0.029897	£4.10	£148.45	£136.85	
	1,184	4,965			£4.10	£148.45	£136.85	£289.39

Model	AQV Mono	AQV Colour	Mono CC	Colour CC	Mono Cost	Colour Cost	Lease Per Quarter	
Xerox CX950	1,184	4,965	0.0019	0.019	£2.25	£94.34	£154.82	
	1,184	4,965			£2.25	£94.34	£154.82	£251.41
						Quarterly difference		£37.98

SERVICE COST COMPARISON – Annually

Based On The Average Print/Copy Volumes Over Last The Last 12 Months of Your Current Device

Model	AQV Mono	AQV Colour	Mono CC	Colour CC	Mono Cost	Colour Cost	Lease Per Quarter	
Xerox C7030V_S	4,734	19,861	0.003462	0.029897	£16.39	£593.78	£547.40	
	4,734	19,861			£16.39	£593.78	£547.40	£1,157.57
Model	AQV Mono	AQV Colour	Mono CC	Colour CC	Mono Cost	Colour Cost	Lease Per Quarter	
Xerox CX950	4,734	19,861	0.0019	0.019	£8.99	£377.36	£619.28	
	4,734	19,861			£8.99	£377.36	£619.28	£1,005.64
						Quarterly difference		**£151.94**

MORE THAN JUST PRINT...

Microsoft Licensing

- Microsoft 365 & Azure Solutions
- Security & Compliance Tools
- Flexible Licensing Options

IT Hardware & Accessories

- Laptops, PCs & Monitors
- Mice, Keyboards & Peripherals
- Supply & Deployment Services

Document Management Software

- Scan, Store & Retrieve Documents
- Workflow Automation
- Secure Digital Filing

Mail & Communication Services

- Digital Mailroom Solutions
- Secure Mail Handling
- Improved Communication Workflows

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