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PROCUREMENT SERVICE CENTER

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## How to Rent Copiers (Multi-Function Devices) <sup>[1]</sup>

This commodity is for the rental of photocopy machines and multi-function devices.

**The University agreement for copiers with Konica Minolta and Xerox is mandatory.**

### Procurement Options and Procedures

- Departments select a 36 or 60 month rental with either Xerox or Konica Minolta.
- Departments should contact the sales representatives from Xerox and/or Konica Minolta for assistance in selecting the appropriate model to best serve their needs.

### Supplier Information

#### Konica Minolta

Order Konica equipment via the Konica punch-out catalog on the CU Marketplace.

#### Contact Information

##### Boulder Campus

- Dennis Moe: [dmoe@kmbs.konicaminolta.us](mailto:dmoe@kmbs.konicaminolta.us) <sup>[2]</sup>; Phone: 970.297.2143; Fax: 970.226.3683

##### Denver Campus

- John Callahan: [John.Callahan@kmbs.konicaminolta.us](mailto:John.Callahan@kmbs.konicaminolta.us) <sup>[3]</sup>; Phone: 303.463.1029

##### Colorado Springs Campus

- Noemi Vermillion: [nvermillion@kmbs.konicaminolta.us](mailto:nvermillion@kmbs.konicaminolta.us) <sup>[4]</sup>; Phone: 719.598.2679, ext. #5625; Fax: 719.598.2035

### Sales Manager

Anthony Angelini: [aangelini@kmb.konicaminolta.us](mailto:aangelini@kmb.konicaminolta.us) <sup>[5]</sup> ; Phone: 303.463.1044

## **Xerox**

Order Xerox equipment via the Xerox punch-out catalog on the CU Marketplace.

### **Contact Information**

#### All Campuses

- Jeff Fry: [jeff.fry@xerox.com](mailto:jeff.fry@xerox.com) <sup>[6]</sup>; Phone: 720.982.4043

## **Notes**

As the rental or lease term of your current copier contract expires, you can select a new machine from either Xerox or Konica Minolta on a 36 or 60 month rental term. Monthly charges will include a fixed rental fee, and a cost per copy fee, which will vary depending on your actual usage per month.

Departments are encouraged to consult with the Xerox and/or Konica Minolta sales representative to select the appropriate equipment.

The following are included in your base monthly rental rate:

- Toner
- Scan/print capabilities
- Finisher with stapling capabilities
- Staples for use in the finisher
- No required monthly minimums (you only pay for what you use)
- Default duplex (copy on both sides) to reduce paper consumption and expense
- Ability for each department to set access codes
- Equipment maintenance and repair
- Recycling of empty toner containers
- Delivery
- Initial installation, and associated trash removal
- Unlimited end-user training
- All parts, equipment, and supplies necessary to facilitate the day-to-day operation of the equipment.
- Equipment removal at end of rental term.
- Any labor and shipping costs associated with the items listed above

Additional equipment options and upgrades, such as fax capability, are available for each machine. Please contact the supplier sales representative for further details.

## **Rental Fees**

# Xerox

## Black and White

Model	Pages Per minute	Monthly Fee 36-Month Term	monthly fee 60-month term	Cost Per Copy
VLB405DN	47	\$41.49	\$29.26	\$0.0051
WC3655X	47	\$77.59	\$54.98	\$0.0051
ALB7035H	35	\$84.41	\$55.82	\$0.0051
ALB8045H	45	\$170.65	\$117.93	\$0.0051
ALB8055H	55	\$188.87	\$134.71	\$0.0051
ALB8065H	65	\$202.31	\$137.51	\$0.0051

## Color (makes both color and black/white)

Model	Pages Per minute Black and White	Pages Per minute Color	Monthly Fee 36-Month Term	Monthly fee 60-month term	Cost Per Copy (Black and White)	Cost Per Copy (Color)
WC6655X	36	36	\$106.54	\$72.79	\$0.0155	\$0.0896
WC7535	35	35	\$162.11	\$107.62	\$0.0051	\$0.0456
WC7556PT	55	50	\$192.91	\$127.57	\$0.0051	\$0.0456
ALC8035T	35	35	\$172.66	\$121.97	\$0.0051	\$0.0456
ALC8045H	45	45	\$207.02	\$146.37	\$0.0051	\$0.0456
ALC8070H	70	70	\$226.24	\$156.05	\$0.0051	\$0.0456

# Konica Minolta

## Black and White

Model	Pages Per minute	Monthly Fee 36-Month Term	monthly fee 60-month term	Cost Per Copy
bizhub 4050	40	\$42.86	\$29.89	\$0.0094
bizhub 227	22	\$79.87	\$55.68	\$0.0078
bizhub 308	30	\$85.06	\$59.30	\$0.0072
bizhub 368	36	\$91.51	\$63.80	\$0.0060
bizhub 458	45	\$108.15	\$75.40	\$0.0055

Model	Pages Per minute	Monthly Fee 36-Month Term	monthly fee 60-month term	Cost Per Copy
bizhub 558	55	\$138.02	\$96.31	\$0.0049
bizhub 654e	65	\$194.84	\$135.81	\$0.0047
bizhub 808	80	\$228.25	\$159.09	\$0.0046

### Color (makes both color and black/white)

Model	Pages Per minute Black and White	Pages Per minute Color	Monthly Fee 36-Month Term	monthly fee 60-month term	Cost Per Copy (Black and White)	Cost Per Copy (Color)
bizhub C258	25	25	\$103.50	\$72.13	\$0.0078	\$0.0600
bizhub C308	28	28	\$115.47	\$80.48	\$0.0089	\$0.0635
bizhub C3350	33	33	\$44.25	\$30.86	\$0.088	\$0.0690
bizhub C368	36	36	\$133.18	\$92.83	\$0.0060	\$0.0520
bizhub C458	45	45	\$172.87	\$120.50	\$0.0055	\$0.0500
bishub C558	55	55	\$229.89	\$156.85	\$0.0051	\$0.0500
bizhub C658	65	65	\$253.06	\$176.29	\$0.0047	\$0.0470
bizhub C754e	75	60	\$299.91	\$206.55	\$0.0046	\$0.0460

### Sustainability Information

#### All of these machines:

- Are Energy Star Rated
- Come set from the factory to print duplex
- Feature vendor provided, responsibly recycled empty toner containers.

### Purchasing Agents

## Kathy Chang

- **Phone:** 303.764.3418
- **Fax:** 303.764.3434
- **Email:** [Kathy.Chang@cu.edu](mailto:Kathy.Chang@cu.edu) [7]

## Strategic Procurement Analyst Kelsey Garvella

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**Source URL:** <http://www.cu.edu/psc/how-rent-copiers-multi-function-devices>

### Links:

- [1] <http://www.cu.edu/psc/how-rent-copiers-multi-function-devices>
- [2] <mailto:dmoe@kmbs.konicaminolta.us>
- [3] <mailto:John.Callahan@kmbs.konicaminolta.us>
- [4] <mailto:nvermillion@kmbs.konicaminolta.us>
- [5] <mailto:aangelini@kmbs.konicaminolta.us>
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