



Albany County Board of Elections

COMMISSIONERS OF ELECTION
Rachel L. Bledi (R)
Kathleen Donovan (D)

260 S. PEARL ST.
ALBANY, NEW YORK 12202
OFFICE HOURS: 8:30 A.M. TO 4:30 P.M.
TELEPHONE: (518) 487-5060
FAX: (518) 487-5077
WWW.ALBANYCOUNTY.COM /VOTE/

MEMO

TO: Andrew Joyce, Chairman of the Legislature
Dennis Feeney, Majority Leader
Frank Mauriello, Minority Leader
Dave Reilly, Commissioner of Management & Budget

FROM: Rachel Bledi, Board of Elections Republican Commissioner
Kathleen Donovan, Board of Elections Democratic Commissioner

RE: Acquisition of Ballot Printers

DATE: 05/01/2023

Please be advised that the Albany County Board of Elections is seeking approval for the acquisition of ballot printers to print Primary, General and Special Election Ballots as part of our in-house ballot production operation. We received a quote from Konica Minolta, listed as a National Cooperative Contract under Sourcewell, Contract #030321-KON, for \$153,672.93. The price includes three (3) high-speed printers: 2 Monochrome Printers and 1 Color Printer, along with periphery software and a service contract.

The printers will be replacing aging equipment, originally purchased in 2013. The in-house ballot production operation has saved the county over \$1 million in ballot printing costs. Due to these ongoing savings, the cost of the ballot printers will recoup in two election cycles. Funding for the printers was appropriated in the 2023 budget.

REQUEST FOR LEGISLATIVE ACTION

Contract Authorization with Konica Minolta for Board of Elections for Purchase of Ballot Printers

Date: 05/01/2023
Submitted By: Rachel Bledi and Kathleen Donovan
Department: Board of Elections
Title: Commissioners of Elections
Phone: 518-487-5070
Department Rep.
Attending Meeting: Rachel Bledi and Kathleen Donovan

Purpose of Request:

- ☐ Adopting of Local Law
 - ☐ Amendment of Prior Legislation
 - ☐ Approval/Adoption of Plan/Procedure
 - ☐ Bond Approval
 - ☐ Budget Amendment
 - ☒ Contract Authorization
 - ☐ Countywide Services
 - ☐ Environmental Impact/SEQR
 - ☐ Home Rule Request
 - ☐ Property Conveyance
 - ☐ Other: (state if not listed) _____
-

CONCERNING BUDGET AMENDMENTS

Increase/decrease category (choose all that apply):

- ☐ Contractual
- ☐ Equipment
- ☐ Fringe
- ☐ Personnel
- ☐ Personnel Non-Individual
- ☐ Revenue

Increase Account/Line No.:
Source of Funds:
Title Change: _____

CONCERNING CONTRACT AUTHORIZATIONS

Type of Contract:

- ☐ Change Order/Contract Amendment
☒ Purchase (Equipment/Supplies)
☐ Lease (Equipment/Supplies)
☐ Requirements
☒ Professional Services
☐ Education/Training
☐ Grant
 Submission Date Deadline
☐ Settlement of a Claim
☐ Release of Liability
☐ Other: (state if not listed) _____

Contract Terms/Conditions:

Party: Konica Minolta, 475 Kilvert St., Warwick, RI 02866

Additional Parties (Names/addresses):

Amount/Raise Schedule/Fee: \$153,672.93

Scope of Services: The Albany County Board of Elections is seeking approval for the acquisition of ballot printers, used to print Primary, General and Special Election Ballots as part of our in-house ballot production operation. We received a quote from Konica Minolta, listed as a National Cooperative Contract under Sourcewell, Contract #030321-KON, for \$153,672.93. The price includes three (3) high-speed printers: 2 Monochrome Printers and 1 Color Printer, along with periphery software and a service contract.

Bond Res. No.:

Date of Adoption:

CONCERNING ALL REQUESTS

Mandated Program/Service: Yes ☐ No ☒

If Mandated Cite Authority:

Is there a Fiscal Impact: Yes ☒ No ☐

Anticipated in Current Budget: Yes ☒ No ☐

County Budget Accounts:

Revenue Account and Line:

Revenue Amount:

Appropriation Account and Line: A1450 22001

Appropriation Amount: \$235,000

Source of Funding – (Percentages)

Federal:

State:

County: 100%

Local:

Term

Term: (Start and end date) 06/01/2023- 06/01/2025

Length of Contract: 2 years

Impact on Pending Litigation Yes ☐ No ☒

If yes, explain:

Previous requests for Identical or Similar Action:

Resolution/Law Number:

Date of Adoption:

Justification: (state briefly why legislative action is requested)

The Albany County Board of Elections is seeking approval for the acquisition of ballot printers, used to print Primary, General and Special Election Ballots as part of our in-house ballot production operation. We received a quote from Konica Minolta, listed as a National Cooperative Contract under Sourcwell, Contract #030321-KON, for \$153,672.93. Given the cost is above \$100,000, legislative approval is required for the purchase. The price includes three (3) high-speed printers: 2 Monochrome Printers and 1 Color Printer, along with periphery software and a service contract.



KONICA MINOLTA

Konica Minolta Professional Color and Monochrome Printing Proposal

Prepared Exclusively For:

Albany County Board of Elections

The information presented in this proposal is confidential. Distribution of any information contained herein is prohibited without written permission of Konica Minolta Business Solutions, Inc.

Confidential

Prepared by:

Jim Bender
Senior Account Executive

Joe Urbanski
Production Solutions Consultant

Mike Chaisson
Sr Production Print Executive

Date Presented:
April 19, 2023



April 19, 2023

Debora Banks
Albany County Board of Elections
260 South Pearl Street
Albany, NY 12202

Dear Debora,

Thank you for the opportunity to present the Konica Minolta proposal to address the color and black & white production printing requirements of the Albany County Board of Elections. Based on our meeting of last week, there were a few changes to the configuration that added to the total cost as compared to the previous proposal. In addition, as we discussed, I have included 2 years of Print Shop mail. Our proposal provides the Albany County Board of Elections with new, best-in-class print technology and is **under Sourcewell Cooperative Contract #030321-KON**.

Also – note, the C4070 needs three (3) 15 amp outlets and one (1) 30 amp outlet. The 6036 needs two (2) 15 amp outlets and one (1) 30 amp outlet (per device).

Comprehensive service program and full training **is included** in the below pricing.

Konica Minolta is pleased to offer the Albany Board of Elections the following products to accommodate your critical applications and production requirements.

Color Production Device: Konica Minolta AccurioPress C4070

Operating at speeds up to 70 ppm and supporting a maximum duty cycle of 864K impressions per month, the Konica Minolta AccurioPress C4070 represents game-changing technology in this class of digital color print technology.

Expanding your capabilities is simple with the AccurioPress C4070. This versatile and scalable digital press allows you to take advantage of the widest variety of paper stocks critical in the production of marketing collateral, business cards, etc. The AccurioPress C4070 produces stunning quality to impress your constituents with every printed page. The AccurioPress C4070 will run at full-rated speeds on media from 62 –216 gsm. Our 4th generation Simitri High Definition Enhanced toner enables best-in-class image quality while opening up a larger gamut of colors. Registration accuracy is improved through a new registration mechanism that improves both customer productivity and parts life. A new static-elimination unit greatly reduces static electricity that can occur in the digital printing

process, providing your organization with the opportunity to develop more creative marketing applications on new types of media.

Our proposed Konica Minolta C4070 is configured with a 3-drawer vacuum paper feed deck with air assistance. Vacuum paper feeding allows for the reliable feeding of a variety of substrates up to 350 gsm, or 16 pt. substrate. This robust paper feed unit provides over 4,600 sheets of input capacity. Coupled with the 2 paper drawers located in the main engine, this configuration will support a total of approximately 6,100 sheets through 5 trays. The vacuum paper feed deck will accommodate up to 13 x 19" paper.

Monochrome Production Device: Konica Minolta AccurioPress 6136

The Konica Minolta 6136 features many innovations that produce unmatched print quality. Those innovations include the extremely precise LED print head with impressive 1200 dpi resolution, advanced transfer belt technology and Konica Minolta's unique enhanced screening technology that sharply boosts detailed text and screen gradation quality.

The AccurioPress 6136 features ultra-precise front-to-back registration adjustment allowing operators to control image rotation and adjust for skew.

With a maximum monthly duty cycle of over 3 million impressions per month, the AccurioPress 6136 brings quality, durability and speed to address your most urgent print demands. Specification sheet is attached.

Thank you again for allowing Konica Minolta the opportunity to present our recommendations to the Albany Board of Elections. We greatly appreciate the time you have afforded us. We look forward to working with you and expanding our partnership with you.

Sincerely,

Jim Bender
Major Account Executive
Konica Minolta Business Solutions
475 Kilvert Street
Warwick, RI 02886
(617) 549-6605

All pricing is valid for a period of 30 days from date of proposal.

Recommended Equipment

Konica Minolta AccurioPress C4070 COLOR DEVICE



The equipment configuration listed below was prepared exclusively for the production color printing requirements of Albany Board of Elections. Our recommended Konica Minolta AccurioPress C4070 includes the following:

- 70ppm Color Digital Press with Document Feeder
- EFI Fiery Controller with video interface controller
- PF-707 Vacuum Feed Paper Unit with 3 trays totaling approx. 4,600 sheets
- 2 paper trays in main body for a total of 1,500-sheet capacity. Substrate weights from 62 – 256 gsm.
- Static elimination unit for improving in-line and off-line finishing operations
- FS-532 Staple Finisher,
- All required power filters
- Delivery and Konica Minolta Professional Installation and **Training** Services Included.

Pricing / Configuration:

Konica Minolta AccurioPress C4070 – Color Device

Sourcewell Main Item #AC58011 AccurioPress C4070

AAMPWY1 – Auto Duplex Document Feeder (DF-713)
 ACMHWY1 – HDD (UK-112)
 A55CWY3 – Paper Feed Unit (PF-707M)
 A9CEWY2 – Relay Unit with Banner Output (RU-518)
 A4F3WY6 – Staple Finisher (FS-532M)
 A0H0W12 – Multi Folding Unit (FD-503)
 A0H2WY3 – Saddle Stitch Unit (SD-506)
 A4FCWY2 – Relay Unit (RU-510)
 ACAXWY2 – EFI Fiery Server Controller (IC-317)
 45206712 – Fiery Impose without ACRBT-PTSTP
 45219823 – Adobe Acrobat Pro 2020 for Fiery Makerdy
 ACMKWY1 – Video Interface for Controller (VI-515)
 45202146 – Kit Option ES-3000 Hardware Only
 7640020218 - Expert Color Production Training
 7640012602 – Professional Services
 W1000015120 - PowerFilter w/Noise & Surge Protect 120V/15A (qty 3)
 P350030240SIG – IP Enabled Intrfc wsigsenseMOD 240V/30A

AccurioPress C4070 Purchase Price

\$69,152.33

All Inclusive Service Contract; Includes:

All parts, labor, maintenance, installation, training, delivery and supplies (Excludes Paper)

Color pages billed @ .040

B & W pages billed @ .010

Monthly Service Charge for Saddle Stitch Finisher of \$70/month

Recommended Equipment

Konica Minolta AccurioPress 6136 – Black & White Device



The equipment configuration listed below was prepared exclusively for the production monochrome printing requirements of the Albany Board of Elections. Our recommended Konica Minolta AccurioPress 6136 includes the following:

- 136ppm Monochrome Digital Press with Document Feeder
- PF-710 Vacuum Feed Paper Unit with 3 trays totaling approx. 5,000 Sheets
- 2 paper trays in main body for a total of 3,000-sheet capacity and By-pass Tray
- Handling substrate weights from 62 – 350 gsm.
- Static elimination unit for improving in-line and off-line finishing operations
- FS-532 Staple Finisher, FS-525 Hole Punching (on one device) and SD-510 Booklet Making Capability
- All required power filters
- Delivery and Konica Minolta Professional Installation and **Training** Services

Pricing / Configuration:

Konica Minolta AccurioPress 6136 (Qty of 2) Black & White Device

Sourcewell Main Item #A9JT011 AccurioPress 6136

A9JXWY1 – Paper Feed Unit (PF-710)

A9CEWY2 – Relay Unit (RU-518M)

A4F3WY6 – 100 Sheet Staple Finisher (FS-532M)

A4FCWY2 – Relay Unit (RU-510)

AC8UW11 – Punch Kit (PK-525) – Only on ONE (1) machine

7640012599 – Professional Services

W1000015120 - PowerFilter w/Noise & Surge Protect 120V/15A (qty 2)

P350030240SIG – IP Enabled Intrfc wsigsenseMOD 240V/30A

AccurioPress 6136 withOUT Hole Punch Purchase Price:	\$38,628.17
AccurioPress 6136 WITH Hold Punch:	\$38,903.43

All Inclusive Service Contract; Includes:

All parts, labor, maintenance, installation, training, delivery and supplies (Excludes Paper),

B & W pages billed @ .0039

Single click per impression up to 13" x 19"

Total Investment Summary

	<u>Purchase Price</u>
➤ One (1) Konica Minolta AccurioPress C4070 (Color)	\$ 69,152.33
➤ One (1) Konica Minolta AccurioPress 6136 (Monochrome)	\$ 38,628.17
➤ One (1) Konica Minolta AccurioPress 6136 (Monochrome)	\$ 38,903.43
➤ Print Shop Mail Renewal and Re-entry (2 years)	<u>\$ 6,989.00</u>
Total Price	\$153,672.93

The Konica Minolta Service Team

The Konica Minolta Service Team provides:

- ✓ Superior disciplined practices and tools
- ✓ Superior technical ability from training and tenure
- ✓ Konica Minolta ESP as a platform for the next decade in service
- ✓ Support in a customer centric culture



Konica Minolta has implemented state-of-the-art mobile technology to better serve our customers. The ESP device enables KMBS service technicians the ability to provide real-time service dispatch and scheduling, on-site access to customer account info and parts availability as well as product information and user guides that ultimately allow KMBS to provide an enhanced service experience that is second to none.

The ESP Platform consists of:

- ✓ Full function handheld device
- ✓ Custom designed software
- ✓ Server interface infrastructure
- ✓ Management tools
- ✓ Functionality designed to support the service delivery process

The usage of this tool allows KMBS to provide increased customer satisfaction and a more complete service delivery driven by a better-informed technician. With the ESP, your KMBS service technician will have access to spare parts information and quick part searches, real time call updates from and to the technician so you know the status of your request at all times and the technician is able to finish the call while at the customer site by gathering an electronic customer signature and generating an email of the service order report in real time.

Clean Planet

A smaller eco-footprint is to everyone's advantage

Count on Konica Minolta for products, programs, policies and results that benefit our customers and protect our planet. We're a worldwide technology leader. And with over 37,000 employees in 40 countries, our collective goal is to conduct business activities in harmony with our global vision for social responsibility. To that end, we've taken bold steps to protect the environment.

- ✓ Promoting recycling by paying all costs ourselves
- ✓ Reducing CO2 emissions by up to 20% in 2015 – and up to 70% by 2050
- ✓ Minimizing pollutants in manufacturing processes
- ✓ Creating products that save energy in operation
- ✓ Committing to programs that safeguard the planet for generations to come

Our industry awards and environmental certification achievements have proved that we're making a difference.

The Konica Minolta Clean Planet Recycling Program

A cost-free plan for our clients

Our Clean Planet Recycling Program covers all consumables from every Konica Minolta product – not just spent toner cartridges but waste toner boxes, imaging units, developer or developer units and drums too. The program is designed to keep these recycling materials out of landfills and off the road as much as possible, and it's the industry's first **cost-free plan!**

We provide you with recycling containers and pay for the return shipping one of our many regional recycling centers. Whether you have a single Konica Minolta desktop printer, an entire fleet of bizhub MFPs, bizhub PRO or AccurioPress production print equipment, you'll be able to recycle your consumables in a simple way:



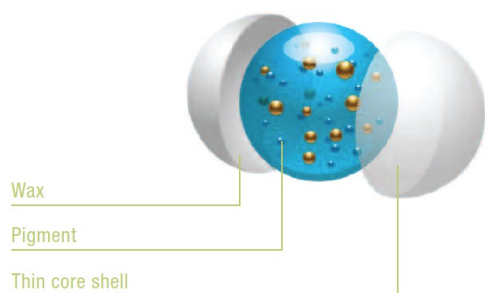
to

- ✓ **For our small and home office customers** – Single consumable items are recycled by printing a postage-paid UPS label downloaded from www.cleanplanetus.com. Simply apply it to the new box containing the used consumable item and ship via UPS.
- ✓ **For our mid-sized customers** – Clean Planet Recycling Containers designed to hold 10 - 15 items are ordered from www.cleanplanetus.com. Just assemble a box and reusable lid and place it in your office. When the box is full, simply print out a UPS label from www.cleanplanetus.com, apply it to the box and ship via UPS.
- ✓ **For our high-volume customers** – we can arrange for the delivery and pickup of recycling pallets that hold a larger quantity of consumable items.

Wondering what address to put on your shipping label? No worries – we've automated the process so it's easy for you. Rather than have you ship your consumables to one centralized recycling location, we've partnered with several approved facilities across the country. So

when you print out a shipping label it already contains the address for the closest facility to your location. Our approach minimizes energy and fuel use associated with the transport and shipping of your recyclables, thus further limiting the carbon footprint impact!

Simitri HD High Definition Polymerized Toner with Biomass



SIMITRI HD TONER: The thin core shell allows toner particles to fuse more quickly.

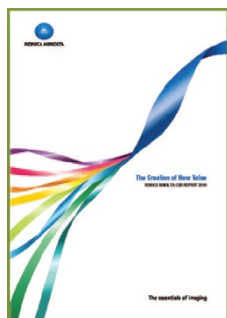
Simitri HD

Simitri with biomass – a better way to make an impression

Konica Minolta introduced Simitri® toner in 2000. Right from the start, it was produced using plant-based “biomass,” a renewable organic resource that has less environmental impact than conventional toners. Further, Simitri toner was also the world’s first polymerized toner, designed for low-temperature fusing with smaller, more uniform particles. Smaller particles and more efficient low-temperature fusing increase image resolution while reducing environmental impact. And because low-temperature fusing consumes less energy, it reduces your power consumption, thus protecting the environment, and protecting your bottom line.

Finally, the production process that creates Simitri toner generates nearly 40% less carbon dioxide – reducing output of a gas that contributes to global warming.

The Konica Minolta CSR Report



Corporate Social Responsibility

Our management policies are dynamic – and Konica Minolta continues to move forward with new environmental initiatives that cover a wide range of corporate activities. In addition to regular environmental reports made available on our corporate website, we produce a comprehensive Corporate Social Responsibility (CSR) report that summarizes environmental policies, energy-saving innovations, product safety enhancements, emission-reduction programs, recycling initiatives, social welfare programs and many other CSR activities. To obtain a copy of this report, as well as other

comprehensive environmental information, please visit:

<http://www.konicaminolta.com/about/environment>

Introducing the ONE GUARANTEE That Puts The Customer First.



KONICA MINOLTA

CUSTOMER ONE GUARANTEE

We believe the best customer experience comes from not only how our products perform and how easy they are to use, but also from giving our customers the peace of mind to know that our MFP are backed by the best guarantee in the industry. So when your new MFP arrives, you'll know you are getting the latest technology, superior service and support and a lease-long guarantee, direct from the manufacturer.

"It Works or It Walks"

We are so confident in the quality of our products that we guarantee your Konica Minolta MFP will (1) meet factory specifications and (2) be compatible with your network, or we'll replace it with an equivalent model:

- First two years: replacement will be a brand new MFP
- After two years: replacement may be new or refurbished
- **Plus,** Konica Minolta will also provide a \$1,000 credit towards your next Konica Minolta MFP as a way to say "we're sorry for the inconvenience."

We've Got You Covered

The best customer experience is one that avoids problems altogether which is why we've established remote monitoring and a rapid response process in conjunction with your local sales representative.

- Our Solutions & Support team will proactively monitor our installed MFP's performance, looking to identify potential issues before they become problems for our customers.
- Should a problem arise, our technical support, local service manager and advanced diagnostics team members are all empowered to authorize a replacement, allowing for a fast and easy resolution.

To learn more about the Konica Minolta [Customer One Guarantee](#), contact your local sales representative.

