



	Approved	Denied
Date Action Taken:	1/28/08	
Other:		
Verified by:	F.M.K.	

WASILLA CITY COUNCIL ACTION MEMORANDUM

AM No. 08-08

TITLE: AUTHORIZE A THIRTY-SIX (36) MONTH LEASE WITH HEWLETT PACKARD IN THE AMOUNT OF \$818.53 FOR A NEW COPIER/PLOTTER/SCANNER/PRINTER FOR THE RECORDS RETENTION PROJECT.

Agenda of: January 28, 2008

Date: January 16, 2008

Originator: William A. Miller, Purchasing Officer *WAM*

Route to:	Department	Signature/Date
	Police Chief Youth Court, Dispatch, Code Compliance	
	Culture and Recreation Services Director Library, Museum, Sports Complex	
X	Public Works & Recreation Facility Maintenance Director	<i>[Signature]</i> 1/17/08
X	Finance, Risk Management & MIS Director Purchasing	<i>E. Nelson</i> 1/17/08
X	Deputy Administrator Planning, Economic Development, Human Resources	<i>[Signature]</i> 01-17-08
X	City Clerk	<i>F.M.K.</i>

REVIEWED BY MAYOR DIANNE M. KELLER: *Dianne M. Keller* 1/18/08

FISCAL IMPACT: yes \$4,092.65 or no Funds Available yes no

Account name/number: 110-4181-499.45-06 CIP – Records Retention Project

Attachments: Hewlett Packard Price Quotation & Operating Lease Quote

SUMMARY STATEMENT:

Council is requested to authorize the purchase of a wide format copier, plotter, scanner, printer (multi-function machine) for the archiving and reproduction of blueprints in the amount of \$818.53 per month. This procurement will be from Hewlett Packard under the Western States Contracting Alliance (WSCA) contract. The new multi-function machine will replace the current Hewlett Packard color plotter and Xerox black and white wide format printer. The Hewlett Packard color plotter is more than eleven (11) years old and the Xerox wide format printer is more than fifteen (15) years old. Due to their age, both units are no longer supported by the manufacturer and parts are unavailable for the Xerox machine.

This new multifunction unit will allow all City blueprints and to be scanned into electronic format for archiving and/or distribution by email. It will also provide for faster printing for City customers who may request a hard copy print versus an electronic file. In addition, this copier will be used to reproduce a large volume of records to be housed at the Vital Records Center in accordance with our Vital Records Protection Plan.

ACTION: Council is requested to authorize the lease of a printer utilizing the WSCA contract in the amount of \$818.53 per month for thirty-six (36) months. The City may terminate this Contract, and Hewlett Packard, Inc., waives any and all claim(s) for damages, effective immediately upon receipt of written notice (or any date specified therein) if for any reason the funding from City, State, and/or federal sources is not appropriated or is withdrawn, limited, or impaired.



PRICE QUOTATIO

Quote Number: 1505064-2

January 08, 2008

Provided by: Nate Hopkins

Bill Miller
CITY OF WASILLA

Contract: WESTERN STATES CONTRACTING ALLIANCE (A63309)

Product availability and product discontinuation is subject to change without notice. The prices in this quotation are valid for 30 days from quote date above. Please include the quote number and contract from this quote on the corresponding purchase order.

Item	Part No.	Description	Qty.	Unit Price	Extended
Group:					
1.		HP Designjet 4500mfp	1	\$26,618.00	\$26,618.00
	Q1276A#A2L	Q1276A#A2L Product - HP Designjet 4500mfp In the box: - Stand/basket assembly, roll module, Setup Poster, documentation/drivers, media sample, maintenance kit, power cord, 3" spindle adaptor (4), printheads (8), printhead cleaners (8), ink cartridges (4), ink cartridge insert, printhead insert Also includes: - HP Designjet 4500 Scanner, stand and basket assembly, Touch Screen (Panel PC), Keyboard, Power cables, FireWire cables (X2), Media guides (X2), Maintenance sheet, System recovery DVD, Maintenance kit, Plastic dust cover, Scanner Quick Reference Guide Power consumption - ENERGY STAR® qualified Model size - 42 inches Print Speed - Up to 100 A1/D pages per hour (mechanical printing time), 93 m2/hr, 1000 ft2/hr (multi-copy printing). Printed in Fast mode on HP Bright inkjet bond paper. Resolution - Up to 2400 x 1200 optimized dpi from 1200 x 1200 dpi input on glossy media (HP Color Layering technology, HP PhotoREt III) Line accuracy - plus/minus 0.1 Media types - Paper (plain, inkjet, coated, heavyweight coated, super heavyweight coated, semi-gloss, glossy, translucent bond, natural tracing, photo, vellum), film. Media handling - Two automatic rolls, automatic roll-switching, automatic cutter, straight-through scan paper path for sheet and cardboard originals, output basket Print languages, std. - Adobe® PostScript Level 3, Adobe® PDF 1.5, HP-GL/2, HP-RTL, TIFF, JPEG, CALS-G4 Memory (std/max) - 256 MB (Upgradeable to 512 MB) / 512 MB Connectivity, standard - Printer: 1 Fast Ethernet, 2 FireWire (IEEE 1394a-compliant), 1 EIO; scanner: 1 Fast Ethernet 10/100 Base-TX, 1 FireWire port			

Note: For detailed warranty information, please link to "URL" for more information www.hp.com/go/specificwarrantyinfo
Sales taxes added where applicable. Freight is FOB Destination.



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Item	Part No.	Description	Qty.	Unit Price	Extended
		Network-ready - Yes, standard Scan speed - Color (200 dpi): 3in/sec (76mm/sec); Black (200 dpi): 10in/sec (245mm/sec) Scan resolution - Color: 300 x 300 dpi, black: 300 x 300 dpi Maximun scan width - 42in/1067mm Copy resolution - 300 x 300 dpi Paper-handling accessories - NA Optional paper-handling accessories - Optional stacker			
2.	UD644E	HP 3-year Next-Business-Day onsite Designjet 4500Mfp HW Supp	1	\$2,921.00	\$2,921.00
SUB TOTAL :					\$29,539.00

TOTAL PRICE : **\$29,539.00**

GET MORE FOR YOUR MONEY

Make the most of your budget and protect against technology obsolescence. Lease these HP products with a purchase price of \$29,539.00 for 36 months for as little as \$934.02 per month. At the end of the lease, send the equipment back to HP Financial Services and upgrade to new technology or purchase the equipment at its fair market value.*

GET MORE WITH HP FINANCIAL SERVICES

For more information, call Hewlett-Packard Financial Services Company at 1-888-277-5942 and talk to a financial services representative who specializes in supporting government and education entities.

* The monthly payment amount is for a lease commencing on or before 2/7/2008 with a term of 36 months and a fair market value purchase option at the end of the lease term. This and other leasing and financing options are available through Hewlett-Packard Financial Service Company (HPFSC) or one of its affiliates to qualified education and state and local customers in the U.S. and subject to credit approval and execution of standard HPFSC documentation. Fees and other restrictions may apply. This is not a commitment to lease. Rates and payments are subject to change at any time without notice. Leasing and financing options for Federal governmental agencies (subject to a \$50,000 minimum) are available from Hewlett-Packard Company.

Note: For detailed warranty information, please link to "URL" for more information www.hp.com/go/specificwarrantyinfo.
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Comments: **Andrew Karr**
Public Sector Sales Agent
800-950-4784 Ext 43020
akarr@psipghp.com

HP CONFIDENTIAL AND PROPRIETARY INFORMATION - DO NOT SHARE

Order Submission Fax To:
State, Local, & Education - 800-825-2329
Federal - 800-344-9396

Ordering Addresses:

State & Local, Education

Hewlett-Packard Corporation
Attn : Public Sector Sales
10810 Farnam Dr.
Omaha, NE 68154

Federal
Hewlett-Packard Corporation
Federal Purchase Program
9737 Washingtonian Dr, Suite 200
Gaithersburg, MD, 20878

Note: For detailed warranty information, please link to "URL" for more information www.hp.com/go/specificwarrantyinfo.
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Financial Services Proposal

Prepared for: City of Wasilla

Submitted: January 9, 2008

With technology changing everyday, leasing provides you with the flexibility you need to meet you ongoing business needs, as well as being a cost effective way to use operating capital and preserve bank credit lines.

The following payment alternatives are available from HP Financial Services.

Fair Market Value – True Lease

Operating Leases are used by a majority of commercial and private sector entities to procure technology and other equipment that depreciates rapidly. This structure acts more like a rental of the equipment versus loan with intent to own. Under this structure the Lessor holds Title to the equipment and can take depreciation benefits as the owner of the equipment. It is also important to note that under this structure sale and property tax exemptions may not pass through to the Lessor and under the terms of the Agreement the Lessee would be responsible for the reimbursement of such charges.

Under an Operating Lease, base payments are typically lower then compared to a like term Tax Exempt Purchase structure. Following the base term, the Lessee has several options; 1) the equipment may be returned without penalty; 2) the lease term may be re-negotiated and extended; 3) the equipment may be purchased at its then Fair Market Value; or 4) the Lessee may continue to make monthly payments beyond the original term until they are ready to exercise one of the three previously listed options.

Equipment cost	\$29,539.00
Purchase Option	Fair Market Value
Lease Term	36 months
Payment:	\$818.53
Total # of Payments	36

Lease pricing is valid until 1/31/08.

We appreciate the opportunity to provide you with this proposal. Please call me if you have any questions, or if I can be of further help.

Sincerely,

Jeri Steppat
Financial Area Manager
719.592.6615 Tel
719.352.0030 Fax

jeri@hp.com

Confidentiality: This letter is delivered to you with the understanding that neither this letter nor its substance shall be disclosed by Lessee to any third party.

Basis of Proposal: This letter is a proposal for discussion purposes only and does not represent either an offer or a commitment of any kind on the part of HPFS. It does not purport to be inclusive of all terms and conditions that will apply to a leasing transaction between us. Neither party to the proposed transaction shall be under any legal obligation whatsoever until, among other things, HPFS has obtained all required internal approvals (including credit approvals) and both parties have agreed upon all essential terms of the proposed transaction and executed mutually acceptable definitive written documentation. This proposal can be modified or withdrawn by HPFS at any time.

Either party may terminate discussions and negotiations regarding a possible transaction at any time, without cause and without any liability whatsoever.