



*Keeping Offices Connected*

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**ACCESS SYSTEMS**

# **PROPOSAL AND INVESTMENT PLAN**

**Prepared for: the Estherville Public  
Library**

**By: Nicole Wagner**

**Date:** 7/25/2022

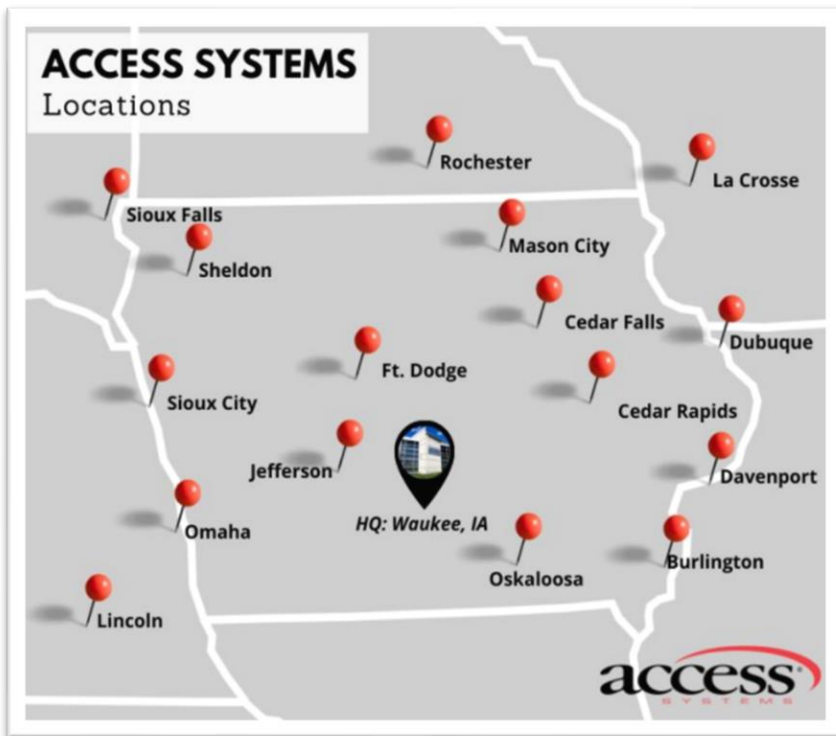
# Why Access?

**Local.** Access Systems is an Iowa-based, independently owned company based in Waukee, IA. Access Systems is owned by Shane Sloan, an Iowa native. We have 12 branches throughout the state of Iowa and are expanding our reach further into the Midwest. Closest to Estherville Public Library we have branches in Mason City, Fort Dodge and Sioux Falls.

**Service.** Access Systems had ZERO layoffs due to Covid and we currently have 75+ certified technicians ready to service our partnerships. We take pride in having 80% first call effectiveness meaning we will resolve the issue on our first visit. When it comes to remote service, our remote copier technicians can resolve 42% of the service calls placed within 30-minutes or less. If onsite service is needed, a technician will be dispatched and will respond in 4-hours or less (our statewide average onsite response time is 2.3-hours).

**We Give Back.** Access Systems was awarded the Governor's Volunteer Award this year. In 2021 alone, Access Systems has participated in three blood drives, two Meals From the Heartland food packing events, provided tie die shirts and Panda Camp in a box for Amanda the Panda, participated in EveryStep Amazing FundRacer, volunteered at the United Way of North Central Iowa's shoe drive, and more! Upcoming to close out 2021, we plan to do a donation drive for the Food Bank of Iowa, Toys for Tots Wreaths Across America, and a couple more Blood Drives.

**Awards.** Access Systems has won Top Iowa Workplace for 6 years in a row. In addition, Access Systems has won #1 Top Workplace in the mid-size category. In 2021 and 2022, Access Systems won Top Workplace in the USA!



# Top 3 Decision Making Factors

## 1. Price and Cost Savings

- a. We utilized a GPO that provide reduced lease/equipment costs for libraries/governmental organizations.

## 2. We are Local 🇺🇸

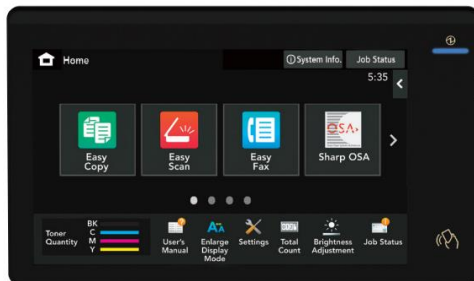
- a. Access Systems is a local, independently owned, Iowa-based company with 12-branches throughout the state. We have consistently grown 40%+ YOY which is a testament to our industry leading pricing, technical and customer service.

## 3. Outstanding Service

- a. Access Systems has received many awards for our outstanding service. If the decision is made to partner with Access Systems, the church will have two dedicated remote technicians and two dedicated onsite technicians to respond to service calls in 4-hours or less after call-back.

# Proposed Solution

Sharp BP-70C31



## Features:

- ✓ **31 page per minute** Advanced Series color copier
- ✓ Copy/print/scan/fax
- ✓ 10.1-inch customizable color touch screen with pull-out keyboard
- ✓ 300-sheet **single-pass duplexing document feeder** scans at speeds up to 280 IPM
- ✓ **(2) 550-sheet paper trays that hold up to 12" x 18"** paper and gives the ability to print envelopes from tray 1
- ✓ **Optical Character Recognition (OCR)** gives you the ability to scan to Word, Excel, & PowerPoint.
- ✓ **Pantone color matching** system standard + color consistency
- ✓ **Wireless NIC in Ad Hoc mode** in which users can directly connect to the MFP for printing
- ✓ Supports mobile printing on iOS and Android natively

# Proposed Solution - Pricing

## Included in the pricing below:

**Delivery, installation, and end-user training** on the day of installation provided by Nicole. Ongoing or additional training can be provided at no additional cost.

**On-site service for all equipment** – all parts, labor, toner & supplies.

**4-hour onsite service response time** (2.3-hour average statewide) – Brian and Collin will be your main remote copier technicians located in our Network Operations Center in Waukee, Iowa (Headquarters). 42% of our service calls can be fixed remotely in 30-minutes or less. If not, a technician will be dispatched and will arrive onsite within 4-hours. Michael and Doug will be your main onsite technicians.

**Print monitoring system (FMAudit) to capture print volumes automatically** if the device is networked.

**Auto-Toner Replenishment System** – FM Audit will monitor toner levels and will notify our team when levels hit 25% OR 15-days toner-life left. In the case of an emergency, we keep backup toner in our Mason City, Fort Dodge, and Cedar Falls offices.

**Regular account reconciliations and reviews** as needed or requested to ensure that print volumes are on target – adjust volumes at any point throughout the duration of the contract.

**Access Systems will pick up and recycle the copier being replaced** at no cost to the library on the day of installation.

**Optional Connectivity Assurance** for \$5 per month.

Purchase Price	Monthly Maintenance		Monthly B&W, Vol.	Monthly Color Vol.	Mono Cost / Page	Color Cost / Page
\$4,353.00	\$35.91	Includes	900	900	\$.0039	\$.036

*Any overages will be charged at the same rate as the above CPP unless otherwise noted.*



# Thank You

Thank you for allowing Access Systems to consult with you on this very important decision. Based on our discussion, we have prepared our recommendation for your technology outlined in this proposal.

When selecting new equipment, there are many variables you need to consider: the company, features of the product, the quality of the product, the financing available, the cost to obtain the equipment, and the service support you will receive.

Each company or individual has their own criteria when making a long term, decision, but we feel that Access Systems can offer you a complete solution to your needs. We appreciate the opportunity to earn your partnership.

If you have any questions, please let me know!

Sincerely,

Nicole Wagner

Senior Technology Consultant

## Access Systems References:

- ✓ **City of Estherville**
- ✓ **Bank Plus**