



Village of Itasca
Community Development Department

550 WEST IRVING PARK RD. ITASCA, IL 60143
PHONE: 630/773-5568 FAX: 630/773-0852
e-mail: smalikjarmusz@itasca.com
www.itasca.com

MEMORANDUM

TO: President Jeff Pruyn
Village Board of Trustees

RE: Canon- Oce PlotWave
Lease Proposal Update

FROM: Shannon Malik Jarmusz, AICP
CD Director

COTW: September 3, 2019

CC: Dan Corcoran
IT Director

ENCL:

Background

The Village has a lease through Canon for an Oce PlotWave 340 large format printer and scanner. That lease went into effect on September 15, 2014 and the five-year term expires on September 30, 2019. The IT Director has negotiated a new lease proposal for replacement equipment, the newer model Oce PlotWave 345, at a substantial cost savings of \$4,200 over the new 5-year term.

A large format system has been in place at Village Hall for more than a decade and the equipment is used on a regular basis by the Community Development Department, Public Works, and Police, to print large format documents such as maps and plans as well as to digitize hard copy documents for electronic backup. The cost of leasing is roughly equivalent to the cost of purchase and routine maintenance and operations costs are included through the lease.

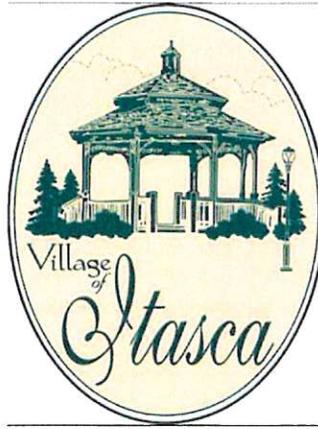
Currently, the monthly payment amount for the Oce PlotWave 340 is \$520. The proposed payment for the upgraded Oce PlotWave 345 is \$450.

Requests Before the Village Board

- A. Lease proposal with Canon Solutions America for Oce PlotWave 345.

RECOMMENDATION

Staff recommends approval of the new lease proposal for the large format printer and scanner due to cost savings and in order to avoid connectivity and support issues.



Proposal for:
Village of Itasca



Oce PlotWave 345

Issue Date: 8.14.2019

Presented By:
Ted Towey
Account Executive
312-399-5123
etowey@csa.canon.com

Canon Solutions America, Inc.
100 Park Blvd
Itasca, IL 60143

Canon
CANON SOLUTIONS AMERICA



Overview of PlotWave345

The Village of Itasca is currently using the Océ PlotWave340 for reproduction of customers large format documents such as; plots, plans, building permits, construction drawings, engineering documents and other plan sets. In addition to print, there is a built-in color scanner for scanning in red-line drawings, older documents for archiving and making copies of customer plans.

Prior the current model, the Village had an Océ TDS300 wide format solution. This prior device was in place for over 8 years, upon learning the controller (MS NT) was no longer supported by Microsoft, the Village decided to lease a new unit to not face a similar connectivity and support issue.

The current unit is on a 5 year lease that expires in 2019. The current device is 5 years old and working with a Microsoft Windows7 controller. Microsoft is discontinuing support of MS WIN7 on 1/14/2020. Due to the end of the lease and the support from Microsoft, the Village is looking at a replacement model from Canon/Océ. The following is a breakdown of current usage and spend along with a proposed solution.

Current Install Info

Install Date: 9/15/2014

Lease Expire Date: 9/30/2019

60 Month FMV

2,000 SQFT Maintenance w Toner

Lease Payment: \$324

Service Payment: \$196.66

Total Payment: \$520.66

Productive Toner Based unit with 4 D's/Min print speed

- Toner based unit , fast print speeds
- Print 4 D's/Min

2 Roll unit with the ability to hold 650' Rolls

- 650' Roll eliminates the need to change paper as often, less user interaction
- Ability to have two rolls loaded at once, less manual interaction with the device

Adobe PDF Printing/Windows 8 Controller

- Océ is the only large format manufacturer on the marketplace with true Adobe PDF processing
- Windows8 Controller for up to date IT needs

Océ Patented Radiant Fusing Technology

- Instant-on technology, first print out under 40 seconds
- 1/3 less parts than traditional xerography

Océ Direct Print

- Direct Print allows users to view multiple PDFs as well as batch print

Canon Direct Service & Support

- Canon Solutions America has direct support and service. The national support center is located in Itasca, IL and there are 5 service techs for the Chicago area to support customers with little downtime in operations. Single billing from Canon Financial
- Ability to grow your office needs with software. i.e Accounting, print tracking, archiving, etc.
- This the 4th Generation of proven technology of the PlotWave series with 100s of units in the field

Océ PlotWave 345 Printing System

Cloud integrated, advanced large format technical document management

The Océ PlotWave 345 printing system is a productive monochrome multifunction printing system in a space saving, single footprint design. The optional top-mounted Scanner Express III provides seamless scanning and copying capabilities. Thanks to the Océ ClearConnect multi-touch user panel, operation is as easy as using a tablet or smartphone. Walk-up users will appreciate the ability to access technical document files from their cloud of choice, preview files on the color screen, and print, all from the printer's color touchscreen. With capacity of up to 2 rolls of media and speed of 4 D-size prints per minute, it's ideal for low-volume (LV) printing environments.

Feature Details and Benefits

- **Océ ClearConnect 10.4" color LCD touchscreen interface with multi-touch**
 - The same high-end projective capacitive touch technology used on the iPad mobile device and on high-end smartphones
 - No stylus required or screen pressure necessary to navigate and select options
- **NEW! Ability for scan to file naming from touchscreen keyboard on Océ ClearConnect user panel**
 - Enhanced project collaboration opportunities are possible through integrated cloud printing and scanning
 - Access your project documents directly at the printer using the Océ ClearConnect multi-touch user panel
 - Locate and pull files from the cloud, a network location, or a USB flashdrive, all from the user panel
 - Scan directly to virtually unlimited destinations in the cloud or intranet
- **NEW! Ability for user authentication requirement prior to accessing cloud service**
 - Avoid expensive errors with intuitive preview functions
 - Intuitive preview functions on the Océ ClearConnect user panel and in the Océ Wide Format Printer Driver 2.0 for Microsoft Windows allow for printing complex drawings correctly the first time
 - Potential errors are visible in the "What you see is what you print" preview
- **Océ PowerM embedded controller with Windows Embedded Standard 8 (WES8) for today's IT environments**
- **Integrated, top-mounted Océ Scanner Express III with Océ Color Image Logic automatically compensates for wrinkles and light colors to produce superior results**

The Océ PlotWave 345 provides walk-up users with the ability to print from or scan to the cloud via the ClearConnect user panel. This cloud enabled technical document workflow meets the demand for enhanced workgroup collaboration among project team members.



Thanks to the Océ ClearConnect software it is possible to create a link to a cloud destination. It is possible to print a file from the cloud or to save a scan file to the cloud. Benefits can include:

- Synergy between AEC project team members
- Print the last updated files directly from any cloud of your choice
- Thanks to open WebDAV protocol, you can access WebDAV supported clouds directly from the Océ ClearConnect multi-touch user panel
- The number of cloud destinations is unlimited



Océ Radiant Fusing

Océ Radiant Fusing is an Eco friendly fusing method providing instant-on machine availability with no warm-up time. It consumes less energy and emits less noise and ozone when compared to other fusing methods. In addition to the environmental benefits, it also provides incredible, consistent quality. During the Radiant Fusing process, the toner melts and is fused to the media via heat rising from a grid of wires, without distorting the image.

Advantages

- No warm up time.
 - Enables quick machine availability even from sleep mode
- Sharper output.
 - Prevents resolution loss, dot size degradation and line fuzziness since the toner melts exactly where it is placed on the media
- Low power consumption.
 - Reduces energy usage with Energy Star approved Radiant Fusing. The grid of wires used in fusing are heated instantly limiting the amount of power required in stand-by/ready and sleep modes.
- Less noise and less heat
 - Minimizes distractions. With no pressure rollers, a lower temperature is maintained with Radiant Fusing technology. Since the system heats and cools instantly, there is no need for noisy fans and the system runs quietly in stand-by/ready and sleep modes.
- Greater long-term reliability
 - Generates less internal heat and uses fewer consumable parts (no fuser-rollers or fuser oil). The lower total heat preserves all parts of the machine enabling a longer life.

How the technology works

The following process occurs in the Radiant Fusing method:

- 1.Toner is placed on the media
- 2.The media is passed over a grid/array of heated wires. The grid of wires used in the Radiant Fusing method heat and cool quickly similar to a toaster. Conventional technologies use heated fuser rollers that require extensive warm-up time or high levels of energy consumption to keep them hot while waiting for prints in stand-by/ready mode.
- 3.Heat passes through the media and the toner virtually melts into the media. Since the media does not run through pressure and heated fuser rollers, there is minimal image distortion providing sharp image quality

Printing Applications/Software

Adobe PDF Print Engine (APPE)

In many PDF workflows, PDF must be converted to Adobe PostScript before processing at the RIP/controller. In many cases converting files to PostScript requires that transparency be flattened, device-independent colors be converted to device-dependent colors, and so on. Often file's contents are converted multiple times to prepare it for output. Every conversion compromises the integrity of the original design, especially when designs becoming more complex.

Previewing too is a challenge. When previewing, software uses a different rendering than the RIP/controller. Soft proofs or previewing on screen may be unreliable. Print providers may resort to iterative proofing cycles to ensure that customers know what to expect. In summary, every conversion often leads to quality loss and errors.



Application Printing

For application printing, the printer is supported by the Océ Wide format Printer driver 2 for Microsoft® Windows. The most current version of drivers can always be obtained at www.csa.canon.com. The latest version of Windows Print Driver 2.0 or higher is supported by the Océ PlotWave 500. This Autodesk certified driver provides a comfortable print-preview on screen and is an intelligent driver that automatically informs the end-user of any mistakes or conflicts prior to printing.



Océ Direct Print: Large format print submission made easy

- Large format batch plotting print submission software compatible with most of today's popular file formats and printers, including Canon, Océ and non-Océ devices
- Easy to use, simple intuitive interface, single interface to support multiple printers, including both black & white and color
- Optional integration with accounting software, including both Océ Account Center software and third party software, to track all copy and print jobs
- Preview files before printing using thumbnail or full document preview

FEATURES AND BENEFITS

- Océ Direct Print software lets administrators set up secure print queues and printers, enabling restricted device access where required.
- Océ Direct Print software has multi-page TIFF and PDF support, view and print all or a portion of the file.
- Océ Direct Print software supports printing file formats such as TIFF, CALS, JPG, DWF, DWFx, HPGL/HPGL2/ HPRTL, PDF and Adobe® PostScript® 3 files. Océ Direct Print software will print only those files that the printer controller is licensed to print.
- Océ Direct Print software lets users edit settings on both document and job levels and maintain full control over print settings.



Océ PlotWave 345 System Configuration

- Monochrome printer with 4D-size per minute output
- Color enabled scanner for copying
- Océ PowerM embedded controller
- Adobe® Postscript/PDF printing
- Top Stacker (50 E Size Sheet Capacity)
- Windows 8 Controller
- **Onsite System integration services & training**
- **Delivery and installation by a trained systems engineer**
- **Media Start-up Kit (toner, developer & bond paper)**
- **Q3 Promotion: \$2500 Savings**

Product	Current Payment	Proposed Payment	Savings
PlotWave345	\$520/Month	\$450/Month	\$70/Month Over \$4000 course of agreement

PlotWave345 Maintenance

- 2,000 SQFT/Month
- Unlimited Color Scanning

Océ OPTIMIZE.IT program

Why choose the Océ OPTIMIZE.IT program?

OPTIMIZE.IT is a simple, usage-based program that provides a single, consolidated monthly invoice that includes all maintenance on the equipment, software, service, training, toner, and developer.

Other benefits include:

- A low cost per square foot for the entire contract term
- A quarterly square foot allowance to smooth monthly volume changes (Reduces excess square foot costs)
- Flexibility to rollover 50% of your unused allowance to the next quarter
- Toner will be automatically shipped according to a predetermined schedule based on your print volume requirements.



Value of Canon Solutions America Direct Sales

- Dedicated Service and support staff. 93% Close Rate on first call
- National Service Organization based in Itasca, IL
- Systems Consultants, full support from our system consultant to install drivers, set up scan destinations and provide full technical support for all software and technical support
- Full support from sales, service and supplies all one company-one phone call
- Technical Support Help Desk-Solve software issues over the phone
- All supplies located in Illinois, quick turn around on orders
- Dedicated Supplies Account Manager

Why Choose Canon Solutions America?

There are many reasons why Canon Solutions America is a premier choice for you to consider for your imaging systems/document management needs. Here are a few:

We are a single-source solutions provider. Our hardware, software and third-party enablers combine for one of the most diverse portfolios in the industry.

We are a Canon U.S.A Company. The relationship we have with our parent company is a strong and valued one. We are committed to providing outstanding quality and value that lives up to the Canon name.

Canon is an industry leader. Being a recognized market share leader is not reason enough to partner with any company. It does, however, provide assurance that the technology is widely accepted and utilized in the ever-changing world of business. Staying ahead of the technological curve requires a commitment to excellence that never ceases... from research and development to manufacturing and marketing.

Our ability to draw upon the support of Canon U.S.A. and Océ B.V. and the technology they represent, while retaining the flexibility to create local programs that meet the specific needs of the markets we support, is a one-two combination rarely found in business.

The addition of services and vertical market solutions represents the level of commitment we have to supporting our customers. **We will continue to develop ways in which to improve our capabilities** and ultimately provide you with outstanding customer service.



Océ Implementation services

Océ Systems Consultants offer your organization onsite professional consulting services. They are involved in your sales cycles from the first product demonstration thru systems integration and finally end user training. They bring you significant cost and time savings by building a solution that lets you truly benefit from efficient document and printing workflows through our real world expertise and professional training. Océ Systems Consultants support your solutions so you gain precisely the software, hardware and services that will grow your business and satisfy your customer needs.

Implementing your document solution can be a complex activity, taking up scarce time and resources. Done improperly it can bring your processes down and leave your employees without the information to do their jobs. Océ professionals, armed with knowledge gained from thousands of implementations, provide services to get you up and running smoothly.

Overview of the Implementation services you will receive with your Océ device:

- Installation & Configuration of Print Driver(s) on one (1) Server or Workstation
- Create custom page sizes (if needed)
- Configure up to three (3) Scan-to-File destinations (if purchased)
- Configure Copy & Scan templates
- Test print from key applications and on typical sheet sizes
- Customize system settings to customer's needs
- Customer will also be trained to:
- Access and Change system defaults
- Configure Templates (copy & scan)
- Backup system settings
- Manage the Queue
- Deploy your new Print Drivers
- Océ Systems Consultant will train you on the following items:
- Use system
 - Print from applications
 - Use an Océ batch print tool
 - Copy, Scan (as purchased)
- Perform Key operator functions
 - Power On/Off
 - Add consumables
 - Clear jams
- Perform Administrator functions
 - Configure Templates
 - Configure Scan Destinations
 - Configure Network Settings
 - Retrieve meter readings
 - Basic Troubleshooting
 - Place Service Calls