



Proposal For

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October 12, 2026

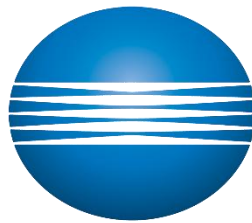


KONICA MINOLTA



Edwards Business Systems – About Us

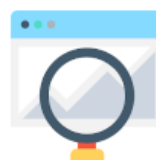
- Founded in 1954 as a family-owned and operated business
- One of largest independent dealers in the USA
- 11 locations, throughout Pennsylvania and Virginia
- Product and Solutions offerings from Tier 1 manufacturer
- Strong focus on customer service and support
- Billing and customer service teams are located in Pennsylvania and Virginia !
- On-site technicians are factory trained and certified
- Flexible leasing terms from our trusted partners
- We provide **independent** and **unbiased solutions** from these leading manufacturers:



Multifunction Printers



Managed Network Services
Business Systems



Managed Print Services



Production Print

Current State

PRINT SHOP EQUIPMENT		
Device	Original Install Date	Note
KM AccurioPress 6120 E00987	July 2019	Was re-financed in 2024 Expires October 2026 Averages 172,676 per month Total Volume 9,972,968 Discontinued November 2023
KM AccurioPress 6120 E02597	October 2021	Expires October 2026 Averages 274,899 per month Total Volume 9,563,267 Discontinued November 2023
KM AccurioPrint C4065 E02615	January 2022	Expires January 2027 Averages 118,940 color Total Color Volume 5,637,707 Averages 10,755 b&w per month Total B&W Volume 619,629 Discontinued May 2026

- KM 6120 – E00987 was originally leased through GMSD and refinanced in 2024 added to the existing lease (KM 6120 E02597), which expires in October 2026
- Devices have been running well but have reached a point of declining productivity due to their age
- KM C4065 – E02615, was the first color production device in the print shop and has run exceptionally well despite the hefty volume per month

Reason To Change

- Consolidate 2 leases into 1 that will expire at the same time
- Upgrade aging equipment to more current devices
- Increased service calls as equipment is getting older is leading to more downtime
- Maintain same features on b&w units and add some additional functionality on the color unit to better serve the increased volume

Proposed Solution

- Trade out both KM 6120 devices and KM C4065
- Add 2 KM 7120 devices and 1 KM C5070
- **New 66 month agreement with lower service/maintenance rates**

Konica-Minolta AccurioPress 7120



KONICA MINOLTA
Giving Shape to Ideas

AccurioPress 7120

WIDTH	DEPTH	HEIGHT
191.54 inches	35.83 inches	57.48 inches



1 x NEMA L6 - 30R  3 x NEMA 5 - 15R 

COLOR

B/W

PAPER SIZE

12.76 x 19.02

MAX PAPER CAPACITY (80g/m²)

8000

OPTION LIST

Name	Item No.	Quantity	Name	Item No.	Quantity
Main Body		1	Saddle Stitcher - SD-506	A0H2WY3	1
Large Capacity Unit - PF-710	A9JXWY2	1	Relay Unit - RU-510	A4FCWY2	1
Staple Finisher - FS-532m	A4F3WY6	1	Status Indicator Light - LR5402BW - KONI66002BW	KONI66002BW	1
Folding Unit - FD-503	A0H0W12	1	Power filter recycled - 240V30A	240V30A	1

Konica-Minolta AccurioPress 7120



KONICA MINOLTA



- New and improved 6136
- Reducing multi-feed paper jams or drum wrapping jams
- Longer life of photo conductor, developer, and fusing roller
- Auto-purge/recovery for jammed sheets due to multi feed or skew
- Overall improved productivity and increased uptime !

KM AccurioPress 7120

- 120 PPM Copier, Printer & Scanner
- 300 Sheet Auto Document Feeder
- 2 Paper Trays, 2,000 Sheets Each, Up to 12"x18"
- Supports media up to 300 gsm
- Auto-duplex up to 350 gsm
- 1,200 dpi resolution

Konica-Minolta AccurioPress 7120



PF-710 Paper Feed Unit

- Up to 12'x18"
- Tray 3 - 1,390 sheets
- Tray 4 - 1,850 sheets
- Tray 5 - 1,390 sheets



Folding and punching unit FD-503

- 6 folding schemes
 - half-fold
 - z-fold
 - gate-fold
 - letter fold in
 - letter fold out
 - double-parallel-fold
- Post insertion
 - 2 trays 500 sheets each
 - 2 and 3 hole punching
- In-Line or Off-Line !

Konica-Minolta AccurioPress 7120



Saddle stitch



Trimming



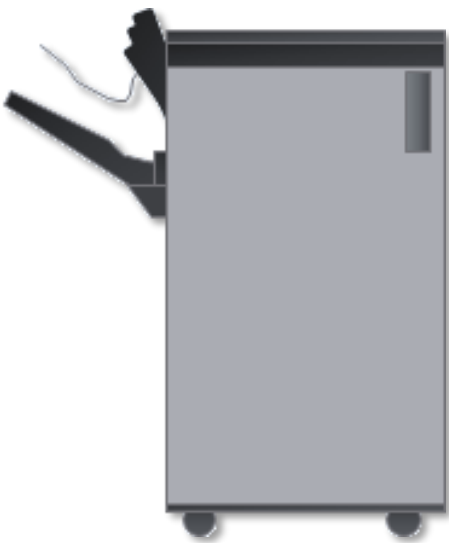
Multi-center-fold



Multi-letter-fold

SD-506 Saddle Stitcher

- 50 sheet booklets of up to 200 pages
- In-Line trimming function trims the excess edges of paper on booklets with a large number of pages for a finer finish
- Multi-Center- fold and multi-letter-fold functions can fold up to 5 sheets of paper



FS-532 Finisher

- Auto Staples up to 100 Sheets
- Offsets up to 4,000 Sheets

Konica-Minolta AccurioPress C5070



AccurioPress C5070

WIDTH	DEPTH	HEIGHT
142.68 inches	35.55 inches	57.99 inches



1 x NEMA L6 - 30R  3 x NEMA 5 - 15R 

<u>COLOR</u>	<u>B/W</u>	<u>PAPER SIZE</u>	<u>MAX PAPER CAPACITY (80g/m²)</u>
70	80	11 x 17	4630

OPTION LIST

Name	Item No.	Quantity	Name	Item No.	Quantity
Main Body		1	Post Inserter - PI-502	A04HWY2	1
Auto Duplex Document Feeder - DF-713	AAMPWY1	1	Saddle Stitch Kit - SD-510	A4F4WY1	1
HDD - UK-112	ACMHWY1	1	Punch Kit - PK-525	AC8UW11	1
Paper Feed Unit - PF-712	AC4GWY2	1	Mount Kit for PI-502 - MK-732	A4F5WY1	1
Relay Unit - RU-518m	A9CEWY2	1	Fiery Controller - IC-421	AEM4WY1	1
Relay Unit - RU-510	A4FCWY2	1	Video Interface for Controller - VI-515	ACMKWY1	1
Staple Finisher - FS-532m	A4F3WY6	1			

Konica-Minolta AccurioPress C5070



- This is the latest version and an upgrade to the AccurioPrint C4065 low production to mid production
- Increased yields on drums & charge corona's
- It is designed for to accommodate the latest production accessories

AccurioPress C5070

- 70 ppm Color/ B&W
- 2 Trays, 1,500 Sheets
- 300 Sheet Auto Document Feeder
- Upgraded version of the current C4065

Konica-Minolta AccurioPress C5070



- This replaces the single drawer side paper drawer
- Provides an additional 1,880 sheets
- Provides more reliable paper feeding (vacuum vs friction feed)
- Will better handle the volume you run through the device

PF-712

– Air Suction Paper Feed Unit

- Tray 3 - 1,390 sheets
- Tray 4 - 1,850 sheets
- Tray 5 - 1,390 sheets
- Air-suction (vacuum) paper feeder
- Ensures that paper is not damaged, and that thick or coated paper can feed more reliably.
- Prevents misfeeds
- Less-sensitive to paper dust
- Longer maintenance cycle maximizes uptime

Konica-Minolta AccurioPress C5070

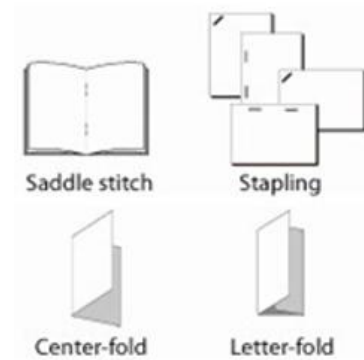


- This is an additional accessory that will greatly enhance productivity
- It cools and de-curls the paper
- It also has an output purge tray for jams that will allow the printer to continue to print instead of stopping and waiting for manual intervention

RU-518 Relay Unit

- Equipped with a mechanical decurler a zig-zag paper passage that reduces paper curls.
- The decurling strength can be adjusted in 5 stages in 2 directions
- the CDC sensors monitor CMYK control patches that are created between the images, & feedback on color density & halftones

Konica-Minolta AccurioPress C5070



FS-532 Finisher

- Auto Staples up to 100 Sheets
- Offsets up to 4,000 Sheets
- Post Sheet Inserter
Dual Source Post Sheet Inserter
– 200 Sheets each
- Saddle Stitch
up to 20 sheets/80 pages



Fiery IC-421

- Intel® Core™ i3-12100 processor 9
- 8 GB RAM/ 500 GB NVMe SDD
- Linux operating system
- Fiery Installer Builder
- Fiery FS700 system software

EBS – Customer Support Focused

- Our Pennsylvania Based Customer Support Center will immediately evaluate your service requirements and will immediately dispatch to the appropriate field technician or to our full time experienced Help Desk.
- Our **HELP DESK** will respond to your needs within ONE HOUR of your call. Our Help Desk, manned by experienced technicians, is capable of resolving numerous issues regarding the proper operation of your equipment. This includes print functions that we can access remotely through Webex, our Web Based Diagnostics program.
- Should a manufactured trained technician still be required to visit your facility, we will do so within **FOUR HOURS average response**.
- For equipment in production printing environments* we will respond within TWO HOURS on-site. These response time guarantees apply to clients with Service Agreements and are located within our standard servicing areas.
- When our technician arrives at your location they will discuss your concern, diagnose and take action on your problem and make sure you are aware of the satisfactory resolution required.
- When our Customer Support Center receives your supply order, we will ship from one of our two regional warehouses within TWENTY-FOUR HOURS.



Financials

Current State (Monthly)					
Device	Lease	Base	B&W	Color	Total
KM 6120 E00987	\$ 1,929.16	\$ 1,303.33	447,574 (actual) - 333,333 (base) 114,241 (diff) @ \$ 0.00391 \$ 446.68	N/A	\$ 3,679.17
KM 6120 E02597					
KM C4065 E02615	\$ 505.87	\$ 0	10,755 @ \$ 0.009 \$ 96.80	118,940 @ \$ 0.04 \$ 4,758.00	\$ 5,360.67
TOTAL	\$ 2,435.03	\$ 1,303.33	\$ 543.48	\$ 4,758.00	\$ 9,039.84

Proposed Solution (Monthly)					
Device	Lease @ 66 Months	Base	B&W	Color	Total
KM 7120	\$ 2,370.00	\$ 1,166.67	447,574 (actual) - 333,333 (base) 114,241 (diff) @ \$ 0.0035 \$ 399.84	N/A	
KM 7120					
KM C5070		\$ 0	10,755 @ \$ 0.009 \$ 96.80	118,940 @ \$ 0.037 \$ 4,400.78	
TOTAL	\$ 2,370.00	\$ 1,167.67	\$ 496.64	\$ 4,400.78	\$ 8,435.09

UPDATED

Savings
\$ 605/month
\$ 7,260/year

Please Note:

- ✓ Price includes delivery, set-up and training
- ✓ Service pricing includes all parts, labor and toner
- ✓ There may be an additional rigging charge for non-standard delivery (stairs etc)
- ✓ This proposal, including pricing, product availability, and terms, is valid for:
 - 22 calendar days from the issue date
 - the last day of the calendar quarter of issuance, or until the specified products are no longer available
 - upon credit approval
- ✓ Product availability is subject to confirmation at the time of order due to fluctuating inventory & market conditions

EDWARDS BUSINESS SYSTEMS

West Reading

524 Penn Avenue
West Reading, PA 19611
P: 610-372-8414

Lancaster

120 West Airport Road
Lititz, PA 17543
Phone: 610-373-7920

Lehigh Valley

2240 City Line Road
Bethlehem, PA, 18017
Phone: 610-266-0200

Wilkes-Barre/Scranton

2200 Stafford Rd
Scranton, PA, 18505
Phone: 570-342-5040

Pottstown

616 High Street
Pottstown, PA 19464
Phone: 610-326-7575



For more information, please call;

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