

RISO



Print Solution



Produced for:
Whitehaven Town Council

Author:
Sophie Ross

Date:
24th March 2021

Valid Until:
23rd April 2021



Whitehaven Town Council
148, Queen Street,
Whitehaven,
Cumbria
CA28 7AZ

24th March 2021

Dear Venessa Gorley,

OUR PROPOSAL TO SUPPLY A PRINTING SOLUTION

Further to our recent discussions, I am pleased to enclose our proposal to supply Whitehaven Town Council with a RISO ComColor print solution.

Unlike traditional toner printing, our unique and award winning ComColor technology works on a cold printing process. This offers high speed full colour printing, increased reliability, low running costs and the flexibility to print on a wide range of weighted stocks.

I hope that the agreement meets with your satisfaction and I look forward to discussing this proposal in due course. In the meantime, should you require any further information or clarification please do not hesitate to contact me.

Yours sincerely

Sophie Ross
Dealer Account Manager
RISO (UK) LTD
Tel: 07920077236
Email: sross@riso.co.uk

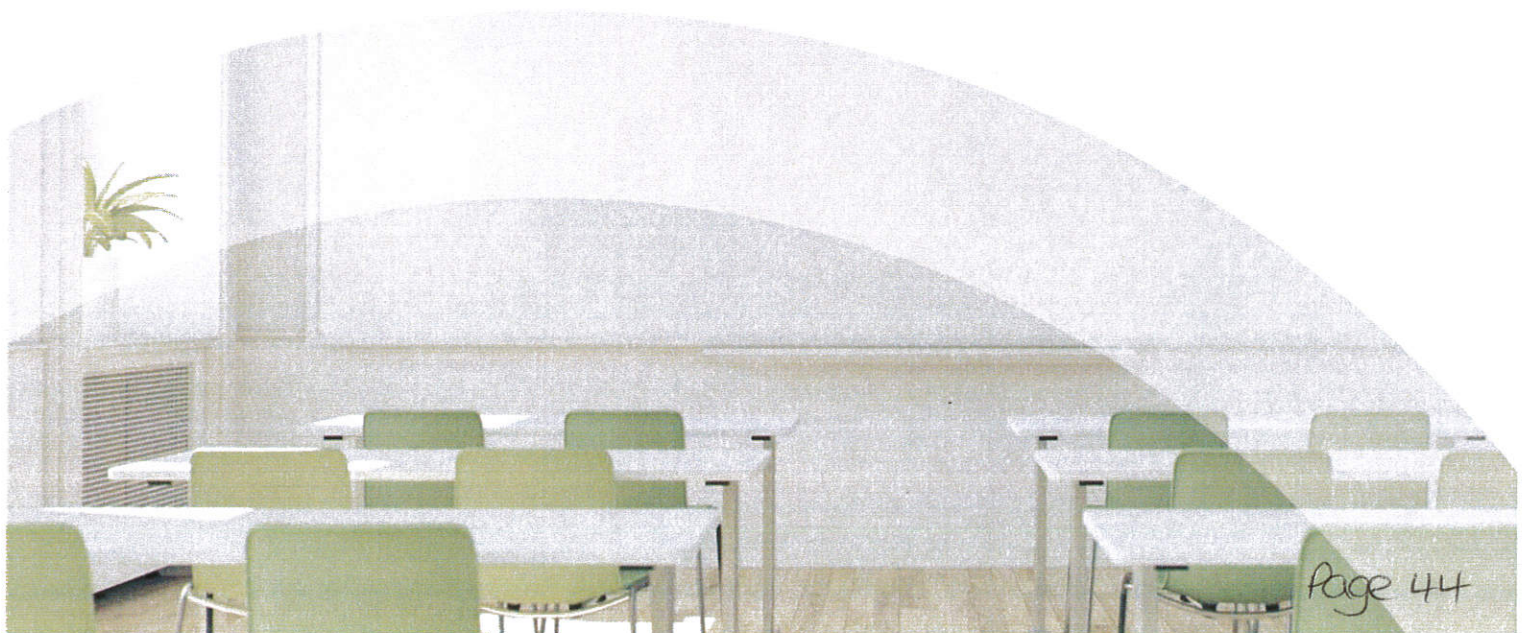
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Why Choose RISO?

RISO is a leading global manufacturer of high quality printers and offers high-speed, high-volume print solutions to a wide variety of clients in diverse markets all around the world.

- Our unique inkjet technology delivers:
 - Lowest running cost for colour on the market
 - Products that consume up to 80% less energy than toner devices
 - Award winning product reliability
 - Environmental friendly products that emit 0% emissions
- Nationwide emergency response averages under 4 hours
- Approved supplier to the Institute of School Business Leadership (ISBL)
- DBS approved employees
- Over 25 years experience in supplying print solutions and support to a wide range of customers in the UK



Why Choose RISO?

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Our Products and Services

RISO has over 75 years experience globally in the installation and servicing of printing solutions. Our aim is to use this experience to benefit all our existing and prospective customers.

RISO has enabled many companies to significantly reduce their print costs through the use of our unique technology designed and manufactured by us.

Products

We have an extensive range of products to suit every requirement, including full print solutions service on which you can rely. Our unique technology combined with our consultative approach enables us to offer you the best cost saving solutions and the most effective working practices, coupled with the right equipment/software for your needs.

RISO offers full installation, training and service/software support to ensure the best possible user experience

The RISO Advantage

Special in-line print heads for speed and reliability

RISO's unique FORCEJET™ technology has in-line print heads arranged in parallel across the print head. This minimises the number of moving parts to support high print speed and high levels of reliability.

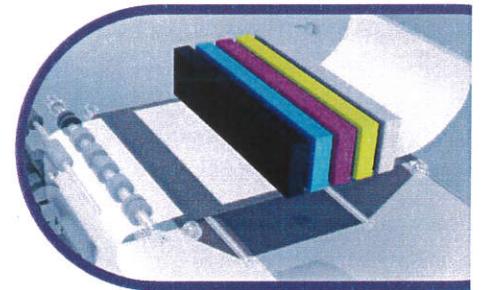
24 in-line print heads allow printing of A3+ size in a single pass.

Special fast-drying ink

RISO has developed fast-drying oil-based inks for the ComColor Series. Since they are fast-drying they allow ultra-high-speed duplex printing, preventing image transfer and eliminating paper curling.

Wide print area

With the use of an optional feed tray, the ComColor series printers can handle paper sizes of up to 340mm x 550mm. Maximum print area is 314mm x 548mm allowing for SRA3 full bleed



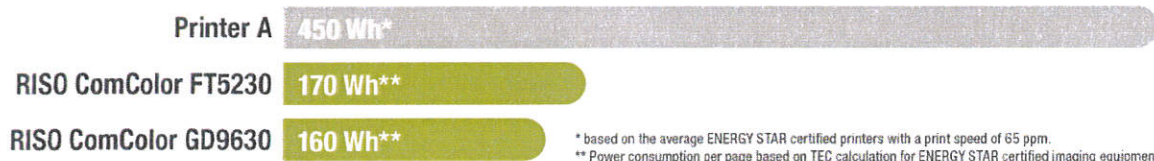
Scan here to see our unique technology in action

Green Alternative



High speed printers with low energy consumption

The ComColor Inkjet Series uses a cold printing process that does not require heat to fix images onto a page. This helps keep down the overall energy consumption, even when printing at maximum speed.



A smaller carbon footprint

In addition to the low energy usage of RISO full-colour printers and digital duplicators, the lack of heat in the printing process eliminates the need for compensatory cooling, further reducing energy consumption and cost. This reduction in energy consumption in turn further reduces RISO printers' carbon footprint—the amount of carbon dioxide emitted through combustion of fossil fuels that leads to ozone depletion.



Zero emissions

Unlike toner-based printers, RISO printers are free from ozone emissions, toner particle emissions, silica dust, and other air pollutants. Also, RISO printers do not emit greenhouse gases



Unique Technology

RISO's inkjet printers use an innovative patented technology called **FORCEJET™**. Our customers benefit from this unique technology in several ways:



Speed

Ultra-fast colour A4 cutsheet printer with speeds of 160ppm.



Cost

Lowest cost for colour on the market.



Reliability

Cold technology and simple paper paths result in significant reductions in downtime.



Environmentally friendly

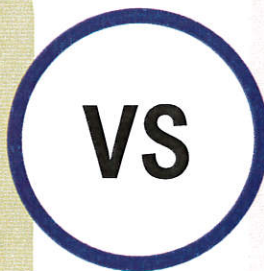
Up to 80% less energy used over toner devices, 0% harmful emissions, the ComColor consumes only 0.15Wh per page.

The Technology Argument



FORCEJET™

- Cold process
- Capable of up to 10m prints
- 80% less energy & 0% emissions
- Lowest cost for colour



Toner

- Heat Fusion
- Short life cycle – up to 1.5m prints
- High energy use & harmful emissions
- High cost for colour

Whitehaven Town Council

From: Cornelius, Cainan <Cainan.Cornelius@sharp.eu>
Sent: 26 March 2021 10:25
To: Whitehaven Town Council
Subject: RE:
Attachments: BROCHURE_MX-6051_5051_4051_3551_3051_2651_B_C.pdf; Whitehaven Town Council.pdf

Hello Vanessa and Marlene

Please find attached the updated quote. I did send one last week but apparently you didn't receive it. I apologise for that. It would seem that my IT isn't quite as robust working from home as it is in the office...

You will find two options in this quote.

Option one is for a brand new machine. The machine is a Sharp 2651 with an inner finisher. This will copy, print, scan, staple and collate. As it is the most up to date technology, it will fully integrate with Microsoft and will offer you future proofing. This machine is also faster than your current machine. This is an A3/A4 machine like you currently have and footprint wise it is actually slightly smaller than your current device.

Option two is for a Sharp Refurbished MFD. In order to manage expectations, there is approximately a four week wait time on refurbished devices at this time. Like the new option, it too will offer all the same spec as above. In order to secure one of these machines we do need an order from you as the 4 week wait starts at contract signing.

I will give you a call shortly to run through this quote and answer any questions you may have.

Best Regards

Cainan

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Whitehaven Town Council Official Quotation

Courtesy of Cainan Cornelius 07848 450 107



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Date: 26/03/2021 Quote number: 9DJFJDGJDFGB

This quote is valid for 30 days

SHARP

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Vanessa Gorley
Whitehaven Town Council
148 Queen Street
Whitehaven
Cumbria
CA28 7AZ

26 March 2021

Dear Vanessa

Thank you for giving Sharp the opportunity to put forward a proposal for new multifunction printers and the associated managed print service for Whitehaven Town Council.

Sharp has been successful in reducing the print spend for thousands of companies throughout the UK, whilst still improving both the print performance and service provided. I have attached a selection of testimonials and case studies of organizations similar to Whitehaven Town Council, for your perusal.

Please find enclosed your revised proposal, which I would recommend to you based on the discussions we have had. I think you will agree this proposal offers great value over the term of the contract, whilst improving both the speed, security and functionality available to your staff. It also includes information on our award-winning products, service and maintenance.

I believe this proposal meets your identified goals. If you have any questions regarding any of the following content, please do not hesitate in contacting me and I would be delighted to assist in any way that I can.

Yours Sincerely,

Cainan Cornelius
Account Manager
Sharp Business Systems Ltd
07848 450 107

To fully appreciate the full range of services and capabilities of Sharp Business Systems UK Plc please visit our website: www.sharp.co.uk

Your World

Support, guidance and solutions that help you achieve your business goals, now and into the future.

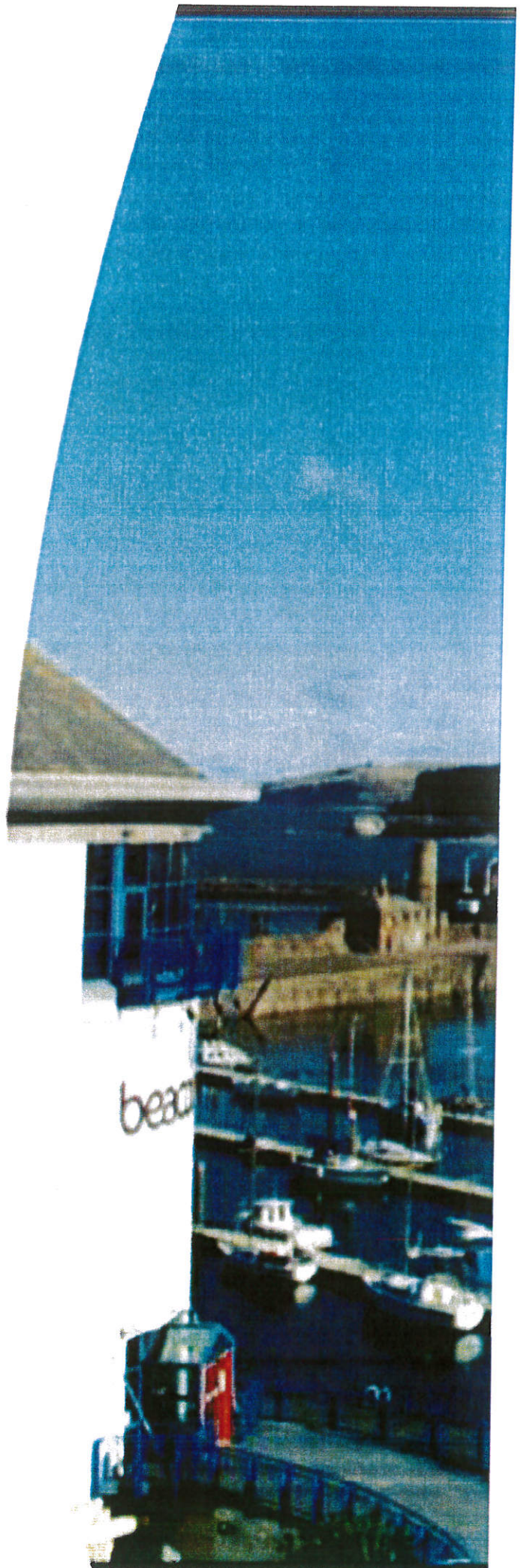
From our initial conversation and consultation with you, we have identified a number of key requirements that a technology partner needs to be and to deliver;

Your Challenges

- Obsolete equipment
- Old Technology

Our Proposed Solution

I advise the Sharp MX357F A4 multi function device for your document processing requirements. This will increase your speed and functionality and will provide cost savings as an extra benefit..



Equipment Lease Costs



Lease Costs – Brand New Sharp 2651 with inner finisher (staple / collate)

Rental Period	Costs
Outright Purchase	£2700.00
3-year rental	£214.00 per quarter
5 year rental	£135.00 per quarter

Service & Consumables

Our managed print service offers a fully inclusive ‘cost-per-copy’ maintenance and consumables agreement.

Print Charge	Costs
A4 Mono	£0.0025
A4 colour	£0.025

Sharp’s Service Agreement Includes:	
✓ All requested service calls	✓ All required parts and labour
✓ All black and colour toner	✓ 24/7 website customer support portal to log service queries and requests
✓ One stop remote toner monitoring and replenishment	✓ OneStop remote automatic meter-reading software system

All Prices are subject to VAT @ 20%

Equipment Lease Costs



Lease Costs – Refurbished Sharp A3 device with finisher (approximate 4 week waiting list)

Rental Period	Costs
Outright Purchase	£1900.00
3-year rental	£99.00 per quarter
5 year rental	£155.00 per quarter

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Sharp MX2651 with Inner Finisher

SRA3 Colour MFP

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Specification

- Print, copy, scan, fax, file, staple and collate
- Colour print and copy speeds of up to **26ppm**
- Fast warm-up time of just **20 seconds**
- Standard 650 sheet paper capacity, **maximum 6300 sheets** ^{*1}
- **Duplex scanning** reverse single pass feeder RSPF
- **Direct printing** from **USB** ^{*2}
- Industry leading **security features**, including **SSL whitelisting**
- Innovative **self-healing system** for safe system recovery
- **Single sign-on** brings easy access to public cloud storage services
- Wireless LAN and optional 2 Line LAN support
- Range of **finishing options** available



Operation Panel
Easy to Use



Print Release

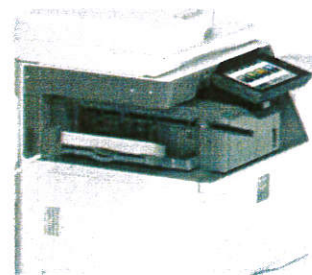


Application Portal
Cloud Services

*1. Number of sheets based on 80g/m²
*2. Not as standard



Sharp
2019 Overall SPPF of the Year



Service Statistics



Success built on service

We aim to be with you within the working day or faster if required. Each customer is treated individually with bespoke requirements. Our service engineers carry out our minimum call procedure on every visit. This key strategy has proven to keep our customers' machines working for longer between calls, thus giving the greatest operational availability. We are proud to publish our service performance statistics:



Average response time consistently

UNDER 4 HOURS



99.5%

Approximate uptime



Machine left working approx

98%

of the time



12%

Remote support fix

204+

Engineers



Industry leading MIF Ratio of 222:1 (240-300 standard)

First time fix rate

94%



9 PRINCE2

Project Managers



UK

BASED HelpDesks



*Based on stats from the last 12 months

Award Winning Products

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Product quality evidenced by award wins

Buyers Lab (BLI) is the global document imaging industry resource for unbiased and reliable information, test data and competitive selling tools. Buyers Lab Picks are industry recognised awards, based on rigorous testing – extensive durability assessments and evaluation of key attributes such as usability, image quality and value for money.



Sharp

2019 Copier MFP Line of the Year



Sharp MX-6580N
Outstanding 85-ppm Colour Copier MFP



Sharp MX-M4070
Outstanding 40-ppm Copier MFP



Sharp MX-8090N
Outstanding Professional High Volume 85-ppm Colour Copier MFP



Sharp MX-8355W
Outstanding MFP for SMBs



Sharp MX-M6070
Outstanding 60-ppm Copier MFP



Sharp MX-M3070
Outstanding 30-ppm Copier MFP



Sharp MX-7580N
Outstanding 75-ppm Colour Copier MFP



Sharp MX-M905
Outstanding 90-ppm Copier MFP



Sharp MX-7090N
Outstanding Professional High Volume 70-ppm Colour Copier MFP

OneStop Software

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Proactive machine monitoring

What is OneStop?

OneStop is machine monitoring software that gives Sharp the power to provide accurate service management information on our customers machines across the UK. This software is used to report information, so you don't have to.

OneStop enhances our ability to provide a proactive Managed Print Service for customers, bringing many benefits:

1. Proactive Toner Ordering

- Toners ordered by the device and delivered as you need them.
- Standard re-ordering when a % of toner remains.
- No need to stockpile toners on site.
- Increased confidence in toner supply.

2. Automated Meter-Reading Collection:

- Accurate, not estimated billing.
- Greater control of your printing costs.
- Confidence in billing process.
- Completely automated, hassle-free service.



Document Management

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Streamlining collaboration between departments

Sharp's consultants can transform your business's paper based system with Electronic Document Management, which securely automate processes and increase efficiency.

Functions such as Accounts Payable, Sales Order Processing and HR can be fully automated, reducing the time staff spend matching documents, keying in data and authorising payments. This increases productivity in other areas, such as customer service or debt collection.

Easy retrieval and Collaboration

Searching for and retrieving documents can be time consuming, with an EDMS system you can find documents, or related files like purchase orders, delivery notes, or invoices with a simple click. With EDMS, information sharing and collaboration is simple, workflows can circulate documents without the need to print, which can then be authorised from anywhere in the world on a mobile device, tablet or PC.

Security

Today, document security is vital. EDMS allows access control for different user groups or individuals, providing better control over sensitive documents. EDMS also leaves a trail of who has accessed or viewed a document, providing date, time, and actions taken.

System Integration

Our EDMS system has APIs that integrate with most Finance, ERP and HR systems, ensuring that data is accurate and up to date.



Environmental Initiatives

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Low emission solutions that help protect the planet

ISO 14001

Our environmental management system shows that we care about the environment and have done from the beginning. We have been accredited since 2009.

Single Use Plastics

Sharp is committed to its continued compliance with the European directive for removing single use plastics from the manufacturing process, making us one of the greenest manufacturers on the planet.

Solar Panels

£65,000 invested in 192 solar panels at our Sharp Central office in the West Midlands saving approx. 12,804kg of CO2 since installed.

Device Features

- Motion sensors wake up the MFP when a person is near.
- Recyclable toner cartridges and auto eject.
- Cartridge yields are higher than competitors, saving on deliveries and CO2 production.
- Machine Warm ups continue to reduce with each new range.
- Reduced Warm up for scanning means less electricity is required.

Print Management Software

- Makes people more aware of their printing behaviours
- Highlights environmental aspects.
- Print release saves paper.
- Shows your carbon and energy savings.

OneStop Fleet Management

Our OneStop is a proactive fleet management monitoring software, reducing the need to submit meter readings as toner is automatically sent directly.

Consolidation

There are energy and carbon savings when you consolidate a large printer fleet down to few strategically placed multifunction devices.

Recycling Programmes

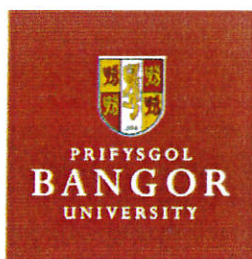
- SBSUK have achieved zero waste to landfill.
- 534 trees have in principle been saved in the last year by recycling paper and card!
- 3.66 tonnes of DMR dry mixed recycling have been achieved in last 12 months.
- 26.34 tonnes of CO2 saved by recover and recycle activities nationwide.





Don't just take our word for it!

From small nurseries to national universities, thousands of educational bodies trust Sharp with all their technology needs, including:



Woodchurch High School
11-18





MX-6051/5051/4051
MX-3551/3051/2651

A3 Colour MFPs

www.sharp.co.uk

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Made to work smarter.

To increase business productivity sometimes you just need technology that helps you do things more efficiently.



The powerful performance and intuitive control of Sharp's enterprise devices have been recognised with the prestigious Buyers Lab, Copier MFP Line of the Year Award 2019 and 'Ease of Use' PaceSetter Award. Our A3 colour Multifunction Printers (MFPs) build on these capabilities with their enhanced feature set and superior functionality.

They have an adaptable set of tools that can be tailored to suit both the way you work and your budget. So they are the ideal choice for small & medium businesses (SMBs) or medium size workgroups in large organisations that want to work smarter not harder.

From creating information for everyday tasks, to producing high quality reports and presentations or securely sharing vital documents you can do it all quickly and efficiently, even when you're on the move.



Simply more productive

These MFPs are designed to help you do much more in much less time.



10.1" tiltable touchscreen control panel.

- **High speed printing / scanning** – get an instant productivity boost with print speeds ranging from 26 to 60 pages per minute (ppm). And you can print on paper up to SRA3 size and weights of 300gsm. There are also a number of features that are designed to streamline production, including a Reversing Single Pass Feeder (RSPF) for fast digitisation of your documents. And, as no one likes interruptions, the higher speed MFPs*¹ also let you top up the toner without pausing copy/print jobs which maintains productivity and reduces any downtime.



Users can customise the home screen for more efficient working.

- **Intuitive control** – quickly access the most commonly used functions using a tiltable, large 10.1" touchscreen control panel. You can also drag and drop any menu icons onto the home screen to suit your needs.

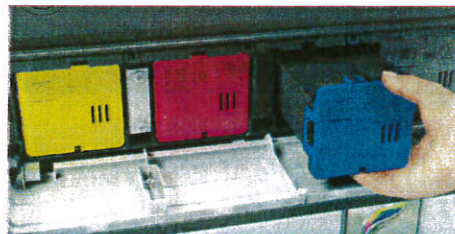
- **Efficient storage** – easily print, scan and retrieve documents with a high capacity 500GB onboard Hard Disk Drive (HDD) and an efficient Document Filing system.
- **Automatic optimisation** – whatever application you use, Adobe PostScript 3 ensures that the text and graphics are always printed accurately and an image density sensor maintains consistent image quality. When scanning, the Auto Set function automatically optimises the resolution, page size and orientation.
- **Optimised direct PDF printing** – the new Adobe Embedded Printer Engine (AEPE) enhances printing for the technology driven workplace. It helps to deliver up to 80% faster printing from mobile, cloud and USB.

- **Easy monitoring** – the lights of the Status Communication Bar instantly show the status of the MFP.



Visual feedback indicates MFP activity.

- **Ongoing savings** – to reduce waste and help you achieve your environmental goals the toner cartridge stays locked in place until the toner has been fully used up.



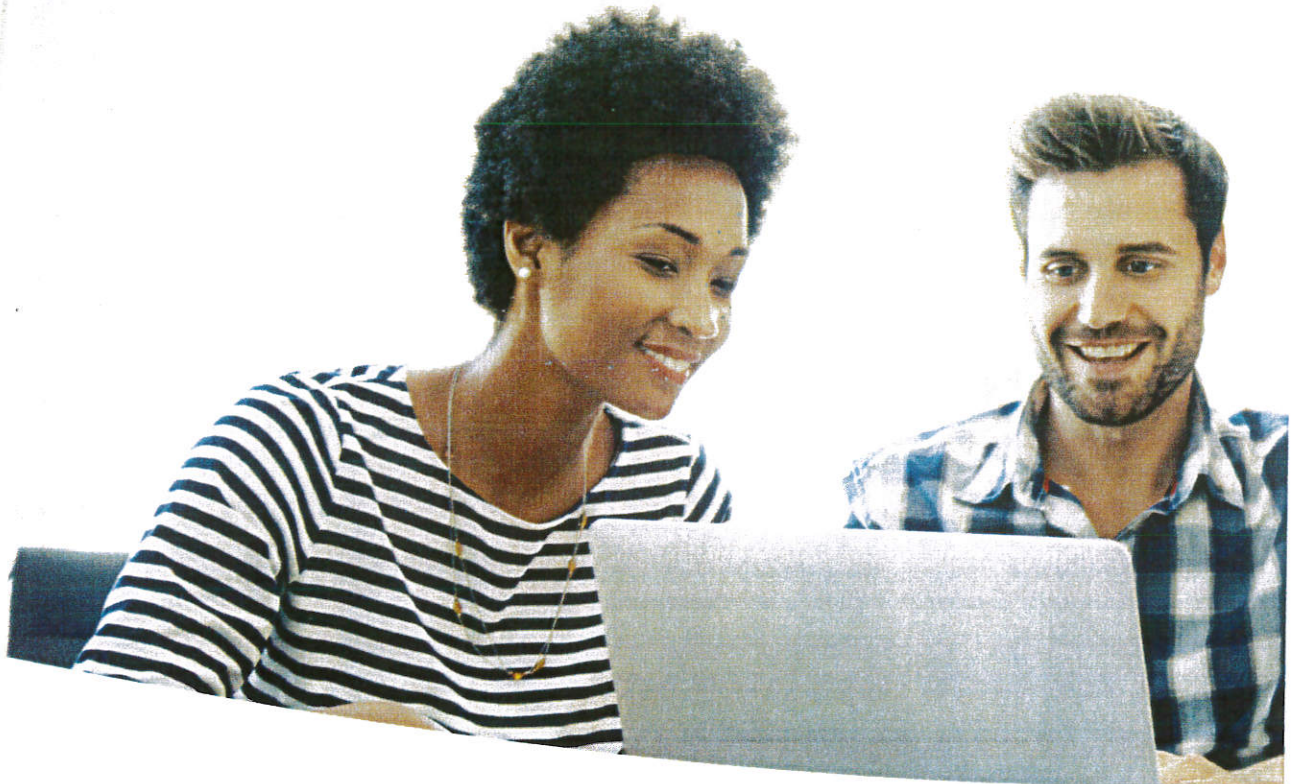
Toner cartridges automatically eject only when fully exhausted.

* MX-6051/MX-5051 only



Complete protection.

Effective security is essential to all businesses. These MFPs are loaded with tools that keep your information safe.



Rapid recovery

The system at the heart of your MFP can become corrupted if an update fails or it is the target of a malicious attack. So these next generation MFPs include an innovative Self-Healing System. It stores a master copy of the operational settings on the system, which can be used to safely recover the system if there is ever a problem. It ensures that you can continue working, while also protecting your valuable information and intellectual property.

Instant validation

Information that is openly shared between applications or sent by email can be intercepted or compromised. These MFPs provide the same high-level protection used by many government organisations. Their SSL Certificate Validation automatically checks that all third-party servers communicating with your MFP are safe. Any unauthorised or malicious attempts to access your information are instantly blocked.



Authorised use only

These MFPs use a whitelist of approved applications and operating firmware to prevent any unauthorised access. They actively monitor all activity and ensure that any unknown applications are instantly blocked, logged and reported.

Certified as safe

Having been validated by the Protection Profile for Hardcopy Devices (HCD-PP v1.0) these MFPs provide the most advanced level of security demanded by business, government and military organisations. They can safely handle even the most confidential information.

Advanced email encryption

To protect any information being sent by email from the MFP it is automatically encrypted using the S/MIME standard. It's almost impossible to decipher the data if it is intercepted and it can also be validated as safe using advanced electronic signatures.

Get going fast – anywhere.

Time is valuable, so being able to quickly print and scan wherever you are means you can spend more time doing what's important.

When you are working on the move you still need to be able to access and produce information. These MFPs help you work more efficiently and flexibly, by enabling you to print, copy, scan and share the information you need when and where you need it.

Effortless connectivity

Sharp's Office Direct Print enables convenient walk-up printing and scanning without logging into your PC. Simply insert a USB memory stick in the MFP and you can immediately print any stored images and Microsoft Office files. You can also scan and save documents straight to the USB stick.¹

In addition, you have an optional facility for wireless printing² directly from any WiFi enabled laptops, tablets, or smartphones without the need to set up a wireless LAN. It means you can use a much broader range of devices and work in many more business locations.

These MFPs also support dual LANs that can be connected to two different networks. So if your workplace has two separate networks, which might have different security or usage restrictions, you can still share the MFP with all users.

Easily access everything

No one enjoys having to remember additional usernames and passwords. A Single Sign-On facility means you only have to log in once at the touchscreen control panel. You can then quickly and securely print and store information in the cloud³ using Google Drive™, OneDrive® for Business, SharePoint® Online, Box, Dropbox and Cloud Portal Office. There's also a Gmail connector for scanning to email and Exchange Online (MS 365 email).

Choose where to print

There's no need to risk leaving important or sensitive information unattended. Using the Print Release feature you can send your print jobs to a main MFP and then print them off whenever you want on any connected device. Simply walk up, log on and print your documents.



USB Office Direct Print and Print Release make for more flexible and efficient working.

Mobility made simple

These MFPs let you print and scan on the move in seconds. Simply link your mobile device to the MFP by moving it close to the optional NFC card reader⁴ or by scanning the MFP's QR code⁵. Either way, it sets it all up for you.

You can then print from and scan to mobiles and tablets over your wireless network using Sharpdesk Mobile or print from any app that supports Google Cloud Print™ or any Android device with the Sharp Print Service Plugin.

Reducing complexity

The optional Sharp OSA® (Open System Architecture) makes it much easier to print from and share information with your network and cloud-based applications.

And the Application Centre Portal makes the MFP more adaptable by providing software updates and cloud connector apps that enable agile updating.

¹ Requires MX-FUI07. ² Requires a MX-EB18 Wireless LAN Adapter. ³ Requires a MX-A1X2 Application Communication Module. ⁴ For Android devices. Requires an optional NFC card reader. ⁵ For both iOS and Android devices.



Even more efficiency.

As well as enhancing productivity our MFPs are designed to save time and money by optimising everyday tasks.

Giving you more choice

Create professional looking documents with a range of finishing options, including punch, saddle stitching, stapleless stapling and a job separator. And you can keep working for longer by using the additional capacity paper drawers.

Built-in energy efficiency

Sharp MFPs are designed to work extremely efficiently, so you save on running costs. To reduce energy consumption they include automatic, configurable power settings, so they only operate during selected time periods. Before starting each job you are also prompted to use the most environmentally friendly settings – like Eco Scan, which prevents unnecessary functions from powering up in the background. And our low-melt toner uses less energy on every print or copy run.



Optimised Software Solutions

We've created a range of Optimised Software Solutions to help you reduce your costs, increase efficiency and improve security.



Optimised Printing Solutions

Monitor and manage your print and copy usage, eliminate unauthorised use, track and recover costs and reduce waste.



Optimised Scanning Solutions

Save time and avoid costly errors by simplifying and automating how you store and share documents – whatever their format.



Optimised Mobile Solutions

Create a more flexible team by helping people connect tablets, phones and laptops simply and securely, so they're always in touch.



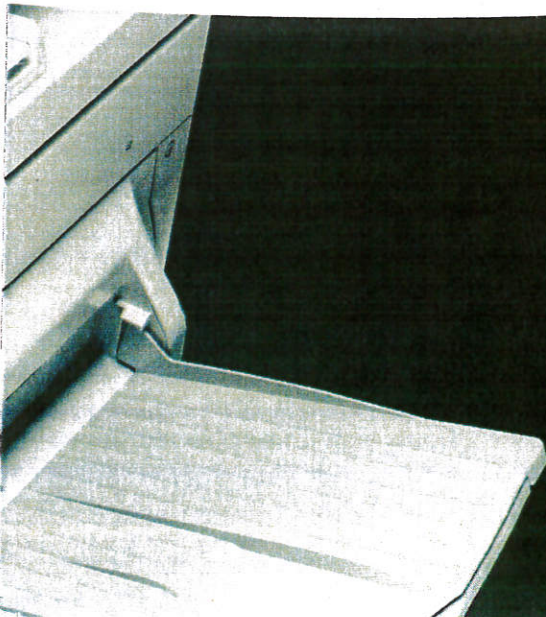
Optimised Workflow Solutions

Help restore the productivity you need to achieve and maintain profitable growth by streamlining and simplifying repetitive tasks.



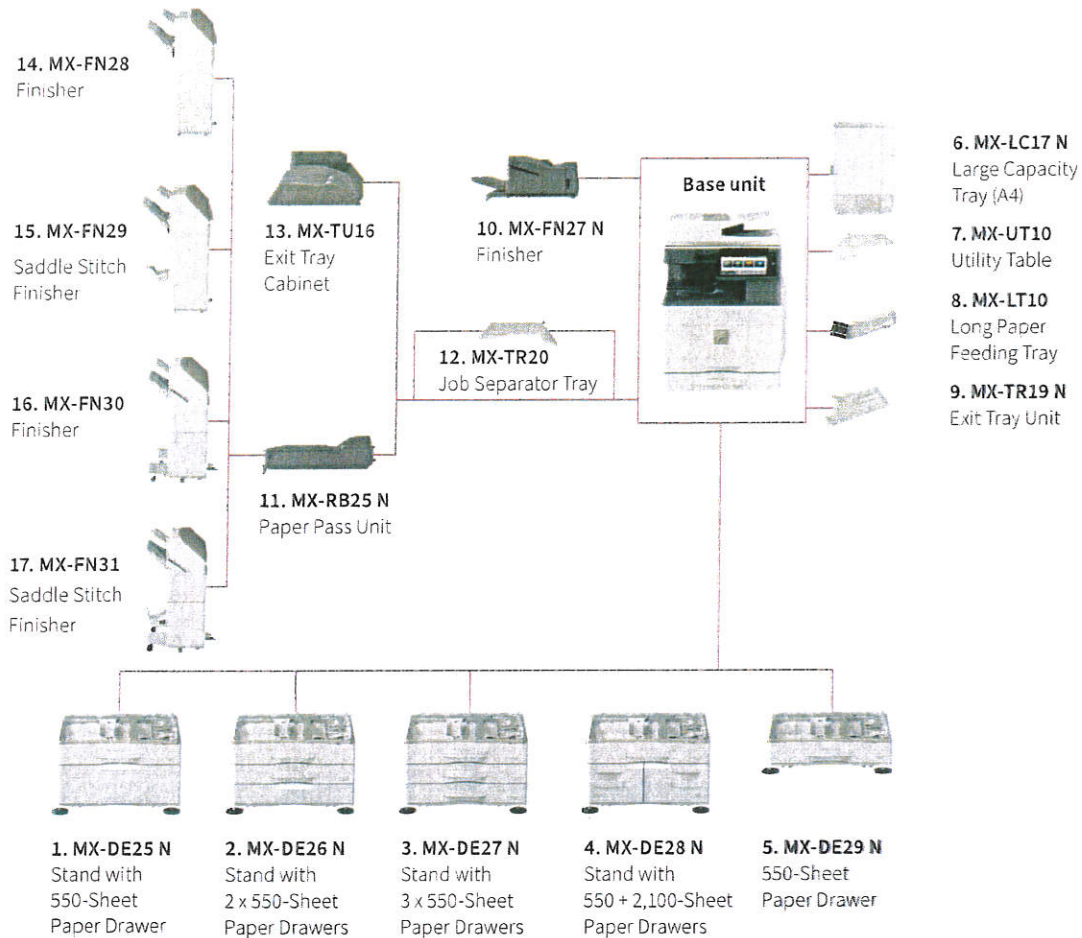
Optimised Managing Solutions

Ease the burden of managing your MFPs and build a consistent Print Security policy.



Smart technology meets forward-thinking connectivity. Helping your teams become more efficient, and more effective.

Configurations



Options

Base Unit

- 1. MX-DE25 N Stand with 550-Sheet Paper Drawer**
550 sheets** (SRA3 to A5R (60 - 300 g/m²))
- 2. MX-DE26 N Stand with 2 x 550-Sheet Paper Drawer**
550 sheets** each for lower and upper trays, SRA3 to A5R (60 - 300 g/m²)
- 3. MX-DE27 N Stand with 3 x 550-Sheet Paper Drawer**
550 sheets** each for lower and upper trays, SRA3 to A5R (60 - 300 g/m²)
- 4. MX-DE28 N Stand with 550 + 2,100-Sheet Paper Drawer**
Upper tray: SRA3 - A5R, 550 sheets** (60 - 300 g/m²)
Lower tray (Left): A4, 1,200 sheets** (60 - 105 g/m²)
Lower tray (Right): A4 - B5, 900 sheets** (60 - 105 g/m²)
- 5. MX-DE29 N 550-Sheet Paper Drawer**
550 sheets**, SRA3 to A5R (60 - 300 g/m²)
- 6. MX-LC17 N Large Capacity Tray (A4)**
3,000 sheets**, A4 - B5 (60 - 220 g/m²)
- 7. MX-UT10 Utility Table**

Finishing

- 8. MX-LT10 Long Paper Feeding Tray**
Recommended for banner printing
 - 9. MX-TR19 N Exit Tray Unit**
 - 10. MX-FN27 N Inner Finisher**
A3 - B5 (offset/staple), SRA3 - A5R (non offset)
Offset tray (upper): max. 500-sheet paper capacity**
Stapling capacity: max. 50-sheet multi-position staple**
Staple position: 3 locations (front, rear or 2 point stitching)
Manual Stapling: 1-point at rear (Flat), 45 sheets (64 g/m²), 40 sheets (80 g/m²)
Stapleless capacity: max. 5-sheet (64 g/m²), 4 sheet (55 - 81.4 g/m²),
3 sheet (81.5 - 105 g/m²)
Stapleless position: 1-point at rear (Slant), A3 - B5
- Optional Punch Module for MX-FN27 N:**
- MX-PN14C - 2/4 Hole Punch Module**
 - MX-PN14D - 4 Hole Wide Punch Module**

** Number of sheets based on 80 g/m²

Options

11. MX-RB25 N Paper Pass Unit

Required when using MX-FN28, MX-FN29, MX-FN30 & MX-FN31

12. MX-TR20 Job Separator Tray

Requires MX-TU16 Exit Tray Cabinet

13. MX-TU16 Exit Tray Cabinet

14. MX-FN28 1k Finisher

A3W - A5R (offset/staple), SRA3 - A5R (non offset)

Offset tray (upper): max. 1,000-sheet paper capacity*

Stapling capacity: max. 50-sheet multi-position staple**

Staple position: 1-point at front (Flat), 1-point at back (Flat), 2 point stitching

15. MX-FN29 1k Saddle Stitch Finisher

A3W - A5R (offset/staple), SRA3 - A5R (non offset)

Offset tray (upper): max. 1,000-sheet paper capacity**

Stapling capacity: max. 50-sheet multi-position staple**

Staple position: 1-point at front (Flat), 1-point at back (Flat), 2 point stitching

Saddle stitch tray (lower): 7 sets (11-15 sheets), 10 sets (6-10 sheets),

20 sets (1-5 sheets). 15 sheets max per set

Optional Punch Module for MX-FN28 & MX-FN29:

MX-PN15C - 2/4 Hole Punch Module

MX-PN15D - 4 Hole Wide Punch Module

16. MX-FN30 3k Finisher

A3 - B5 (offset/staple), SRA3 - A5R (non offset)

Offset tray (upper): max. 3,000-sheet paper capacity**

Stapling capacity: max. 65-sheet multi-position staple**

Staple position: 1-point at front (Slant), 1-point at back (Slant), 2 point stitching

Manual Stapling: 1-point at rear (Flat), 45 sheets (64 g/m²), 40 sheets (80 g/m²)

Stapleless capacity: max. 5-sheet (64 g/m²), 4 sheet (65 - 81.4 g/m²),

3 sheet (81.5 - 105 g/m²)

Stapleless position: 1-point at rear (Slant), A3 - B5

17. MX-FN31 3k Saddle Stitch Finisher

A3 - B5 (offset/staple), SRA3 - A5R (non offset)

Offset tray (upper): max. 3,000-sheet paper capacity**

Stapling capacity: max. 65-sheet multi-position staple**

Staple position: 1-point at front (Slant), 1-point at back (Slant), 2 point stitching

Manual Stapling: 1-point at rear (Flat), 45 sheets (64 g/m²), 40 sheets (80 g/m²)

Stapleless capacity: max. 5-sheet (64 g/m²), 4 sheet (65 - 81.4 g/m²),

3 sheet (81.5 - 105 g/m²)

Stapleless position: 1-point at rear (Slant), A3 - B5

Saddle stitch tray (lower): 10 sets (11-15 sheets), 15 sets (6-10 sheets),

25 sets (1-5 sheets). 20 sheets max per set

Optional Punch Module for MX-FN30 & MX-FN31:

MX-PN16C - 2/4 Hole Punch Module

MX-PN16D - 4 Hole Wide Punch Module

Printing

MX-PK13 PS3 Expansion Kit

Enables PostScript printing

MX-PU10 Direct Print Expansion Kit

MX-PF10 Barcode Font Kit

Enables barcode printing

Faxing

MX-FX15 Fax Expansion Kit

MX-FWX1 Internet Fax Expansion Kit

Connectivity

MX-EB18 Wireless LAN Adaptor

Enables connection to wireless networks

Scanning

MX-EB19 Enhanced Compression Kit

Enables creation of high compression PDFs

MX-EB20 OCR Expansion Kit

AR-SU1 Stamp Unit

Marks already scanned documents for checking

Sharp OSA[®]

MX-AMX1 Application Integration Module

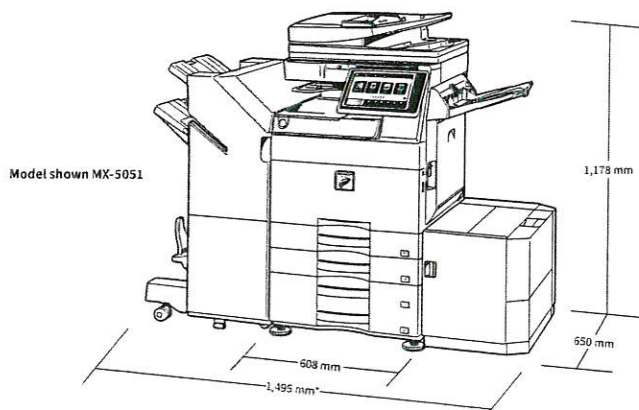
MX-AMX2 Application Communication Module

MX-AMX3 External Account Module

Security

MX-FR62U Data Security Kit

Commercial Version



* 1,649 mm when finisher tray and exit tray are extended.

Shown with optional equipment.



Qualcomm DirectOffice

* Number of sheets based on 80 g/m².

Specifications

General

Engine speed (ippm/1ppm/Max)	A4**	A3	SRA3
MX-6051	60	30	29
MX-5051	50	26	24
MX-4051	40	20	18
MX-3551	35	18	16
MX-3151	30	15	15
MX-2051	26	15	15

Control panel display
10.1" 16:9" colour LCD touchscreen

Paper size (Min - Max)
A5** - SRA3

Paper weight g/m²

Tray	60 - 300
Multi-bypass	55 - 300

Paper capacity (Std - Max)

Sheets	650 - 6,300
Drawers	1 - 4 (plus bypass tray)

Warm-up time** (seconds)

MX-6051/MX-5051	31**	26**
MX-4051/3551/3051/2651	20**	20**

Memory (GB)

Copier/Printer (shared)	5
HDD**	500

Power requirements

Power consumption (kW) (Max)

MX-6051/5051	2.07 (220 to 240V)
MX-4051/3551/3051/2651	1.34 (220 to 240V)

Dimensions** (mm) (W x D x H)

MX-6051/5051	602 x 950 x 834
MX-4051/3551/3051/2651	79

Copier

Original paper size (Max)	A3	
First copy time** (seconds)	Full colour	B/W
MX-6051/5051	4.3	3.7
MX-4051/3551/3051/2651	6.7	4.7
Continuous copies (Max)	9,999	
Print resolution (dpi)	600 x 600	
Scan (20-cur)	600 x 600, 600 x 400	
Scan (B/W)	600 x 600, 950 (equivalent) x 600 (depending on copy mode)	
Print (colour)	1200 x 1200 (MX-6051/MX-5051 only), 600 x 600, 950 (equivalent) x 600 (depending on copy mode)	
Gradation levels	256	
Zoom range (%)	25 - 400, 125 - 200 (using RSPF) in 1% increments	
Preset copy ratios (Metric)	10 ratios (SR/SE)	

Wireless LAN (optional MX-EB20 required)

Compliant regulation	(IEEE802.11n/g/b)
Access mode	Infrastructure mode, Software AP mode
Security	WEP, WPA, WPA2-mixed PSK, WPA/WPA2-mixed EAP***, WPA2-PSK, WPA2 EAP***

Network Scanner

Scan method	Push scan (via control panel) Pull scan (MAIN-compliant application)	
Scan speed** (ipm/Max)	One-sided 30	Two-sided 25
Resolution (dpi)	MX-6051/5051 1200 x 1,200 (600 x 600, 9600 (equivalent) x 600)	MX-4051/3551/3051/2651 600 x 600, 9600 (equivalent) x 600
File formats	TIFF, PDF, PDF/A-1a**, PDF/A-1b, encrypted PDF, compact PDF**,*, JPEG**, XPS, searchable PDF**,*, Microsoft® Office** (pptx, xls, docx), text** (TXT), rich text** (RTF)	
Scan destinations	Scan to e-mail, desktop***, FTP server, network folder (SMB), USB memory, HDD, URL	

Document Filing

Document filing capacity**	Pages	Files
Main & custom folders	29,000	3,070
Quick file folder	10,000	1,000
Stored jobs**	Copy, print, scan, fax transmission	
Storage folders	Quick file folder, main folder, custom folder (max. 1,000)	
Confidential storage	Password protection (for main & custom folders)	

Network Printer

Resolution (dpi)	MX-6051/5051 1200 x 1,200, 600 x 600, 9600 (equivalent) x 600
MX-4051/3551/3051/2651	600 x 600, 9600 (equivalent) x 600
Interface	USB 2.0, 10Base-T/100Base-TX/1000Base-T, Optical secondary LAN support
Supported OS	Windows Server® 2008, 2008R2, 2012, 2012R2, 2016, Windows® 7, 8.1, 10 Mac OS (10.5, 10.7, 10.8, 10.9, 10.10, 10.11, 10.12, 10.13, 10.14)**
Network protocols	TCP/IP (IPv4, IPv6)
Printing protocols	IPP, Raw TCP (port: 9100), POP3 (e-mail printing), HTTP, FTP for downloading print files, IPP, SMB, WSD Standard: PCL 6 emulation Optional: Adobe® PostScript® 3™
PDL	3C™ fonts for PCL, 139™ fonts for Adobe PostScript 3
Available fonts	

Fax (optional MX-FX13 required)

Compression method	JBIG, MR, MMR, JBIG
Communication protocol	Super G3/G3
Transmission time** (seconds)	Less than 2
Modem speed (bps)	33,600 - 2,400 (with auto automatic fallback)
Transmission resolution (dpi)	200, 2 x 97.8 (Std) / 406.4 x 391 (Ultra Fine)
Recording width	A3 - A5
Memory (GB)	1 (built-in)

Toner Yields

MX-2651, MX-3051/61/71, MX-3551/61/71	MX-4051/61/71, MX-5051/5071, MX-6051/6071
Black (pages at 5% coverage):	40K
Cyan (pages at 5% coverage):	24K
Magenta (pages at 5% coverage):	24K
Yellow (pages at 5% coverage):	24K
Black (pages at 5% coverage):	20K
Cyan (pages at 5% coverage):	12K
Magenta (pages at 5% coverage):	12K
Yellow (pages at 5% coverage):	12K

** Long-edge feeding. *** Only short-edge feeding can be used with A5 paper. ** At rated voltage, 23°C (73.4°F). May vary depending on operating conditions and environment. ** When starting the MFP via the power button, 45 seconds when starting the MFP via the main power switch. ** When starting the MFP via the power button, 40 seconds when starting the MFP via the main power switch. ** When starting the MFP via the main power switch, 33 seconds when starting the MFP via the main power switch. ** HDD capacity depends on procurement and sourcing status. ** Including adjusters and protruberances. ** Long-edge feeding of A4 sheets from 1st paper tray, using document glass, without Auto Colour Selection and Auto Colour mode. MFP in fully ready condition. May vary depending on operating conditions and environment. ** Not applicable to Software AP mode. ** Based on Sharp's A4 standard chart, using document feeder and long-edge feeding. Using factory default settings with Auto Colour Selection off. Scan speed will vary depending on the type of document and the scan settings. ** Requires optional MX-EB20. ** Requires optional MX-EB19. *** Colour/greyscale only. *** Storage capacity will vary depending on the type of document and the scan settings. ** Some features require optional(s). ** Mac OS requires MX-PX13. ** Based on Sharp's standard chart with approx. 700 characters (A4 long-edge feeding) at standard resolution in Super G3 mode, 33,600 bps, JBIG compression.

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Whitehaven Town Council

From: Steve Bailey <steve@copyprintsolutions.co.uk>
Sent: 17 March 2021 12:16
To: Whitehaven Town Council
Subject: Future copier and printer requirements
Attachments: 2515_5015.pdf; 51.pdf; 2651_2515_4505.pdf; 2505AC-5005AC.pdf

Hi Marlene,

Please find attached a few options available to your council offices.

My professional opinion I would recommend you go with the Toshiba offers for value for money.

If you have any questions please do not hesitate to call me.

Kind regards,

Steve Bailey – Business Development Manager

T:- 01618760187

M:- 07737730650

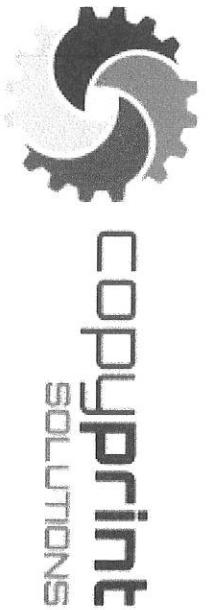
Unit 2, Block C, The Courts, Kestrel Road, Trafford Park, M17 1SF

www.copyprintsolutions.co.uk



SHARP





Copy Print Solutions Ltd have built their customer base on a service ethos which is to always try and maintain a hassle free process. We achieve this through a number of contributing factors:-

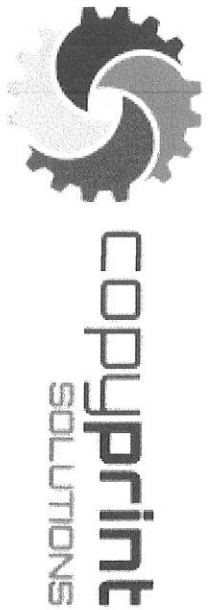
Our Technicians are trained from the main manufacturers themselves not a third party, we work with Toshiba and Sharp so we get technical data when it is released, updates to firmware and modifications on parts when they are launched.

Proactive monitoring software that automatically dispatches toners at set levels (we usually set this at 25% however this can be adjusted depending on environment) customers always have a set of toners spare and when a spare is used we replenish the spare so you never run out of toner.

We stock all consumable items at our warehouse in Trafford Park, engineers also carry parts needed for day to day repairs.

Within our industry a service level agreement (SLA) is common to 4 hours, we also adhere to this but our last year average was under 2 hours.

We have trained technicians who are also office/warehouse based and these deal with the jobs that can be cleared over the phone such as driver issues dealt with through Teamviewer remote software.



What we use to maintain a great service

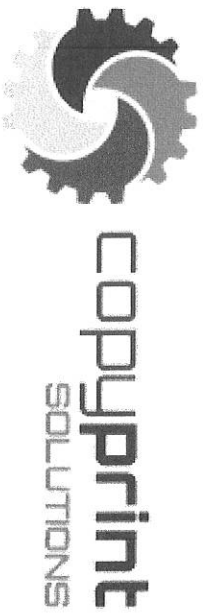
58,070	995	888	48,413	656
58,070	995	888	48,413	656
39,738	1,388	2,202	35,976	2,068
39,738	1,388	2,202	35,976	2,068
17,832	1,120	1,742	9,340	1,714
21,926	268	460	25,638	354
254,711	9	371	29,204	53
254,711	9	371	29,204	53
11,507	370	60	10,534	514
11,507	370	60	10,534	514
14,116	933	1,166	29,448	2,631
14,116	933	1,166	29,448	2,631
11,084	828	1,028	15,197	1,648
3,032	105	128	13,251	983

We use TeamViewer to assist users remotely with drivers, firmware and Papercut. We resolve 95% of software issues remotely.

Our secure online remote software shows us real time information on toner levels and meter readings as well as service alert information and pro-active toner replenishment



TeamViewer

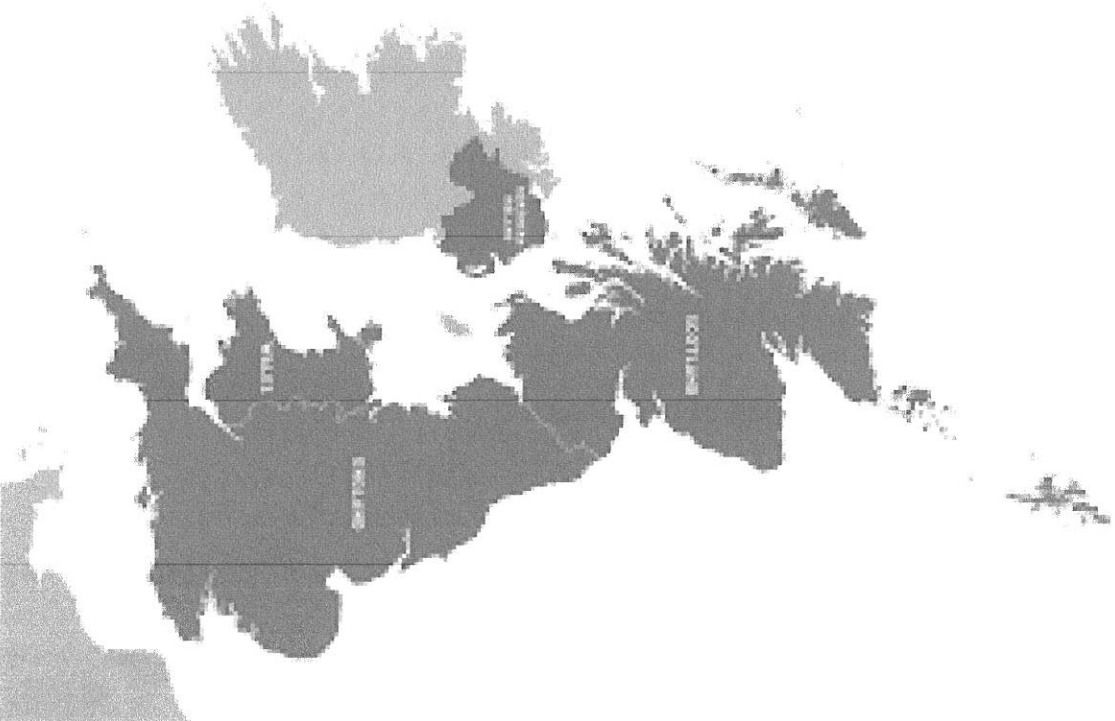


Where do we cover

We cover the whole of the UK, we directly service our machines in the North West and work with our print partner Toshiba for anything further.

We have machines as far north as the Scottish Highlands and as far down as Cornwall.

With customer locations ranging from single devices on building sites to over thirty machines in a corporate head office we always respond to our 4 hour SLA with last years' average under 2 hours with a 95% first time fix rate.

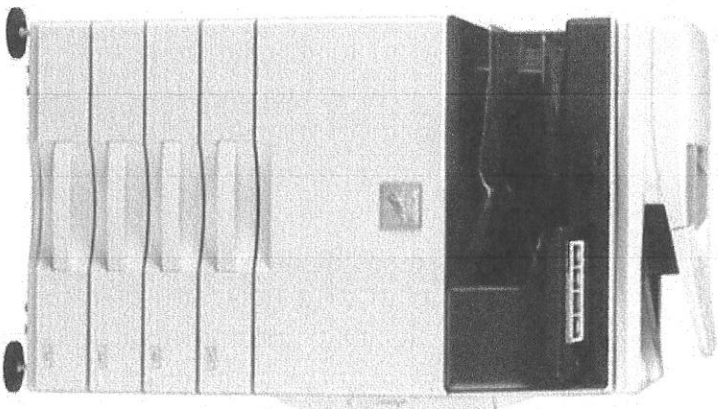


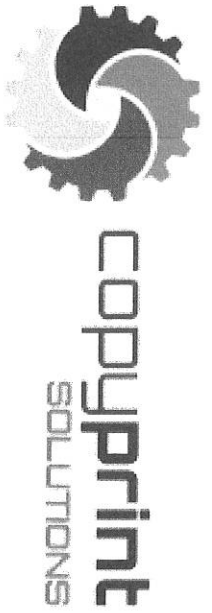


copyprint
SOLUTIONS

1x New Sharp MX-2651N

- 26 pages per minute in mono and colour
- 100 sheet reversing document feeder
- A5-SRA3 paper (56-300gsm)
- 50 sheet internal staple finisher
- 2 x 550 sheet paper trays
- 10.1" Colour Touch Screen
- Mobile Desk Unit
- Cloud enabled





Machine costs:

1x Brand New Sharp MX-2651

Purchase cost £2,495 ex VAT

3 Year lease - £78.59 Per Month

5 Year lease - £51.65 Per Month

Full Service Costs

Includes toners, parts, labour and maintenance

Colour – £0.028* per page (£28 per 1,000)

Mono – £0.0028* per page (£2.80 per 1,000)

* fixed for contract term

- * No minimum billing
- * We employ our own engineers
- * Delivery, installation and training included
- * Remote support via Teamviewer



copyprint
SOLUTIONS

1x New Toshiba e-studio 2515AC

- 25 pages per minute in colour and mono
- 100 sheet reversing document feeder
- A5-SRA3 paper (52-300gsm)
- Postscript enabled
- 50 sheet internal staple finisher
- 1,200 x 1,200 dpi
- 2 x 550 sheet paper trays
- 1 x 100 sheet multi purpose bypass
- 320 GB Secure HDD
- 4GB RAM
- Mobile desk unit
- Cloud enabled

