



Data Management



Document Creation



Mail Assembly
and Addressing



Carrier and
Service Selection



Mail and Parcel
Processing



Tracking and
Management



Reporting and
Cost Control

Mailing Solutions

Presented To:

Lexington Fayette Urban County Government

Submitted On:

3/15/13

Ron Watts

Major Account Manager

Central Business Systems

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Lexington Fayette Urban County Government

IM5000 DIGITAL MAILING SYSTEM

- State-of-the-art iMeter™ postage meter connects you to a host of powerful business Apps
- Efficiency at your fingertips with a repositionable color touchscreen interface
- Engineered for speed, durability, ergonomic perfection, and unmatched throughput
- Automatically feeds and seals hefty stacks of assorted size mail and pieces up to .8" thick
- Dynamic Scale accelerates processing by weighing and measuring mail on the fly
- Advanced pump spray system securely seals envelopes with the flaps open or closed

SYSTEM CONFIGURATION

Hasler IM5000A, Dynamic Weigh Platform, Conveyor/Stacker and Remote Label Dispenser

INVESTMENT DETAILS

Please see Executive Summary - Pricing

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Valid Until:

4/15/13

Central Business Systems

Ink Cost Comparisons for the current Hasler WJ220 and the proposed Hasler IM5000

Total Dollars spent since installation date - 8/11/09	\$459,957.00
Total Ink Costs Incurred on Hasler WJ220	\$7,909.29
Industry average - dollars spent per mailpiece	\$0.50
Total impressions based on industry average	919,914
Cost per impression on WJ220	\$0.0086
Average cost per impression Hasler IM5000	\$0.0033
Savings per impression over WJ220	\$0.0053
Average impressions per month	21,903
Average ink cost savings per month with IM5000 vs. WJ220	\$116.09

Monthly expenses on current equipment:

Total lease payment -	\$701.44
Meter rental	included
Maintenance	included
<u>Hasler software updates</u>	<u>paid outside of lease</u>
Total	\$701.44

Benefits of upgrading equipment:

1. Ink cartridges on new equipment less expensive
2. Ability to connect to internet for software updates, faster postage downloads, and in the future, remote diagnostics
3. USPS rates updated automatically
4. Repositionable 5.7" Color Touch Screen
5. Compressed indicia - less ink used with each impression
6. Superior sealing system
7. Superior feeding system
8. Ergonomic and centralized workflow design
9. Permanent print head
10. Handles extremely thick envelopes up to .8"
11. Much heavier construction - full system weighs 197 lb.

Proposed Equipment Upgrades With Current G2 Software:

Install New: Hasler IM5000A, dynamic weigh platform conveyor/stacker and remote label dispenser

Keep: Current SEC Computer, 17" Touchscreen and Hasler G2 Software

Monthly expenses on new equipment:

Total lease payment -	\$755.42
Meter rental	included
Maintenance	included
Ink Cost Savings**	-116.09
<u>Hasler software updates</u>	<u>paid outside of lease</u>
Total Net Expense	\$639.33

** (see comparison page)

Bottom line expense for new equipment and supply costs \$62.11 less per month