

# CAIRNS IT SOLUTIONS

WWW.CAIRNSITSOLUTIONS.COM

1300 302 710



## Print & Imaging Solutions

### Why Choose a Print & Imaging Solution?

Organisations spend up to 5% on average of their annual revenue (Gartner report, 2012) on printing however these costs are often hidden within the business due to the diverse nature of the costs – hardware, toners, repairs and the labour cost of maintaining printers and ordering supplies. Most organisations are not aware of the annual cost of their printing services. Additionally, managing your own printer fleet can result in frustration and downtime when equipment inevitably fails.

### Benefits and Inclusions

- Choice of devices and features to meet your printing needs, from a basic desktop monochrome printer to multifunction devices capable of scanning, colour / duplex / A3 printing, multi-document trays, and booklet/stapling function
- No capital outlay at any time (implementation or replacement)
- Onsite maintenance and repairs - same day / next morning service
- Loan machine available if required
- No lock in agreement – if your printing needs change, we'll replace your printer/s with a more appropriate model, at no cost.
- Monitoring software supplied and installed to collect readings and toner supply levels
- Genuine toner cartridges automatically delivered to you when your toner cartridge is low
- No need to budget for device replacement costs – when your equipment reaches end of life, it is replaced at no cost to you.
- Free pickup / delivery of equipment and toner cartridges including a recycling box for used toner cartridges

### Cost savings

Managed print services can be most beneficial for organizations that are highly document intensive. Law offices, for example, may see a savings of 41 percent with the right managed service, according to research firm InfoTrends, while financial firms and healthcare organizations can expect an average savings of 33 percent and 27 percent, respectively.

### Partnership with AAB Equipment

We have partnered with AAB Equipment to manage our clients' printing needs. AAB Equipment has been providing print equipment to Far North Queensland since 1979. Over this period of time AAB Equipment has offered a level of service and machine quality second to none and prides themselves on customer service.

AAB Equipment has a strong reputation for providing superior product performance with all of their equipment, along with unparalleled reliability, confidence and security.

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## Quick reference guide

B&W Printer \$30 per month \$0 monthly printer rental	Colour Printer \$40 per month \$40 monthly printer rental	B&W Multi-function \$60 per month \$0 monthly printer rental	Colour Multi-function \$40 per month \$60 monthly printer rental
Perfect for small teams	Sharp and accurate images	Print, copy, scan and fax	Vibrant colour print, copy, scan and fax
<b>Black and white</b>	<b>Colour</b>	<b>Black and white</b>	<b>Colour</b>
<b>Duplex</b>	<b>Duplex</b>	<b>Duplex</b>	<b>Duplex</b>
	<b>Energy saver mode</b>	<b>Copy, Scan and Fax</b>	<b>Copy, Scan and Fax</b>
		<b>Optional additional paper trays for specialty papers</b>	<b>Optional additional paper trays for specialty papers</b>
		<b>Mail-to-Print - Print PDF/JPEG attachments automatically</b>	<b>Energy saver mode</b>
			<b>4.3 inch colour touch screen</b>
<b>Inclusions</b>	<b>Inclusions</b>	<b>Inclusions</b>	<b>Inclusions</b>
<b>Machine</b>	<b>Machine</b>	<b>Machine</b>	<b>Machine</b>
<b>Toner and freight to site</b>	<b>Toner and freight to site</b>	<b>Toner and freight to site</b>	<b>Toner and freight to site</b>
<b>Parts</b>	<b>Parts</b>	<b>Parts</b>	<b>Parts</b>
<b>Maintenance kits</b>	<b>Maintenance kits</b>	<b>Maintenance kits</b>	<b>Maintenance kits</b>
<b>Service, Labour and Travel</b>	<b>Service, Labour and Travel</b>	<b>Service, Labour and Travel</b>	<b>Service, Labour and Travel</b>
<b>1,000 free pages per month</b>	<b>\$40 printing value included</b>	<b>2,000 free pages per month</b>	<b>\$40 printing value included</b>
<b>Additional pages:</b>	<b>Additional pages:</b>	<b>Additional pages:</b>	<b>Additional pages:</b>
<b>3 cents per page - B&amp;W</b>	<b>1.5 cents per page - B&amp;W</b>	<b>3 cents per page - B&amp;W</b>	<b>1.5 cents per page - B&amp;W</b>
	<b>15 cents per page - Colour</b>		<b>15 cents per page - Colour</b>
<b>Ricoh SP4310</b>	<b>Xerox DocuPrint CP405D</b>	<b>Ricoh MP171 MFD</b>	<b>Xerox DocuPrint CM 405DF</b>



*Please note models are provided as a guide only. Model selection may vary depending on stock available.*

## Looking for something more?

We can also provide other models including A3 B&W or Colour Multifunction Devices. Please see pages 8-9 and contact us for a quote.

## Black and White Printer

### Ricoh SP3510 Mono Network Laser Printer

Small, smart and speedy: the Aficio™SP 3510DN is at home in any small or personal office. It offers everything you need for everyday document printing. Network-ready as standard and double-sided printing, this black and white A4 laser printer is easy to operate and maintain.

- High productivity at 28 pages per minute and standard automatic duplexing
- Warm-up time of less than 20 seconds
- First print is ready in only 8 seconds
- Versatile printing means you can print on envelopes
- Watermark offers document security
- Replace the drum and toner in one go with the easily replaceable all-in-one cartridge
- Standard USB 2.0 and 10 base-T/100 base-TX Ethernet for network connectivity
- Easy on the environment with recyclable parts and long unit life

### Rental Agreement

- Machine
- Toner & Freight to Site
- Parts
- Maintenance Kits
- Service, Labour & Travel
- No Term Rental
- [http://www.ricoh.com.au/Aficio\\_SP\\_3510DN - Main Features](http://www.ricoh.com.au/Aficio_SP_3510DN_-_Main_Features)
- 3.5 cents per mono page Ex GST
- Minimum monthly usage \$ 35.00 EX GST (Includes first 1,000 pages)



## Colour Printer

### Xerox DocuPrint CP405D (Medium Volume)

The Fuji Xerox DocuPrint CP405 d desktop printer is an outstanding performer, combining secure networking, speed and reliability with economical running costs.

- Sharp and accurate images. Genuine PostScript® 3 ensures your print comes out exactly how you want it to look.
- Keeps pace with your busy work environment. With print speeds of 35ppm single sided and 23ppm in duplex mode (both mono and colour) it helps you stay on top of deadlines.
- Fast networking. Gigabit Ethernet capability enables faster communication between the printer and the network.
- Energy saving. The one-touch energy saver button puts the printer into sleep mode, which means less power while idle.
- 500 Sheet paper trays standard.

## Rental Agreement

- Machine
- Toner & Freight to Site
- Parts
- Maintenance Kits
- Service, Labour & Travel
- No Term Rental
- <http://www.fujixerox.com.au/products/docuprint-cp405d/dpcp405d/%20-%20ixzz3qyaret17/>
- *1.5 cents per mono page Ex GST*
- *15 cents per colour page Ex GST*
- *Minimum monthly amount \$ 40.00 EX GST (Includes \$40.00 value of printing)*
- *Monthly printer rental \$40.00 Ex GST*



## Black and White MFD

### Ricoh MP171 Mono Multifunction Device

To keep pace with the competition, you need to perform a wide range of document tasks quickly and easily. That is why the RICOH Aficio® MP 171 is the right choice for fast-paced small offices and departmental workgroups. It delivers all of the capabilities you need — and the value you demand — in a single, compact system

- 17 page-per-minute output speed.
- Copy, scan and fax large documents such as booklets, brochures and oversized pages on the legal-size platen.
- One standard paper tray and two optional paper trays to accommodate letter, legal-size and specialty stock papers.
- Print PDF or JPEG attachments automatically by sending an e-mail directly to the system with the Mail-to-Print feature.

### Rental Agreement

- Machine
- Toner & Freight to Site
- Parts
- Maintenance Kits
- Service, Labour & Travel
- No Term Rental
- [http://www.ricoh-usa.com/products/product\\_details.aspx?cid=2&scid=1&pid=1498](http://www.ricoh-usa.com/products/product_details.aspx?cid=2&scid=1&pid=1498)
- 3 cents per mono page Ex GST
- Minimum monthly usage\$ 60.00 EX GST (Includes first 2,000 pages)



## Colour MFD

### Xerox DocuPrint CM 405DF

The Fuji Xerox DocuPrint CM405 DF multi-function desktop colour printer combines functionality with speed and secure networking to deliver an efficient, compact unit that will compliment any busy workgroup. The 4.3" colour touch screen is clear, intuitive and easy to use and is one of the best in its class. This great performer is packed with features which all add up to superb quality and outstanding value for money.

- Sharp and accurate images. Genuine PostScript® 3 ensures your print comes out exactly how you want it to look.
- Keeps pace with your busy work environment. With print speeds of 35ppm single sided and 23ppm in duplex mode (both mono and colour) it helps you stay on top of deadlines.
- Fast networking. Gigabit Ethernet capability enables faster communication between the printer and the network.
- Energy saving. The one-touch energy saver button puts the printer into sleep mode, which means less power while idle.
- 500 Sheet paper trays standard.

## Rental Agreement

- Machine
- Toner & Freight to Site
- Parts
- Maintenance Kits
- Service, Labour & Travel
- No Term Rental
- <http://www.fujixerox.com.au/products/docuprint-cm405df/dpcm405df/>
- *1.5 cents per mono page Ex GST*
- *15 cents per colour page Ex GST*
- *Minimum monthly amount \$ 40.00 EX GST (Includes \$40.00 value of printing)*
- *Monthly printer rental \$60.00 Ex GST*



## A3 Colour MFD

### Xerox DocuCentre SC2020

The DocuCentre SC2020 is an A3 colour multifunction device developed specifically for the SOHO/SMB markets with colour print/copy speed of 20 pages per minute (ppm).

DocuCentre SC2020, while being compact in size to fit easily into SOHO/SMB offices, produces high-resolution prints at 1,200 x 2,400 dots per inch (dpi), creating smooth black lines and character outlines.

- Up to 20 ppm Colour / 20 ppm Black and White.
- Adjustable paper tray to allow A3 & A4 printing, Ideal for onsite construction office.
- Less than 8.6 seconds Colour / 10.8 seconds Black and White.
- 4.3 Inch Colour Touch Screen.
- Fax kit & additional paper trays are optional.

### Rental Agreement

- Machine
- Toner & Freight to Site
- Parts
- Maintenance Kits
- Service, Labour & Travel
- No Term Rental
- <http://www.fujixerox.com.au/products/docucentre-sc2020/dc2020/%20-%20ixzz3qdiblmd5/>
- *For pricing please contact Cairns IT Solutions on 1300 302 710.*





## A3 Colour Multifunction or Mono Multifunction Ricoh

AAB can offer a wide range of Ricoh A3 multifunction device ranging from 20 ppm up to 55 ppm machines. These device can be setup to deliver:

- Copy / Print / Scan / Fax
- Colour or Mono
- Equipped with 4 paper trays allowing A4 & A3 printing.
- Paper finishers to allow booklets and stapling.
- Large capacity trays for increased paper storage.

### Rental Agreement

- Machine
- Toner & Freight to Site
- Parts
- Maintenance Kits
- Service, Labour & Travel
- No Term Rental
- <http://www.ricoh.com.au/aficio-mp-c3501>
- *For pricing please contact Cairns IT Solutions on 1300 302 710.*

