

MALAYSIA PRODUCTIVITI CORPORATION

Prepared by: JANE LEE

MALAYSIA PRODUCTIVITI CORPORATION

Dear Liyana,

Further to our recent discussions, I am pleased to enclose our proposal outlining FUJIFILM Business Innovation Asia Pacific Pte. Ltd. (hereinafter referred to as FUJIFILM BI AP) recommendations for your in-house document production solution. This proposed solution introduces highly innovative technology implemented through the RRDOCUCENTRE-VI C3371CPSF

Following an evaluation of the information you have provided us concerning your current situation, I believe that the RRDOCUCENTRE-VI C3371CPSF will support your business and provide the scalability necessary to enable your organisation's growth in the future.

This proposal incorporates information about your key requirements, detailed pricing information and some key FUJIFILM BI AP differentiators.

You will see that at FUJIFILM BI AP solution will provide you with cost savings per month over the existing costs you have provided to us. It also offers superior value through its customisable workflows, high image quality, advanced features, user-friendly layout, low operating costs and improved productivity.

Thank you for taking the time to consider FUJIFILM BI AP. I trust that you will find the proposed solution meets your business requirements.

Should you have any questions or additional requirements, please do not hesitate to contact me on **012-8799099** or via email at **jane.lee.ay@fujifilm.com**

Yours sincerely,

Signed in original copy

Jane Lee
Account Manager
012 879 9099

Charles Chow
Branch Manager
016 288 0926

Proposal

FUJIFILM BI AP is pleased to put forward this response to **MALAYSIA PRODUCTIVTI CORPORATION** for the provision of RRDOCUCENTRE-VI C3371CPSF. This proposal incorporates information about your key requirements, detailed pricing information and some key FUJIFILM BI AP differentiators.

- Your Key Requirements
- FUJIFILM BI AP Solution
- Key Specifications
- Pricing Proposal
- Proposal Validity

1.1 Your Key Requirements

As discussed, your current requirements are as follows:

Hardware Requirements:

- Copy/Print/Scan functions
- Electronic faxing
- Duplex Automatic Document Feeder
- Compact Size Device
- Duplex printing supported

FREE Inclusions:

To simplify the role of your network administrator, FUJIFILM BI AP offers two key device administration and management tools at no extra cost.

- FREE Device Administration Tool (CentreWare Internet Services)

1.2 FUJIFILM BI AP Solution

Introducing the RRDOCUCENTRE-VI C3371CPSF

Standard Features:

- Up to 35 ppm copy and print speeds
- High image quality 1,200 x 2,400 dpi
- Fast scanning up to 55 ipm
- Mobile print and scan
- ID Card Copying

Optional Accessories:

- Wireless Connect
- Cloud Interactive
- USB memory print and scan

Competitive Edge:

- New 10 -inch color touch control panel supported swipe and touch actions with minimized conventional buttons. User friendly icons with swipe and flick technology for simplified tablet-like navigation.
- Mobile print supported with Print Utility for iOS / AndroidTM, AirPrint, Mopria[®] and Google Cloud PrintTM
- NFC Tap to Print/Scan supported for AndroidTM device to just tapping to MFD for print/scan.
- Collaboration with major cloud storage services as scan to cloud, print from cloud and cross searching across multiple cloud services.
- Enhanced features to control costs and access to copy, print, fax and scan functions with user authentication.
- Handle paper of different sizes, colored paper, postcards, envelopes, etc and support wide range of paper from 60 g/m² up to 256 g/m².
- When paper is loaded in the Bypass Tray, a screen for setting the paper size and paper type appears. Envelopes and postcards can be loaded only in the Bypass Tray.
- EPBB Light is a free service to reduce customers' burden of managing devices via Internet. It connects between customer's device with FUJIFILM BI AP EP center to remotely collect MFP's meter counts and consumables usage, and delivered the consumable to customer whenever they are low.
- Wireless LAN Kit* to support Wi-Fi / Wi-Fi Direct[®] connection.

**optional*

RRDOCUCENTRE-VI C3371CPSF

Copying

First Copy Out Time (B/W)	5.9/4.9 seconds
First Copy Out Time (Color)	8.1/6.7 seconds
Resolution	600 x 600 dpi
Warm-Up Time	22 sec or less

Printing

Speed (B/W)	35ppm
Speed (Color)	35ppm
Resolution	1,200 x 2,400 dpi
Memory	4 GB
Hard Disk	128 GB SSD

Scanning

Input Speed	154ipm for both Mono & Color
Resolution	600 / 400 / 300 / 200 dpi
File Formats	PDF, Searchable PDF, TIFF, JPEG
Scan Destinations	Multi-send Scan, Email, Folder, Server/PC (via SMB/FTP protocol), Job Flow Sheets, Scan to Home, Scan to USB <Delete incorrect spec>

General

Paper Capacity	Max: 2096 sheets (4 Tray)
Paper Sizes	A3, 11 x 17" A5 [Postcard (148 x 100 mm) and Envelope Monarch (191 x 98 mm) when using Bypass Tray]
Paper Weights	60 to 256 gsm (Paper Tray) 60 to 216 gsm (Bypass Tray)
Power Consumption	1.76 kW or less Sleep Mode: 0.4 W or less Ready Mode: 83 W or less

Pricing Summary

Colour Device RRDOCUCENTRE-VI C3371CPSF

Model	RRDOCUCENTRE-VI C3371CPSF
Summary of Spec	Speed: 35ppm B/W & Color
Memory	4GB
Output Tray Capacity	500 Sheets
DADF	Auto Duplex Feeder + Auto Duplex Print
Printing Language	Standard PCL 5, PCL 6 (for Window OS)
Scanning speed	154ipm (B/W or Col) Scan to PC direct
Rental Price	RM 360.00 x 24 months
Full Service Maintenance With Fujifilm (FSMA- Period 24 months) Meter Click Charges	Black & White– 3.0 cents per copy / print (Up to A3 size) Color– 50 cents per copy / print (Up to A3 size) (Includes all Spare parts, Service Labour & Consumables)
Comes With	EP-BB (Electronic Partnership Broadband) for Pro-active Maintenance) Zero Cost by default. <i>If you decided to opt for manual meter reading submission instead, a monthly administration charge of RM 10.00 (Ten Ringgit) per device will be imposed.</i>

TERMS & CONDITIONS

- The above quoted price is valid for the delivery / installation before 31th March 2023
- 1- 2 weeks Delivery upon confirmation.
- 30 days credit term

2. Why FUJIFILM BI AP?

The aim of this section is to provide some brief background information under the headings:

- About FUJIFILM BI AP
- The Value of FUJIFILM BI AP Service
- Why lease with FUJIFILM BI AP Finance?
- Helping you to become more sustainable

2.1 About FUJIFILM BI AP

FUJIFILM BI AP is part of a world leading enterprise for business process and document management services. Our technology, expertise and services enable our clients – from small businesses to large organizations and government departments– to focus on their core business.

Through the implementation of efficient business processes and effective communication, we deliver the right information to the right people in the right format. A continuous source of innovation helps us optimize IT and print infrastructures to deploy document strategies that are efficient, productive and waste free. This enables our customers to meet their business challenges in new ways with measurable results.

We are well recognized for our commitment to sustainability. We help our customers reduce the environmental burden of document processes and achieve their targets in energy management and print efficiency.

To meet the needs of our customers for office supplies, we provide a wide range of products including paper, toner and finishing equipment while we continue to pioneer advanced specialty products.

The Value of FUJIFILM BI AP Service

Maximize uptime, reliability and performance of your new solution with FUJIFILM BI AP support.

Whether your issue is basic or complex, support is always available so that your query is resolved as soon as possible.

- Online services: FUJIFILM BI AP has an online Self Help tool which gives you direct access to a solutions database allowing you to find assistance in a fast, efficient and self-directed manner. You can login your service request anytime (24 hours x 7 days) at your convenience and reduce your telephone bills.

- Telephone support services: Our Customer Support Centre is a benchmark facility that offers a comprehensive support portfolio. It has access to tools that can provide you with a resolution to your problem so that your productivity is maximized and maintained at optimum level.
- On-site support: Enjoy effective support by our IT proficient engineers. Our highly trained engineers have all the tools required to ensure any issues are resolved as soon as possible. They have Electronic Service Manuals which are kept updated with the latest field information and solutions.

We also offer Skill Development Program, enabling you and your staff to get the most from your investment, maximize its benefits and promote integration and acceptance of your new solution into your business.

2.3 Why lease with FUJIFILM BI AP Finance?

[Benefits to FUJIFILM BI AP customers](#)

- Maximize cash flow: Leasing requires no initial deposit.
- Providing certainty: Leases have a fixed interest rate and fixed repayments for the life of the lease, providing you with certainty over the cash outflows for the life of the lease.
- Simple billing process: To assist you in managing your cash flow, all repayments, service and maintenance charges, and consumables can be provided by FUJIFILM BI AP on one simple monthly statement.
- Flexibility: There are a variety of ways of structuring a lease. A lease can be structured at the outset to provide you with a minimum term and repayments that suit your requirements.

2.4 Helping you to become more sustainable

FUJIFILM BI AP is committed to helping you meet your environmental objectives and developing sustainable technologies for the future.

Energy

As early as 1997, FUJIFILM BI AP made a commitment to halve the energy consumption of its equipment. By 2005, we had achieved an average 45 per cent reduction in the power consumption rate. As a result, when replacing old equipment with new, our customers can benefit from energy consumption reductions of up to 71 per cent.

Energy conservation winner for ten consecutive years

FUJIFILM BI AP won the Chairman's Prize for energy conservation in the 19th Energy Conservation Center Awards ceremony in Japan in 2008. With ten consecutive awards, we remain the only company in the industry to have been awarded on such a consistent basis.

EA-Eco Toner

FUJIFILM BI AP has developed a more energy efficient 'EA-Eco toner', which can be fused to paper at a temperature more than 20°C lower than conventional EA toner, resulting in up to a 40 per cent reduction in power consumption during fusion. New products employing EA-Eco toner are achieving power savings of 15 – 30 per cent.

Waste Design for the environment

Every piece of FUJIFILM BI AP equipment, from multifunction office devices to high volume production presses are designed with the environment in mind. Our environmental initiatives start from the design stage of product development, where we incorporate technologies that:

- Eliminate the need to use hazardous material such as lead-based solder;
- Enable low energy consumption during use of the machine;
- Utilize innovative and energy efficient toner and ink technologies;
- Minimize the use of new resources; and
- Will later facilitate the remanufacture or recycling of used machines and parts.

Eco Manufacturing

The rationale for taking our products back at end-of-life is not just related to responsible 'waste' management; remanufacturing and reusing parts allows us to reduce new resource input and to cut the carbon footprint of new product manufacture. By incorporating policies for future remanufacturing and recycling into our product design process, the FUJIFILM Group have avoided almost 139,000 tons of carbon emissions and reduced the requirements for raw materials by 22,600 tons between 1996 and 2008.

FUJIFILM