

RESOLUTION NO. 2024-12  
INTRODUCED BY: Mayor Bodnar

**AN EMERGENCY RESOLUTION  
AUTHORIZING AND DIRECTING THE MAYOR AND PRESIDENT OF COUNCIL  
TO RENEW THEIR LEASE WITH QUADIENT LEASING, INC.  
AND AUTHORIZING AN EXPENDITURE IN THE AMOUNT OF \$29,548.80  
(\$5,909.76 PER YEAR) FOR DIGITAL MAILING SYSTEM  
INCLUDING EQUIPMENT MAINTENANCE, RATE CHANGE  
PROTECTION, INSTALLATION AND TRAINING  
FROM MARCH 25, 2024 TO MARCH 25, 2029**

WHEREAS, based upon recommendation, it has been deemed in the best interest of the health, safety and welfare of all Village residents and inhabitants to renew their lease with Quadiant Leasing, Inc. in order to provide for a digital mailing system including equipment maintenance, rate change protection, installation and training for Mayfield Village administration; and

WHEREAS, the existing lease expires on March 25, 2024; and

WHEREAS, Mayfield Village met with representatives of Quadiant Leasing, Inc. to discuss new pricing for updated equipment; and

WHEREAS, said new pricing is under State bid; and

WHEREAS, upon review of the proposal, Mayfield Village administration recommends that the Village renew their lease with Quadiant Leasing, Inc. for an additional 60 months, commencing March 25, 2024 and concluding March 25, 2029 in the amount of \$29,548.80 (\$5,909.76 per year).

NOW, THEREFORE, BE IT RESOLVED by the Council of the Village of Mayfield, County of Cuyahoga, State of Ohio, that:

SECTION 1. The Council of Mayfield Village does hereby accept the proposal for renewal of the lease with Quadiant Leasing, Inc. for postage machine and address printer update for Mayfield Village in the amount of \$29,548.80 for 60 months (\$5,909.76 annual) for postage machine and address printer update, a copy of which is attached hereto and incorporated herein as Exhibit "A."

SECTION 2. The Council finds and determines that all formal actions of this Council relating to the adoption of this Resolution have been taken at open meetings of this Council; and that deliberations of this Council, and of its committees, resulting in such formal action, took place

in meetings open to the public, in compliance with all statutory requirements including requirements of Section 121.22 of the Ohio Revised Code.

SECTION 3. This Resolution is hereby declared to be an emergency measure immediately necessary for the preservation of health, safety, and welfare of the residents of Mayfield Village, Ohio, for the reason that it provides necessary benefits to Mayfield Village administration in compliance with USPS postal regulations and additional services in sending postage out. It shall, therefore, take effect immediately upon the passage by the affirmative vote of not less than five (5) members elected to Council and approved by the Mayor or otherwise at the earliest time allowed by law.



STEPHEN SCHUTT  
Council President

First Reading: February 19, 2024

Second Reading: Suspended, 2024

Third Reading: Suspended, 2024

PASSED: February 19, 2024



BRENDA T. BODNAR, Mayor

APPROVED AS TO FORM:



DIANE A. CALTA,  
Director of Law

ATTEST: 

MARY E. BETSA, MMC,  
Clerk of Council

# BUSINESS CASE

## Postage Machine & Address Printer Update

Prepared for: **Mayfield Village**

Proposal date: **January 23<sup>rd</sup>, 2024**

Valid until: **February 23<sup>rd</sup>, 2024**

Submitted by: **Chase Chapman**

Government Account Executive, Quadiant Central District

**Brock Barton**

Solutions Analyst, Quadiant Central District



## Executive Summary

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### CHALLENGE

- Your existing mail machine and address printer lease is due to expire on 3/25/2024.

### RECOMMENDATIONS

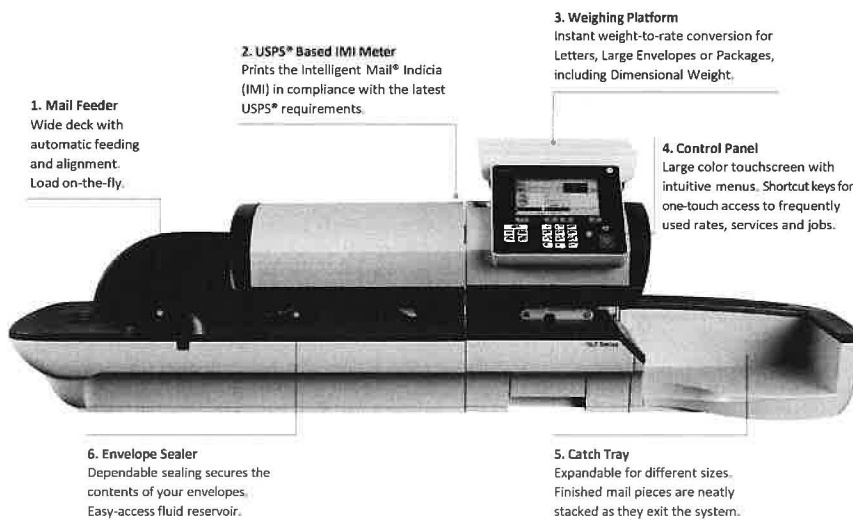
- New Quadient Mail Machine and address printer.
  - Upgrade your lease with Quadient and we will remove your old equipment and install a new, state of the art system that matches with your current business requirements.

### IMPACT

- New Postage Machine will be compliant with new USPS regulations, including newest indicia (IMI), Dimensional Weighing (DIM) and postal data and security management.
-

## Product Overview

**iX-7**  
SERIES



### Key Specifications

**Processing speed:** Up to 140 lpm

**Weighing platform capacity:** 10, 30 or 70 lb.

**Envelope thickness:** Up to 5/8"

**Accounts/departments:** 100 standard, up to 500 optional

**Online expense reporting (Neostats Basic):** Standard

**Connectivity:** LAN standard, Wireless LAN optional

**Postage labels:** Self-adhesive with automatic dispenser

**Security:** 4-digit operator PIN codes

**Job presets (imprint memories):** Up to 9

**Envelope printing:** Graphics (10), Text messages (10)

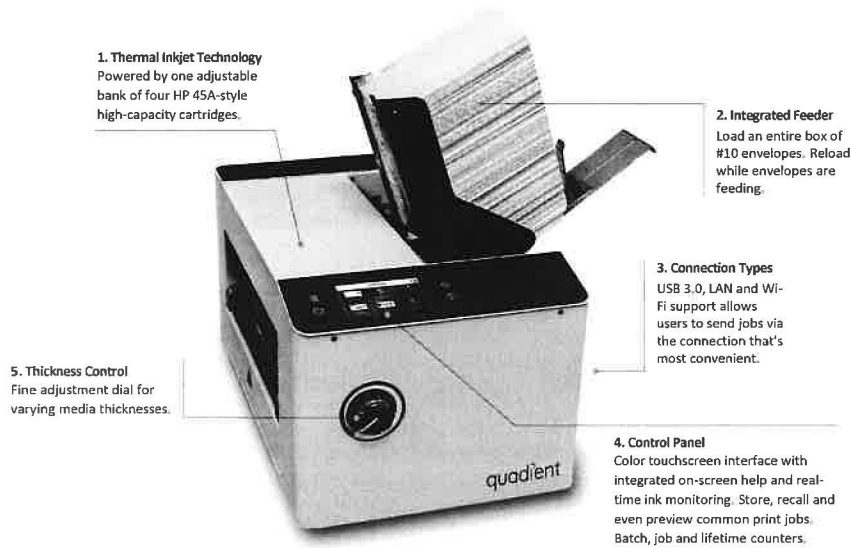
**Ink supply:** Quick-change cartridge, up to 26,000 imprints

**Neoship online shipping software:** Available

quadtent

## Product Overview

# AS-450



### Key Specifications

- **Addressing speed:** Up to 22,000 #10 envelopes/hour  
Up to 30,000 postcards/hour
- **Print color & quality:** Monochrome, Up to 600 x 600 dpi
- **Total print area:** Up to 2" x 15"
- **Feeder Capacity:** Up to 500 #10 envelopes
- **Material size:** Min 5" L x 3" W  
Max 15" L x 13.5" W
- **Material thickness:** Up to 0.25" (6.3mm)
- **Memory:** 16GB
- **Fonts:** All TrueType® fonts available on PC

quadient



# Financial Considerations

## Product Summary

- iX-7 Mail Machine with 10lb Weighing Scale, Differential Weighing, Sealer, Drop Tray, Ink Cartridge, and Scale Stand.
- AS-450 Address Printer.

Investment Summary		Valid until 2/23/24
01	60 month lease – Billing is Quarterly	<b>\$495.48</b>
02	Freight, delivery & installation	<b>Included</b>
03	Meter rental	<b>Included</b>
04	Equipment maintenance	<b>Included</b>
Total Monthly Investment		<b>\$495.48</b>

- **Pricing is State of Ohio State Term Schedule.** Includes delivery, installation, set-up, key-operator training, meter rental and maintenance.
- New System is compliant with the latest USPS Postal Regulations



# Financial Considerations

**\*Purchase option\***

- iX-7 Mail Machine with 10lb Weighing Scale, Differential Weighing, Sealer, Drop Tray, Ink Cartridge, and Scale Stand.
- AS-450 Address Printer.

	Investment Summary	Purchase Price
01	Freight, Delivery & Installation	Included
02	iX7 Postage Machine	\$5,739.00
03	Meter Rental – annual amount	\$720.00 annually
04	AS-450 Address Printer	\$7,556.00
05	Equipment Maintenance for both machines – annual amount (*First year free*)	\$2,304.00 annually
06	Software License & Support	Included

- **Pricing is State of Ohio State Term Schedule.** Includes delivery, installation, set-up, key-operator training, meter rental and maintenance.
- New System is compliant with the latest USPS Postal Regulations



**Why Wait Program**

quadi<sup>ent</sup>
Why Wait Program



**With Quadi<sup>ent</sup>'s Why Wait Customer Loyalty Program, you can have your cake and eat it too! Why Wait to get today's technology at yesterday's rates?**

Here's how it works:

- Renew your lease and Quadi<sup>ent</sup> will remove your old equipment and install a new, state-of-the-art system that perfectly matches your current business requirements.
- Enjoy the benefits of new equipment while making payments at your existing rate until your current lease terminates.
- Transition automatically to your new lease when your current lease terminates. No hidden costs or overlapping invoices, a seamless upgrade guaranteed.

Quadi<sup>ent</sup>'s Why Wait Program enables you to upgrade your current Quadi<sup>ent</sup> system up to six months prior to the end date of your existing lease, regardless of the original lease term or type of equipment. That means you can reap the benefits of the latest technology for up to 180 days with no change in your periodic lease payment.

**So Why Wait? The sooner you act, the longer you benefit!**



EXPERIENCE  
EASY PROCESS  
MAINTAIN PROTECT



PROVEN RESULTS  
NEW LEASING  
UNIQUE RFP TOOL



EXPERTISE  
FIELD SUPPORT  
TECHNICAL TRAINING



BACKED BY THE EXPERTS  
LEASING MANAGER  
2017 Award

# Quadient at a Glance

quadient

## Capabilities



**LOCAL PARTNER**  
200+ U.S. locations providing unmatched accessibility and responsiveness.



**EXPERTISE**  
8 billion interactions facilitated annually.



**PROVEN RESULTS**  
96% customer satisfaction rate. \$1.2B sales in 2018, 44% from North America.



**BACKED BY THE EXPERTS**  
Gartner, Forrester, and Aspire.



**EXPERIENCE**  
Market-leading technology for 95 years. 800,000 customers across 90 countries.



**GLOBAL REACH**  
5,600 employees in 32 countries.

## Portfolio



**Customer Experience Management**



**Business Process Automation**



**Mail-Related Solutions**



**Parcel-Related Solutions**

## Business Impact

We deliver measurable process improvements to advance your key business objectives including:



**Customer Engagement**

Improve acquisition, satisfaction and retention



**Risk Mitigation**

Enhance security and regulation compliance



**Revenue Growth**

Increase sales, market share and profit



**Expense Control**

Maximize productivity and reduce costs