

The contract with NCS ended in February 2021. The Clerk has negotiated a new contract with NCS, following comparing the market.

The Contract the Council is asked to endorse is as follows:

E-Studio 2515AC (Brand New Machine)

Rental £50.00 +vat per month for five years (*same as now*)

Cost per print 0.35 mono 1.5p low colour and 3.5p full colour (*£30/ month less in copying charges based on last 5 years usage*)

Mono prints free for first 6 months (*worth £50*)

NCS initially offered that we could keep the same copier, at the same cost £50/month and same cost/copy service on a 3-year deal.

Following shopping around and appreciating this is a competitive market, I fed back that PTC could get a similar reconditioned machine for a lower rental cost, around £35/month. They could match that but not on the less expensive cost/copy.

Although the current copier is working fine, the cost/copy of a new machine cannot be matched with a reconditioned machine or keeping the same machine.

The revised offer from NCS was the best in comparison. Looking at usage over the last 5 years, the rental money saved keeping an older model is less than the cost/copy efficiencies. Usage over the 5 years and based on that the old copier is going to cost us an extra £30/month in copies, when compared to the cost/copy of a newer model.

Competitors were offering reconditioned for £28/month but that was on a 5-year deal, which we would not want on an older model.