



# Office Multifunction Devices and Solutions

## MALAYSIA PRODUCTIVITY CORPORATION (MPC)



Proposal



Fuji Xerox Asia Pacific Pte Ltd (993478-A)  
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93200 Kuching, Sarawak, Malaysia

Ref: FXM/KCH/CC/21/01/002/002

7th January 2021

**MALAYSIA PRODUCTIVITY CORPORATION**  
**Lot 894, Lorong Demak Laut 3A**  
**Taman Perindustrian Demak Laut**  
**93050 Kuching, Sarawak**

**Kind attention: Miss Liyana**

I am pleased to enclose our proposal outlining Fuji Xerox's recommendations for your in-house document production solution. This proposed solution introduces highly innovative technology implemented through the

- 1. Colour Device ApeosPort C2060CPSF**
- 2. Black & White Device ApeosPort 2560CPSF**

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

This proposal incorporates information about Service & Maintenances and package, product specification with values & benefits, detailed pricing information and some key Fuji Xerox differentiators.

Thank you for taking the time to consider partnering with Fuji Xerox. 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 us.

Yours faithfully,  
for FUJI XEROX ASIA PACIFIC PTE LTD

JANE LEE  
Sales Executive  
(6012-8799099)

CHARLES CHOW  
Branch Manager  
(6016-2880926)

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## Advantages to

### MALAYSIA PRODUCTIVITY CORPORATION (MPC)

#### Fuji Xerox Services - *Full Service & Maintenance*

Your satisfaction is of critical importance to us. Kindly refer to our Full Service Maintenance Agreement Section for full information.

#### Toll Free Support Assistant

For service and supplies enquiries, Fuji Xerox Malaysia take care of the users via toll free support assistant to ensure better quality and response time services. User may call 1-300-88-1163 for support and supplies.

#### Online Support Assistant

This is an integrated online application that harnesses the power and flexibility of the web enabling you to obtain instant self-help, instructions and information about Fuji Xerox products at anytime. Users can explore queries about specific topics for each device via selection criteria, keyword search, FAQs or entering specific error code(s) etc. The Online Support Assistant is available at: <http://www.fujixerox.com.my>

#### Auditron

This feature allows you to set user name and passwords to restrict access and track usage for users. For administrator's ease, auditron can be set via *CentreWare Internet Services*. For Account and Finance Department's ease, the feature enables the tracking of usage according to users or departments.

#### Xerox Standard Accounting

This feature allows setting of use restrictions and limits of copy, print, scan and fax. It will be a web based set up, and provides downloadable information in CSV format(Excel format) from *CentreWare Internet Services*. The wonder of this feature is there will be no extra software required.

#### Scanning

Scanned documents can be converted into formats such as PDF, JPEG, TIFF, and DocuWorks, and saved into mailboxes or the server for sharing. Scan and send to multiple email recipients is also available in the solutions. DADF scan allow users to scan both sides of a double-sided document automatically, especially good for book scanning and other bound or thick material.

#### Device Admin Tool (*CentreWare Internet Services*)

*CentreWare Internet Services* is available as standard with the Fuji Xerox solutions. It will allow you to monitor and administer the device over the Internet from your PC. Using this tool you can configure network settings, view device status, manage job queues, activate usage restrictions, upload address books and much more.



## Full Service Maintenance Agreement – (FSMA)

As a company we are committed to perfection in copying and duplicating. Our continued leadership in this field depends on the quality and reliability of our machines and efficiency of our services to you - the **CUSTOMER**.

Service to us means much more than just sending our skilled Technical Representatives to you from time to time.

### THE FSMA MEANS :

Fuji Xerox commits to service and maintain your Xerox equipment for a minimum period.

### Zone A

Installations within Fuji Xerox service location of radius 50 km.

### **Extra Charges: Nil**

### Zone B

Installations outside Fuji Xerox service location of radius 51km – 100 km.

Extra Charges: RM80.00 Per Month

### Zone C

Installations outside Fuji Xerox service location of radius 101km – 150 km

Extra Charges: RM150.00 Per Month

### Zone D

Air travel required. (Airfare & Accommodation excluded)

Extra Charges: RM180.00 Per Month

### FULL SERVICE MAINTENANCE AGREEMENT (FSMA)



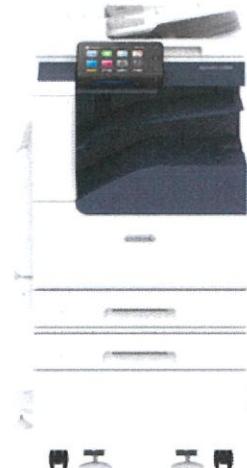
- Includes All Spare Parts and Consumable (Except printing materials)
- Includes Toner and Drum
- Includes Delivery and Installation (waiver for 1<sup>st</sup> Time delivery and installations)
- Includes Key Operator Training
- Includes ALL Mandatory Retrofits
- Includes Labor and Service / Repair during normal working hours from 8.30 am to 5.05 p.m., Monday to Friday
- All Spoilt Copies caused by solutions are Fully Credit

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The Fuji Xerox Solution

## Introducing ApeosPort C2060 CPS



*PICTURED ABOVE: ApeosPort C2060*

### Competitive Edge:

- ApeosPort is equipped with both user-friendliness and security measures.
- **Build in Trusted Platform Module (TPM)** to enhance the encryption key management on machines, make it as a most secured Multifunction Device.
- Support for Azure Active Directory Authentication to multifunction devices and Fuji Xerox's cloud services; can integrate with a cloud base identity management service.
- 10.1inch smart and new control panel without hard keys and with symbolic icon design, easy-to-use display with fewer levels, unique operations for the conventional functions including copy and fax.
- **Address Book app**
  - Up to 5000 records. Individual configuration
- **Standard feature**
  - Personal customization
  - One-touch Button
  - Preset
- High image printing quality in the class, with Print resolution 1200 x 2400 dpi, adopting SIQA features, which already adopting in production printer, enables customers to adjust density uniformity according to the property of thick paper or coated paper.
- Search multiple cloud services to locate your required document thanks to automatic **Optical Character Recognition (OCR)\*** processing of your scanned documents

Single-pass, duplex scanner is now available across the entire range and scans at speeds of up to 270 images per minute for exceptional productivity.

### **Fuji Xerox Print Utility Mobile Application**

Print PDF documents, HTML webpages and photos directly from your iPhone, iPad or Android-based mobile device. The Mobile Print and Scan application automatically locates and connects to the ApeosPort C2560 series over your Wi-Fi network.

### **Portable UI for Business**

This brand-new application is free to download from Google Play Store or App Store to enable printer operation by using mobile and to register frequent use features as favorite menu.

### **AirPrint**

Print email, photos and important office documents directly from your iPhone or iPad with no drivers to install and no cables to connect.

### **Mopria certified**

Mopria certification simplifies the mobile printing experience for Mopria-certified tablets and smartphones without additional steps to install different printing applications of models or manufacturers.

**Cloud ready** with optional direct integration with cloud services – such as Google Drive™, OneDrive®, DropBox®, Box®, SharePoint® Online, Evernote® and WorkingFolder. It also supports cloud printing environment with Fuji Xerox **Cloud On Demand Print** and support Azure AD collaboration from machine via FX Direct.

- Engineered to easily adapt to the needs of any industry, the ApeosPort series features the Fuji Xerox solutions platform, which enables personalized, business-specific applications you can access right from the color touch screen.
- With Smart WelcomEyes Advance\*, a real-time proximity camera and a pyroelectric heat sensor detect when a user is approaching and recovers from Sleep mode so it is ready to use in just 3.1 seconds. This intuitive technology simplifies operational processes and saves both time and energy.
- Delivers cutting-edge reductions in energy consumption with the innovative Smart Energy Management technology which reduces energy usage by only activating the functions required by the user.
- Newly added Smart Help / Remote Assistance and One-touch app to improve productivity and reduce downtime



## KEY SPECIFICATIONS (APEOSPORT C2060) COLOUR

### Copying

First Copy Out Time (B/W)	Up to 4.9 seconds
First Copy Out Time (Color)	Up to 6.7 seconds
Resolution	600 x 600 dpi
Warm-Up Time	30 sec or less

### Printing

Speed (B/W)	20 ppm
Speed (Color)	20 ppm
Resolution	1,200 x 2,400 dpi
Memory	4 GB
Hard Disk	128 GB SSD

### Scanning

Input Speed	up to 55 ipm
Resolution	600 / 400 / 300 / 200 dpi
File Formats	PDF, Searchable PDF, TIFF, JPEG, Microsoft Word and Microsoft Excel
Scan Destinations	Email, Folder, Server/PC (via SMB/FTP protocol), Job Flow Sheets, Scan to Home, Scan to USB

### Faxing

Transmission Time	Less than 3 seconds per page
Number of Lines	Maximum 3 ports G3-3 port
Speed Dials	2,000 speed dials
Sending Document Size	Max: A3, 11 x 17", Long documents (Max: 600 mm)

### General

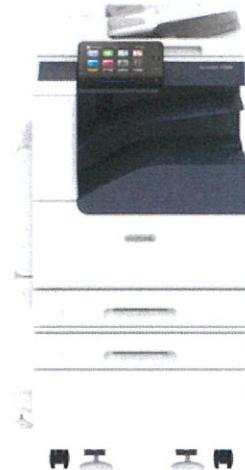
Paper Capacity	Min: 1,090 sheets, Max: 5,105 sheets
Paper Sizes	SRA3 (320 x 450 mm), 12 x 18", A3 [12 x 19" (305 x 483 mm) when using Bypass Tray] A5, Postcard (100 x 148 mm) [89 x 98 mm when using Bypass Tray]
Paper Weights	52 - 256 gsm
Power Consumption	Max: 2.4 kW, Standby: up to 111 W, Sleep Mode: 0.5 W

For more detailed specifications, please refer to the Product Brochure. For more detailed specifications, please refer to the Product Brochure

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## KEY SPECIFICATIONS (APEOSPORT 2560) BLACK & WHITE

### Copying

First Copy Out Time (B/W)	Up to 4.9 seconds
First Copy Out Time (Color)	Up to 6.7 seconds
Resolution	600 x 600 dpi
Warm-Up Time	30 sec or less

### Printing

Speed (B/W)	25 ppm
Speed (Color)	25 ppm
Resolution	1,200 x 2,400 dpi
Memory	4 GB
Hard Disk	128 GB SSD

### Scanning

Input Speed	up to 55 ipm
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File Formats	PDF, Searchable PDF, TIFF, JPEG, Microsoft Word and Microsoft Excel
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## Pricing Summary

**Black & White Device ApeosPort 2560CPSF & Color Device ApeosPort C2060CPSF**

<b>Model</b>	<b>ApeosPort 2560CPSF (Copy, Print, Color Scanning &amp; Faxing)</b>	<b>ApeosPort C2060CPSF (Copy, Print, Color Scanning &amp; Faxing)</b>
<b>Summary of Spec</b>	<b>Speed: 25ppm B/W</b>	<b>Speed: 20ppm B/W &amp; Color</b>
<b>Memory</b>	<b>4GB</b>	<b>4GB</b>
<b>Output Tray Capacity</b>	<b>500 Sheets</b>	<b>500 Sheets</b>
<b>DADF</b>	<b>Auto Duplex Feeder + Auto Duplex Print</b>	<b>Auto Duplex Feeder + Auto Duplex Print</b>
<b>Printing Language</b>	<b>Standard PCL 5, PCL 6 (for Window OS)</b>	<b>Standard PCL 5, PCL 6 (for Window OS)</b>
<b>Scanning speed</b>	<b>55ipm (B/W or Col) Scan to PC direct</b>	<b>55ipm (B/W or Col) Scan to PC direct</b>
<b>Rental Price</b>	<b>RM 462.00 x 24 months</b>	<b>RM 555.00 x 24 months</b>
<b>Full Service Maintenance With Fuji Xerox (FSMA- Period 36 months) Meter Click Charges</b>	<b>Black &amp; White- RM 0.028 cents per copy / print (Up to A3 size) (Includes all Spare parts, Service Labour &amp; Consumables)</b>	<b>Black &amp; White- RM 0.028 cents per copy / print (Up to A3 size) Color- RM 0.48 cents per copy / print (Up to A3 size) (Includes all Spare parts, Service Labour &amp; Consumables)</b>
<b>Comes With</b>	<b>EP-BB (Electronic Partnership Broadband) for Pro-active Maintenance)</b>	

### TERMS & CONDITIONS

- The above quoted price is valid for the delivery / installation before 30<sup>th</sup> January 2021
- Waive on delivery and installation charge
- 1- 2 weeks Delivery upon confirmation.
- 30 days credit ter

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