



3806 Coronado #A • Stockton, CA 95204-2314
(209) 941-2467

Item #24
2-25-2019

02/26/2019

Pre-Sort Center of Stockton currently prints and mails tax bills for 18 of the 31 MegaByte California Counties, more than all the other print and mail companies combined.

Pre-Sort Center of Stockton has been through eight (8) conversions with Counties switching to the MegaByte System.

Pre-Sort Center of Stockton can save the County significant monies.

Pre-Sort Center of Stockton is willing to sign a contract today if the County so desires.

Pre-Sort Center of Stockton will commit to having samples images within ten (10) business days of a contract being signed.

A handwritten signature in black ink, appearing to read 'Michael Gutierrez', with a stylized flourish at the end.

Michael Gutierrez, E.V.P.

	Pre-Sort Stockton	Total price	DFS	Total Price
Number of bill pages	500,000			
Graphic Design Hours	10			
Programing Hours	15			
Services				
Data Processing	\$0.003	\$1,500.00	\$0.0070	\$3,500.00
Laser printing black	\$0.025	\$12,500.00	\$0.0367	\$18,350.00
Laser printing color	\$0.050	\$25,000.00	\$0.1000	\$50,000.00
Inserting and Metering	\$0.018	\$9,000.00	\$0.0200	\$10,000.00
Additional inserts	\$0.007	\$3,500.00	\$0.1000	\$50,000.00
Hand work	\$0.150	\$75,000.00	\$0.1500	\$75,000.00
Graphic Design	\$70.000	\$700.00	\$75.0000	\$750.00
Programming	\$80.000	\$1,200.00	\$85.0000	\$1,275.00
Forms printing				
8 1/2 X 14	\$0.020	\$10,000.00	\$0.0215	\$10,750.00
Custom 6 X 9	\$0.025	\$12,500.00	\$0.0255	\$12,750.00
#10 envelope	\$0.025	\$12,500.00	\$0.0255	\$12,750.00
#7 envelope	\$0.021	\$10,500.00	\$0.0215	\$10,750.00
		\$173,900.00		\$255,875.00
Savings		\$81,975.00		
Savings %		32.04%		
Savings over 5 yrs		\$409,875.00		

		Pre-Sort Stockton	Total price	DFS	Total Price
Number of bill pages	300,000				
Graphic Design Hours	10				
Programing Hours	15				
Services					
Data Processing		\$0.003	\$900.00	\$0.0070	\$2,100.00
Laser printing black		\$0.025	\$7,500.00	\$0.0367	\$11,010.00
Laser printing color		\$0.050	\$15,000.00	\$0.1000	\$30,000.00
Inserting and Metering		\$0.018	\$5,400.00	\$0.0200	\$6,000.00
Additional inserts		\$0.007	\$2,100.00	\$0.1000	\$30,000.00
Hand work		\$0.150	\$45,000.00	\$0.1500	\$45,000.00
Graphic Design		\$70.000	\$700.00	\$75.0000	\$750.00
Programming		\$80.000	\$1,200.00	\$85.0000	\$1,275.00
Forms printing					
8 1/2 X 14		\$0.020	\$6,000.00	\$0.0215	\$6,450.00
Custom 6 X 9		\$0.025	\$7,500.00	\$0.0255	\$7,650.00
#10 envelope		\$0.025	\$7,500.00	\$0.0255	\$7,650.00
#7 envelope		\$0.021	\$6,300.00	\$0.0215	\$6,450.00
			\$105,100.00		\$154,335.00
		Savings	\$49,235.00		
		Savings %	31.90%		
		Savings over 5 yrs	\$246,175.00		

	Pre-Sort Stockton	Total price	DFS	Total Price
Number of bill pages	200,000			
Graphic Design Hours	10			
Programing Hours	15			
Services				
Data Processing	\$0.003	\$600.00	\$0.0070	\$1,400.00
Laser printing black	\$0.025	\$5,000.00	\$0.0367	\$7,340.00
Laser printing color	\$0.050	\$10,000.00	\$0.1000	\$20,000.00
Inserting and Metering	\$0.018	\$3,600.00	\$0.0200	\$4,000.00
Additional inserts	\$0.007	\$1,400.00	\$0.1000	\$20,000.00
Hand work	\$0.150	\$30,000.00	\$0.1500	\$30,000.00
Graphic Design	\$70.000	\$700.00	\$75.0000	\$750.00
Programming	\$80.000	\$1,200.00	\$85.0000	\$1,275.00
Forms printing				
8 1/2 X 14	\$0.020	\$4,000.00	\$0.0215	\$4,300.00
Custom 6 X 9	\$0.025	\$5,000.00	\$0.0255	\$5,100.00
#10 envelope	\$0.025	\$5,000.00	\$0.0255	\$5,100.00
#7 envelope	\$0.021	\$4,200.00	\$0.0215	\$4,300.00
		\$70,700.00		\$103,565.00
	Savings	\$32,865.00		
	Savings %	31.73%		
	Savings over 5 yrs	\$164,325.00		