



# FULTON COUNTY LIBRARY SYSTEM

Imagine what a library can be  
DISCOVER





## Flex 100 Sorter Systems have been given End Of Life designation due to their age.

July 29, 2024

Brazos Price  
Jamar Parker  
Fulton County Library System

RE: bibliotheca smartSort 100 AMH System

Dear Mr. Price

Fulton County Library System has been a valued customer of Bibliotheca, LLC for many years. Due to this we wanted to provide you with information regarding your smartSort 100 AMH Systems. Although we are still able to service these products, due to their age (yours were installed in 2014-2015), service is at end of life for your systems and would be best case due to limited parts. As part will start to get scarce as well as expensive to repair, service pricing will need to increase.

These systems are at the following locations:

South Fulton  
Alpharetta  
Northwest  
Wolf Creek  
Milton  
Metropolitan

In addition, you have several of our next generation, flexAMH systems, which use newer software and innovations. Due to this we have provided Fulton County discounted pricing to replace these systems.

We look forward to continuing to support the Fulton County Library System for all its current and future solution needs.

Sincerely,



Matthew Bellamy  
President

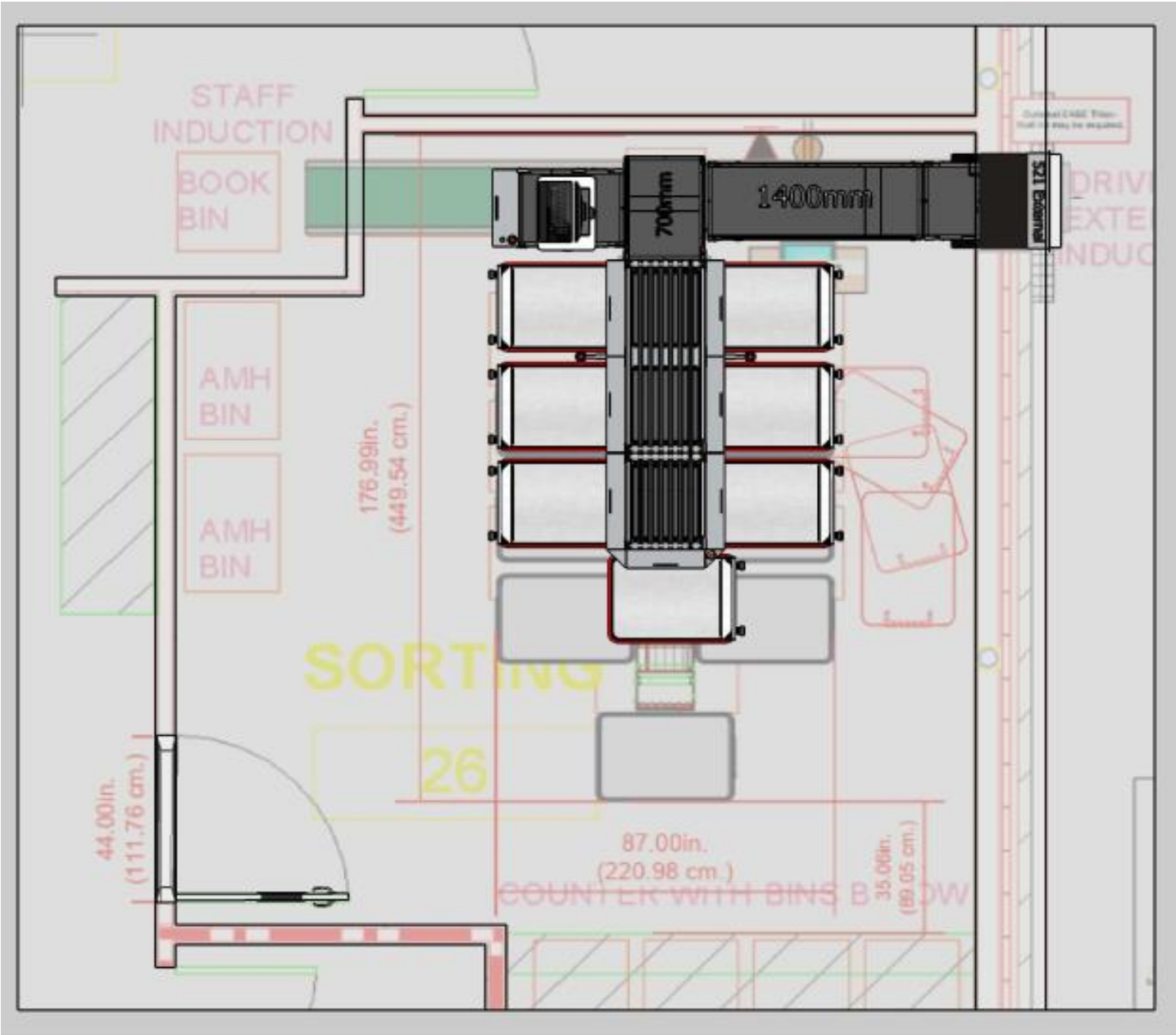
[m.bellamy@bibliotheca.com](mailto:m.bellamy@bibliotheca.com)

# FLEX AMH and Book Drop

## Metropolitan



INTELLIGENT INDUCTION – 7 BIN SORTER



### NEW w/ ANNUAL CONTRACT

### PURCHASE w/ PREPAID

Year	Current M&S	Traditional Purchase		Capital Surplus	
		New	Difference	New with Prepaid	Difference
2025	\$14,675.00	\$125,103.00	\$110,428.00	\$169,063.00	\$154,388.00
2026	\$15,375.00	\$10,990.00	-\$4,385.00	\$0.00	-\$15,375.00
2027	\$16,108.38	\$11,539.50	-\$4,568.88	\$0.00	-\$16,108.38
2028	\$16,876.75	\$12,116.48	-\$4,760.28	\$0.00	-\$16,876.75
2029	\$17,681.78	\$12,722.30	-\$4,959.48	\$0.00	-\$17,681.78
TOTALS	\$80,716.91	\$172,471.27	\$91,754.36	\$169,063.00	\$88,346.09

### Traditional Purchase

### Capital Surplus

Procurement Friendly	Lowest Overall Cost
Buyboard Compatible	Operational Cost Reduction
Moderate Upfront Investment	Highest Upfront Investment

### Service Credit

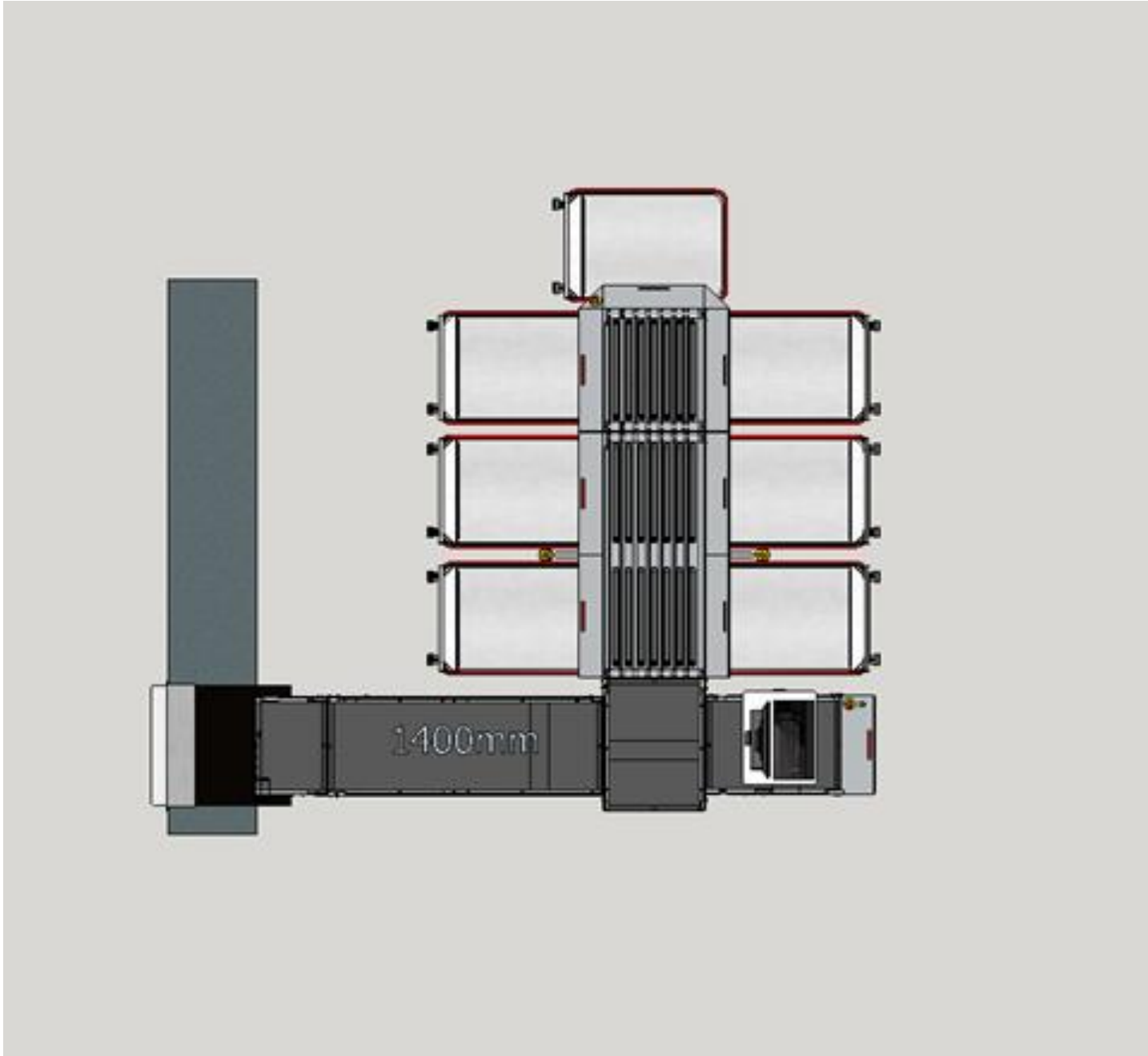
Install Month	Estimated Amount
January	\$1,222.92
February	\$14,675.00
March	\$13,452.08
April	\$12,229.17
May	\$11,006.25
June	\$9,783.33
July	\$8,560.42
August	\$7,337.50
September	\$6,114.58
October	\$4,891.67
November	\$3,668.75
December	\$2,445.83

# FLEX AMH and Book Drop

Milton



INTELLIGENT INDUCTION – 7 BIN SORTER



NEW w/ ANNUAL CONTRACT

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Traditional Purchase

Capital Surplus

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Service Credit

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# FLEX AMH and Book Drop

## Northwest



INTELLIGENT INDUCTION – 7 BIN SORTER

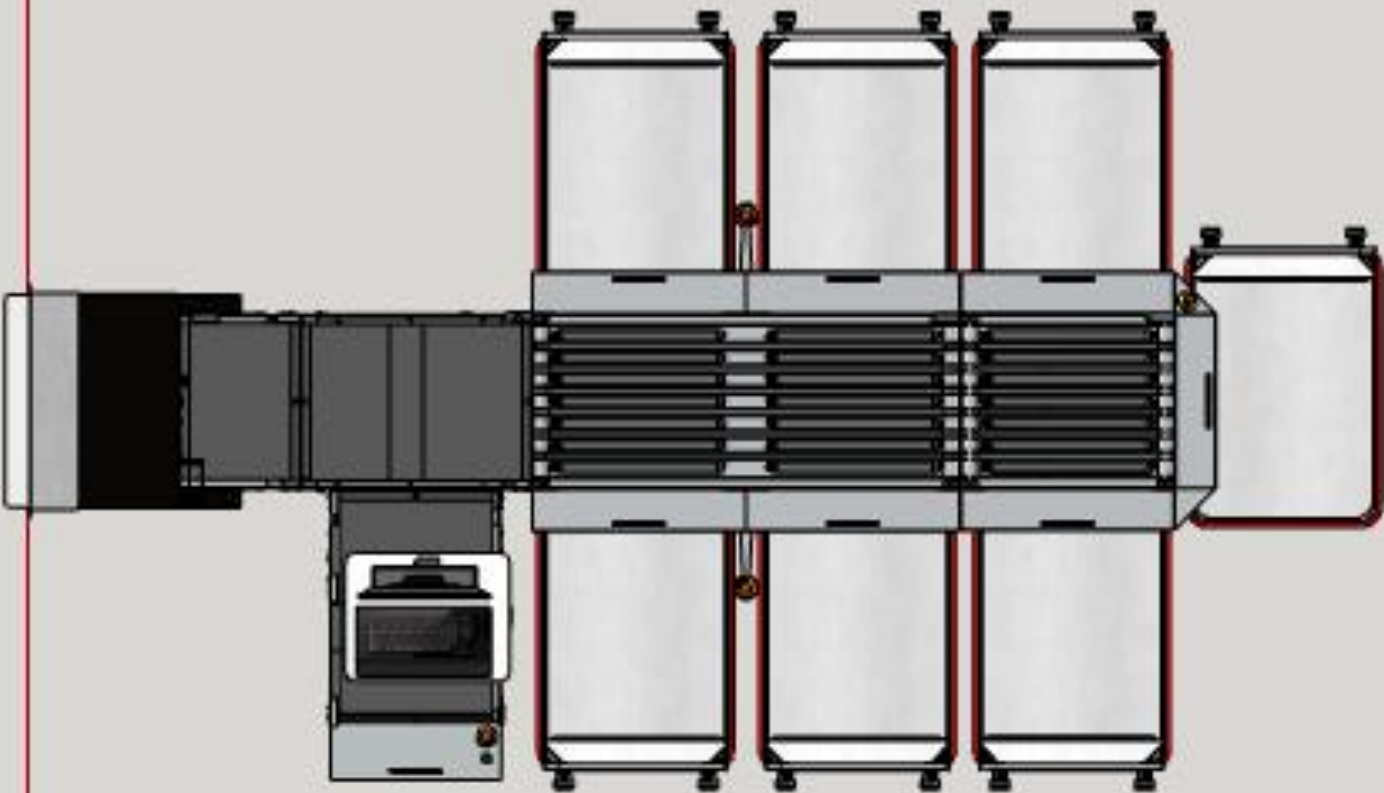
With Drive up No Lock Book

NEW w/ ANNUAL CONTRACT		PURCHASE w/ PREPAID	
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		Traditional Purchase		Capital Surplus	
Year	Current M&S	New	Difference	New with Prepaid	Difference
2025	\$14,675.00	\$115,544.00	\$100,869.00	\$155,928.00	\$141,253.00
2026	\$15,375.00	\$10,096.00	-\$5,279.00	\$0.00	-\$15,375.00
2027	\$16,108.38	\$10,600.80	-\$5,507.58	\$0.00	-\$16,108.38
2028	\$16,876.75	\$11,130.84	-\$5,745.91	\$0.00	-\$16,876.75
2029	\$17,681.78	\$11,687.38	-\$5,994.39	\$0.00	-\$17,681.78
TOTALS	\$80,716.91	\$159,059.02	\$78,342.11	\$155,928.00	\$75,211.09

Service Credit	
Install Month	Estimated Amount
January	\$1,222.92
February	\$14,675.00
March	\$13,452.08
April	\$12,229.17
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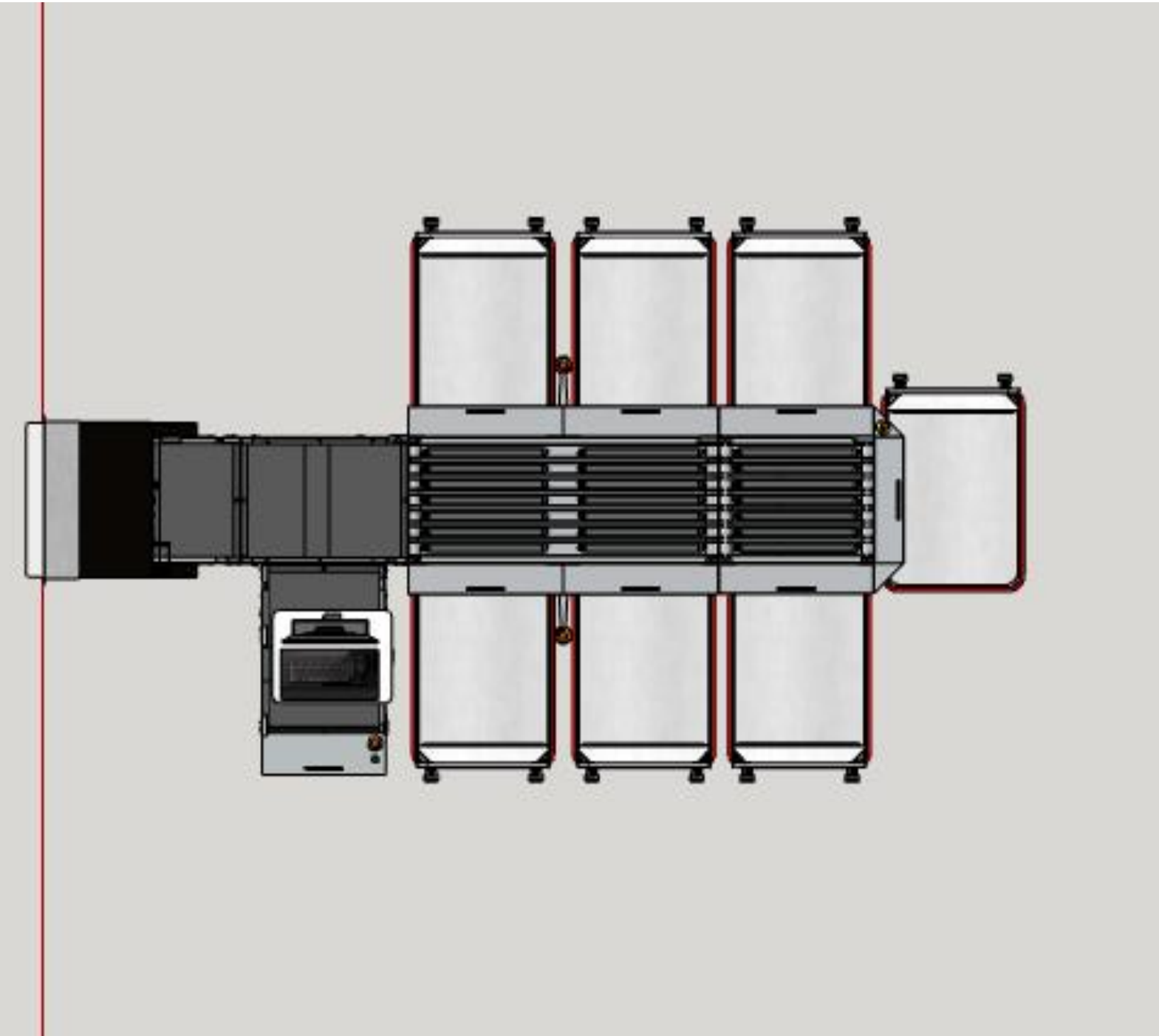


# FLEX AMH and Book Drop

## South Fulton



INTELLIGENT INDUCTION – 7 BIN SORTER



NEW w/ ANNUAL CONTRACT			PURCHASE w/ PREPAID		
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# FLEX AMH and Book Drop

## Wolf Creek



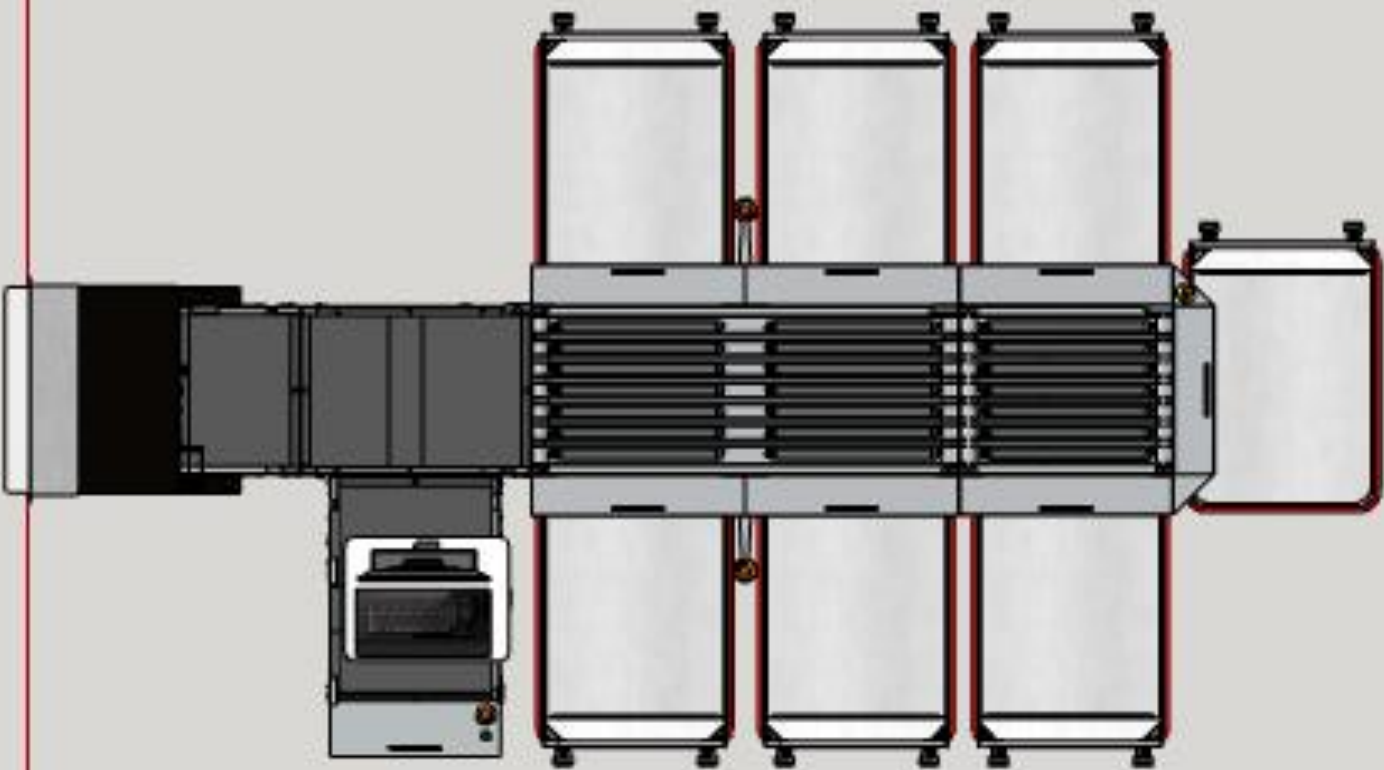
INTELLIGENT INDUCTION – 7 BIN SORTER

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# FLEX AMH and Book Drop

## Alpharetta



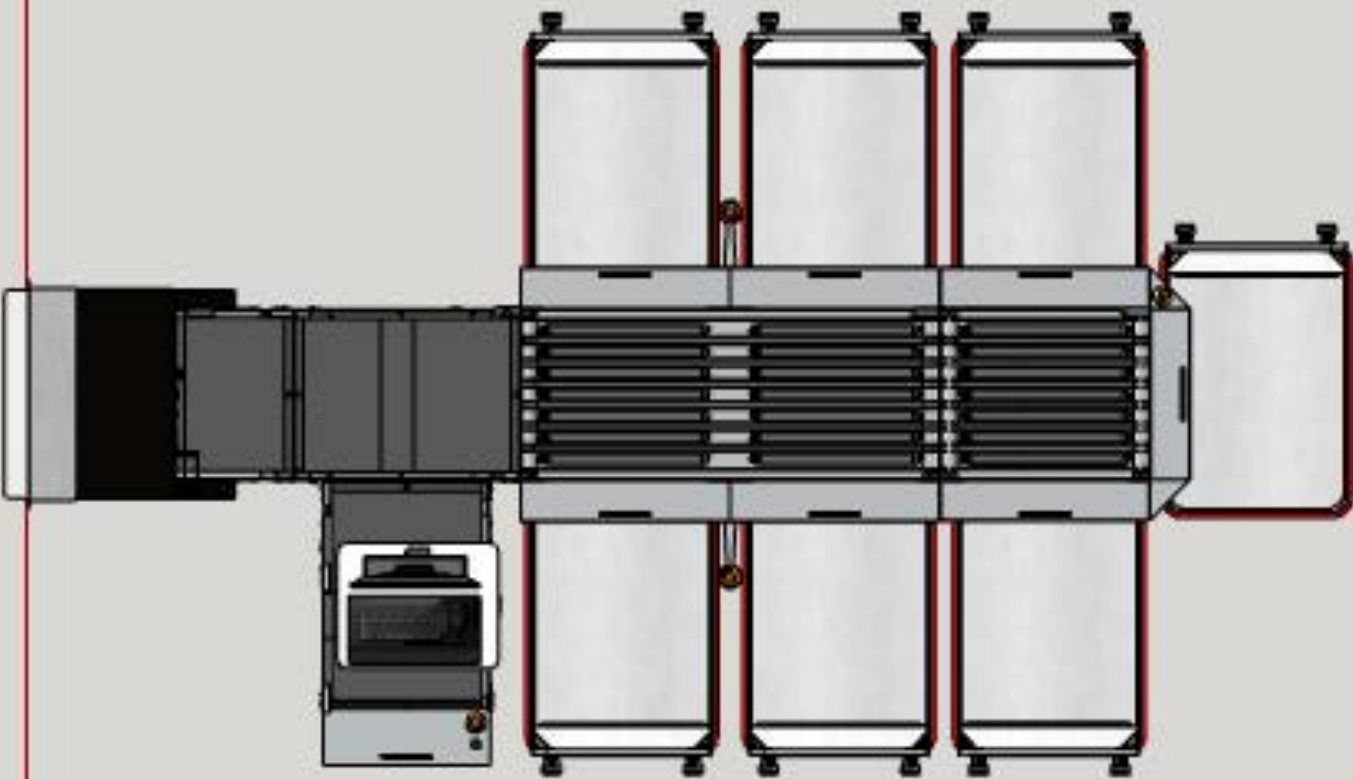
INTELLIGENT INDUCTION – 7 BIN SORTER

NEW w/ ANNUAL CONTRACT			PURCHASE w/ PREPAID		
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		Traditional Purchase		Capital Surplus	
Year	Current M&S	New	Difference	New with Prepaid	Difference
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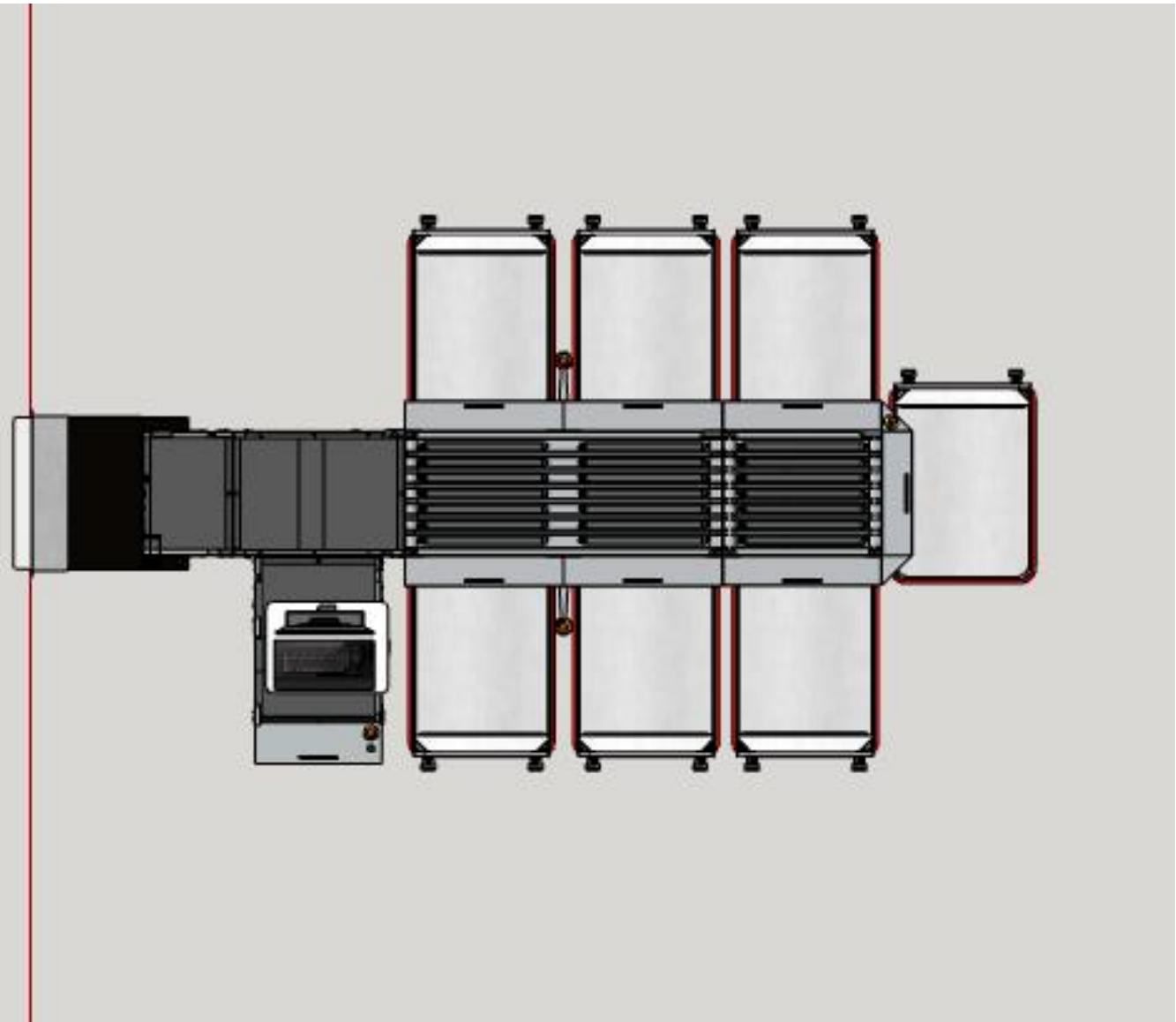


# FLEX AMH and Book Drop

## Summary



INTELLIGENT INDUCTION – 7 BIN SORTER



- 6 AMH smartsort 100 systems are EOL
- 6 Replacement FLEX AMH Systems
  - Intelligent Interface
  - Library Connect Compatible
  - Flex Visualizer
  - Current Product
- **4 Year Warranty past initial 1<sup>st</sup> Year** resulting in Operation savings of \$475,306.17

		NEW w/ ANNUAL CONTRACT		PURCHASE w/ PREPAID	
		Traditional Purchase		Capital Surplus	
Year	Current M&S	New	Difference	New with Prepaid	Difference
2025	\$88,050.00	\$712,382.00	\$624,332.00	\$961,838.00	\$873,788.00
2026	\$92,452.50	\$62,364.00	-\$30,088.50	\$0.00	-\$92,452.50
2027	\$97,075.13	\$65,482.20	-\$31,592.93	\$0.00	-\$97,075.13
2028	\$101,928.88	\$68,756.31	-\$33,172.57	\$0.00	-\$101,928.88
2029	\$107,025.33	\$72,194.13	-\$34,831.20	\$0.00	-\$107,025.33
TOTALS	\$486,531.83	\$981,178.64	\$494,646.80	\$961,838.00	\$475,306.17

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Moderate Upfront Investment		Highest Upfront Investment	

Service Credit	
Install Month	Estimated Amount
January	\$7,337.50
February	\$88,050.00
March	\$80,712.50
April	\$73,375.00
May	\$66,037.50
June	\$58,700.00
July	\$51,362.50
August	\$44,025.00
September	\$36,687.50
October	\$29,350.00
November	\$22,012.50
December	\$14,675.00