



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

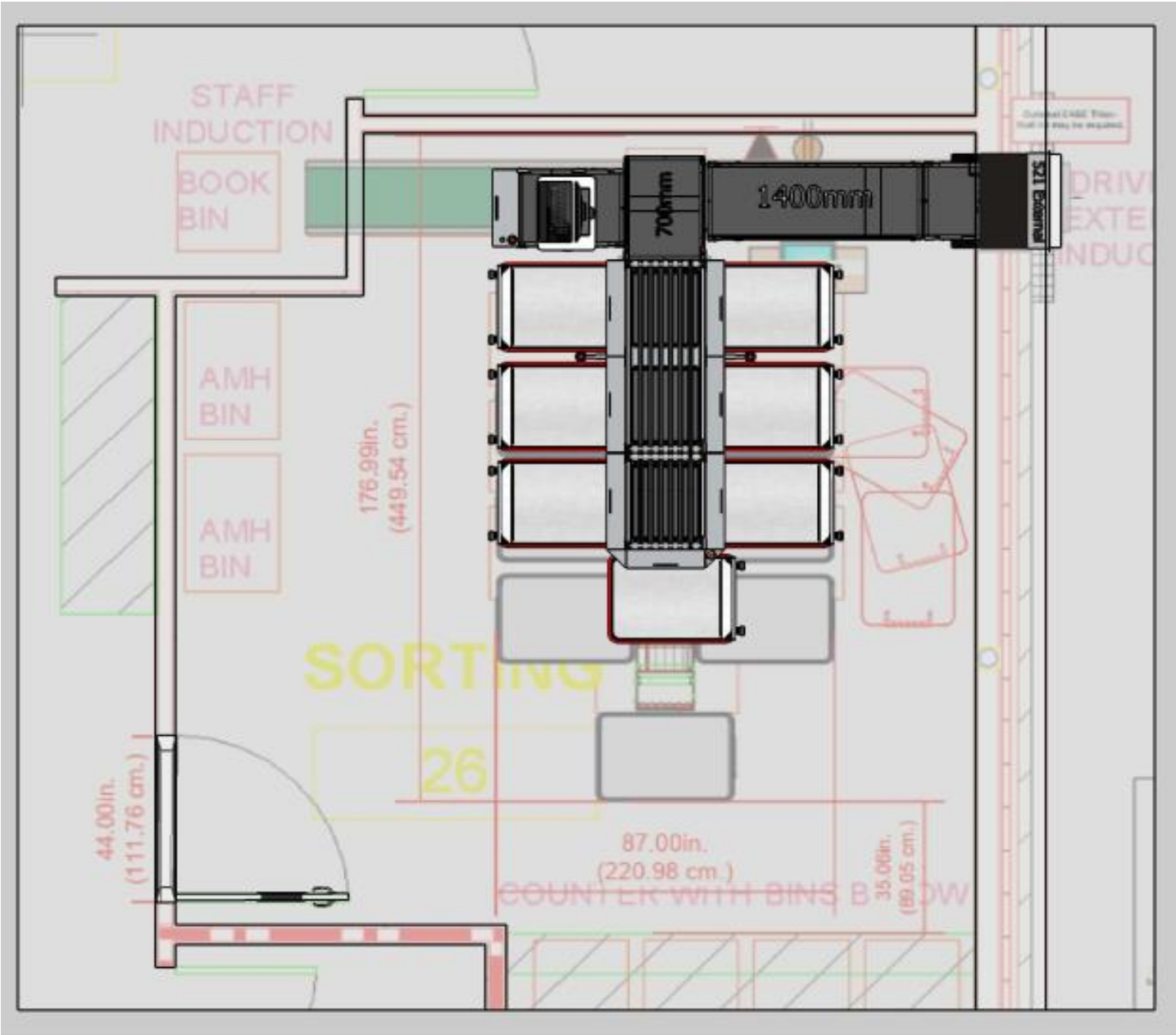
m.bellamy@bibliotheca.com

FLEX AMH and Book Drop

Metropolitan



INTELLIGENT INDUCTION – 7 BIN SORTER



NEW w/ ANNUAL CONTRACT

PURCHASE w/ PREPAID

		Traditional Purchase		Capital Surplus	
Year	Current M&S	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

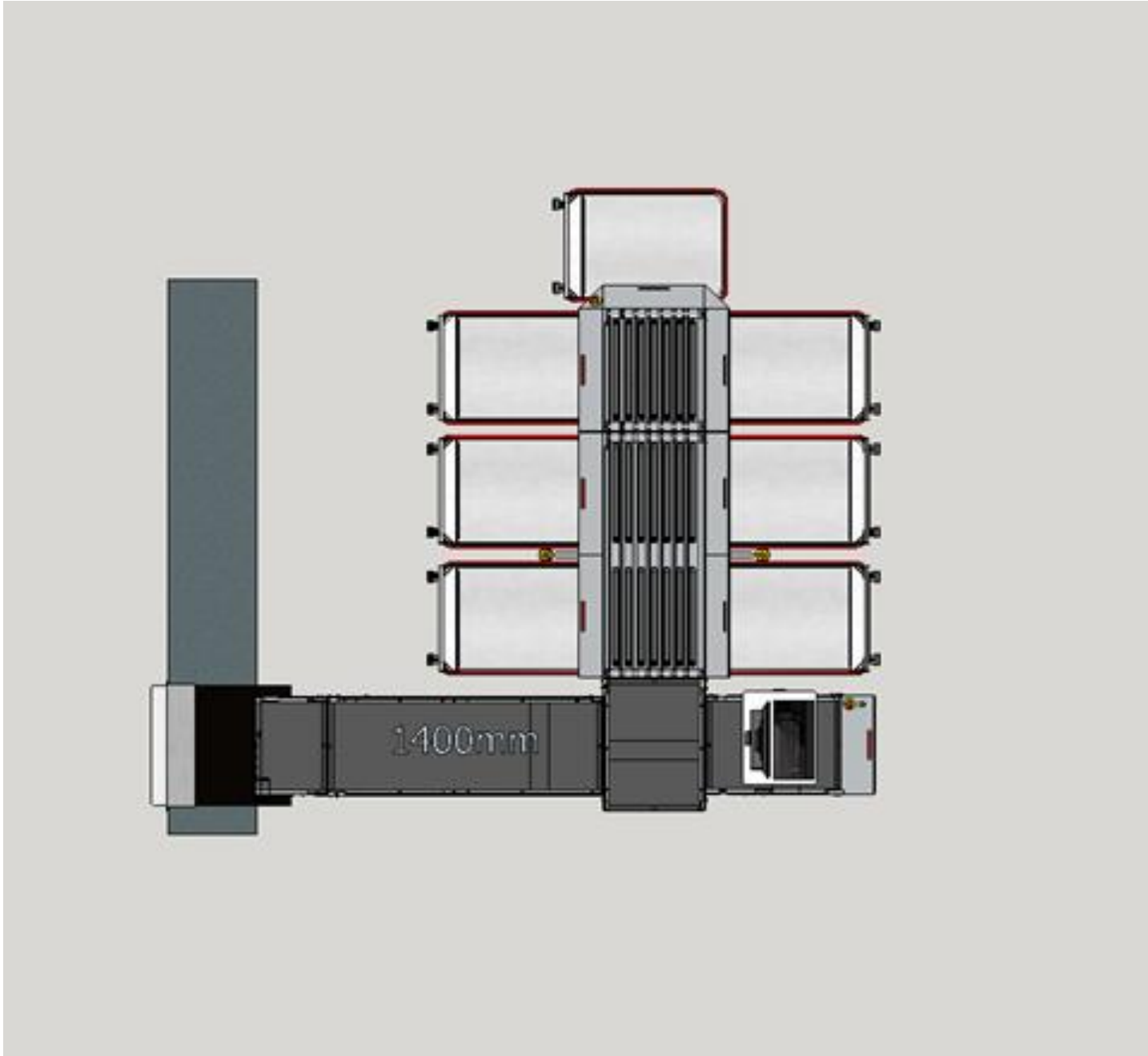
Install Month	Estimated Amount
January	\$1,222.92
February	\$14,675.00
March	\$13,452.08
April	\$12,229.17
May	\$11,006.25
June	\$9,783.33
July	\$8,560.42
August	\$7,337.50
September	\$6,114.58
October	\$4,891.67
November	\$3,668.75
December	\$2,445.83

FLEX AMH and Book Drop

Milton



INTELLIGENT INDUCTION – 7 BIN SORTER



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FLEX AMH and Book Drop

Northwest



INTELLIGENT INDUCTION – 7 BIN SORTER

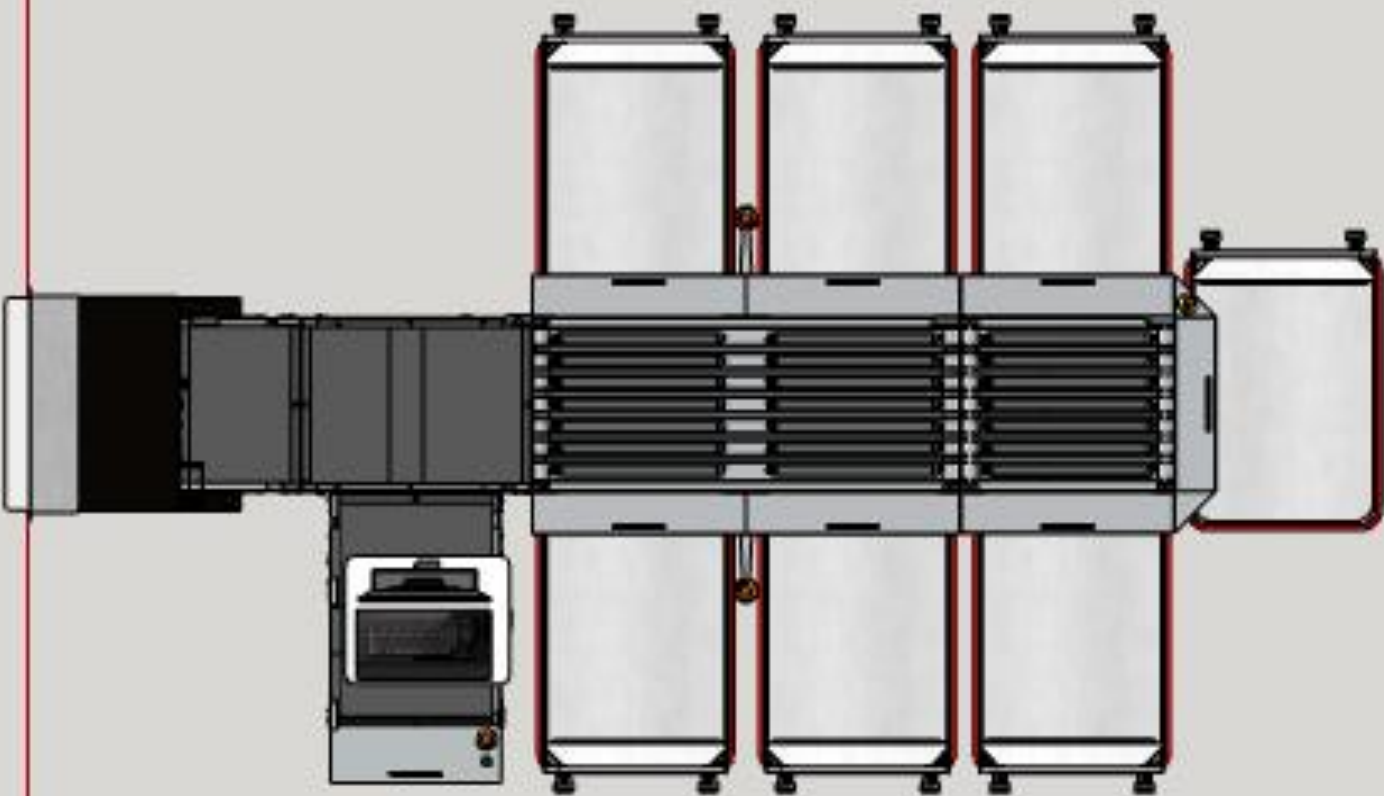
With Drive up No Lock Book

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	
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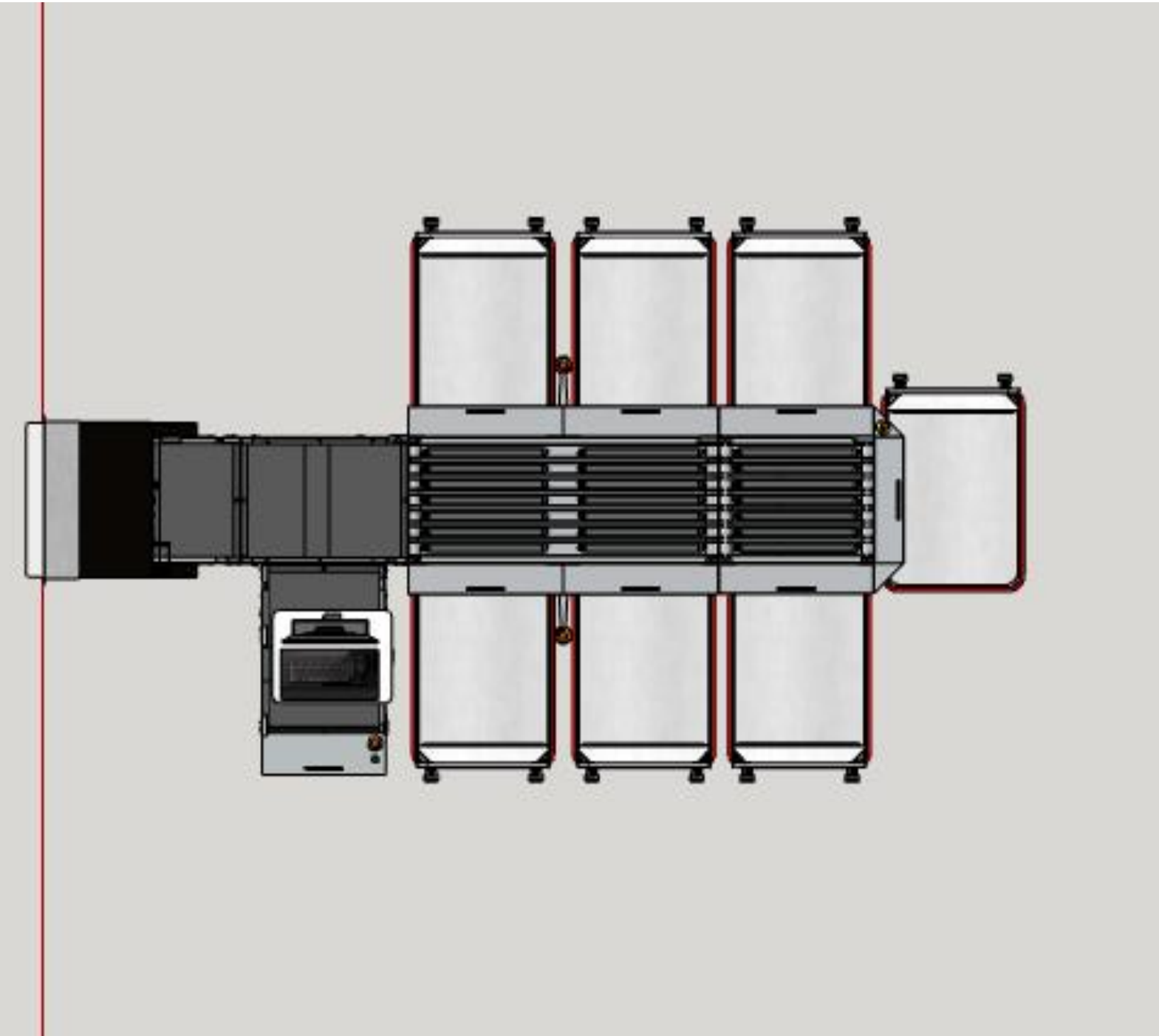


FLEX AMH and Book Drop

South Fulton



INTELLIGENT INDUCTION – 7 BIN SORTER



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FLEX AMH and Book Drop

Wolf Creek



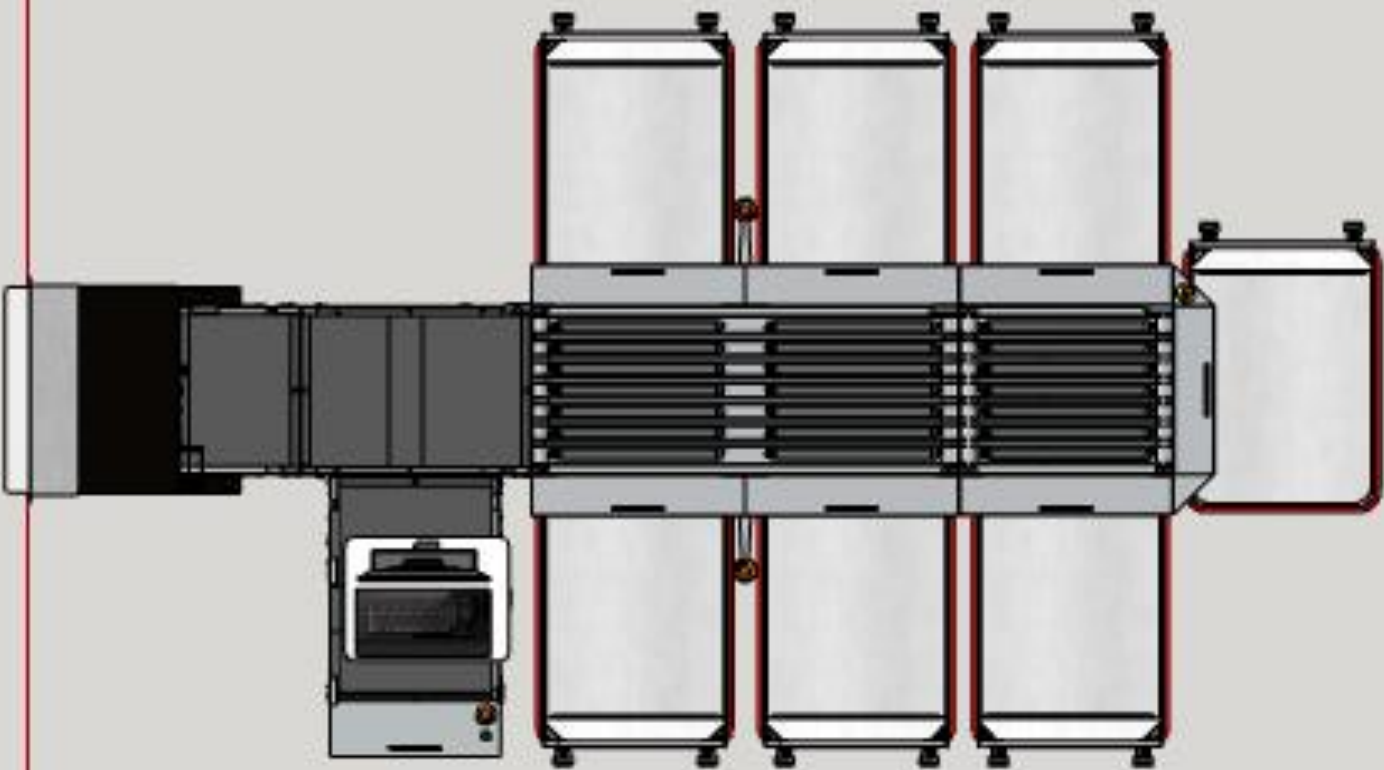
INTELLIGENT INDUCTION – 7 BIN SORTER

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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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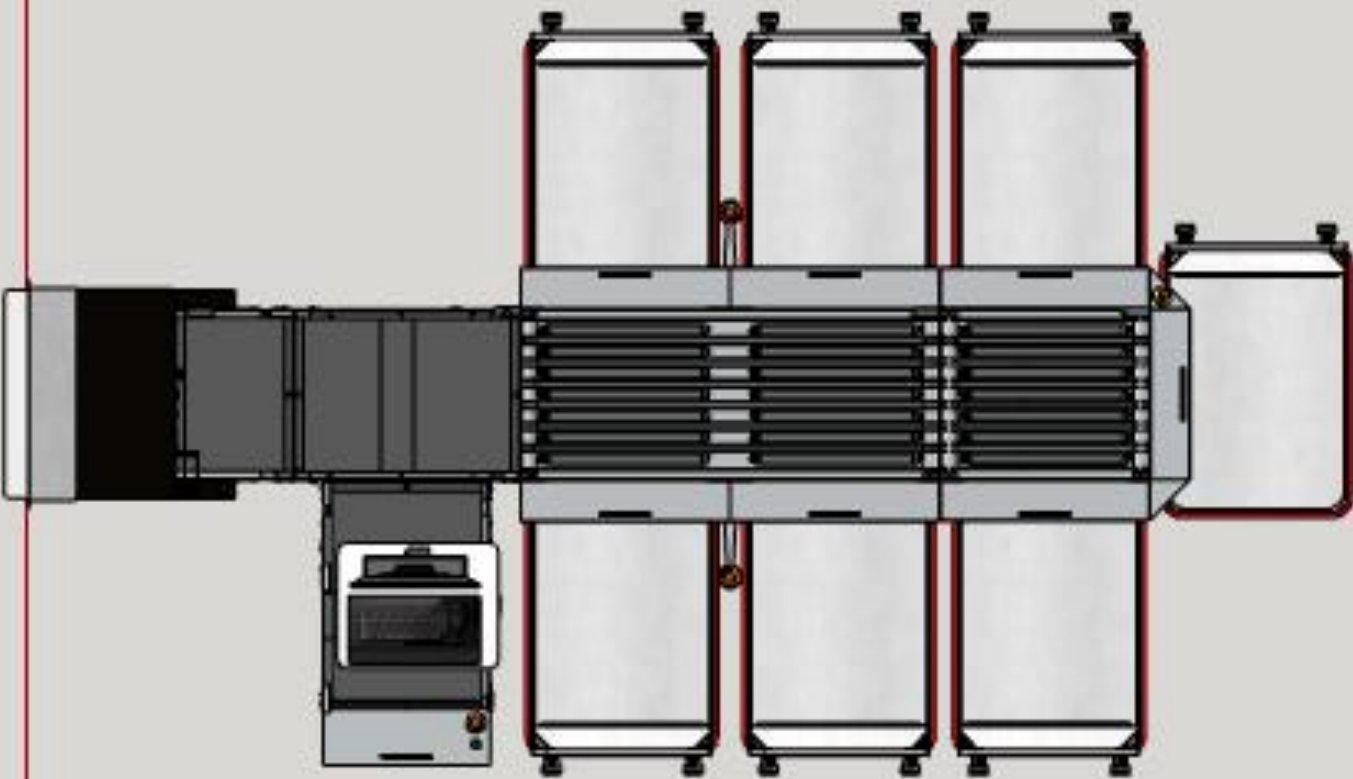
Traditional Purchase

Capital Surplus

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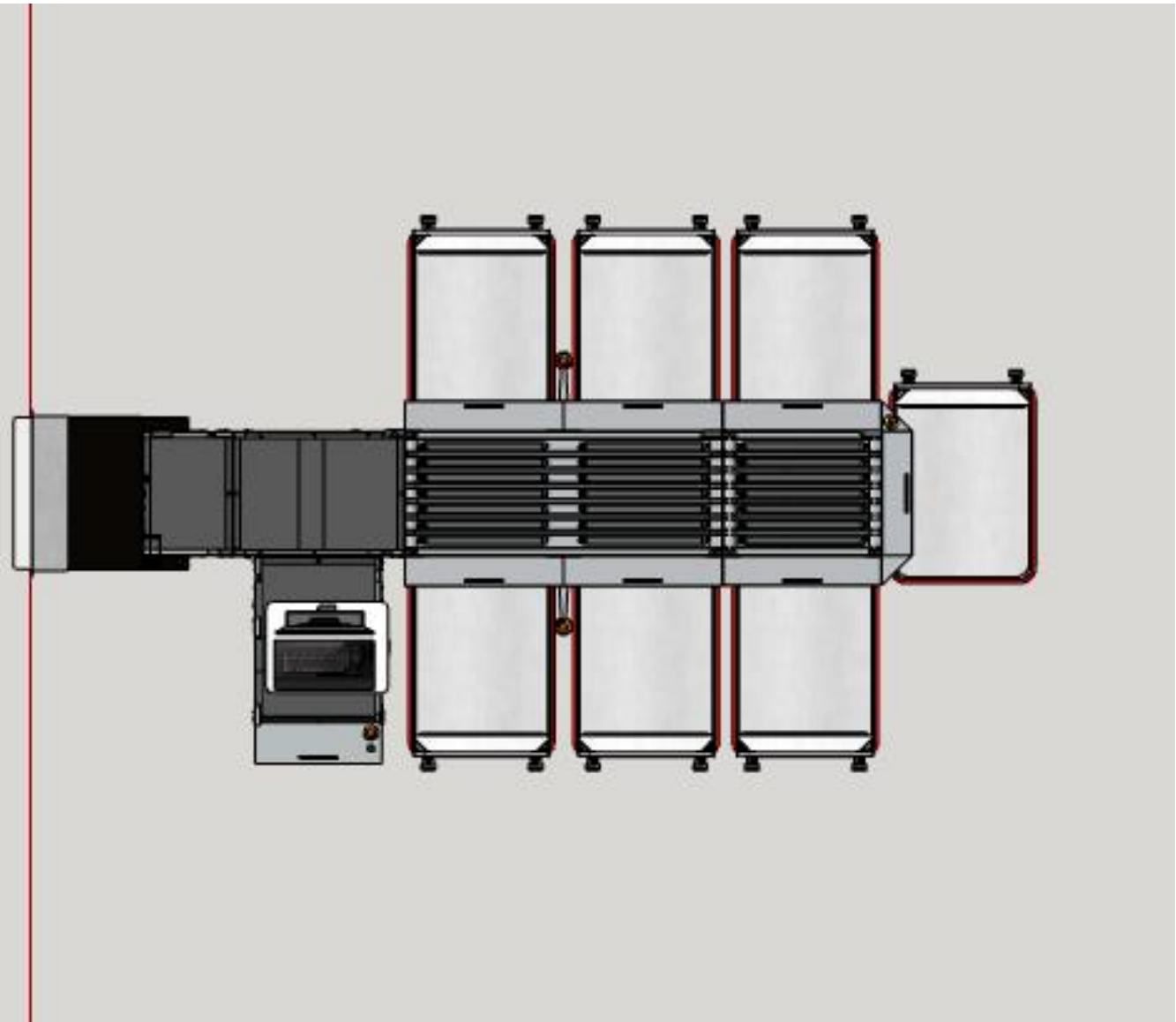


FLEX AMH and Book Drop

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 1st Year** resulting in Operation savings of \$475,306.17

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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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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