

Bid 18.159

Copier Lease and Maintenance

Bid Date 05/02/18

Vendor		Oklahoma Copier Solutions	Preferred Business Systems	JD Young	Konica Minolta	R.K. Black, Inc.	Drake Systems	Image Net Consulting	One Source Managed Service	Landmark
Item Number	Specification	Lexmark /Toshiba	Sharp	Toshiba	Bizhub	Sharp	Kyocera	HP Laser/ Canon	Xerox	Kyocera/ Lanier
1	Monthly lease for all machines	\$2,405.00	\$2,712.50	\$3,142.00	\$3,405.80	\$3,418.45	\$3,658.59	\$3,106.36	\$2,885.56	\$4,215.14
2	Monthly maintenance costs all machines (based on estimated useage)	\$1,582.07	\$1,494.64	\$1,790.04	\$1,679.93	\$2,026.73	\$2,000.26	\$2,684.65	\$3,592.20	\$3,234.78
	Total monthly costs	\$3,987.07	\$4,207.14	\$4,932.04	\$5,085.73	\$5,445.18	\$5,658.85	\$5,791.01	\$6,477.76	\$7,449.92
	Maint cost/copy									
	Category I maintenance cost per copy/print	\$0.0059	\$0.0041	\$0.0075	\$0.0045	\$0.0067	\$0.005	\$0.0241	\$0.016	\$0.009
	Category II maintenance cost per B/W copy/print	\$0.0039	\$0.0041	\$0.0065	\$0.0045	\$0.0067	\$0.0053	\$0.0085	\$0.016	\$0.009
	Category II maintenance cost per Color copy/print	\$0.039	\$0.035	\$0.04	\$0.04	\$0.067/ .04	\$0.0390	\$0.065	B/W \$.0075 Color \$.055	\$0.085
	Category III maintenance cost per B/W copy/print	\$0.0039	\$0.0041	\$0.005	\$0.0045	\$0.0067	\$0.0053	\$0.0085	\$0.006	\$0.009
	Category III maintenance cost per Color copy/print	\$0.039	\$0.035	\$0.04	\$0.04	\$0.067/ .04	\$0.0390	\$0.055	B/W \$.0065 Color \$.04	\$0.085
	Category IV maintenance cost per B/W copy/print	\$0.0039	\$0.0041	\$0.005	\$0.0045	\$0.0067	\$0.0053	\$0.0085	\$0.0043	\$0.009
	Category IV maintenance cost per Color copy/print	\$0.039	\$0.035	\$0.04	\$0.04	\$0.067/ .04	\$0.0390	\$0.0535	B/W \$.0065 Color \$.04	\$0.085
	Category V maintenance cost per B/W copy/print	\$0.0039	\$0.0041	\$0.005	\$0.0045	\$0.0067	\$0.0053	\$0.0068	\$0.0043	\$0.009
	Category V maintenance cost per Color copy/print	\$0.039	\$0.035	\$0.04	\$0.04	\$0.067/ .04	\$0.0390	\$0.05	B/W \$.0065 Color \$.04	\$0.085
3	Add fax capability: Category I - V	\$6.00	\$5.00 already included in I	\$6.00	Cat I \$1.69 Cat II-V \$7.72	\$6.50	\$17.97	Category III- IV Color: \$5.29/Month All other: \$11.13/month	Cat:I NC Cat II:\$6.56 Cat III: \$5.86 Cat IV: \$3.99 CatV: \$3.99	Included
4	2 & 3 Hole punch, add to internal finisher Category II – V	\$3.00	\$4.00	\$3.00	\$3.17	\$4.80	\$14.62	N/A on Category V B/W, 2 and 5 Color All Others: \$29.16/Month	Cat:I N/A Cat II:\$7.66 Cat III: \$7.66 Cat IV: \$6.55 CatV: \$6.55(color no charge)	\$7.13
5	Finisher, Add external finisher equipped for Category II – V	\$14.00	\$18.00	\$7.00	\$14.53	\$28.45	22.21	Category V Color: \$40.65/Month All Others: \$29.16/Month	Cat:I N/A Cat II:\$7.66 Cat III: \$7.66 Cat IV: \$6.55 CatV: \$6.55(color no charge)	Included
6	Optional cabinet with the following drawers for Category IV – V	\$5.00	Included	Included on Cat II-V No Charge	Included in lease pricing for Cat II-V 2,500 sheet paper cabinet can be substituted for the standard 2-500 sheet cabinet at no extra cost	\$13.60	19.78	N/A on Category II color, B/W Category II,III, IV: \$6.76/Month Color Cat III & IV: \$9.61/Month Standard on both B/W & Color Cat V	Cat: I-V No Charge	Included
7	Optional retractable keyboard for: Category III	\$2.00	Included	\$3.00	\$4.39	Included	\$2.01	\$3.10	\$6.91	\$0.81
8	Optional retractable keyboard for: Category IV	\$2.00	Included	\$3.00	\$4.39	Included	\$2.01	\$3.10	\$6.91	\$0.81
9	Optional retractable keyboard for: Category V	\$2.00	Included	\$3.00	\$4.39	Included	\$2.01	\$3.10	\$6.91	\$0.68
20	Show additional costs that may be applied that is not reflected above	N/A	No additional costs	None	None		Paper cassette for Category I : \$2.79 per month	None	None	Everything included
22	Cost increase years 2-5	N/A	No increase	The maintenance agreement is reviewed annually with the customer; any increase for contract year 2 through 5 are not to exceed the then current Consumer Price Index (CPI)	No cost increase	None without normal, expected usage. RK Black will discuss your usage during our quarterly account reviews.	Lease & service pricing locked for the term of the agreement	ImageNet will lock service rates for 60 months with no increase.	Prices will not escalate	No lease increase, and year 2-5, 2.59 increase in maintenance per year.
	Notes	Does not meet specifications uses Third Party Leasing (One company for leasing, another for maintenance)	Has had current city agreement for last 10 years Will waive last invoice of current lease agreement of \$1,849.10 if re-awarded		Did not include manufacturer's letter	only one reference from Tulsa Area		3-hole punch not available on some categories, provided only two references, may require some IT assistance with communication		Maint cost includes 128K B/W prints with \$.009/print overage and 24K color prints with \$.085 overage/print

Bids were sent out to 20 Vendors

This bid tabulation is true and accurate to the best of my knowledge

Wednesday, May 2, 2018

Patrick Harrison

Purchasing Manager

				Oklahoma Copier Solutions	Preferred Business Systems	One Source Managed Service	Image Net Consulting	JD Young	Konica Minolta	R.K. Black, Inc.	Drake Systems	Landmark
B/W	Copies B/W	Copies Color	QTY									
CAT I	7177		10	1446.067	1361.639	3512.411	2412.877	1685.044	1532.397	1813.878	1608.6847	3192
CAT II	1544		4									
CAT III	19114		3									
CAT IV	12226		2									
CAT V	0		0									
Color												
			0									
CAT II	18665	2915	7									
CAT III	20685	3791	5									
CAT IV	19248	1338	3									
CAT V	29287	15872	5									
Total	127946	23916	39									
Fax			11	66.00	55.00	51.37	75.71	66.00	84.92	71.50	197.67	0.00
2-3 hole punch			6	18.00	24.00	21.87	87.48	18.00	19.02	28.80	87.72	42.78
Finisher			3	42.00	54.00	6.55	98.97	21.00	43.59	85.35	66.63	0.00
Cabinet			2	10.00	0.00	0.00	9.61	0.00	0.00	27.20	39.56	0.00
Total				1582.067	1494.639	3592.201	2684.647	1790.044	1679.927	2026.728	2000.2647	3234.78

once source qtys for price break outs

Cat 1& 2 b/w	8721
Cat 2 color	
color	2915
b/w	18665
Cat 3 b/w	19114
Cat 3,4,5 color	
color	21001
b/w	69220
Cat 4,5 b/w	12226