

JEFFERSON COUNTY BOARD OF EDUCATION  
EQUAL OPPORTUNITY/AFFIRMATIVE ACTION EMPLOYER

COMPETITIVE NEGOTIATION TABULATION

PROPOSAL NO.: 3076

APPROVAL DATE: September 26, 2017

ITEM(S) QUOTED: HIGH-SPEED PRINTING SOLUTION

DATE PROPOSAL RECEIVED: August 28, 2017

CONTRACT PERIOD: From September 26, 2017 through September 11, 2022,  
with five (5) one-year lease contract extension options.

VENDOR INSTRUCTIONS: No shipments/services are to be made against the contract.  
Purchase orders will be issued.

RECOMMENDATION: Awarded to Commonwealth Technology as the best evaluated offeror  
based on the evaluation criteria set forth in the Request for Proposal.

The following prices are those submitted by: COMMONWEALTH TECHNOLOGY

### HIGH-SPEED PRINTING SOLUTIONS

1. Total monthly lease cost for machines proposed: (Must include installation/training, project management, and trade-in credit for Xerox iGen3.)	\$ 5,375.00
2. Click charge for 15,600,000 annual Black & White images at .0045 each	\$ 70,200.00
3. Click charge for 2,400,000 annual Color images at .039 each	\$ 93,600.00
4. Click charge for clicks exceeding 15,600,000 annual Black & White images	\$ .0045
5. Click charge for clicks exceeding 2,400,000 annual Color images	\$ .039
6. Annual Service cost (must include repair parts required for Routine maintenance and all consumables except paper)	\$ 0.00 Included in click charge
7. Please state Trade-in credit allowed for Xerox iGen3.	\$ 37,000.00
Total 5 year Lease Cost:	\$ 1,141,500.00

The following prices are those submitted by: EASTMAN KODAK COMPANY

### HIGH-SPEED PRINTING SOLUTIONS

1. Total monthly lease cost for machines proposed: (Must include installation/training, project management, and trade-in credit for Xerox iGen3.)	\$	14,204.00
2. Click charge for 15,600,000 annual Black & White images at .003 each	\$	46,800.00
3. Click charge for 2,400,000 annual Color images at .017 each	\$	40,800.00
4. Click charge for clicks exceeding 15,600,000 annual Black & White images	\$	.003
5. Click charge for clicks exceeding 2,400,000 annual Color images	\$	.017
6. Annual Service cost (must include repair parts required for Routine maintenance and all consumables except paper)	\$	67,248.00 5,604.00/month
7. Please state Trade-in credit allowed for Xerox iGen3.	\$	30,000.00
Total 5 year Lease Cost:	\$	1,626,480.00

The following prices are those submitted by: CANON SOLUTIONS AMERICA

### HIGH-SPEED PRINTING SOLUTIONS

1. Total monthly lease cost for machines proposed: (Must include installation/training, project management, and trade-in credit for Xerox iGen3.)	\$	17,021.00
2. Click charge for 15,600,000 annual Black & White images at .0012 each	\$	18,720.00
3. Click charge for 2,400,000 annual Color images at .004 each	\$	9,600.00
4. Click charge for clicks exceeding 15,600,000 annual Black & White images	\$	.0012 letter clicks
5. Click charge for clicks exceeding 2,400,000 annual Color images	\$	.004 letter clicks
6. Annual Service cost (must include repair parts required for Routine maintenance and all consumables except paper)	\$	115,007.00
7. Please state Trade-in credit allowed for Xerox iGen3.	\$	60,000.00 included
Total 5 year Lease Cost:	\$	1,737,895.00

The following prices are those submitted by: KONICA MINOLTA BUSINESS SOLUTIONS

### HIGH-SPEED PRINTING SOLUTIONS

1. Total monthly lease cost for machines proposed: (Must include installation/training, project management, and trade-in credit for Xerox iGen3.)	\$ 5,663.99
2. Click charge for 15,600,000 annual Black & White images at .0075 each	\$ 117,000.00
3. Click charge for 2,400,000 annual Color images at .035 each	\$ 84,000.00
4. Click charge for clicks exceeding 15,600,000 annual Black & White images	\$ .0075
5. Click charge for clicks exceeding 2,400,000 annual Color images	\$ .035
6. Annual Service cost (must include repair parts required for Routine maintenance and all consumables except paper)	\$ 0.00 Included in click cost
7. Please state Trade-in credit allowed for Xerox iGen3.	\$ 10,000.00
Total 5 year Lease Cost:	\$ 1,344,839.40

The following prices are those submitted by: XEROX CORPORATION

### HIGH-SPEED PRINTING SOLUTIONS

1. Total monthly lease cost for machines proposed: (Must include installation/training, project management, and trade-in credit for Xerox iGen3.)	\$	13,368.27
2. Click charge for 15,600,000 annual Black & White images at .0057each	\$	88,920.00** - Any size
3. Click charge for 2,400,000 annual Color images at .0290 each	\$	69,600.00***
4. Click charge for clicks exceeding 15,600,000 annual Black & White images	\$	.0057 - Any size
5. Click charge for clicks exceeding 2,400,000 annual Color images	\$	.0290
6. Annual Service cost (must include repair parts required for Routine maintenance and all consumables except paper)	\$	20,400.00
7. Please state Trade-in credit allowed for Xerox iGen3.	\$	150,000.00
Total 5 year Lease Cost:	\$	1,696,696.20

\*\* All supplies are included with mono or color click charges, except paper and staples.

\*\*\* There are two different meter charges for color impressions.

-It will bill either one or the other, not both.

-Click charge is determined by the physical sheet size.

\$0.0290 is per impression for sheet sizes up to 14.33 x 13.61"

\$0.0377 is per impression for sheet sizes of 14.33 x 13.62 - 14.33 x 20.5"

ATHENS PAPER COMPANY submitted No Bid.

The proposals are on file in the Purchasing/Bid Department.