

JEFFERSON COUNTY BOARD OF EDUCATION
EQUAL OPPORTUNITY/AFFIRMATIVE ACTION EMPLOYER

COMPETITIVE NEGOTIATION TABULATION

PROPOSAL NO.: 3081

APPROVAL DATE: May 8, 2018

ITEM(S) QUOTED: HIGH-SPEED PRINTING SOLUTION

DATE PROPOSAL RECEIVED: April 16, 2018

CONTRACT PERIOD: From May 8, 2018 through May 7, 2023,
or five (5) years after Board acceptance of Contract,
with five (5) annual renewal options.

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

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

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.)			\$	18,692.00
2. Click charge for Black & White (Inkjet Machine)	\$.0012 Letter .0018 Ledger Ink excluded	\$.005 Letter .009 Ledger Ink included		
3. Click charge for Color (Inkjet Machine)	\$.004 Letter .006 Ledger Ink excluded	\$.014 Letter .028 Ledger Ink included		
4. Click charge for Black & White (Toner Machine)			\$.0079 toner included
5. Click charge for Color (Toner Machine)			\$.035 toner included
6. Monthly Service Agreement charge with consumables (Inkjet Machine) (Includes service calls, repairs, parts and consumables - paper will be provided by JCPS)			\$	1,503.00
7. Monthly Service Agreement charge without consumables (Inkjet Machine) (Includes service calls, repairs and parts - consumables and paper will be proved by JCPS)			\$	1,503.00
8. Monthly Service Agreement charge with consumables (Toner Machine) (Includes service calls, repairs, parts and consumables - paper will be provided by JCPS)			\$	1,250.00
9. Monthly Service Agreement charge without consumables (Toner Machine) (Includes service calls, repairs and parts - consumables and paper will be proved by JCPS)			\$	1,250.00
Please state Trade-in credit allowed for Xerox iGen3.			\$	30,000.00

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.)	\$ 18,700.00
2. Click charge for Black & White (Inkjet Machine)	\$.0026 (service meter)
3. Click charge for 5,000,000 annual Color (Inkjet) images at .0039 each	\$.0039 (service meter)
4. Click charge for clicks exceeding 6,000,000 annual Black & White (Toner) images	\$.0045 (service meter)
5. Click charge for clicks exceeding 1,000,000 annual Color (Toner) images	\$.0133 (service meter)
6. Monthly Service Agreement charge with consumables (Inkjet Machine) (Includes service calls, repairs, parts and consumables - paper will be provided by JCPS) 1) Ink is approximate based on estimated coverage Includes click charge above	\$ 19,397.00 ¹
7. Monthly Service Agreement charge without consumables (Inkjet Machine) (Includes service calls, repairs and parts - consumables and paper will be proved by JCPS) 2) Includes click charge above	\$ 14,085.00 ²
8. Monthly Service Agreement charge with consumables (Toner Machine) (Includes service calls, repairs, parts and consumables - paper will be provided by JCPS) 3) Includes click charge above	\$ 8,702.00 ³
9. Monthly Service Agreement charge without consumables (Toner Machine) (Includes service calls, repairs and parts - consumables and paper will be proved by JCPS) 4) Includes click charge above	\$ 4,518.00 ⁴ (both printers incl.)
Please state Trade-in credit allowed for Xerox iGen3. 5) Included in lease payment	\$ 60,000.00 ⁵

**Based on Annual volumes of 30,000,000 B/w and 5,000,000 on ink jet
6,000,000 b/w and 1,000,000 on (2) Toner printers*

THE LANG COMPANY submitted No Bid.

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