

**WOODFORD COUNTY BOARD OF EDUCATION
AGENDA ITEM**

ITEM #: 80 **DATE:** December 20, 2019

TOPIC/TITLE: Bid Approval-Award Copy Machine and Service Contract

PRESENTER: Bob Gibson

ORIGIN:

- ☐ TOPIC PRESENTED FOR INFORMATION ONLY (No board action required.)
- ☒ ACTION REQUESTED AT THIS MEETING
- ☐ ITEM IS ON THE CONSENT AGENDA FOR APPROVAL
- ☐ ACTION REQUESTED AT FUTURE MEETING: (DATE)
- ☐ BOARD REVIEW REQUIRED BY

- ☒ STATE OR FEDERAL LAW OR REGULATION
- ☒ BOARD OF EDUCATION POLICY
- ☐ OTHER:

PREVIOUS REVIEW, DISCUSSION OR ACTION:

- ☒ NO PREVIOUS BOARD REVIEW, DISCUSSION OR ACTION
- ☐ PREVIOUS REVIEW OR ACTION

- ☐ DATE:
- ☐ ACTION:

BACKGROUND INFORMATION:

Acceptance of bids requires board approval.

SUMMARY OF MAJOR ELEMENTS:

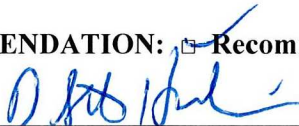
Award bid for a 3 year Copy Machine and Service Contract. After reviewing multiple bids, approval is requested for the bid favorable to the board. We are requesting that Toshiba be awarded the Copy Machine and Service Contract. The bid comparison sheet is attached. The bid period is for 3 years, beginning July 1, 2020.

IMPACT ON RESOURCES: All costs are included in next year's district and school budgets and will result in a decrease of costs to all budgets.

TIMETABLE FOR FURTHER REVIEW OR ACTION: N/A

SUPERINTENDENT'S RECOMMENDATION: ☒ Recommended

☐ Not Recommended



Copy Contract Bids for July 1, 2020

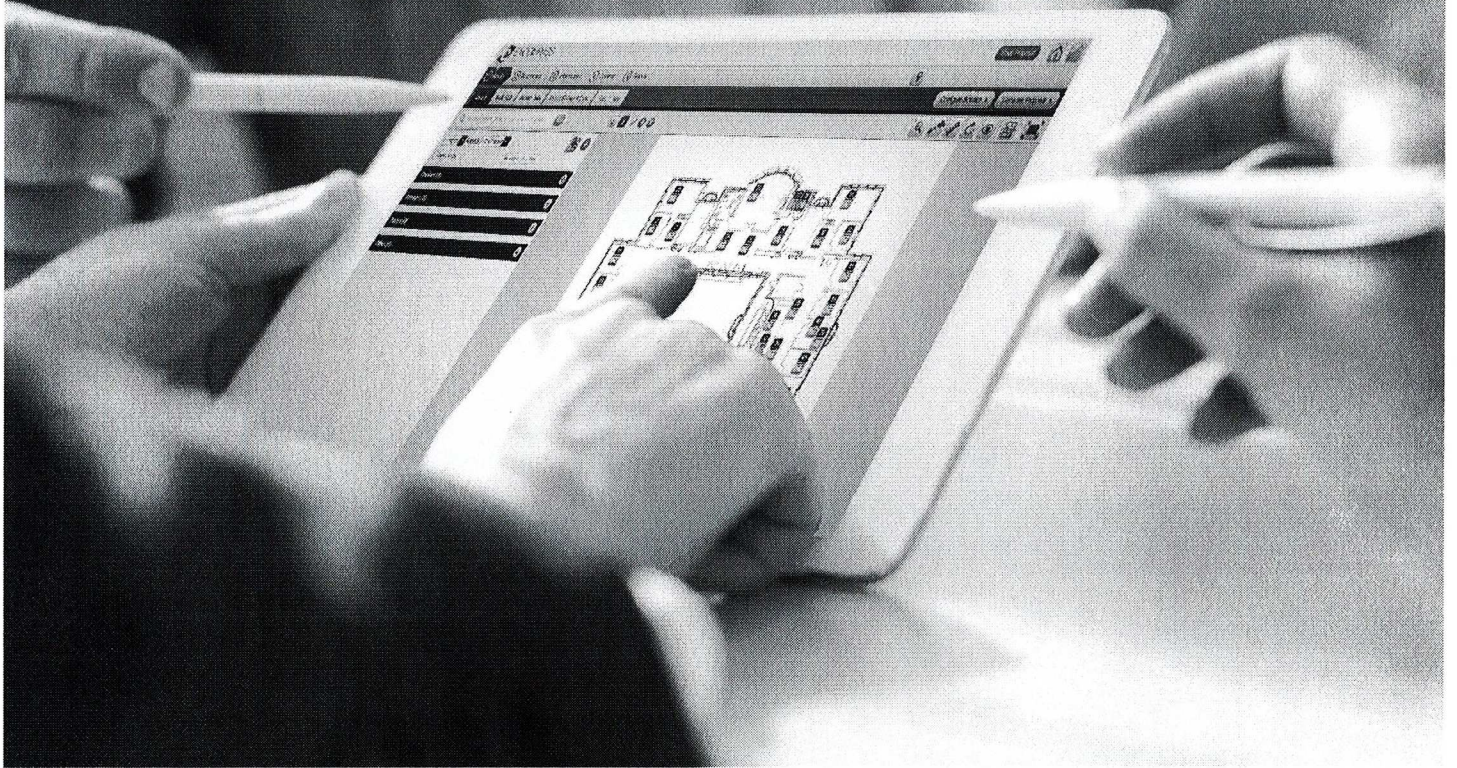
Service Company	Device Company	Lease/month	Lease/9 m	PaperCut/9 m	B/W Click Charges/month	B/W Click Charges/9 m	Color Click Charges/month	Color Click Charges/9 m	Total Cost/9 m	Staples
Toshiba	Toshiba	\$ 3,989.13	\$ 35,902.17	\$ 3,150.00	\$ 2,610.00	\$ 23,490.00	\$ 101.50	\$ 913.50	\$ 60,305.67	No charge - part of the plan
Canon USA	Canon	\$ 4,359.00	\$ 39,231.00	\$ 4,051.08	\$ 2,880.00	\$ 25,920.00	\$ 121.42	\$ 1,092.78	\$ 66,243.78	\$ 53.50
Shofner Business Solutions	Xerox	\$ 4,195.87	\$ 37,762.83	\$ 5,097.33	\$ 3,150.00	\$ 28,350.00	\$ 136.50	\$ 1,228.50	\$ 67,341.33	\$ 124.95 5000 staples
EBM	Lexmark	\$ 3,824.49	\$ 34,420.41	\$ 3,285.00	\$ 3,600.00	\$ 32,400.00	\$ 148.75	\$ 1,338.75	\$ 68,159.16	\$ 65.00
American Business Systems	Konica Minolta	\$ 5,373.27	\$ 48,359.43	\$ 4,239.54	\$ 2,970.00	\$ 26,730.00	\$ 105.00	\$ 945.00	\$ 76,034.43	\$ 55.00
Konica Minolta	Konica Minolta	\$ 9,070.30	\$ 81,632.70	\$ 3,394.08		\$ -		\$ -	\$ 81,632.70	No charge - part of the plan
Central Business Systems	Sharp	\$ 5,666.40	\$ 50,997.60	\$ 4,112.46	\$ 4,050.00	\$ 36,450.00	\$ 136.50	\$ 1,228.50	\$ 88,676.10	\$ 49.00
Commonwealth Technology	Kyocera	\$ 6,856.20	\$ 61,705.80	\$ 3,150.00	\$ 3,510.00	\$ 31,590.00	\$ 122.50	\$ 1,102.50	\$ 94,398.30	\$ 59.99
Commonwealth Technology	Canon	\$ 7,000.35	\$ 63,003.15	\$ 5,175.00	\$ 3,510.00	\$ 31,590.00	\$ 154.00	\$ 1,386.00	\$ 95,979.15	\$ 89.99

based on volume of 3500 color

based on volume of 900,000 Black and White

Current Lease										
Commonwealth Technology	Kyocera	\$ 4,601.03	\$ 41,409.27	\$ 6,227.28	\$ 3,000.00	\$ 27,000.00	\$ 175.00	\$ 1,575.00	\$ 69,984.27	

INVESTMENT SCHEDULE



PREPARED FOR

Woodford County Board Of Education

November 15, 2019

PREPARED BY

Bryan Jennings

bryan.jennings@tbs.toshiba.com

TOSHIBA



INVESTMENT SCHEDULE

Woodford County Board Of Education

New Toshiba Digital Solution

Model Details

- (1) Toshiba e-STUDIO7518A
 - Included Features: 50-sheet Staple Finisher, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO6518A
 - Included Features: 50-sheet Staple Finisher, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO5015AC
 - Included Features: 100-sheet RADF, 2000-sheet Large Capacity Feeder, Inner Finisher, Analog Fax Unit / 2nd Line Fax Unit
- (1) Toshiba e-STUDIO6518A
 - Included Features: 50-sheet Staple Finisher, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO6518A
 - Included Features: 50-sheet Staple Finisher, Analog Fax Unit / 2nd Line Fax Unit, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO5015AC
 - Included Features: 100-sheet RADF, 2000-sheet Large Capacity Feeder, Inner Finisher, Analog Fax Unit / 2nd Line Fax Unit, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO3515AC
 - Included Features: 100-sheet RADF, 2000-sheet Large Capacity Feeder, Inner Finisher, Analog Fax Unit / 2nd Line Fax Unit, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO6518A
 - Included Features: 50-sheet Staple Finisher, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO6518A
 - Included Features: 50-sheet Staple Finisher, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO3515AC
 - Included Features: 100-sheet RADF, 2000-sheet Large Capacity Feeder, Inner Finisher, Analog Fax Unit / 2nd Line Fax Unit, Embedded OCR Enabler Single License

- (1) Toshiba e-STUDIO6518A
 - Included Features: 50-sheet Staple Finisher, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO7518A
 - Included Features: 50-sheet Staple Finisher, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO3515AC
 - Included Features: 100-sheet RADF, 2000-sheet Large Capacity Feeder, Inner Finisher, Analog Fax Unit / 2nd Line Fax Unit, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO6518A
 - Included Features: 50-sheet Staple Finisher, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO3518A
 - Included Features: 100-sheet RADF, Copier Stand, Inner Finisher, Analog Fax Unit / 2nd Line Fax Unit, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO6518A
 - Included Features: 50-sheet Staple Finisher, Analog Fax Unit / 2nd Line Fax Unit, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO7518A
 - Included Features: 50-sheet Staple Finisher, Hole Punch, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO3515AC
 - Included Features: 100-sheet RADF, 2000-sheet Large Capacity Feeder, Inner Finisher, Analog Fax Unit / 2nd Line Fax Unit, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO3515AC
 - Included Features: 100-sheet RADF, 2000-sheet Large Capacity Feeder, Inner Finisher, Analog Fax Unit / 2nd Line Fax Unit, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO3518A
 - Included Features: 100-sheet RADF, Copier Stand, Inner Finisher, Analog Fax Unit / 2nd Line Fax Unit, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO3518A
 - Included Features: 100-sheet RADF, Copier Stand, Inner Finisher, Analog Fax Unit / 2nd Line Fax Unit, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO7518A
 - Included Features: 50-sheet Staple Finisher, Hole Punch, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO7518A
 - Included Features: 50-sheet Staple Finisher, Hole Punch, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO7518A

- Included Features: 50-sheet Staple Finisher, Hole Punch, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO5015AC
 - Included Features: 100-sheet RADF, 2000-sheet Large Capacity Feeder, Inner Finisher, Analog Fax Unit / 2nd Line Fax Unit, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO3515AC
 - Included Features: 100-sheet RADF, Copier Stand, Inner Finisher, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO7518A
 - Included Features: 50-sheet Staple Finisher, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO7518A
 - Included Features: 50-sheet Staple Finisher, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO7518A
 - Included Features: 50-sheet Staple Finisher, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO3515AC
 - Included Features: 100-sheet RADF, 2000-sheet Large Capacity Feeder, Inner Finisher, Analog Fax Unit / 2nd Line Fax Unit, Embedded OCR Enabler Single License
- (1) Toshiba e-STUDIO6518A
 - Included Features: 50-sheet Staple Finisher, Embedded OCR Enabler Single License
- (1) PaperCut
 - Channel: Non-Commercial, Toshiba MFPs: , Support: Standard, Maintenance & Support
- (1) Elatec Card Readers

Service Details

Pool Name	Monthly Overage Per Page
Mono Pool	\$0.00290
Color Pool	\$0.02900

Total Monthly Investment

- 36 Month Lease \$3,989.13

Total Monthly Investment, Including PaperCut

\$4,339.13

\$350 (\$11.30 per copier)

ALL INCLUSIVE MAINTENANCE PACKAGE

All toner, staples, parts, labor, maintenance, service & help desk support included