

Financial Affairs
Richard H. Hinds, Chief Financial Officer

**SUBJECT: AWARD BID NO. 192-AA11 – FULL COLOR COPIERS, DIGITAL
DUPLICATORS, DIGITAL MULTIFUNCTIONAL DEVICES AND
DOCUMENT IMAGING SYSTEMS CATALOG DISCOUNT, PART II**

The purpose of this bid, opened on May 31, 2001, is to establish a contract, to purchase, at firm discounts, quantities, as may be required, of full color copiers, digital duplicators, digital multifunctional devices and document imaging systems, for various schools and departments. This is a term bid which states that the Board may purchase quantities, as may be required, at the unit price bid, but is not obligated to purchase any guaranteed amount. Of 94 vendors sent bid forms or card notices of this advertised bid, 7 responded, with 5 bids meeting specifications (not all vendors bid all items) and 2 no bids.

No bids were received for Item 1 – Kyocera, Item 3 – Lanier, Item 4 – Mita, Item 5 – Panasonic, Item 6 – Pitney Bowes, Item 7 – Savin, Item 8 – Scitex, Item 9 – Seiko, Item 10 – Selectec, Item 13 – A. B. Dick, Item 15 – Heyer, Item 16 – Nashuatec, Item 18 – Savin, Item 19 – Standard, Item 21 – Lanier, Item 22 – Mita, Item 23 – Panasonic, Item 24 – Pitney Bowes, Item 25 – Savin, Item 28 – Duplo, Item 29 – Hitachi, Item 30 – Kyocera, Item 31 – NEL, Item 33 – Selectec and Item 34 – Standard. The recommendation reflects that these items be rejected. Competitive prices will be solicited for these items, as the need arises, pursuant to Board Rule 6Gx13- 3C-1.111 – Bidding Process – Competitive Bidding Requirements, which describes the procedures and guidelines to be used for bidding based on the estimated dollar expenditure.

The award shown for each vendor is based on the discount offered for the purchase of equipment and the acceptance of the discount for supplies, maintenance costs, lease terms and interest/factor rates as stated in the vendors submitted documents.

Fund Source
Various

M/WBE Eligibility
Hispanic Male – No Dollar Amount

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid No. 192-AA11 – FULL COLOR COPIERS, DIGITAL DUPLICATORS, DIGITAL MULTIFUNCTIONAL DEVICES AND DOCUMENT IMAGING SYSTEMS CATALOG DISCOUNT, PART II, to establish a contract, to purchase, at firm discounts, quantities, as may be required, of full color copiers, digital duplicators/multifunctional devices, and document imaging systems, for various schools and departments, during the term of the bid, effective July 11, 2001, through April 17, 2002, as follows:

1. BARLOP, INC.
8376 N. W. 68 STREET
MIAMI, FL 33166
OWNER: JOSE A. LOPEZ, PRESIDENT (HM)

Item 2 - Gestetner full color copiers @
a. 47.1% discount (purchase).
b. 20% discount (supplies), 5% yearly increase.
c. \$70 per hour maintenance.
d. 12/24/36/48/60 month lease terms.
.0339/.0269/.0225% interest.

Item 14 - Gestetner digital/stencil duplicators @
a. 50.5% discount (purchase).
b. 20% discount (supplies), 5% yearly increase.
c. \$70 per hour maintenance.
d. 12/24/36/48/60 month lease terms.
.0339/.0269/.0225% interest.

Item 20 - Gestetner digital multifunctional devices @
a. 47.1% discount (purchase).
b. 20% discount (supplies), 5% yearly increase.
c. \$70 per hour maintenance.
d. 12/24/36/48/60 month lease terms.
.0339/.0269/.0225% interest.

2. BENCHMARK BUSINESS SYSTEMS
3901 S.W. 47 AVENUE, SUITE 407
DAVIE, FL 33314
OWNER: SHAWN MEIMAN, PRESIDENT

- Item 12 - Xerox Docucolor 2006DPC @
- a. 20% discount (purchase).
 - b. 10% discount (supplies), 2% yearly increase.
 - c. \$111 per year maintenance.
 - d. 36/48/60 month lease terms.
9% interest.
- Item 27 - Xerox Work Centre 390 Laser All-In-One @
- a. 29% discount (purchase).
 - b. 20% discount (supplies), 2% yearly increase.
 - c. \$59 per year maintenance.
 - d. 36/48/60 month lease terms.
12% interest.

3. MIAMI OFFICE SYSTEMS, INC.
2686 WEST 84 STREET
HIALEAH, FL 33016
OWNER: LUIS GONZALEZ, PRESIDENT

- Item 11 - Sharp full color copiers @
- a. 35% discount (purchase).
 - b. 20% discount (supplies), 5% yearly increase.
 - c. \$.087 per copy maintenance.
 - d. 36/48/60 month lease terms.
.0297/.0263/.0215% interest.
- Item 26 - Sharp digital multifunctional devices @
- a. 35% discount (purchase).
 - b. 20% discount (supplies), 5% yearly increase.
 - c. \$.096 per copy maintenance.
 - d. 36/48/60 month lease terms.
.0297/.0263/.0215% interest.

4. RISO, INC.
300 ROSEWOOD DRIVE, SUITE 210
DANVERS, MA 01923
OWNER: DANIEL S. WEIL, PRESIDENT/C.E.O.

Item 17 - Risograph digital/stencil duplicators @
a. 25% discount (purchase).
b. 10% discount (supplies), 8% yearly increase.
c. \$.0028 per copy maintenance.
d. 48/60 month lease terms.
Monthly payment factor - 48 mos.-
.0279(\$1,000-\$10,000),.0274.
(\$10,001+); 60 mos. - .0239(\$1,000 -
\$10,000), .0234(\$10,001+).

Item 32 - Risograph digital multifunctional devices @
a. 25% discount (purchase).
b. 10% discount (supplies), 8% yearly increase.
c. \$.0028 per copy maintenance.
d. 48/60 month lease terms.
Monthly payment factor - 48 mos.-
.0279(\$1,000-\$10,000),.0274.
(\$10,001+); 60 mos. - .0239(\$1,000 -
\$10,000), .0234(\$10,001+).

5. XEROX CORPORATION
15150 N.W. 79 COURT
MIAMI LAKES, FL 33016
OWNER: PAUL ALLAIRE, CHAIRMAN/C.E.O.

Item 12 - Xerox full color copiers @
a. 16% discount (purchase).
b. 1% discount (supplies), 5% yearly increase.
c. Yearly maintenance/service rate, per the submitted price list, per type of equipment.
d. 36/48/60 month lease terms.
13% interest.

- Item 27 - Xerox digital multifunctional devices @
 - a. 22% discount (purchase).
 - b. 1% discount (supplies), 5% yearly increase.
 - c. Yearly maintenance/service rate, per the submitted price list, per type of equipment.
 - d. 36/48/60 month lease terms. 13% interest.
- Item 35 - Xerox document imaging system @
 - a. 5% discount (purchase).
 - b. 0% discount (supplies), 5% yearly increase.
 - c. Yearly maintenance/service rate, per the submitted price list, per type of equipment.
 - d. 36/48/60 month lease terms. 13% interest.

6. Reject items 1, 3 through 10, 13, 15, 16, 18, 19, 21 through 25, 28 through 31, 33 and 34.

- Item 1 - Kyocera
- Item 3 - Lanier
- Item 4 - Mita
- Item 5 - Panasonic
- Item 6 - Pitney Bowes
- Item 7 - Savin
- Item 8 - Scitex
- Item 9 - Seiko
- Item 10 - Selectec
- Item 13 - A. B. Dick
- Item 15 - Heyer
- Item 16 - Nashuatec
- Item 18 - Savin
- Item 19 - Standard
- Item 21 - Lanier
- Item 22 - Mita
- Item 23 - Panasonic
- Item 24 - Pitney Bowes
- Item 25 - Savin
- Item 28 - Duplo
- Item 29 - Hitachi

Item 30 – Kyocera
Item 31 – NEL
Item 33 – Selectec
Item 34 – Standard

7. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$400,000.

RHH/lja