

March 28, 2001

Financial Affairs
Richard H. Hinds, Chief Financial Officer

**SUBJECT: AWARD BID NO. 046-AA11 – FULL COLOR COPIERS, DIGITAL
DUPLICATORS, DIGITAL MULTIFUNCTIONAL DEVICES AND
DOCUMENT IMAGING SYSTEMS, CATALOG DISCOUNT**

The purpose of this bid, opened on February 20, 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 discount bid, but is not obligated to purchase any guaranteed amount. Of 84 vendors sent bid forms or card notices of this advertised bid, 27 responded with 8 bids meeting specifications (not all vendors bid all items), 6 non-responsive bids (5 did not submit signed addendum or revised pages and 1 qualified its bid) and 13 no bids.

No bids or no responsive bids were received for Item 2 – Kyocera, Item 3 – Danka, Item 4 – Gestetner, Item 6 – Kodak, Item 7 – Konica, Item 11 – Mita, Item 12 – Panasonic, Item 13 – Pitney Bowes, Item 15 – Savin, Item 16 – Scitex, Item 17 – Seiko, Item 18 – Selectec, Item 19 – Sharp, Item 21 – Xerox, Item 22 – A. B. Dick, Item 24 – Gestetner, Item 25 – Heyer, Item 26 – Nashuatec, Item 28 – Risograph, Item 29 – Savin, Item 30 – Standard, Item 32 – Danka, Item 33 – Gestetner, Item 35 – Kodak, Item 36 – Konica, Item 37 – Lanier, Item 39 – Mita, Item 40 – Panasonic, Item 41 – Pitney Bowes, Item 43 – Savin, Item 44 – Sharp, Item 46 – Xerox, Item 47 – Duplo, Item 48 – Hitachi, Item 49 – Kyocera, Item 50 – NEL, Item 52 – Risograph, Item 54 – Selectec, Item 55 – Standard, Item 57 – Danka, Item 59 – Kodak, Item 60 – Konica, Item 62 – Xerox and Item 64 – Stencil Duplicators. 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- 3C1.111 – 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 fee/rates, lease terms and interest/factor rates as stated in the vendors submitted documents, which may or may not be used, as needed.

Fund Source
Various

M/WBE Eligibility
None

RECOMMENDED: That The School Board of Miami-Dade County, Florida, **AWARD** Bid NO. 046-AA11 - FULL COLOR COPIERS, DIGITAL DUPLICATORS, DIGITAL MULTIFUNCTIONAL DEVICES AND DOCUMENT IMAGING SYSTEMS, CATALOG DISCOUNT BID, 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, during the term of the bid, effective April 18, 2001, through April 17, 2002, as follows:

1. COPIER DEPOT, INC.
2521 N.W. 74 AVENUE
MIAMI, FL 33122
OWNER: JOSE DIAZ, PRESIDENT/SECRETARY

Item 23 - Duplo @

- a. 50% discount (purchase).
- b. 30% discount (supplies), 2% yearly increase.
- c. \$.0018 per copy maintenance.
- d. 36/48/60 month lease terms @ .0303/.0271/.0213 factor.

2. COPYCO, INC.
1700 SOUTH POWERLINE ROAD, SUITES H AND I
DEERFIELD BEACH, FL 33442
OWNER: BRENT COLSTON, PRESIDENT

Item 20 - Toshiba full color copiers @

- a. 37% discount (purchase).
- b. 60% discount (supplies), 2.5% yearly increase.
- c. \$.07 per copy maintenance.
- d. 12/24/36/48/60 month lease terms @ 9% interest.

- Item 45 - Toshiba digital multifunctional devices @
 - a. 58% discount (purchase).
 - b. 60% discount (supplies), 2.5% yearly increase.
 - c. \$.006 per copy maintenance.
 - d. 12/24/36/48/60 month lease terms @ 9% interest rate.

3. COPY CORP, INC.
7232 N.W. 56 STREET
MIAMI, FL 33166
OWNER: CYRUS JIVEH, PRESIDENT

- Item 1 - Canon full color copiers @
 - a. 35% discount (purchase).
 - b. 30% discount (supplies), 5% yearly increase.
 - c. 25% discount on maintenance.
 - d. 36/48/60 month lease terms.
1.9%/7.55%/8.05% interest rates.

- Item 31 - Canon digital multifunctional devices @
 - a. 35% discount (purchase).
 - b. 30% discount (supplies), 5% yearly increase.
 - c. 25% discount on maintenance.
 - d. 36/48/60 month lease terms.
1.9%/7.55%/8.05% interest rates.

4. DANKA OFFICE IMAGING COMPANY
3770 PARK CENTRAL BOULEVARD NORTH
POMPANO BEACH, FL 33064
OWNER: BRIAN L. MERRIMAN, PRESIDENT/DIRECTOR

- Item 1 - Canon full color copiers @
 - a. 26% discount (purchase).
 - b. 20% discount (supplies), 4% yearly increase.
 - c. \$.004 per copy (black & white), \$.097 per copy (color).
 - d. 36/48/60 month lease terms @ factor .03075/.02695/.02275, plus additional information as contained in Vendor attachment A of the bid.

- Item 20 - Toshiba full color copiers @
 - a. 26% discount (purchase).
 - b. 20% discount (supplies), 4% yearly increase.
 - c. \$.0051 per copy (black & white), \$.088 per copy (color).
 - d. 36/48/60 month lease terms @ factor .03075/.02695/.02275, plus additional information as contained in Vendor attachment A as submitted.
- Item 31 - Canon digital multifunctional devices @
 - a. 26% discount (purchase).
 - b. 20% discount (supplies), 4% yearly increase.
 - c. \$.004 per copy (black & white), \$.097 per copy (color).
 - d. 36/48/60 month lease terms @ factor .03075/.02695/.02275, plus additional information as contained in Vendor attachment A as submitted.
- Item 45 - Toshiba multifunctional devices @
 - a. 40% discount (purchase).
 - b. 20% discount (supplies), 4% yearly increase.
 - c. \$.0051 per copy (black & white), \$.088 per copy (color).
 - d. 36/48/60 month lease terms @ factor .03075/.02695/.02275, plus additional information as contained in Vendor attachment A of the bid.
- Item 56 - Canon document imaging systems @
 - a. 28% discount (purchase).
 - b. 20% discount (supplies), 4% yearly increase.
 - c. \$.004 per copy (black & white), \$.097 per copy (color).
 - d. 36/48/60 month lease terms @ factor .03075/.02695/.02275, plus additional information as contained in Vendor attachment A of the bid.

- Item 66 - Heidelberg document imaging systems @
- a. 38% discount (purchase).
 - b. 15% discount (supplies), 4% yearly increase.
 - c. \$.0047 per copy.
 - d. 36/48/60 month lease terms @ factor .03075/.02695/.02275, plus additional information as contained in Vendor attachment A of the bid.
- Toshiba document imaging systems @
- a. 40% discount (purchase).
 - b. 20% discount (supplies), 4% yearly increase.
 - c. \$.0051 per copy (black & white), \$.088 per copy (color).
 - d. 36/48/60 month lease terms @ factor .03075/.02695/.02275, plus additional information as contained in Vendor attachment A of the bid.

5. HALSEY & GRIFFITH, INC.
1170 N.W. 163 DRIVE
MIAMI, FL 33169
OWNER: ROBERT L. SIEMON, PRESIDENT

- Item 14 - Ricoh full color copiers @
- a. 43.75% discount (purchase).
 - b. 35% discount (supplies), 0% yearly increase.
 - c. \$.08 per copy (color).
 - d. 36/48/60 month lease terms.
16.491%/15.33%/14.44% interest rates.
- Item 27 - Ricoh digital/stencil duplicators @
- a. 43.75% discount (purchase).
 - b. 35% discount (supplies), 0% yearly increase.
 - c. \$.002 per copy (color).
 - d. 36/48/60 month lease terms.
16.491%/15.33%/14.44% interest rates.

- Item 42 - Ricoh digital multifunctional devices @
 - a. 43.75% discount (purchase).
 - b. 35% discount (supplies), 0% yearly increase.
 - c. \$.006 per copy (color).
 - d. 36/48/60 month lease terms.
16.491%/15.33%/14.44% interest rates.

- Item 66 - Ricoh document imaging system @
 - a. 25% discount (purchase).
 - b. 35% discount (supplies), 0% yearly increase.
 - c. \$.005 per copy (color).
 - d. 36/48/60 month lease terms.
16.491%/15.33%/14.44% interest rates.

6. IKON OFFICE SOLUTIONS
490 SAWGRASS CORPORATE PARKWAY
SUNRISE, FL 33325
OWNER: JAMES FORESE, PRESIDENT/C.E.O.

- Item 1 - Canon full color copiers @
 - a. 25% discount (purchase).
 - b. 15% discount (supplies), 5% yearly increase.
 - c. maintenance per schedule submitted with bid – from \$.0950 to \$.1150 per copy.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/ 11.91% interest rates.

- Item 5 - Hewlett-Packard full color copiers @
 - a. 20% discount (purchase).
 - b. 15% discount (supplies), 5% yearly increase.
 - c. maintenance per schedule submitted with bid – from \$.0950 to \$.1150 per copy.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/11.91% interest rates.

- Item 11 - OCE full color copiers @
 - a. 20% discount (purchase).
 - b. 15% discount (supplies), 5% yearly increase.
 - c. maintenance per schedule submitted with bid – from \$.0950 to \$.1150 per copy.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/11.91% interest rates.
- Item 14 - Ricoh full color copiers @
 - a. 47% discount (purchase).
 - b. 15% discount (supplies), 5% yearly increase.
 - c. maintenance per schedule submitted with bid – from \$.0950 to \$.1150 per copy.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/11.91% interest rates.
- Item 31 - Canon digital multifunctional devices @
 - a. 40% discount (purchase).
 - b. 15% discount (supplies), 5% yearly increase.
 - c. maintenance per schedule submitted with bid – from \$.0950 to \$.1150 per copy.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/11.91% interest rates.
- Item 34 - Hewlett-Packard multifunctional devices @
 - a. 20% discount (purchase).
 - b. 15% discount (supplies), 5% yearly increase.
 - c. maintenance per schedule submitted with bid – from \$.0950 to \$.1150 per copy.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/11.91% interest rates.
- Item 42 - Ricoh multifunctional devices @
 - a. 47% discount (purchase).
 - b. 15% discount (supplies), 5% yearly increase.
 - c. maintenance per schedule submitted with bid – from \$.0950 to \$.1150 per copy.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/11.91% interest rates.

- Item 51 - OCE multifunctional devices @
 - a. 20% discount (purchase).
 - b. 15% discount (supplies), 5% yearly increase.
 - c. maintenance per schedule submitted with bid – from \$.0950 to \$.1150 per copy.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/11.91% interest rates.
- Item 56 - Canon document imaging systems @
 - a. 40% discount (purchase).
 - b. 15% discount (supplies), 5% yearly increase.
 - c. maintenance per schedule submitted with bid – from \$.0950 to \$.1150 per copy.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/11.91% interest rates.
- Item 58 - Hewlett-Packard document imaging systems @
 - a. 20% discount (purchase).
 - b. 15% discount (supplies), 5% yearly increase.
 - c. maintenance per schedule submitted with bid – from \$.0950 to \$.1150 per copy.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/11.91% interest rates.
- Item 63 - Edox full color copiers @
 - a. 20% discount (purchase).
 - b. 15% discount (supplies), 5% yearly increase.
 - c. maintenance per schedule submitted with bid – from \$.0950 to \$.1150 per copy.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/11.91% interest rates.
- Encad full color copiers @
 - a. 20% discount (purchase).
 - b. 15% discount (supplies), 5% yearly increase.
 - c. maintenance per schedule submitted with bid – from \$.0950 to \$.1150 per copy.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/11.91% interest rates.

- Item 65 - T/R Systems Micro Press digital multifunctional devices @
- a. 20% discount (purchase).
 - b. N/A
 - c. \$2,700 per year maintenance.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/11.91% interest rates.
- Item 66 - Ikon Kiosk document imaging system @
- a. 20% discount (purchase).
 - b. 15% discount (supplies), 5% yearly increase.
 - c. maintenance per schedule submitted with bid – from \$.0950 to \$.1150 per copy.
 - d. 36/48/60 month lease terms.
9.64%/11.73%/11.91% interest rates.

7. KH COPY PRODUCTS CORPORATION
D.B.A. TPM OFFICE EQUIPMENT
1314 NORTH DIXIE HIGHWAY
HOLLYWOOD, FL 33020
OWNER: KARL H. HEIECK, JR., PRESIDENT

- Item 53 - Royal Copystar digital multifunctional devices @
- a. 40% discount (purchase).
 - b. N/A (discount/supplies), 6% increase.
 - c. .0085 per copy maintenance.
 - d. 36/48/60 month lease terms.
Interest varies with terms.

8. MINOLTA BUSINESS SOLUTIONS
7825 N.W. 148 STREET
MIAMI LAKES, FL 33016
OWNER: JOSEPH VILLANILLA, PRESIDENT

- Item 9 - Minolta full color copiers @
- a. 20% discount (purchase).
 - b. 10 % discount (supplies.)
 - c. \$.10 per copy maintenance .
 - d. 36 month lease term @ 11.55% interest.

- Item 38 - Minolta digital multifunctional devices @
 - a. 35% discount (purchase).
 - b. 10 % discount (supplies).
 - c. \$.0075 per copy maintenance.
 - d. 36 month lease term @ 11.55% interest.
 - Item 61 - **Minolta document imaging systems @**
 - a. 30% discount (purchase).
 - b. 10 % discount (supplies).
 - c. 10% maintenance fee.
 - d. 36 month lease term @ 11.55% interest.
9. Reject items 2 through 4, 6, 7, 11, 13, 15 through 19, 21, 22, 24 through 26, 28 through 30, 32, 33, 35 through 37, 39 through 41, 43, 44, 46 through 50, 52, 54, 55, 57, 59, 60, 62 and 64.

- Item 2 - Kyocera
- Item 3 - Danka
- Item 4 - Gestetner
- Item 6 - Kodak
- Item 7 - Konica
- Item 11 - Mita
- Item 13 - Pitney Bowes
- Item 15 - Savin,
- Item 16 - Scitex
- Item 17 - Seiko
- Item 18 - Selectec
- Item 19 - Sharp
- Item 21 - Xerox
- Item 22 - A. B. Dick
- Item 24 - Gestetner
- Item 25 - Heyer
- Item 26 - Nashuatec
- Item 28 - Risograph
- Item 29 - Savin
- Item 30 - Standard
- Item 32 - Danka
- Item 33 - Gestetner
- Item 35 - Kodak
- Item 36 - Konica
- Item 37 - Lanier
- Item 39 - Mita

Item 40 – Panasonic
Item 41 – Pitney Bowes
Item 43 – Savin
Item 44 – Sharp
Item 46 – Xerox
Item 47 – Duplo
Item 48 – Hitachi
Item 49 – Kyocera
Item 50 – NEL
Item 52 – Risograph
Item 54 – Selectec
Item 55 – Standard
Item 57 – Danka
Item 59 – Kodak
Item 60 – Konica
Item 62 – Xerox
Item 64 – Stencil Duplicators

10. Authorize the Bureau of Procurement and Materials Management to purchase up to the total estimated amount of \$600,000.

RHH/mjf