

Financial Affairs  
Richard H. Hinds, Chief Financial Officer

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

The purpose of this bid, opened on February 20, 2001, was to establish a contract, to purchase, at firm discounts, quantities, as may be required, of full color copiers, digital duplicators, digital multi-functional devices and document imaging systems, for various schools and departments. The terms of agreement, as contained in the subject bid, awarded by the Board on April 18, 2001, provided, that by mutual agreement between the successful vendors and The School Board of Miami-Dade County, Florida, the contract may be renewed for two (2) additional one (1) year periods. The contract is currently in its initial year. The awardees have agreed to renew for the first one (1) year renewal period, by letter, on file. It is considered to be in the best interest of the Board to renew this bid, for an additional one (1) year period, at the current prices, to benefit from fixed prices, during the next twelve (12) months, inasmuch as the Consumer Price Index (CPI), as of January 2002, indicated an increase of 1.1%.

Fund Source  
Various

M/WBE Eligibility  
None

**RECOMMENDED:** That The School Board of Miami-Dade County, Florida, **RENEW** Bid No. 046-AA11 – FULL COLOR COPIERS, DIGITAL DUPLICATORS, DIGITAL MULTI-FUNCTIONAL 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 multi-functional devices and document imaging systems, for various schools and departments, during the term of the bid, effective April 18, 2002, through April 17, 2003, 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).  
c. \$.0018 per copy maintenance.  
d. 36/48/60 month lease terms @  
.0303/.0271/.0213 factor.

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

Item 20 - Toshiba full color copiers @  
a. 37% discount (purchase).  
b. 60% discount (supplies).  
c. \$.07 per copy maintenance.  
d. 12/24/36/48/60 month lease terms @  
9% interest.

Item 45 - Toshiba digital multi-functional devices @  
a. 58% discount (purchase).  
b. 60% discount (supplies).  
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).  
c. 25% discount on maintenance.  
d. 36/48/60 month lease terms.  
1.9%/7.55%/8.05% interest rates.
- Item 31 - Canon digital multi-functional devices @  
a. 35% discount (purchase).  
b. 30% discount (supplies).  
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: P. LANG LOWREY, CHAIRMAN/C.E.O.

- Item 1 - Canon full color copiers @  
a. 26% discount (purchase).  
b. 20% discount (supplies).  
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).  
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 multi-functional devices @
  - a. 26% discount (purchase).
  - b. 20% discount (supplies).
  - 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 multi-functional devices @
  - a. 40% discount (purchase).
  - b. 20% discount (supplies).
  - 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).
  - 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).
  - 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).
  - 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).
  - 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).
  - c. \$.002 per copy (color).
  - d. 36/48/60 month lease terms.  
16.491%/15.33%/14.44% interest rates.
- Item 42 - Ricoh digital multi-functional devices @
- a. 43.75% discount (purchase).
  - b. 35% discount (supplies).
  - 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).
  - 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 J. FORESE, CHAIRMAN/C.E.O.

- Item 1 - Canon full color copiers @
  - a. 25% discount (purchase).
  - b. 15% discount (supplies).
  - 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).
  - 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).
  - 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).
  - 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 multi-functional devices @
  - a. 40% discount (purchase).
  - b. 15% discount (supplies).
  - 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 multi-functional devices @
  - a. 20% discount (purchase).
  - b. 15% discount (supplies).
  - 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 multi-functional devices @
  - a. 47% discount (purchase).
  - b. 15% discount (supplies).
  - 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 multi-functional devices @
  - a. 20% discount (purchase).
  - b. 15% discount (supplies).
  - 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).
  - 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).
  - 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).
  - 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).
  - 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 multi-functional 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).
  - 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: LINDA R. HEIECK, SECRETARY/TREASURER

Item 53 - Royal Copystar digital multi-functional devices @  
a. 40% discount (purchase).  
b. N/A (discount/supplies).  
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: YOSHIKATSU OTA, 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 multi-functional 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.

**(First Annual Renewal and Second Year of Contract)**

9. Authorize Procurement and Materials Management to purchase up to the total estimated amount of \$775,592.

RHH/lja