

Financial Services
Mrs. Judith M. Marte, Chief Financial Officer

**SUBJECT: AWARD INVITATION TO BID NO. ITB-15-038-MT – PRINTER
CONSUMABLES – OEM, COMPATIBLE AND RE-
MANUFACTURED**

COMMITTEE: FISCAL ACCOUNTABILITY

**LINK TO STRATEGIC
BLUEPRINT: EFFECTIVE AND SUSTAINABLE BUSINESS PRACTICES**

Procurement Management Services released the above-referenced solicitation. The purpose of this Invitation to Bid (ITB) is to purchase, at a catalog discount, printer consumables in three different categories: Original Equipment Manufacturer (OEM), Compatible and Remanufactured, for various departments servicing Miami-Dade County Public Schools. This is a term bid which states that the Board may purchase quantities as needed, but is not obligated to purchase any guaranteed amount. This ITB was advertised on the Procurement Management Services website, the Demandstar website, BidNet, Florida Bid, *The Miami Times* and the *Diario Las Americas* newspapers as well as emailed to 360 potential bidders.

The initial term of the bid shall be for a two (2) year period, commencing October 5, 2016 through October 4, 2018, and may, by mutual agreement between The School Board of Miami-Dade County, Florida, and the successful bidders, be extended for three (3) additional one (1) year periods.

Strategies were employed to increase SBE/MBE participation. The Goal Setting Committee recommended that this solicitation be open, not sheltered, as a large number of SBE/MBE vendors were not identified within the commodity code(s).

Seventeen (17) vendors responded to this advertised bid. Based on the criteria listed in the solicitation, the contract shall be awarded to three (3) primary vendors, two (2) of which are SBE/MBE certified and four (4) alternate vendors.

Fund Source

Various

E-142

RECOMMENDED: That The School Board of Miami-Dade County, Florida:

1. **AWARD** Invitation To Bid No. ITB-15-038-MT – **PRINTER CONSUMABLES – OEM, COMPATIBLE AND REMANUFACTURED**, to purchase, at catalog discount, quantities, as may be required, for various departments servicing Miami-Dade County Public Schools, with an initial effective date of October 5, 2016 through October 4, 2018, and may, by mutual agreement between The School Board of Miami-Dade County, Florida and the successful bidder, be extended for three (3) additional one (1) year extension periods thereto, as follows:

PRIMARY

CATEGORY A: ORIGINAL EQUIPMENT MANUFACTURER (OEM)

- A. **INNOVATIVE SOFTWARE SOLUTIONS, INC.** **MBE**
100 SOUTH BISCAYNE BOULEVARD
MIAMI, FL 33132
OWNER/OFFICER: KARELINE DUVERGE, OFFICE MANAGER
AFRICAN AMERICAN

Highest Percentage Discount:

Group 4 – Dell 25%

- B. **MONARCH ELECTRONICS, INC.** **SBE - TIER I**
1666 79TH STREET CAUSEWAY, SUITE 504
NORTH BAY VILLAGE, FL 33141
OWNER/OFFICER: SUSAN STUART, PRESIDENT
M/WBE - WOMEN

Highest Percentage Discount:

Group 1 – Brother 37%
Group 2 – Canon 38%
Group 3 – Epson 31%
Group 6 – Lexmark 35%
Group 7 – Xerox 47%
Group 8 - Infoprint 26%

- C. **RASIX COMPUTER CENTER, INC.**
DBA ACADEMIC SUPPLIER
3519 MAIN STREET, SUITE 401
CHULA VISTA, CA 91911
OWNER/OFFICER: JEFFREY KOZMA, CONTRACT MANAGER

Highest Percentage Discount:

Group 5 – HP 41%

CATEGORY B: COMPATIBLE

- D. INNOVATIVE SOFTWARE SOLUTIONS, INC. **MBE**
100 SOUTH BISCAYNE BOULEVARD
MIAMI, FL 33132
OWNER/OFFICER: KARELINE DUVERGE, OFFICE MANAGER
AFRICAN AMERICAN

Highest Percentage Discount:

Group 5 – HP 80%
Group 6 – Lexmark 80%

- E. RASIX COMPUTER CENTER, INC.
DBA ACADEMIC SUPPLIER
3519 MAIN STREET, SUITE 401
CHULA VISTA, CA 91911
OWNER/OFFICER: JEFFREY KOZMA, CONTRACT MANAGER

Highest Percentage Discount:

Group 1 – Brother 77%
Group 2 – Canon 77%
Group 3 – Epson 77%
Group 4 – Dell 77%
Group 7 – Xerox 77%
Group 8 – Infoprint 77%

CATEGORY C: REMANUFACTURED

- F. RASIX COMPUTER CENTER, INC.
DBA ACADEMIC SUPPLIER
3519 MAIN STREET, SUITE 401
CHULA VISTA, CA 91911
OWNER/OFFICER: JEFFREY KOZMA, CONTRACT MANAGER

Highest Percentage Discount:

Group 1 – Brother 77%
Group 2 – Canon 77%
Group 3 – Epson 77%
Group 4 – HP 77%
Group 5 – Lexmark 77%
Group 6 – Dell 77%

ALTERNATE:

CATEGORY A: ORIGINAL EQUIPMENT MANUFACTURER (OEM)

- I. CORNERSTONE PRINTER SUPPLIES, INC.
8950 SW 74TH COURT, SUITE 2201
MIAMI, FL 33156
OWNER/OFFICER: BLAS PRIETO, ACCOUNT MANAGER

Highest Percentage Discount:

Group 4 – Dell 14%

- II. INNOVATIVE SOFTWARE SOLUTIONS, INC. **MBE**
100 SOUTH BISCAYNE BOULEVARD
MIAMI, FL 33132
OWNER/OFFICER: KARELINE DUVERGE, OFFICE MANAGER
AFRICAN AMERICAN

Highest Percentage Discount:

Group 2 – Canon 28%
Group 3 – Epson 15%
Group 8 – Infoprint 25%

- III. RASIX COMPUTER CENTER, INC.
DBA ACADEMIC SUPPLIER
3519 MAIN STREET, SUITE 401
CHULA VISTA, CA 91911
OWNER/OFFICER: JEFFREY KOZMA, CONTRACT MANAGER

Highest Percentage Discount:

Group 1 – Brother 31%
Group 6 – Lexmark 33%
Group 7 – Xerox 33%

CATEGORY B: COMPATIBLE

- IV. EIS OFFICE SOLUTIONS, INC.
2030 W. SAM HOUSTON PARKWAY N
HOUSTON, TX 77043
OWNER/OFFICER: MERRILL CHANCE, NATIONAL SALES
MANAGER

Highest Percentage Discount:

Group 1 – Brother 75%
Group 2 – Canon 75%
Group 3 – Epson 75%
Group 4 – Dell 75%
Group 7 – Xerox 75%
Group 8 – Infoprint 75%

- V. INNOVATIVE SOFTWARE SOLUTIONS, INC. **MBE**
100 SOUTH BISCAYNE BOULEVARD
MIAMI, FL 33132
OWNER/OFFICER: KARELINE DUVERGE, OFFICE MANAGER
AFRICAN AMERICAN

Highest Percentage Discount:

Group 7 – Xerox 75%

- VI. RASIX COMPUTER CENTER, INC.
DBA ACADEMIC SUPPLIER
3519 MAIN STREET, SUITE 401
CHULA VISTA, CA 91911
OWNER/OFFICER: JEFFREY KOZMA, CONTRACT MANAGER

Highest Percentage Discount:

Group 5 – HP 77%
Group 6 – Lexmark 77%

CATEGORY C: REMANUFACTURED

- VII. EIS OFFICE SOLUTIONS, INC.
2030 W. SAM HOUSTON PARKWAY N
HOUSTON, TX 77043
OWNER/OFFICER: MERRILL CHANCE, NATIONAL SALES
MANAGER

Highest Percentage Discount:

Group 1 – Brother 75%
Group 2 – Canon 75%
Group 3 – Epson 75%
Group 4 – HP 75%
Group 5 – Lexmark 75%
Group 6 – Dell 75%

VIII. INNOVATIVE SOFTWARE SOLUTIONS, INC. MBE
100 SOUTH BISCAYNE BOULEVARD
MIAMI, FL 33132
OWNER/OFFICER: KARELINE DUVERGE, OFFICE MANAGER
AFRICAN AMERICAN

Highest Percentage Discount:

Group 4 – HP 75%

2. **AUTHORIZE** Procurement Management Services to purchase, at catalog discount, quantities for printer in three different categories: OEM, Compatible and Remanufactured, for up to the total estimated amount of \$4,000,000, for the initial contract term, and at an amount not to exceed \$2,000,000, for each subsequent one (1) year extension period(s). Board authorization of this recommendation does not mean the amount shown will be expended.

JMM/mt