

TO PATRICK RICHARDSON, SUPERINTENDENT
MEMBERS OF THE BOARD

FROM 2019-2020 COPIER RFP COMMITTEE
Shelley Todd, Matt Cook, Rebecca Wright, Dave Perison and Jason Eaton

SUBJECT 2019-2020 COPIER CONTRACT

DATE RECOMMENDATION MAY 1, 2019

A Request for Proposals (RFP) was mailed and advertised March 4, 2019. The RFP's were due on April 12, 2019 and we had 8 responding vendors and 1 vendor who responded with a NO BID. As you can see in the enclosed documents, our committee narrowed the 8 responses to 3. The 3 finalists came and presented their RFP's to our committee.

The committee recommends awarding the school fleet, and the print shop 2 color pieces to Konica Minolta. All three vendors were exceptional, but as you can see from our point system, KONICA just came out on top.

This contract replaces all our current equipment, adds Papercut MF software, and includes all service and toners on all machines. The awarded contract should save our District over \$60,000.00 per year, so \$300,000.00 over the life of the contract.

Thank you and if you have any questions, feel free to contact Shelley Todd at shelley.todd@pulaski.kyschools.us or any of the other members of the committee.

POINT SYSTEM

	COMMONWEALTH	KONICA	TOSHIBA
Price	30	40	50
Reference	50	50	45
Technology	40	50	45
Implementation	40	50	45
Service/Technician	50	50	50
Pre Preparation	30	40	50
Presentation	40	50	45
Sample Machines	50	50	40
TOTAL	330 <i>Shelley Todd</i> <i>[Signature]</i>	380 <i>[Signature]</i>	370 <i>[Signature]</i>

ORIGINAL RFP RESPONSES

VENDOR	EQUIPMENT	20,000,000 COPIES	SOFTWARE	TOTAL
ABS	\$13,145.74	INCLUDED	INCLUDED	\$13,145.74
CANON	\$7,563.00	\$9,000.00	\$2,723.00	\$19,286.00
CTE	\$9,507.42	\$4,166.67	INCLUDED	\$13,674.09
KONICA	\$7,160.51	\$5,000.00	\$786.39	\$12,946.90
MILLER	\$6,188.76	\$5,000.00	\$1,266.25	\$12,455.01
RICOH	\$13,100.71	\$5,833.00	INCLUDED	\$18,933.71
TOSHIBA	\$7,320.59	\$4,833.34	INCLUDED	\$12,153.93
XEROX	\$17,262.78	INCLUDED	INCLUDED	\$17,262.78

We received 8 responses and 1 no bid response. As you can see above the highest 3 vendors were eliminated first. ABS and KONICA bid KONICA so we eliminated ABS. Miller did not bid to specifications on our Level 1 machines and were eliminated.

The committee narrowed to finalists to: CTE (Commonwealth Technologies) KONICA TOSHIBA

VENDOR	ABS (KONICA)	CTE (CANON)	KONICA	MILLER (SHARP)	TOSHIBA
LEVEL 1 80-90PPM	80 PPM	85PPM	80PPM	75PPM	85PPM
LEVEL 2 60-75PPM	65 PPM	65PPM	65PPM	60PPM	SOME 65 SOME 75
LEVEL 3 45-55PPM	45PPM	55PPM	45PPM	50PPM	45PPM
LEVEL 4 35-40PPM	36PPM	35PPM	36PPM	35PPM	35PPM
LEVEL 5 25-30PPM	50PPM	37 PPM	28PPM	35PPM	25PPM
LEVEL 6 25-30PPM	50PPM	37PPM	28PPM	35PPM	LEXMARK 42PPM
DEDICATED TECH	YES	YES	YES	YES	YES
RESPONSE	\$13,145.74	\$13,674.09	\$12,946.90	\$12,455.01	\$12,153.93

DISTRICT SAVINGS

SCHOOL	CURRENT PAYMENT	NEW PAYMENT
BURNSIDE	\$541.46	\$503.75
EUBANK	\$800.42	\$629.86
NANCY	\$800.42	\$534.44
PULASKI ELEM	\$1,035.84	\$725.38
OAKHILL	\$941.67	\$721.09
SHOPVILLE	\$541.46	\$472.95
NORTHERN ELEM	\$753.34	\$655.98
SOUTHERN ELEM	\$1,035.84	\$747.05
MEMORIAL	\$188.34	\$239.36
EAGLE	\$47.09	\$167.13
SOUTHERN MIDDLE	\$2,260.00	\$1,347.83
NORTHERN MIDDLE	\$2,260.00	\$1,327.26
PULASKI HIGH	\$2,919.17	\$1,715.01
SOUTHWESTERN	\$2,929.17	\$1,968.33
SPECIAL ED	\$141.25	\$155.00
CENTRAL OFFICE	\$941.67	\$1,050.16