

RFP BOE 18-04 - Copier/Printer replacements		B&W	5,858,000	=		RFP Response
Closed 7/6/18 at 11am		Color	413,000	=	Awarded on	Incl Buyout \$\$
By invitation only using PEPPM product lines					07/30/18	Incl returns
<u>Leasing Costs</u>		<u>CBS - Xerox</u>	<u>CBS Revised</u>		<u>Canon</u>	<u>Canon Revised</u>
	<u>Black & White only</u>	B405	B405		MF525dw - 45	MF525dw - 45
24	<u>45 cpm No Stand/Finisher - P/Mnth ; P/Unit</u>	\$ 22.00	\$ 22.00	\$ 17.69	\$ 15.77	\$ 64.98
	Cost per month total units requested	\$ 528.00	\$ 528.00	\$ 424.56	\$ 378.48	\$ 1,559.52
	12 month Cost all units	\$ 6,336.00	\$ 6,336.00	\$ 5,094.72	\$ 4,541.76	\$ 18,714.24
		B8075	B8075	6575i II - 75	6575i II - 75	B-8075H2
20	<u>75 cpm Stand & Finisher - P/Mnth ; P/Unit</u>	\$ 126.00	\$ 126.00	\$ 109.91	\$ 57.93	\$ 138.75
	Cost per month total units requested	\$ 2,520.00	\$ 2,520.00	\$ 2,198.20	\$ 1,158.60	\$ 2,775.00
	12 month Cost	\$ 30,240.00	\$ 30,240.00	\$ 26,378.40	\$ 13,903.20	\$ 33,300.00
		D95	D95	8595i II - 95	8595i II - 95	D95CPH
7	<u>100 cpm - P/Mnth ; P/Unit</u>	\$ 266.00	\$ 266.00	\$ 179.17	\$ 93.95	\$ 248.75
	Cost per month total units requested	\$ 1,862.00	\$ 1,862.00	\$ 1,254.19	\$ 657.65	\$ 1,741.25
	12 month Cost	\$ 22,344.00	\$ 22,344.00	\$ 15,050.28	\$ 7,891.80	\$ 20,895.00
		\$ 58,920.00	\$ 58,920.00	\$ 46,523.40	\$ 26,336.76	
10	<u>Fax Units for selected 45 pm BW machines</u>	\$ -	\$ -	\$ -	\$ -	\$ -
	Cost per month total units requested	\$ -	\$ -	\$ -	\$ -	\$ -
	12 month Cost	\$ -	\$ -	\$ -	\$ -	\$ -
	Color and B&W	C8045	C8045	C5540i II - 40	C5540i II - 40	CX-8045H2
6	<u>45 cpm Stand; No Finisher - P/Mnth ; P/Unit</u>	\$ 85.00	\$ 85.00	\$ 66.53	\$ 37.32	\$ 118.46
	Cost per month total units requested	\$ 510.00	\$ 510.00	\$ 399.18	\$ 223.92	\$ 710.76
	12 month Cost	\$ 6,120.00	\$ 6,120.00	\$ 4,790.16	\$ 2,687.04	\$ 8,529.12
		C505	C505	C356iF II - 36	C356iF II - 36	C-505X
10	<u>45 cpm No Stand/Finisher - P/Mnth ; P/Unit</u>	\$ 37.00	\$ 37.00	\$ 40.61	\$ 31.96	\$ 67.26
	Cost per month total units requested	\$ 370.00	\$ 370.00	\$ 406.10	\$ 319.60	\$ 672.60
	12 month Cost	\$ 4,440.00	\$ 4,440.00	\$ 4,873.20	\$ 3,835.20	\$ 8,071.20
		C70	C70	iR 7580i II - 75	iR 7580i II - 75	C8070H2
3	<u>75 cppm Stand/Finisher - P/Mnth ; P/Unit</u>	\$ 237.00	\$ 237.00	\$ 171.62	\$ 72.27	\$ 150.89
	Cost per month total units requested	\$ 711.00	\$ 711.00	\$ 514.86	\$ 216.81	\$ 452.67
	12 month Cost	\$ 8,532.00	\$ 8,532.00	\$ 6,178.32	\$ 2,601.72	\$ 5,432.04

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<u>Leasing Costs</u>		<u>CBS - Xerox</u>	<u>CBS Revised</u>		<u>Canon</u>	<u>Canon Revised</u>	<u>Janco - Xerox</u>
	Monthly Lease cost	\$ 6,501.00	\$ 6,501.00		\$ 5,197.09	\$ 2,955.06	\$ 7,911.80
	Yearly Lease cost	\$ 78,012.00	\$ 78,012.00		\$ 62,365.08	\$ 35,460.72	\$ 94,941.60
	5 year Lease Cost, All machines	\$ 390,060.00	\$ 390,060.00		\$ 311,825.40	\$ 177,303.60	\$ 474,708.00
	Lease with buyout cost added in	\$ 560,460.00	\$ 539,700.00		\$ 470,444.40	\$ 322,827.00	Incl Buyout \$\$
<u>Supply and Maintenance costs</u>							
	<u>B&W Cost per imprint</u>	\$ 0.0038	\$ 0.0038		\$ 0.0039	\$ 0.0037	\$ 0.0038
	Estimated Cost per year - (5.858M)	\$ 22,260.40	\$ 22,260.40		\$ 22,846.20	\$ 21,674.60	\$ 22,260.40
	Estimated Cost 5 years	\$ 111,302.00	\$ 111,302.00		\$ 114,231.00	\$ 108,373.00	\$ 111,302.00
			<i>revised</i>				
	<u>Color Cost per Imprint</u>	\$ 0.0380	\$ 0.0350		\$ 0.0390	\$ 0.0340	\$ 0.0350
	Estimated Cost per year - (413K)	\$ 15,694.00	\$ 14,455.00		\$ 16,107.00	\$ 14,042.00	\$ 14,455.00
	Estimated Cost 5 years	\$ 78,470.00	\$ 72,275.00		\$ 80,535.00	\$ 70,210.00	\$ 72,275.00
	1 year Maint ALL - (6.271M)	\$ 37,954.40	\$ 36,715.40		\$ 38,953.20	\$ 35,716.60	\$ 36,715.40
	5 year Maint - All	\$ 189,772.00	\$ 183,577.00		\$ 194,766.00	\$ 178,583.00	\$ 183,577.00
	1 yr cost for Lease & Maint	\$ 115,966.40	\$ 114,727.40		\$ 101,318.28	\$ 71,177.32	\$ 131,657.00
	5 yr cost for Lease & Maint	\$ 579,832.00	\$ 573,637.00		\$ 506,591.40	\$ 355,886.60	\$ 658,285.00
							<u>incl Buyout \$\$</u>

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<u>Managed Print Software Costs : Cost for 60 months</u>		<u>Papercut</u>	<u>Papercut</u>		<u>uniFLOW</u>	<u>uniFLOW</u>
	CBS - \$790 p/mnth + 4yrs @ \$4,666 ; yr1=\$0	\$ 65,977.32	\$ 65,977.32			
	CBS - Opt #2 = \$962 p/mnth w/5yr support	\$ 57,720.00	\$ 57,720.00		revised	
	Cannon uniFLOW \$1,262.04 p/mnth			\$ 75,722.40	\$ 69,057.60	
	Janco Papercut 60 mnth 929.86 p/mth				1,150.96 p/mnth	\$ 55,791.60
	Janco Xerox Print Safe 60 mnth 662.54 p/mnth					\$ 39,752.40
	Janco Xerox Standard Accting Software - No Charge					\$ -
	Janco Xerox CentreWare Softwre Web - No Charge					\$ -
	Janco FM Audit Software - No Charge					\$ -
	5 Years Lease/Maint/ & Boxed Softwre	\$ 637,552.00	\$ 631,357.00	\$ 582,313.80	\$ 424,944.20	\$ 714,076.60
	Per Year - All in except Buyout costs	\$ 127,510.40	\$ 126,271.40	\$ 116,462.76	\$ 84,988.84	\$ 142,815.32
			revised			
	<u>Lease Buyout payments to vendor on \$144,618</u>	\$ 170,400.00	\$ 149,640.00	\$ 158,619.00	\$ 145,523.40	\$ -
		2,840 p/mnth	2,494 p/mnth	2,644 p/mnth	2,425 p/mnth	In Lease Cost
<u>ALL in costs - Lease/Maint/Software/Buyout</u>			Revised		Revised	
	All In 5yr cost	\$ 807,952.00	\$ 780,997.00	\$ 740,932.80	\$ 570,467.60	\$ 714,076.60
	Per Year - all in costs	\$ 161,590.40	\$ 156,199.40	\$ 148,186.56	\$ 114,093.52	\$ 142,815.32
This listing does not take into account any other considerations beyond listing price.						
Detail proposals must be reviewed for all factors of handling the account						