
BID RECOMMENDATION

BACKGROUND:

We request that the MISD Board of Trustees approve the recommendation as made by the Purchasing Department, in conjunction with the Technology Development Department, for awarding Bid # 12-046 for Printers. Completed requests for Bid # 12-046 were received prior to the bid closing at 2:00 p.m. on October 26, 2011.

CONSIDERATIONS:

Attached is the tabulation of the bids received. The purpose of this bid is to purchase printers for the new high school and performing arts center scheduled to open 2012 and for existing campus and departments on an as-needed basis. The bid also includes printer repair service on an as-needed basis.

Lexmark printers are the current District standard due to success rates, network compatibility, consumable costs and minimal maintenance and repair costs. The printers include a one-year warranty which will reduce the amount of technology resources necessary for printer repair. The vendor for the purchase of printers was awarded based on combined lowest total for ease of ordering and contract maintenance. The vendor for repair services was selected based on the lowest total cost for the hourly rate plus the trip charge or pick-up fees.

This contract will be effective upon school board approval through September 30, 2012, with an option to extend for four additional one-year periods if mutually agreed upon. The exact quantities of printers needed during the contract term are unknown. Based on past annual expenditures, the expected total contract amount is approximately \$150,000.

RECOMMENDATION:

The Purchasing Department, in conjunction with the Technology Development Department, recommends that Bid # 12-046 for Printers be awarded as indicated on the tabulation sheet.

**Bid Tab #12-046
Printers**

VENDORS>>>			Austin Ribbon and Computer Supplies, Inc.	Cesco, Inc.	Computer Tech	Delcom Group	Global Asset	IKON Office Solutions, Inc.	ImageNet Consulting	
Description	Qty.	Unit	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	
LEXMARK 460dn	1	Each	\$601.98	\$449.00			\$511.71	\$517.89		
ITEM NUMBER			34S0712	34S0700			34S0700	34S0700		
WARRANTY							exchange	\$582.84		
EXT. WARRANTY 2 YEAR					\$150.41			\$200.90	\$612.98	
EXT. WARRANTY 3 YEAR					\$197.58			\$297.70	\$643.52	
EXT. WARRANTY 4 YEAR					\$173.65	\$292.81		\$384.30	\$688.04	
LEXMARK T650dn 20K	1	Each	\$708.74	\$679.00			\$714.87	\$884.59		
ITEM NUMBER			30G0156	30G0106			30G0106	30G0106		
WARRANTY							exchange	\$199.20		
EXT. WARRANTY 2 YEAR					\$58.67	\$150.00		\$201.10	\$209.16	
EXT. WARRANTY 3 YEAR						\$197.58		\$298.10	\$219.48	
EXT. WARRANTY 4 YEAR						\$292.81		\$386.40	\$237.04	
LEXMARK T654dn 50K	1	Each	\$1,161.44	\$1,149.00			\$1,256.01	\$1,421.05		
ITEM NUMBER			30G0300	30G0300			30G0300	30G0300		
WARRANTY							exchange	\$202.68		
EXT. WARRANTY 2 YEAR					\$136.88	\$200.25		\$281.90	\$212.82	
EXT. WARRANTY 3 YEAR						\$322.18		\$411.20	\$223.45	
EXT. WARRANTY 4 YEAR						\$429.87		\$539.70	\$234.64	
LEXMARK C543dn 1500pg/mos.	1	Each	\$193.77	\$338.00			\$340.82	\$207.46		
ITEM NUMBER			26B000	26B000			26B000	26B000		
WARRANTY							exchange	\$312.96		
EXT. WARRANTY 2 YEAR					\$61.80	\$114.81			\$335.28	
EXT. WARRANTY 3 YEAR					\$124.37	\$177.11		\$191.70	\$352.04	
EXT. WARRANTY 4 YEAR						\$257.21			\$374.12	
LEXMARK C736dn	1	Each	\$934.47	\$857.00			\$959.81	\$735.53		
ITEM NUMBER			25A0451	25A0451			25A0451	25A0451		
WARRANTY							onsite	\$582.84		
EXT. WARRANTY 2 YEAR					\$171.31	\$355.00		\$320.10	\$624.48	
EXT. WARRANTY 3 YEAR					\$312.11	\$497.51		\$448.50	\$655.70	
EXT. WARRANTY 4 YEAR						\$622.11		\$560.80	\$695.14	
LEXMARK X364dn 5000pg./mos	1	Each	\$456.98	\$466.00			\$468.99	\$397.73		
ITEM NUMBER			13B0502	13B0502			13B0502	13B0502		
WARRANTY							onsite	\$214.56		
EXT. WARRANTY 2 YEAR					\$97.78	\$111.25		\$185.00	\$229.92	
EXT. WARRANTY 3 YEAR					\$179.13	\$203.81			\$240.50	
EXT. WARRANTY 4 YEAR						\$168.21			\$257.32	
			\$4,057.38	\$3,938.00			\$4,252.21	\$4,164.25		
Hourly rate for on-site repair	1	Each		\$89.00	\$45.00	\$75.00	\$65.00	\$131.00	\$135.00	
Hourly rate for off-site repair	1	Each		\$60.00	\$30.00	\$75.00	\$45.00	\$131.00	\$135.00	

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VENDORS>>>			Austin Ribbon and Computer Supplies, Inc.	Cesco, Inc.	Computer Tech	Delcom Group	Global Asset	IKON Office Solutions, Inc.	ImageNet Consulting
Description	Qty.	Unit	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price
Trip charge to repair equipment onsite	1	Each		\$0.00	\$50.00	included	\$0.00	\$0.00	\$0.00
Pick-up charge to take to vendor's location for repair		Each		\$20.00	\$50.00	included	\$50.00	\$0.00	\$0.00
Percentage upcharge for all repair parts		Each		10%	20%	15%	10%	\$0.00	Varies
All printer manufacturers for which repair can be completed.				Xerox, Lexmark, HP, Ricoh, Brother, Dell, Epson	Lexmark and HP	HP in or out of warranty, Dell out of warranty.	HP and Lexmark	HP, Lexmark and Ricoh	HP, Lexmark, Samsung and Canon
Procedure for scheduling service							Help desk		
Additional Information				All printers come with 1 year parts and labor warranty.		All printers come with 1 year parts and labor warranty.		Alternate Proposal	
Shipping Charges			Free shipping	Free shipping	None	None	Free shipping	Free shipping	Free shipping
Catalog Discount for all other Printers & Supplies (District will call for quotes to get exact pricing as long as vendor completes the discount section.)			DIR Contract	5% Lexmark	DIR Contract	25%	DIR Contract		DIR Contract

Present at opening:

Shelley Freeman, Director of Purchasing
Thomas Earley, Global Asset Online

Note: Only the printers selected by the District for the current standard are awarded on this bid.

Note 2: Exact quantities are unknown.
Approximate total expenditure
\$150,000.00

**Bid Tab #12-046
Printers**

VENDORS>>>			Intech Southwest Services, LLC	Konica Minolta	M&A Technology	Marimon Business Systems, Inc.	Marlin Print Solutions, Inc.	Southern Computer Warehouse	Staples Contract & Commercial, Inc.	
Description	Qty.	Unit	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	
LEXMARK 460dn	1	Each	\$547.84		\$499.00	\$490.00	\$435.98	\$482.05	\$379.63	
ITEM NUMBER			34S0700		34S0700	34S0700	34S0700	34S0700	34S0700	
WARRANTY							onsite		\$102.77	
EXT. WARRANTY 2 YEAR					\$205.00			\$104.00	\$192.90	\$189.57
EXT. WARRANTY 3 YEAR								\$193.00	\$285.84	\$280.92
EXT. WARRANTY 4 YEAR					\$300.00			\$249.00	\$371.05	
LEXMARK T650dn 20K			1	Each	\$838.88		\$680.00	\$899.00	\$899.28	\$670.66
ITEM NUMBER	30G0106				30G0106	30G0106	30G0106	30G0106	30G0106	
WARRANTY							onsite		\$102.77	
EXT. WARRANTY 2 YEAR					\$156.00			\$104.96		\$189.57
EXT. WARRANTY 3 YEAR					\$205.44			\$193.59	\$171.84	\$280.92
EXT. WARRANTY 4 YEAR					\$303.00			\$286.89	\$254.67	
LEXMARK T654dn 50K	1	Each			\$1,345.00		\$1,220.00		\$1,095.00	\$1,184.96
ITEM NUMBER			30G0300		30G0300	30G0300	30G0300	30G0300	30G0300	
WARRANTY							onsite		\$133.23	
EXT. WARRANTY 2 YEAR					\$207.00			\$136.06		\$265.70
EXT. WARRANTY 3 YEAR					\$334.91			\$271.34	\$280.22	\$387.51
EXT. WARRANTY 4 YEAR					\$446.19			\$395.73	\$373.86	
LEXMARK C543dn 1500pg/mos.			1	Each	\$218.00		\$185.00		\$459.54	\$191.75
ITEM NUMBER	26B000				26B000	26B000	26B000	26B000	26B000	
WARRANTY							onsite		\$59.25	
EXT. WARRANTY 2 YEAR					\$64.00			\$61.42		\$119.25
EXT. WARRANTY 3 YEAR					\$120.00			\$123.62	\$123.07	\$179.25
EXT. WARRANTY 4 YEAR					\$221.00			\$185.81	\$194.95	
LEXMARK C736dn	1	Each			\$1,184.00		\$932.00	\$1,075.00	\$899.00	\$924.74
ITEM NUMBER			25A0451		25A0451	25A0451	25A0451	25A0451	25A0451	
WARRANTY							onsite		\$166.72	
EXT. WARRANTY 2 YEAR							\$170.27	\$169.52	\$303.76	
EXT. WARRANTY 3 YEAR							\$310.21	\$308.85	\$425.57	
EXT. WARRANTY 4 YEAR							\$434.60	\$432.70		
LEXMARK X364dn 5000pg./mos			1	Each	\$578.87		\$484.00	\$2,215.00	\$622.41	\$482.01
ITEM NUMBER	13B0502				13B0502	XS654de	13B0502	13B0502	13B0502	
WARRANTY							onsite		\$95.17	
EXT. WARRANTY 2 YEAR							\$97.18	\$101.96	\$174.34	
EXT. WARRANTY 3 YEAR							\$178.04	\$177.39	\$147.93	
EXT. WARRANTY 4 YEAR							\$259.98			
					\$4,712.59		\$4,000.00	\$4,679.00	\$4,411.21	\$3,936.17
Hourly rate for on-site repair	1	Each	Depot only		\$79.00	\$125.00	\$150.00		\$95.00	
Hourly rate for off-site repair	1	Each	Depot only		\$49.00	\$100.00	\$75.00		\$80.00 plus freight	

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VENDORS>>>			Intech Southwest Services, LLC	Konica Minolta	M&A Technology	Marimon Business Systems, Inc.	Marlin Print Solutions, Inc.	Southern Computer Warehouse	Staples Contract & Commercial, Inc.
Description	Qty.	Unit	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price	Unit Price
Trip charge to repair equipment onsite	1	Each	Depot only		\$50.00	\$0.00	\$0.00		\$60.00
Pick-up charge to take to vendor's location for repair		Each	Depot only		\$50.00	\$0.00	\$0.00		Freight both weighs
Percentage upcharge for all repair parts		Each	10%		5%	\$0.00	0%		25%
All printer manufacturers for which repair can be completed.			HP		HP, Lexmark	All printers excluding mainframe printer.	Lexmark		All major manufacturers excluding Dell
Procedure for scheduling service					Call or request online	Call or email	Email, phone or website		
Additional Information				Alternate Proposal		1 year warranty and District can choose option of extended care. Alternate Proposal			
Shipping Charges			HP Free Shipping, Lexmark Free Shipping if over \$1200.00		Free shipping	Standard UPS	\$50.00 per device		
Catalog Discount for all other Printers & Supplies (District will call for quotes to get exact pricing as long as vendor completes the discount section.)			10%	OPS Service Contract for Konica Minolta branded printers. Cost \$0.15 per impression billed on a monthly basis and \$.08678 for color.	up to 40% off	Dealer cost + 15% for Lexmark and HP	15% off Lexmark	0-30%	20% discount with a floor GP of 9%

Present at opening:

Shelley Freeman, Director of Purchasing
Thomas Earley, Global Asset Online

Note: Only the printers selected by the District for the current standard are awarded on this bid.

Note 2: Exact quantities are unknown.
Approximate total expenditure
\$150,000.00

**Bid Tab #12-046
Printers**

VENDORS>>>			Stewart Organization	Toshiba Business Solutions	Virtucom
Description	Qty.	Unit	Unit Price	Unit Price	Unit Price
LEXMARK 460dn	1	Each	\$511.71	\$511.71	\$418.00
ITEM NUMBER			34S0700	34S0700	34S0700
WARRANTY			Exchange	\$66.75	exchange
EXT. WARRANTY 2 YEAR			\$221.61	\$150.41	\$61.75
EXT. WARRANTY 3 YEAR			\$328.41	\$197.58	\$133.88
EXT. WARRANTY 4 YEAR			\$426.31	\$292.81	\$175.76
LEXMARK T650dn 20K	1	Each	\$714.87	\$714.87	\$591.05
ITEM NUMBER			30G0106	30G0106	30G0106
WARRANTY			Exchange	\$66.75	exchange
EXT. WARRANTY 2 YEAR			\$221.61	\$150.41	\$61.75
EXT. WARRANTY 3 YEAR			\$328.41	\$197.58	\$133.88
EXT. WARRANTY 4 YEAR			\$426.31	\$292.81	\$175.76
LEXMARK T654dn 50K	1	Each	\$1,256.01	\$1,256.01	\$1,075.50
ITEM NUMBER			30G0300	30G0300	30G0300
WARRANTY			Exchange	\$114.81	exchange
EXT. WARRANTY 2 YEAR			\$310.61	\$200.25	\$103.70
EXT. WARRANTY 3 YEAR			\$453.01	\$322.18	\$178.13
EXT. WARRANTY 4 YEAR			\$595.41	\$429.87	\$281.63
LEXMARK C543dn 1500pg/mos.	1	Each	\$340.82	\$340.82	\$322.10
ITEM NUMBER			26B0000	26B000	26B000
WARRANTY			Exchange	\$61.41	exchange
EXT. WARRANTY 2 YEAR			\$141.51	\$88.11	\$57.37
EXT. WARRANTY 3 YEAR			\$212.71	\$159.31	\$103.70
EXT. WARRANTY 4 YEAR				\$220.00	
LEXMARK C736dn	1	Each	\$959.81	\$959.81	\$793.00
ITEM NUMBER			25A0451	25A0451	25A0451
WARRANTY			1 year onsite service	\$194.91	onsite
EXT. WARRANTY 2 YEAR			\$355.11	\$355.11	\$173.39
EXT. WARRANTY 3 YEAR			\$497.51	\$497.51	\$310.41
EXT. WARRANTY 4 YEAR			\$622.11	\$622.11	\$428.17
LEXMARK X364dn 5000pg./mos	1	Each	\$468.99	\$468.99	\$442.27
ITEM NUMBER			13B0502	13B0502	13B0502
WARRANTY			1 year onsite service	\$111.25	onsite
EXT. WARRANTY 2 YEAR			\$203.81	\$203.81	\$100.79
EXT. WARRANTY 3 YEAR				\$295.00	\$185.72
EXT. WARRANTY 4 YEAR				\$390.00	
			\$4,252.21	\$4,252.21	\$3,641.92
Hourly rate for on-site repair	1	Each	\$145.00	\$125.00	\$60.00
Hourly rate for off-site repair	1	Each	\$145.00	\$80.00	\$40.00

**Bid Tab #12-046
Printers**

VENDORS>>>			Stewart Organization	Toshiba Business Solutions	Virtucom
Description	Qty.	Unit	Unit Price	Unit Price	Unit Price
Trip charge to repair equipment onsite	1	Each	\$0.00	\$50.00	\$60.00
Pick-up charge to take to vendor's location for repair		Each	No charge	\$50.00	\$60.00
Percentage upcharge for all repair parts		Each	10%	30%	10%
All printer manufacturers for which repair can be completed.			HP, Lexmark, Canon	All laser printers excluding Dell and Brothers.	HP, Lexmark, Brothers, Canon, Dell and Ricoh machines.
Procedure for scheduling service			Call in and give asset ID and then a technician will be routed.	On-line or call 800# and list product number on sticker in the front of the unit.	On-line or call 800# and list product number on sticker in the front of the unit.
Additional Information			Alternate Proposal	All printers come with 1 year parts and labor warranty from "Advanced Depot".	All printers come with 1 year parts and labor warranty from "Advanced Depot".
Shipping Charges				Standard UPS	Standard UPS
Catalog Discount for all other Printers & Supplies (District will call for quotes to get exact pricing as long as vendor completes the discount section.)			0%	10% off retail	25% off HP and Lexmark

Present at opening:

Shelley Freeman, Director of Purchasing
Thomas Earley, Global Asset Online

Note: Only the printers selected by the District for the current standard are awarded on this bid.

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Approximate total expenditure
\$150,000.00