

RSU 12 - Sheepscot Valley
 665 Patricktown Road Suite 2
 Somerville, ME 04348

5/5/2014 11:53:06 AM

Total Bid Analysis

Based on 2,929,483 Copies per Year beginning with 2014/2015 Budget Year

Vendor(s): A-Copi with Toshiba & Axis with HP Low Bid

Analysis done on an Annual Basis...Projected over 5 Years

Proposed Cost				Present Cost*
Cost Category	First Year	Second Year 3.5% CPI	Average 5 years #	
Service & Supplies Color	\$5,632.22	\$5,829.35	\$6,955.79	\$6,623.23
Service & Supplies Black	\$11,368.31	\$11,766.20	\$11,686.62	\$14,655.48
5 Year Muni Lease	\$34,724.06	\$34,724.06	\$34,724.06	\$31,612.97
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$15,350.00
Totals	\$51,724.58	\$52,319.60	\$53,366.47	\$68,241.68
Annual Cost Savings	\$16,517.10	\$15,922.08	\$14,875.21	
Five-Year Cost Savings	\$82,585.48	\$79,610.39	\$74,376.06	

Present Cost Budget Categories 'Black Service and Supplies','Color Service and Supplies' and Equipment.

* Forced Upgrades are costs that will be incurred in the future due to age, annual volume, and/or current meter reading. These funds may or may not be in your current budget; however, they should be.

Service & Supplies: Include service and all consumables except staples and paper. Since SPC recommends doing an onsite inspection every two years, followed by putting your Service & Supply contract out to bid, your average cost will stay within this range. In fact, in most cases, due to the competitive nature of this market, it will fall below this average if your volume remained the same.

Proposed Lease Cost Breakdown: There will be a total of Six payments. Your first payment will be in the form of a down payment of , which will be due March 1, 2014. The projected cost savings from all cost centers in this year's budget should help offset any down payment. Your First of Five annual lease payments will be due on August 1, 2014 . Subsequent annual payments will be due on the August 1'st anniversary date. The lease payment is made up of the vendor's equipment cost, the municipal interest, any buyouts if necessary and SPC's 11% processing fee. A complete breakdown of your lease payment is available upon request.

RSU 12 - Sheepscot Valley
 665 Patricktown Road Suite 2
 Somerville, ME 04348

5/2/2014 5:33:07 PM

Total Bid Analysis

Based on 2,929,483 Copies per Year beginning with 2014/2015 Budget Year

Vendor(s): Canon Solutions of America & Axis with HP

Analysis done on an Annual Basis...Projected over 5 Years

Proposed Cost				Present Cost*
Cost Category	First Year	Second Year 3.5% CPI	Average 5 years #	
Service & Supplies Color	\$5,341.05	\$5,527.99	\$6,596.20	\$6,623.23
Service & Supplies Black	\$12,663.13	\$13,106.34	\$13,017.69	\$14,655.48
5 Year Muni Lease	\$36,491.65	\$36,491.65	\$36,491.65	\$31,612.97
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$15,350.00
Totals	\$54,495.83	\$55,125.98	\$56,105.55	\$68,241.68
Annual Cost Savings	\$13,745.85	\$13,115.70	\$12,136.13	
Five-Year Cost Savings	\$68,729.25	\$65,578.52	\$60,680.67	

Present Cost Budget Categories 'Black Service and Supplies','Color Service and Supplies' and Equipment.

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RSU 12 - Sheepscot Valley

5/2/2014 5:45:12 PM

665 Patricktown Road Suite 2

Somerville, ME 04348

Total Bid Analysis

Based on 2,929,483 Copies per Year beginning with 2014/2015 Budget Year

Vendor(s): Canon Solutions of America with Canon & HP

Analysis done on an Annual Basis...Projected over 5 Years

Proposed Cost				Present Cost*
Cost Category	First Year	Second Year 3.5% CPI	Average 5 years #	
Service & Supplies Color	\$5,341.05	\$5,527.99	\$6,596.20	\$6,623.23
Service & Supplies Black	\$13,135.54	\$13,595.29	\$13,503.34	\$14,655.48
5 Year Muni Lease	\$36,554.77	\$36,554.77	\$36,554.77	\$31,612.97
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$15,350.00
Totals	\$55,031.36	\$55,678.05	\$56,654.31	\$68,241.68
Annual Cost Savings	\$13,210.31	\$12,563.63	\$11,587.37	
Five-Year Cost Savings	\$66,051.57	\$62,818.17	\$57,936.86	

Present Cost Budget Categories 'Black Service and Supplies','Color Service and Supplies' and Equipment.

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Service & Supplies: Include service and all consumables except staples and paper. Since SPC recommends doing an onsite inspection every two years, followed by putting your Service & Supply contract out to bid, your average cost will stay within this range. In fact, in most cases, due to the competitive nature of this market, it will fall below this average if your volume remained the same.

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RSU 12 - Sheepscot Valley

5/2/2014 12:52:55 PM

665 Patricktown Road Suite 2

Somerville, ME 04348

Total Bid Analysis

Based on 2,929,483 Copies per Year beginning with 2014/2015 Budget Year

Vendor(s): Budget with Konica Minolta

Analysis done on an Annual Basis...Projected over 5 Years

Proposed Cost				Present Cost*
Cost Category	First Year	Second Year 3.5% CPI	Average 5 years #	
Service & Supplies Color	\$4,154.15	\$4,299.55	\$5,130.38	\$6,623.23
Service & Supplies Black	\$11,752.18	\$12,163.51	\$12,081.24	\$14,655.48
5 Year Muni Lease	\$37,065.75	\$37,065.75	\$37,065.75	\$31,612.97
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$15,350.00
Totals	\$52,972.08	\$53,528.80	\$54,277.37	\$68,241.68
Annual Cost Savings	\$15,269.60	\$14,712.88	\$13,964.31	
Five-Year Cost Savings	\$76,347.98	\$73,564.38	\$69,821.55	

Present Cost Budget Categories 'Black Service and Supplies','Color Service and Supplies' and Equipment.

* Forced Upgrades are costs that will be incurred in the future due to age, annual volume, and/or current meter reading. These funds may or may not be in your current budget; however, they should be.

Service & Supplies: Include service and all consumables except staples and paper. Since SPC recommends doing an onsite inspection every two years, followed by putting your Service & Supply contract out to bid, your average cost will stay within this range. In fact, in most cases, due to the competitive nature of this market, it will fall below this average if your volume remained the same.

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5/2/2014 12:50:29 PM

Total Bid Analysis

Based on 2,929,483 Copies per Year beginning with 2014/2015 Budget Year

Vendor(s): Budget Business Machines with Konica Minolta & Axis with HP
Analysis done on an Annual Basis...Projected over 5 Years

Proposed Cost				Present Cost*
Cost Category	First Year	Second Year 3.5% CPI	Average 5 years #	
Service & Supplies Color	\$4,154.15	\$4,299.55	\$5,130.38	\$6,623.23
Service & Supplies Black	\$11,685.18	\$12,094.16	\$12,012.36	\$14,655.48
5 Year Muni Lease	\$37,175.54	\$37,175.54	\$37,175.54	\$31,612.97
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$15,350.00
Totals	\$53,014.87	\$53,569.25	\$54,318.28	\$68,241.68
Annual Cost Savings	\$15,226.81	\$14,672.43	\$13,923.40	
Five-Year Cost Savings	\$76,134.05	\$73,362.16	\$69,616.99	

Present Cost Budget Categories 'Black Service and Supplies','Color Service and Supplies' and Equipment.

* Forced Upgrades are costs that will be incurred in the future due to age, annual volume, and/or current meter reading. These funds may or may not be in your current budget; however, they should be.

Service & Supplies: Include service and all consumables except staples and paper. Since SPC recommends doing an onsite inspection every two years, followed by putting your Service & Supply contract out to bid, your average cost will stay within this range. In fact, in most cases, due to the competitive nature of this market, it will fall below this average if your volume remained the same.

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5/2/2014 6:10:50 PM

Total Bid Analysis

Based on 2,929,483 Copies per Year beginning with 2014/2015 Budget Year

Vendor(s): Vary Technologies with Xerox

Analysis done on an Annual Basis...Projected over 5 Years

Proposed Cost				Present Cost*
Cost Category	First Year	Second Year 3.5% CPI	Average 5 years #	
Service & Supplies Color	\$5,341.05	\$5,527.99	\$6,596.20	\$6,623.23
Service & Supplies Black	\$11,863.25	\$12,278.46	\$12,195.42	\$14,655.48
5 Year Muni Lease	\$38,591.72	\$38,591.72	\$38,591.72	\$31,612.97
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$15,350.00
Totals	\$55,796.02	\$56,398.17	\$57,383.34	\$68,241.68
Annual Cost Savings	\$12,445.66	\$11,843.51	\$10,858.34	
Five-Year Cost Savings	\$62,228.28	\$59,217.53	\$54,291.69	

Present Cost Budget Categories 'Black Service and Supplies','Color Service and Supplies' and Equipment.

* Forced Upgrades are costs that will be incurred in the future due to age, annual volume, and/or current meter reading. These funds may or may not be in your current budget; however, they should be.

Service & Supplies: Include service and all consumables except staples and paper. Since SPC recommends doing an onsite inspection every two years, followed by putting your Service & Supply contract out to bid, your average cost will stay within this range. In fact, in most cases, due to the competitive nature of this market, it will fall below this average if your volume remained the same.

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RSU 12 - Sheepscot Valley

5/2/2014 12:56:15 PM

665 Patricktown Road Suite 2

Somerville, ME 04348

Total Bid Analysis

Based on 2,929,483 Copies per Year beginning with 2014/2015 Budget Year

Vendor(s): KMBS with Konica Minolta

Analysis done on an Annual Basis...Projected over 5 Years

Proposed Cost				Present Cost*
Cost Category	First Year	Second Year 3.5% CPI	Average 5 years #	
Service & Supplies Color	\$4,154.15	\$4,299.55	\$5,130.38	\$6,623.23
Service & Supplies Black	\$11,752.18	\$12,163.51	\$12,081.24	\$14,655.48
5 Year Muni Lease	\$39,460.36	\$39,460.36	\$39,460.36	\$31,612.97
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$15,350.00
Totals	\$55,366.69	\$55,923.41	\$56,671.98	\$68,241.68
Annual Cost Savings	\$12,874.99	\$12,318.27	\$11,569.70	
Five-Year Cost Savings	\$64,374.93	\$61,591.33	\$57,848.50	

Present Cost Budget Categories 'Black Service and Supplies','Color Service and Supplies' and Equipment.

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5/2/2014 11:29:39 AM

665 Patricktown Road Suite 2

Somerville, ME 04348

Total Bid Analysis

Based on 2,929,483 Copies per Year beginning with 2014/2015 Budget Year

Vendor(s): Xerox Corporation & Axis with HP

Analysis done on an Annual Basis...Projected over 5 Years

Proposed Cost				Present Cost*
Cost Category	First Year	Second Year 3.5% CPI	Average 5 years #	
Service & Supplies Color	\$5,080.15	\$5,257.95	\$6,273.98	\$6,623.23
Service & Supplies Black	\$11,466.21	\$11,867.52	\$11,787.26	\$14,655.48
5 Year Muni Lease	\$43,666.92	\$43,666.92	\$43,666.92	\$31,612.97
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$15,350.00
Totals	\$60,213.28	\$60,792.40	\$61,728.17	\$68,241.68
Annual Cost Savings	\$8,028.40	\$7,449.28	\$6,513.51	
Five-Year Cost Savings	\$40,142.02	\$37,246.40	\$32,567.57	

Present Cost Budget Categories 'Black Service and Supplies','Color Service and Supplies' and Equipment.

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RSU 12 - Sheepscot Valley

5/2/2014 6:03:03 PM

665 Patricktown Road Suite 2

Somerville, ME 04348

Total Bid Analysis

Based on 2,929,483 Copies per Year beginning with 2014/2015 Budget Year

Vendor(s): Laser Tech with Xerox & Asis with HP

Analysis done on an Annual Basis...Projected over 5 Years

Proposed Cost				Present Cost*
Cost Category	First Year	Second Year 3.5% CPI	Average 5 years #	
Service & Supplies Color	\$5,310.82	\$5,496.70	\$6,558.87	\$6,623.23
Service & Supplies Black	\$13,609.98	\$14,086.33	\$13,991.06	\$14,655.48
5 Year Muni Lease	\$44,633.65	\$44,633.65	\$44,633.65	\$31,612.97
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$15,350.00
Totals	\$63,554.45	\$64,216.68	\$65,183.58	\$68,241.68
Annual Cost Savings	\$4,687.22	\$4,025.00	\$3,058.10	
Five-Year Cost Savings	\$23,436.12	\$20,124.98	\$15,290.51	

Present Cost Budget Categories 'Black Service and Supplies','Color Service and Supplies' and Equipment.

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