

RSU 34 - Old Town

3/14/2016 2:23:29 PM

156 Oak Street

Old Town, ME 04468

Total Bid Analysis

Based on 3,782,029 Copies per Year beginning with 2016 - 2017 Budget Year

Vendor(s): A-copi with Toshiba Copiers & Kyocera Printers (Keeping Some Toshiba)
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	\$12,105.98	\$12,529.69	\$14,950.88	\$13,838.00
Service & Supplies Black	\$13,898.17	\$14,384.61	\$14,287.32	\$15,554.35
5 Year Muni Lease	\$27,285.12	\$27,285.12	\$27,285.12	\$28,204.63
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$40,250.00
Totals	\$53,289.27	\$54,199.42	\$56,523.32	\$97,846.99
Annual Cost Savings	\$44,557.72	\$43,647.57	\$41,323.66	
Five-Year Cost Savings	\$222,788.58	\$218,237.85	\$206,618.31	

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 34 - Old Town

3/3/2016 3:48:38 PM

156 Oak Street

Old Town, ME 04468

Total Bid Analysis

Based on 3,782,029 Copies per Year beginning with 2016 - 2017 Budget Year

Vendor(s): Ricoh USA with Ricoh Copiers & Printers

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	\$14,096.84	\$14,590.23	\$17,409.59	\$13,838.00
Service & Supplies Black	\$16,633.50	\$17,215.67	\$17,099.23	\$15,554.35
5 Year Muni Lease	\$30,139.43	\$30,139.43	\$30,139.43	\$28,204.63
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$38,850.00
Totals	\$60,869.77	\$61,945.33	\$64,648.26	\$96,446.99
Annual Cost Savings	\$35,577.22	\$34,501.66	\$31,798.73	
Five-Year Cost Savings	\$177,886.10	\$172,508.29	\$158,993.63	

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.

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 34 - Old Town
 156 Oak Street
 Old Town, ME 04468

3/14/2016 1:25:07 PM

Total Bid Analysis

Based on 3,782,029 Copies per Year beginning with 2016 - 2017 Budget Year

Vendor(s): A-Copi with Toshiba & Kyocera >> 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	\$11,970.44	\$12,389.40	\$14,783.49	\$13,838.00
Service & Supplies Black	\$13,877.59	\$14,363.31	\$14,266.16	\$15,554.35
5 Year Muni Lease	\$31,449.56	\$31,449.56	\$31,449.56	\$28,204.63
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$38,850.00
Totals	\$57,297.59	\$58,202.27	\$60,499.22	\$96,446.99
Annual Cost Savings	\$39,149.39	\$38,244.71	\$35,947.77	
Five-Year Cost Savings	\$195,746.97	\$191,223.56	\$179,738.84	

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 34 - Old Town

2/18/2016 8:59:25 AM

156 Oak Street

Old Town, ME 04468

Total Bid Analysis

Based on 3,782,029 Copies per Year beginning with 2016 - 2017 Budget Year

Vendor(s): Budget 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	\$13,936.81	\$14,424.60	\$17,211.97	\$13,838.00
Service & Supplies Black	\$15,912.40	\$16,469.34	\$16,357.95	\$15,554.35
5 Year Muni Lease	\$32,776.51	\$32,776.51	\$32,776.51	\$28,204.63
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$38,850.00
Totals	\$62,625.73	\$63,670.45	\$66,346.43	\$96,446.99
Annual Cost Savings	\$33,821.26	\$32,776.53	\$30,100.56	
Five-Year Cost Savings	\$169,106.29	\$163,882.67	\$150,502.79	

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 34 - Old Town

2/18/2016 9:55:53 AM

156 Oak Street

Old Town, ME 04468

Total Bid Analysis

Based on 3,782,029 Copies per Year beginning with 2016 - 2017 Budget Year

Vendor(s): Budget with konica Minolta & Kyocera >> Strong 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	\$11,169.58	\$11,560.52	\$13,794.44	\$13,838.00
Service & Supplies Black	\$14,700.35	\$15,214.87	\$15,111.96	\$15,554.35
5 Year Muni Lease	\$32,972.65	\$32,972.65	\$32,972.65	\$28,204.63
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$38,850.00
Totals	\$58,842.59	\$59,748.03	\$61,879.05	\$96,446.99
Annual Cost Savings	\$37,604.40	\$36,698.95	\$34,567.94	
Five-Year Cost Savings	\$188,021.99	\$183,494.75	\$172,839.68	

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 34 - Old Town

2/17/2016 9:32:18 AM

156 Oak Street

Old Town, ME 04468

Total Bid Analysis

Based on 3,782,029 Copies per Year beginning with 2016 - 2017 Budget Year

Vendor(s): A-Copi with Toshiba & 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	\$15,261.99	\$15,796.16	\$18,848.55	\$13,838.00
Service & Supplies Black	\$15,362.66	\$15,900.36	\$15,792.82	\$15,554.35
5 Year Muni Lease	\$33,324.07	\$33,324.07	\$33,324.07	\$28,204.63
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$38,850.00
Totals	\$63,948.72	\$65,020.58	\$67,965.44	\$96,446.99
Annual Cost Savings	\$32,498.27	\$31,426.40	\$28,481.54	
Five-Year Cost Savings	\$162,491.33	\$157,132.01	\$142,407.72	

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

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RSU 34 - Old Town

2/17/2016 9:37:57 AM

156 Oak Street

Old Town, ME 04468

Total Bid Analysis

Based on 3,782,029 Copies per Year beginning with 2016 - 2017 Budget Year

Vendor(s): Maine Document Solutions with Xerox & 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	\$11,375.35	\$11,773.49	\$14,048.56	\$13,838.00
Service & Supplies Black	\$15,362.66	\$15,900.36	\$15,792.82	\$15,554.35
5 Year Muni Lease	\$39,818.96	\$39,818.96	\$39,818.96	\$28,204.63
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$38,850.00
Totals	\$66,556.97	\$67,492.80	\$69,660.33	\$96,446.99
Annual Cost Savings	\$29,890.01	\$28,954.18	\$26,786.65	
Five-Year Cost Savings	\$149,450.06	\$144,770.91	\$133,933.25	

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

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RSU 34 - Old Town

2/16/2016 1:30:20 PM

156 Oak Street

Old Town, ME 04468

Total Bid Analysis

Based on 3,782,029 Copies per Year beginning with 2016 - 2017 Budget Year

Vendor(s): Maine Document Solutions 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	\$10,808.24	\$11,186.53	\$13,348.18	\$13,838.00
Service & Supplies Black	\$14,674.85	\$15,188.47	\$15,085.75	\$15,554.35
5 Year Muni Lease	\$43,815.79	\$43,815.79	\$43,815.79	\$28,204.63
Forced Upgrades *	\$0.00	\$0.00	\$0.00	\$38,850.00
Totals	\$69,298.88	\$70,190.79	\$72,249.71	\$96,446.99
Annual Cost Savings	\$27,148.11	\$26,256.20	\$24,197.27	
Five-Year Cost Savings	\$135,740.53	\$131,280.99	\$120,986.37	

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

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