

**SU 21 Franklin Northwest**

7/22/2016 7:17:01 PM

100 Robin Hood Drive  
Swanton, VT 05488

**Total Bid Analysis**

Based on 295,018 Copies per Year beginning with 2016 - 2017 Budget Year

**Vendor(s): CSA-VT with HP Printers replacing existing HP Printers (Non-Contract)**

**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	\$1,755.60	\$1,817.05	\$2,168.17	<b>\$4,464.00</b>
Service & Supplies Black	\$3,121.45	\$3,230.70	\$3,208.85	<b>\$11,003.91</b>
5 Year Muni Lease	\$6,614.42	\$6,614.42	\$6,614.42	<b>\$59,014.00</b>
Forced Upgrades *	\$0.00	\$0.00	\$0.00	<b>\$6,840.00</b>
<b>Totals</b>	<b>\$11,491.47</b>	<b>\$11,662.16</b>	<b>\$11,991.43</b>	<b>\$81,321.91</b>
<b>Annual Cost Savings</b>	<b>\$69,830.44</b>	<b>\$69,659.74</b>	<b>\$69,330.47</b>	
<b>Five-Year Cost Savings</b>	<b>\$349,152.19</b>	<b>\$348,298.70</b>	<b>\$346,652.36</b>	

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 . 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 . 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.

**SU 21 Franklin Northwest**

7/26/2016 2:23:22 PM

100 Robin Hood Drive  
Swanton, VT 05488

**Total Bid Analysis**

Based on 6,132,620 Copies per Year beginning with 2016 - 2017 Budget Year

**Vendor(s): CSA-VT with Canon Copiers & HP Printers (Contract Devices)**

**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	\$17,259.97	\$17,864.07	\$21,316.07	<b>\$16,358.41</b>
Service & Supplies Black	\$24,167.54	\$25,013.41	\$24,844.24	<b>\$18,844.76</b>
5 Year Muni Lease	\$57,424.38	\$57,424.38	\$57,424.38	<b>\$59,014.00</b>
Forced Upgrades *	\$0.00	\$0.00	\$0.00	
<b>Totals</b>	<b>\$98,851.90</b>	<b>\$100,301.86</b>	<b>\$103,584.68</b>	<b>\$94,217.17</b>
<b>Annual Cost Savings</b>	<b>(\$4,634.72)</b>	<b>(\$6,084.69)</b>	<b>(\$9,367.51)</b>	
<b>Five-Year Cost Savings</b>	<b>(\$23,173.62)</b>	<b>(\$30,423.43)</b>	<b>(\$46,837.54)</b>	

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 . 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 . 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.

**SU 21 Franklin Northwest**

7/5/2016 10:54:42 AM

100 Robin Hood Drive  
Swanton, VT 05488**Total Bid Analysis**

Based on 6,427,638 Copies per Year beginning with 2016 - 2017 Budget Year

**Vendor(s): CSA-VT with Canon Copiers & Axis with HP 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	\$19,871.43	\$20,566.93	\$24,541.21	<b>\$20,822.41</b>
Service & Supplies Black	\$32,700.27	\$33,844.78	\$33,615.88	<b>\$29,848.67</b>
5 Year Muni Lease	\$60,212.18	\$60,212.18	\$60,212.18	<b>\$59,014.00</b>
Forced Upgrades *	\$0.00	\$0.00	\$0.00	<b>\$6,840.00</b>
<b>Totals</b>	<b>\$112,783.88</b>	<b>\$114,623.89</b>	<b>\$118,369.27</b>	<b>\$116,525.08</b>
<b>Annual Cost Savings</b>	<b>\$3,741.20</b>	<b>\$1,901.19</b>	<b>(\$1,844.20)</b>	
<b>Five-Year Cost Savings</b>	<b>\$18,705.99</b>	<b>\$9,505.94</b>	<b>(\$9,220.98)</b>	

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 . 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 . 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.

**SU 21 Franklin Northwest**

7/26/2016 2:23:52 PM

100 Robin Hood Drive  
Swanton, VT 05488**Total Bid Analysis**

Based on 6,427,638 Copies per Year beginning with 2016 - 2017 Budget Year

**Vendor(s): CSA-VT with Canon Copiers & HP Printers (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	\$19,015.57	\$19,681.12	\$23,484.23	<b>\$20,822.41</b>
Service & Supplies Black	\$27,288.99	\$28,244.11	\$28,053.08	<b>\$29,848.67</b>
5 Year Muni Lease	\$64,038.80	\$64,038.80	\$64,038.80	<b>\$59,014.00</b>
Forced Upgrades *	\$0.00	\$0.00	\$0.00	<b>\$6,840.00</b>
<b>Totals</b>	<b>\$110,343.36</b>	<b>\$111,964.02</b>	<b>\$115,576.12</b>	<b>\$116,525.08</b>
<b>Annual Cost Savings</b>	<b>\$6,181.71</b>	<b>\$4,561.05</b>	<b>\$948.96</b>	
<b>Five-Year Cost Savings</b>	<b>\$30,908.57</b>	<b>\$22,805.27</b>	<b>\$4,744.81</b>	

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 . 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 . 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.

**SU 21 Franklin Northwest**

7/8/2016 3:17:50 PM

100 Robin Hood Drive  
Swanton, VT 05488**Total Bid Analysis**

Based on 6,427,638 Copies per Year beginning with 2016 - 2017 Budget Year

**Vendor(s): Ricoh USA with Ricoh Copiers & Axis with HP 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	\$16,035.88	\$16,597.13	\$19,804.31	<b>\$20,822.41</b>
Service & Supplies Black	\$31,239.62	\$32,333.00	\$32,114.32	<b>\$29,848.67</b>
5 Year Muni Lease	\$65,846.55	\$65,846.55	\$65,846.55	<b>\$59,014.00</b>
Forced Upgrades *	\$0.00	\$0.00	\$0.00	<b>\$6,840.00</b>
<b>Totals</b>	<b>\$113,122.04</b>	<b>\$114,776.69</b>	<b>\$117,765.18</b>	<b>\$116,525.08</b>
<b>Annual Cost Savings</b>	<b>\$3,403.03</b>	<b>\$1,748.39</b>	<b>(\$1,240.11)</b>	
<b>Five-Year Cost Savings</b>	<b>\$17,015.17</b>	<b>\$8,741.96</b>	<b>(\$6,200.53)</b>	

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 . 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 . 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.

**SU 21 Franklin Northwest**

7/1/2016 11:42:29 AM

100 Robin Hood Drive  
Swanton, VT 05488**Total Bid Analysis**

Based on 6,427,638 Copies per Year beginning with 2016 - 2017 Budget Year

**Vendor(s): OSV with Toshiba Copiers & Axis with HP 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	\$17,953.65	\$18,582.03	\$22,172.76	<b>\$20,822.41</b>
Service & Supplies Black	\$29,105.43	\$30,124.12	\$29,920.38	<b>\$29,848.67</b>
5 Year Muni Lease	\$67,044.42	\$67,044.42	\$67,044.42	<b>\$59,014.00</b>
Forced Upgrades *	\$0.00	\$0.00	\$0.00	<b>\$6,840.00</b>
<b>Totals</b>	<b>\$114,103.50</b>	<b>\$115,750.57</b>	<b>\$119,137.56</b>	<b>\$116,525.08</b>
<b>Annual Cost Savings</b>	<b>\$2,421.58</b>	<b>\$774.51</b>	<b>(\$2,612.48)</b>	
<b>Five-Year Cost Savings</b>	<b>\$12,107.89</b>	<b>\$3,872.55</b>	<b>(\$13,062.42)</b>	

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 . 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 . 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.



**SU 21 Franklin Northwest**

7/8/2016 3:19:20 PM

100 Robin Hood Drive

Swanton, VT 05488

**Total Bid Analysis**

Based on 6,427,638 Copies per Year beginning with 2016 - 2017 Budget Year

**Vendor(s): OSV with Toshiba Copiers & Kyocera 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	\$16,768.62	\$17,355.52	\$20,709.25	<b>\$20,822.41</b>
Service & Supplies Black	\$22,760.56	\$23,557.18	\$23,397.86	<b>\$29,848.67</b>
5 Year Muni Lease	\$72,385.30	\$72,385.30	\$72,385.30	<b>\$59,014.00</b>
Forced Upgrades *	\$0.00	\$0.00	\$0.00	<b>\$6,840.00</b>
<b>Totals</b>	<b>\$111,914.48</b>	<b>\$113,298.01</b>	<b>\$116,492.41</b>	<b>\$116,525.08</b>
<b>Annual Cost Savings</b>	<b>\$4,610.59</b>	<b>\$3,227.07</b>	<b>\$32.67</b>	
<b>Five-Year Cost Savings</b>	<b>\$23,052.97</b>	<b>\$16,135.37</b>	<b>\$163.36</b>	

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 . 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 . 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.