

Snapshot Bid Review: Photocopiers for Maine & NH ...Seven Vendors Responded								
Bids do not include the special offers tailored toward a specific client noted in the individual tabs!								
#	Category Major Cost Centers	KMBS (Konica Minolta)	Budget (Konica Minolta)	Ricoh (Ricoh)	Oce (Canon)	Vary (Toshiba)	A-Copi (Toshiba)	Vary (Xerox)
1	New Photo Service & Supply	\$0.0039 / \$0.0034 90+	\$0.0040	\$0.0044	\$0.0036	\$0.0039	\$0.0039	Varies to Model
2	Recon Photo Service & Supply	\$0.0042	No Bid	\$0.0053	\$0.0045	\$0.0039	\$0.0048	No Bid
3	41-50 CPM Black Photo #	\$4,302	\$4,442	\$4,857	\$5,327	\$3,322	\$3,322	No Bid
4	51-59 CPM Black Photo #	\$5,233.00	\$7,745	\$5,354	\$6,419	\$5,474	\$5,474	No Bid
5	60-69 CPM Black Photo @	\$7,070	\$8,122	\$8,613	\$8,100	\$5,808	\$5,808	No Bid
6	70-79 CPM Black Photo @	\$8,191	\$9,600	\$9,693	\$8,389	\$6,744	\$6,744	No Bid
7	80-89 CPM Black Photo @	11,786	\$9,600	\$10,120	\$9,086	\$7,484	\$7,484	No Bid
8	90-99 CPM Black Photo @	11,786	\$16,450	\$10,576	\$11,177	No Bid	No Bid	No Bid
9	30-39 CPM Color Photo \$	\$4,331	\$5,777	\$4,140	\$6,559	\$4,156	\$4,156	\$2,597
10	40-49 CPM Color Photo#	\$6,577	\$6,900	\$5,717	\$9,449	\$5,665	\$5,665	\$4,192
	Black Prints CPC >	\$0.0039	\$0.0049	\$0.0041	\$0.0045	\$0.0039	\$0.0039	\$0.0039
	Color Prints CPC >	\$0.0450	\$0.0380	\$0.046	\$0.0450	\$0.0450	\$0.0450	\$0.0450
11	30-39 PPM Color Net Printer &	\$550.00	\$890.00	\$950	\$1,572.00	\$1,100	\$1,100	\$897.00
12	40-49 PPM Black Net Printer &	\$440.00	\$648.00	\$1,202.00	\$1,135.00	\$884	\$884	\$997.00
	Black Prints CPC >	\$0.0049	\$0.0090	\$0.0150	\$0.0080	\$0.011	\$0.0069	\$0.0100
	Color Prints CPC >	\$0.0450	\$0.0490	\$0.0510	\$0.1158	\$0.149	\$0.0490	\$0.0450

Factors to Consider:

>> Equipment will include RADF Duplex Dual Paper Port with Bypass (1,100 Capacity) Finisher 3-hole Punch CIF-Print-Scan-Post Script

@ >>60 CPM & Up must have a LCT (At least a 1,500 sheet Capacity) and be 400+lbs to qualify. If not then we enter the next category up such as 60-69 CPM that meets this spec. Additionally it must include >> RADF Duplex 3-hole Punch CIF-Print-Scan-Post Script.

\$ >> Color unit must include RADF Duplex Dual Paper Port with Bypass (1,100 Capacity) Sorting CIF-Print-Scan-Post Script-Fax

& >> Network Printers must include at least one Paper tray & Duplex

Blue > Doesn't meet bid specs.

Red > Low Bid for this category meeting all bid specs.

1) Recon & Existing Equipment play a major role in determining cost. If existing equipment is left behind without being replaced by an equivalent Recon unit then the existing CPC is used for tabulation purposes. It is strongly suggested that you don't overlook these units.

Note: All pricing above excludes any special consideration that was noted under each individual client such as special promos tailored to that client.