

Snapshot Bid Review: Photocopiers for Maine, NH & Vermont ...Nine Vendors Responded
August Bid 2011...Note the contrasting 'Retail Price' to the 'SPC Bid' Pricing...Red is low Bid

#	Category Major Cost Centers	KMBS (Konica Minolta)	Budget (Konica Minolta)	Ikon (Ricoh)	Oce (Canon)	Vary (Toshiba)	Office Sys. (Toshiba)	A-Copi (Toshiba)	Vary (Xerox)	BEU Xerox
1	New Photo Service & Supply	\$0.0390 / \$0.0032 90+	\$0.0039	\$0.0039	\$0.0030	\$0.0039	\$0.0039	\$0.0039	\$0.0039	\$0.0039
2	Recon Photo Service & Supply	\$0.0042	\$0.0048	\$0.0042	\$0.0040	\$0.0039	\$0.0049	\$0.0049	No Bid	\$0.0052
3	Retail 41-50 CPM #	\$19,395	\$19,395	\$16,090	\$15,550	\$16,018	\$16,018	\$16,018	No Bid	N/A
	SPC 41-50 CPM	\$4,555	\$4,000	\$4,780	\$5,189	\$3,630	\$3,650	\$3,650	\$3,998	Package Price
4	Retail 51-59 CPM @	No Bid	No Bid	No Bid	No Bid	\$24,440	\$24,440	\$24,440	No Bid	N/A
	SPC 51-59 CPM	\$5,688.00	\$4,872.00	No Bid	\$6,325	\$5,147	\$5,270	\$5,270	No Bid	Package Price
5	Retail 60-69 CPM @	\$27,348	\$27,348	\$28,325	\$27,950	No Bid	\$30,189	\$30,189	No Bid	N/A
	SPC 60-69 CPM	\$5,839	\$6,980	\$7,710	\$7,313	\$5,532	\$5,760	\$5,760	No Bid	Package Price
6	Retail 70-79 CPM @	\$33,430	\$33,430	\$32,825	\$34,450	\$35,189	\$35,189	\$35,189	No Bid	N/A
	SPC 70-79 CPM	\$6,834	\$7,862	\$8,624	\$7,965	\$6,632	\$6,580	\$6,580	No Bid	Package Price
7	Retail 80-89 CPM @	No Bid	No Bid	\$39,325	\$42,200	\$42,689	\$42,689	\$42,689	No Bid	No Bid
	SPC 80-89 CPM	No Bid	No Bid	\$9,464	\$8,397	\$7,397	\$7,600	\$7,600	No Bid	No Bid
8	Retail 90-99 CPM @	\$55,126	\$55,126	\$55,075	\$48,700	No Bid	No Bid	No Bid	No Bid	No Bid
	SPC 90-99 CPM	\$9,254	\$14,352	\$9,564	\$10,209	No Bid	No Bid	No Bid	No Bid	No Bid
9	SPC Cost 30-39 CPM Color \$	\$1,471	\$4,165	\$3,108	\$5,387	\$4,219	\$4,032	\$4,032	\$3,999	No Bid
10	SPC Cost 40-49 CPM Color #	\$6,578	\$6,200	\$6,792	\$6,992	\$5,968	\$6,046	\$6,046	\$12,069	Package Price
	Black Prints CPC >	\$0.0039	\$0.0049	\$0.0039	\$0.0039	\$0.0039	\$0.0039	\$0.0039	\$0.0049	\$0.0039
	Color Prints CPC >	\$0.0450	\$0.0370	\$0.0450	\$0.0450	\$0.0450	\$0.0450	\$0.0450	\$0.0450	\$0.0400

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

Blue > Undersized Machine for this category

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.