

Snapshot Bid Review: Photocopiers for Maine & NH ...Seven Vendors Responded								
April Bid 2012...Note the contrasting 'Retail Price' to the 'SPC Bid' Pricing...Red is low Bid								
#	Category Major Cost Centers	KMBS (Konica Minolta)	Budget (KM + KYO)	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	Retail 41-50 CPM #	\$19,395	\$19,395	\$16,090	\$15,550	\$16,018	\$16,018	No Bid
	SPC 41-50 CPM	\$4,302	\$4,442	\$4,857	\$5,327	\$3,322	\$3,322	No Bid
4	Retail 51-59 CPM #	\$21,198	\$25,305	\$22,780	\$24,976	\$24,440	\$24,440	No Bid
	SPC 51-59 CPM	\$5,233	\$7,745	\$5,354	\$6,419	\$5,474	\$5,474	No Bid
5	Retail 60-69 CPM @	\$27,348	\$26,855	\$28,325	\$27,950	\$30,189	\$30,189	No Bid
	SPC 60-69 CPM	\$7,070	\$8,122	\$8,613	\$8,100	\$5,808	\$5,808	No Bid
6	Retail 70-79 CPM @	\$33,430	No Bid	\$32,825	\$34,450	\$35,189	\$35,189	No Bid
	SPC 70-79 CPM	\$8,191	\$9,600	\$9,693	\$8,389	\$6,744	\$6,744	No Bid
7	Retail 80-89 CPM @	No Bid	\$33,045	\$39,325	\$42,200	\$42,689	\$42,689	No Bid
	SPC 80-89 CPM	\$11,786	\$9,600	\$10,120	\$9,086	\$7,484	\$7,484	No Bid
8	Retail 90-99 CPM @	\$55,126	\$55,126	\$55,075	\$48,700	No Bid	No Bid	No Bid
	SPC 90-99 CPM	\$11,786	\$16,450	\$10,576	\$11,177	No Bid	No Bid	No Bid
9	SPC 40-49 PPM Black Printer \$	\$440	\$648	\$1,202	\$1,135	\$884	\$884	\$693
	Black Prints CPP >	\$0.0049	\$0.0090	\$0.0150	\$0.0080	\$0.011	\$0.0069	\$0.0100
10	SPC 40-49 CPM Color Photo #	\$6,557	\$6,900	\$5,717	\$9,449	\$5,665	\$5,665	\$4,192
	Black Prints CPC >	\$0.0039	\$0.0049	\$0.0041	\$0.0045	\$0.011	\$0.0039	\$0.0039
	Color Prints CPC >	\$0.0450	\$0.0380	\$0.0460	\$0.0450	\$0.149	\$0.0450	\$0.045

Factors to Consider:

>> Equipment will include RADF Duplex Dual 11 X 17 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.

\$ >> Black Network Printer must include Duplex Single Paper Port Sorting CIF-Print-Post Script

Red > Low Bid for this category meeting all bid specs. Blue>Doesn't meet 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.