

Snapshot Bid Review: Photocopiers for Maine & NH ...Eight Vendors Responded									
August 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)	UBM (Sharp)	Oce (Canon)	Vary (Toshiba)	A-Copi (Toshiba)	CBS (Xerox)	Vary (Xerox)
1	New Photo Service & Supply	\$0.0039 / \$0.0034 90+	\$0.0042	\$0.0045	\$0.0032	\$0.0039	\$0.0039	\$0.0039	\$0.0039 / \$.0089
2	Recon Photo Service & Supply	\$0.0039	\$0.0045	No Bid	\$0.0045	\$0.0039	\$0.0039	\$0.006	No Bid
3	Retail 41-50 CPM #	\$14,456	No Bid	\$15,435	\$15,550	\$16,018	\$16,018	No Bid	\$17,989
	SPC 41-50 CPM	\$4,389	No Bid	\$4,807	\$4,389	\$3,322	\$3,322	No Bid	\$6,250
4	Retail 51-59 CPM #	\$25,055	\$25,305	\$18,135	\$24,976	\$24,440	\$24,440	\$17,989	\$24,090
	SPC 51-59 CPM	\$5,562	\$5,200	\$5,381	\$4,539	\$5,474	\$5,474	\$4,839	\$10,445
5	Retail 60-69 CPM @	\$32,946	No Bid	\$28,130	\$27,950	\$30,189	\$30,189	No Bid	No Bid
	SPC 60-69 CPM	\$6,564	No Bid	\$8,440	\$7,876	\$5,809	\$5,809	No Bid	No Bid
6	Retail 70-79 CPM @	\$37,892	No Bid	\$32,855	\$34,450	\$35,189	\$35,189	No Bid	No Bid
	SPC 70-79 CPM	\$8,174	No Bid	\$9,982	\$8,530	\$6,744	\$6,744	No Bid	No Bid
7	Retail 80-89 CPM @	No Bid	\$33,045	\$34,955	\$42,200	\$42,689	\$42,689	No Bid	No Bid
	SPC 80-89 CPM	No Bid	\$9,200	\$12,647	\$9,100	\$7,584	\$7,584	No Bid	No Bid
8	Retail 90-99 CPM @	\$48,689	No Bid	\$37,205	\$48,700	No Bid	No Bid	\$44,290	No Bid
	SPC 90-99 CPM	\$9,869	No Bid	\$13,976	\$10,431	No Bid	No Bid	\$10,521	No Bid
9	SPC 40-49 PPM Black Printer \$	\$557	\$740	No Bid	\$783	No Bid	\$996	No Bid	\$2,297.00
	Black Prints CPP >	\$0.0049	\$0.008	No Bid	\$0.008	No Bid	\$0.007	No Bid	\$0.0039
10	SPC 40-49 CPM Color Photo #	\$6,403	\$5,900	\$5,165	\$8,557	\$5,715	\$5,715	\$8,894	\$4,720
	Black Prints CPC >	\$0.0039	\$0.0042	\$0.0045	\$0.0032	\$0.0039	\$0.0039	\$0.0039	\$0.0039
	Color Prints CPC >	\$0.045	\$0.04	\$0.04	\$0.045	\$0.045	\$0.045	\$0.03 / \$0.045	\$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.