

City of New Haven
 Print Management
 Pricing Matrix

7-Apr-11

Annual	Xerox	CBS	Aztec	IKON 1	IKON 2
Convenience	\$ 438,574.80	\$ 497,471.40	\$ 467,175.84	\$ 526,754.76	\$ 549,254.76
Copy Center	\$ 91,713.00	\$ 108,792.00	\$ 80,671.08	\$ 141,214.20	\$ 148,534.20
Copy Ctr Labor	\$ 155,856.00	\$ 54,000.00	\$ 86,256.00	\$ 66,000.00	\$ 66,000.00
Printers	\$ 140,400.00	\$ 178,800.00	\$ 240,000.00	\$ 150,000.00	\$ 478,800.00
Total	\$ 826,543.80	\$ 839,063.40	\$ 874,102.92	\$ 883,968.96	\$ 1,242,588.96

Monthly	Xerox	CBS	Aztec	IKON 1	IKON 2
Convenience	\$ 36,547.90	\$ 41,455.95	\$ 38,931.32	\$ 43,896.23	\$ 45,771.23
Copy Center	\$ 7,642.75	\$ 9,066.00	\$ 6,722.59	\$ 11,767.85	\$ 12,377.85
Copy Ctr Labor	\$ 12,988.00	\$ 4,500.00	\$ 7,188.00	\$ 5,500.00	\$ 5,500.00
Printers	\$ 11,700.00	\$ 14,900.00	\$ 20,000.00	\$ 12,500.00	\$ 39,900.00
Total	\$ 68,878.65	\$ 69,921.95	\$ 72,841.91	\$ 73,664.08	\$ 103,549.08

Xerox

April 7, 2011

Michael Fumiatti
Purchasing Agent Rm 301
City of New Haven
200 Orange Street
New Haven, CT 06510

Dear Michael, thank you for the opportunity to provide the City of New Haven with the following Pricing Matrix (including Clarifications) Rev 04/05 addendum for the Print Management Program.

In the attachment, you will find our recommendations for the fleet and BOE Copy Center. With the fleet recommendations, our configurations and pricing did not change from our original offering:

22 – Xerox WC3550X's @ \$83.12/mo per unit including unlimited prints/copies/faxes/scans
83 – Xerox WC3550X's @ \$83.12/mo per unit including unlimited prints/copies/faxes/scans
59 – Xerox W5135PT's @ \$125.87/mo per unit including unlimited prints/copies/faxes/scans
59 – Xerox W5150PT's @ \$185.25/mo per unit including unlimited prints/copies/faxes/scans
16 – Xerox W5775PT's @ \$433.14/mo per unit including unlimited prints/copies/faxes/scans
3 – Xerox 4595CP's @ \$844.66/mo per unit including unlimited prints/copies/faxes/scans
242 units

With the BOE Copy Center recommendations, although we feel our original recommendation of 1 - Xerox 4112CP with Fiery and 3 – Xerox 4595CP's (excluding the color copier) is more than enough to support the volume and application needs for the BOE Copy Center, we are including the following recommendations to meet your updated machine specifications:

4 – Xerox 4127CP's

1 – Xerox 700 Color Copier/Printer with EFI Fiery @ \$576.67/mo, plus .0099 b&w prints; .049 color prints.

5 units

With the pricing options, both the fleet and BOE Copy Center machines (except the Xerox 700 Color Copier/Printer) are being offered on the PEPPM flat rate and unlimited volume program to conform to the City of New Haven's print migration strategy. However, we feel that the new specifications for the BOE Copy Center are not in the best interest of the City of New Haven's desire to reduce costs while increasing productivity and efficiencies. On Page 8, paragraph 2 of the RFP, it states "The City desires to have a PMP that will (through included software) push prints to the most cost effective units. The City would also like to have control in this area and be able to adjust as we see necessary." That being said, the plan we put forth in our original response allows the City to migrate all current desktop prints, copies, faxes, and scans on any device in the fleet or BOE Copy Center (except on the color device) at no additional cost while allowing City employees to still maintain their normal day to day copier activities with the MFD's. In addition, our plan includes 2 associates which will drive and ensure the successful implementation of our strategy. Our plan also will save the City in excess of \$1,000,000 over the life of the contract. In contrast, by looking to

install even larger, more expensive production machines at the BOE Copy Center than you currently have while trying to reduce costs and asking City employees to migrate prints from their desktop laser printers to their respective MFD's is a move in the opposite direction. The objective of the City's PMP is to move desktop laser print volume to the less expensive MFD's while being as cost effective and productive as possible which is what our City of New Haven's PMP strategy is designed to make happen.

In summary, the City of New Haven has a great opportunity to take advantage of a very fiscally responsible and money saving offering by moving ahead with Xerox Corporation. Please feel free to view and disseminate the 9 minute brainshark <http://bit.ly/gIUKCz> on how we plan to implement our strategy in the City of New Haven while also viewing how we've done it with other customers already. We look forward to the chance to expand upon our RFP response with the evaluation committee in the coming days. I will plan to follow up with you on Monday, April 11th to see where things stand.

Thanks again for the opportunity to serve the City of New Haven

Sincerely,



Ron Reaves
Account Manager
Xerox Corporation
360 Bloomfield Ave, 3rd Floor
Windsor, CT 06095
203-234-8601
ronnie.reaves@xerox.com

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Pricing Matrix (including Clarifications) Rev 04/05

		Machine/Print Qty	Total Monthly Prints	Monthly Cost	Annual Cost
	MFD Model	WC3550X			
	CPM 13-20	35 ppm			
	Base-monthly fee per unit	\$ 83.12	22	\$ 1,828.64	
	Add'l CPP	\$ -	5,000	\$ -	
				\$ 1,828.64	21,943.68
2	MFD Model	WC3550X			
	CPM 21-30	35 ppm			
	Base-monthly fee per unit	\$ 83.12	83	\$ 6,898.96	
	Add'l CPP	\$ -	5,000	\$ -	
				\$ 6,898.96	82,787.52
3	MFD Model	W5135PT			
	CPM 31-44	35 ppm			
	Base-monthly fee per unit	\$ 125.87	59	\$ 7,426.33	
	Add'l CPP	\$ -	9,950	\$ -	
				\$ 7,426.33	89,115.96
4	MFD Model	W5150PT			
	CPM 45-69	55 ppm			
	Base-monthly fee per unit	\$ 185.25	59	\$ 10,929.75	
	Add'l CPP	\$ -	19,000	\$ -	
				\$ 10,929.75	131,157.00
5	MFD Model	W5775PT			
	CPM 70-90	75 ppm			
	Base-monthly fee per unit	\$ 433.14	16	\$ 6,930.24	
	Add'l CPP	\$ -	75,000	\$ -	
				\$ 6,930.24	83,162.88
6	MFD Model	4595CP			
	CPM 91+	95 ppm			
	Base-monthly fee per unit	\$ 844.66	3	\$ 2,533.98	
	Add'l CPP	\$ -	105,650	\$ -	
				\$ 2,533.98	30,407.76
	Approximate Total Convenience Copiers		242	\$ 36,547.90	\$ 438,574.80
	Copy Center				
7	MFD Model	4127CP			
	135 CPM	125 ppm			
	Base-monthly fee per unit	\$ 1,770.27	1	\$ 1,770.27	
	Add'l CPP	\$ -	300,000	\$ -	
				\$ 1,770.27	21,243.24
8	MFD Model	4127CP			
	135 CPM	125 ppm			
	Base-monthly fee per unit	\$ 1,682.77	1	\$ 1,682.77	
	Add'l CPP	\$ -	300,000	\$ -	
				\$ 1,682.77	20,193.24
9	MFD Model	4127CP			
	135 CPM	125ppm			
	Base-monthly fee per unit	\$ 1,682.77	1	\$ 1,682.77	
	Add'l CPP	\$ -	300,000	\$ -	
				\$ 1,682.77	20,193.24
10	MFD Model	4127CP			
	135 CPM	125 ppm			
	Base-monthly fee per unit	\$ 1,682.77	1	\$ 1,682.77	
	Add'l CPP	\$ -	275,000	\$ -	
				\$ 1,682.77	20,193.24
11	Color Copier Model	X700V			
	70 CPM	70 ppm			
	Base-Monthly fee per unit	\$ 576.67	1	\$ 576.67	
	Add'l CPP	\$ 0.0099	25,000	\$ 247.50	
				\$ 824.17	9,890.04

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	Copy Center Labor (b)	\$ 12,988.00			\$ 12,988.00	155,856.00
	COPY CENTER TOTAL		1,200,000	1,200,000	\$ 20,630.75	\$ 247,569.00
	Grand Total Copiers & Copy Center		247	4,950,000	\$ 57,178.65	\$ 686,143.80
13	Printers/Fax	\$	1,000		\$ -	
	Add'l CPP	\$ 0.01170	1,000	1,000,000	\$ 11,700.00	
	Total Printers				\$ 11,700.00	140,400.00
14	Grand Total		5,950,000		\$ 68,878.65	\$ 826,543.80

	These items listed below are clarifications and in no way negate any requirements set forth in the original RFP	Initial in this box acknowledgment
a	The Column labeled (A) is the only field you will be inputting data, input your model, CPM, base cost and cpp	
b	Column (B) indicates the total number of machines per segment and estimated monthly copies per machine	
	Clarification :The Start date of the Contract is October 1, 2011 through June 30, 2012 with the option to renew at the sole discretion of the CONH for 4 one year Terms. In any event contract will expire June 30, 2016. (57 months)	
	Total Labor for Copy center Personnel, must be a lump sum separate line item. FYI our Livable Wage Ordinance is set at \$12.50/hr.	
d	The quantities for all copiers, printers, copies and prints are estimated.	
e	All the machines must have the requirements as set forth in table 1 below and All costs must be included (except Paper and Electricity)	
f	Cost per Print (CPP) up to 4 decimal places	
g	As you are responsible for Replacement Printer cartridges it is your choice. OEM is not mandated	
h	Please confirm that all printers will be managed and any replacement printers will be supplied by your company at equal or like product at no additional cost to the CONH	
i	Total of column (D) should be an approximation of a TOTAL monthly invoice cost. Actual usage will determine actual cost	
j	3-b/w production copiers to include Large Capacity Stackers/carts.	
k	1- b/w production copier to include booklet maker & cover inserter.	
l	All Copy Ctr units to include large capacity trays up to 13x19 total paper capacity of 7000 sheets.	

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	All production and 110 units to include 2-3 hole punch and staple up to 100 sheets.	
n	All units to include color scanning to desktop, email and ftp. File formats PDF, jpeg and Tiff.	
o	Color copier to print at a minimum of 70 ppm on all paper weights up to 300gsm. Maximum paper size of 13 x 19.	
p	Color copier to include booklet up to 30 sheets and cover inserter.	

Table 1

Machine to Be Placed	Sorter/ Stapler	Duplex	ADF	ARDF	Scan/Print/ Fax /Email	Anticipated Monthly Volume
Segment 1: 13-20 cpm	Yes/No	No	YES	No	Yes	Up to 5,000 copies per month
Segment 2: 21-30 cpm	Yes/No	No	Yes	No	Yes	5,001 to 15,000 copies per month
Segment 3: 31-44 cpm	Yes/Yes	Yes	Yes	Yes	Yes	15,001 to 35,000 copies per month

Xerox MFD Configurations

Xerox WC3550X highlights includes:

35 ppm

Main Paper Tray – holds 500 sheets

DADF – handles up to 60 sheets

Automatic Duplex

Network Printing

Walk up Fax & Fax Forward to Email

Scan to Email, Network Scanning

Xerox W5135PT highlights includes:

35 ppm

4 Paper Trays – holds 4600 sheets

DADF – handles up to 75 sheets

Automatic Duplex

Office Finisher with 3 hole punch

Network Printing

Walk up Fax & Fax Forward to Email

Scan to Email, Network Scanning

Xerox W5150PT highlights includes:

55 ppm

4 Paper Trays – holds 4600 sheets

DADF – handles up to 75 sheets

Automatic Duplex

Office Finisher with 3 hole punch

Network Printing

Walk up Fax & Fax Forward to Email

Scan to Email, Network Scanning

Xerox W5775PT highlights includes:

75 ppm

4 Paper Trays – holds 4600 sheets

DADF – handles up to 75 sheets

Automatic Duplex

Office Finisher with 3 hole punch

Network Printing

Walk up Fax & Fax Forward to Email

Scan to Email, Network Scanning



Xerox 4595CP highlights includes:

95 ppm

6 Paper Trays – holds 5800 sheets

DADF – handles up to 250 sheets

Automatic Duplex

Production Finisher with 100 sheet stapling capacity, 3 hole punch

Insertor up to 175 sheets

Network Printing, Secure Print

Scan to Email, Network Scanning

Xerox 4112CP highlights includes:

110 ppm

6 Paper Trays – holds 5800 sheets

DADF – handles up to 100 sheets

Automatic Duplex

Production Booklet Maker Finisher with 100 sheet stapling capacity, Folder (C and Z fold), 2 and 3 hole punch

Post Process Insertor up to 200 sheets

Network Printing, Secure Print

Color Scanning, Scan to Email, Network Scanning

Xerox EX Print Server, powered by Fiery

Xerox 4127CP highlights includes:

125 ppm

6 Paper Trays – holds 5800 sheets

Bypass tray – holds 250 sheets

Oversize High Capacity Feeder – 2000 sheets

DADF – handles up to 250 sheets

High Capacity Stacker with Rollaway Cart – 5000 sheets

Automatic Duplex

Standard Stapler Finisher with 100 sheet stapling capacity, 2 and 3 hole punch

Post Process Insertor up to 200 sheets

Network Printing, Secure Print

Color Scanning, Scan to Email, Network Scanning

Production Booklet Maker Finisher with 100 sheet stapling capacity, 2 and 3 hole punch

– this option is priced on only one the BOE Copy Center units in place of the Standard Stapler Finisher

AZTEC



April 7, 2011

Mr. Michael V. Fumiatti
Purchasing Agent
200 Orange Street Room 301
New Haven, Connecticut 06510

Dear Mr. Fumiatti,

Thank you for the opportunity to bid. During this process we have noted several areas of significant cost savings to the city. Unfortunately, there is no allowable space within the bid to make note of alternatives.

PRINTING

We respectfully wish to draw your attention to the fact that by paying for your prints on a CPP basis, you can't "turn off the faucet" if the City's budget changes or if end users unexpectedly increase their printing. With Managed Print Programs, there are two options for payment: CPP and Level Pay. The only difference is that in Level Pay, the budget is determined up front and the vendor has the ability to "shut down" printing if you require it.

In working with schools we know they are used to buying toner on an as needed basis. Budgets are set prior to July and when you reach your limit, you can't buy any more toner and printing ceases. You cannot control that with a CPP model. Level Pay was created to address that need.

In Level Pay, the vendor and client agree to a dollar amount or number of cartridges to be purchased over the contract period. Once that amount has been reached, toner is no longer shipped thus protecting the client from the liability of an invoice they can't pay. The vendor monitors this on a monthly basis to ensure the allotted toner is spread somewhat evenly over the contract period. The client should never be allowed to use up all their resources in the first few months, leaving them with nothing for the remainder of the year. This program forces your teachers to budget themselves. Otherwise, printing can turn into a free for all and of course the vendor profits, but the City loses.

In a Level Pay program the vendor polices your budget for you.

Document Hardware & Software Solutions ○ **Print Management Programs** ○ **Economic Supply Options**

COPIERS

In regard to the copy center, we are confident that the 8105's will be more than adequate and the production units are not truly necessary, thus saving the City a large sum.

Obviously, only you know what is best for the City. We only request an hour of your time to present some alternatives that may not have been previously considered. Our goal is to educate the client so they can make the most informed decision possible, resulting in the best outcome.

Sincerely,

Lisa Garden
Aztec Technologies

Document Hardware & Software Solutions ○ Print Management Programs ○ Economic Supply
Options

35 Philmack Drive, Suite B100 ○ Middletown, CT 06457 ○ Ph: 866.677.9844 ○ Fax:
866.677.9848

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		Machine/Print Qty	Total Monthly Prints	Monthly Cost	Annual Cost	
1	MFD Model	2525				
	CPM 13-20	25				
	Base-monthly fee per unit	\$ 57.32	22	\$ 1,261.04		
	Add'l CPP	\$ 0.0100	5,000	\$ 1,100.00		
				\$ 2,361.04	28,332.48	
2	MFD Model	2530				
	CPM 21-30	30				
	Base-monthly fee per unit	\$ 66.67	83	\$ 5,533.61		
	Add'l CPP	\$ 0.0100	5,000	\$ 4,150.00		
				\$ 9,683.61	116,203.32	
3	MFD Model	2535				
	CPM 31-44	35				
	Base-monthly fee per unit	\$ 71.57	59	\$ 4,222.63		
	Add'l CPP	\$ 0.0057	9,950	\$ 3,346.19		
				\$ 7,568.82	90,825.78	
4	MFD Model	2545				
	CPM 45-69	45				
	Base-monthly fee per unit	\$ 86.31	59	\$ 5,092.29		
	Add'l CPP	\$ 0.0045	19,000	\$ 5,044.50		
				\$ 10,136.79	121,641.48	
5	MFD Model	6075				
	CPM 70-90	75				
	Base-monthly fee per unit	\$ 187.20	16	\$ 2,995.20		
	Add'l CPP	\$ 0.0039	75,000	\$ 4,680.00		
				\$ 7,675.20	92,102.40	
6	MFD Model	8095				
	CPM 91+	95				
	Base-monthly fee per unit	\$ 237.83	3	\$ 713.49		
	Add'l CPP	\$ 0.0025	105,650	\$ 792.38		
				\$ 1,505.87	18,070.38	
Approximate Total Convenience Copiers			242	\$ 3,750.00	\$ 38,931.32	\$ 467,175.84
Copy Center						
7	MFD Model	8105				
	135 CPM	105				
	Base-monthly fee per unit	\$ 496.65	1	\$ 496.65		
	Add'l CPP	\$ 0.0025	300,000	\$ 750.00		
				\$ 1,246.65	14,959.80	
8	MFD Model	8105				
	135 CPM	105				
	Base-monthly fee per unit	\$ 496.65	1	\$ 496.65		
	Add'l CPP	\$ 0.0025	300,000	\$ 750.00		
				\$ 1,246.65	14,959.80	
9	MFD Model	8105				
	135 CPM	105				
	Base-monthly fee per unit	\$ 496.65	1	\$ 496.65		
	Add'l CPP	\$ 0.0025	300,000	\$ 750.00		
				\$ 1,246.65	14,959.80	
10	MFD Model	8105				
	135 CPM	105				
	Base-monthly fee per unit	\$ 496.65	1	\$ 496.65		
	Add'l CPP	\$ 0.0025	275,000	\$ 687.50		
				\$ 1,184.15	14,209.80	
11	Color Copier Model	C9075				
	70 CPM	75				
	Base-Monthly fee per unit	\$ 548.49	1	\$ 548.49		
	Add'l CPP	\$ 0.0500	25,000	\$ 1,250.00		
				\$ 1,798.49	21,581.88	

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12	Copy Center Labor (b)	\$ 7,188.00			\$ 7,188.00	86,256.00
	COPY CENTER TOTAL		1,200,000	1,200,000	\$ 13,910.59	\$ 166,927.08
	Grand Total Copiers & Copy Center		247	4,950,000	\$ 52,841.91	\$ 634,102.92
13	Printers/Fax	\$ 2.00	1,000		\$ 2,000.00	
	Add'l CPP	\$ 0.01800	1,000	1,000,000	\$ 18,000.00	
	Total Printers				\$ 20,000.00	240,000.00
14	Grand Total		5,950,000		\$ 72,841.91	\$ 874,102.92

	<i>These items listed below are clarifications and in no way negate any requirements set forth in the original RFP</i>	Initial in this box acknowledgeme nt
a	The Column labeled (A) is the only field you will be inputting data, input your model, CPM, base cost and cpp	x
b	Column (B) indicates the total number of machines per segment and estimated monthly copies per machine	x
c	Clarification :The Start date of the Contract is October 1, 2011 through June 30, 2012 with the option to renew at the sole discretion of the CONH for 4 one year Terms. In any event contract will expire June 30, 2016. (57 Months)	x
d	Total Labor for Copy center Personnel, must be a lump sum separate line item. FYI our Livable Wage Ordinance is set at \$12.50/hr. The quantities for all copiers, printers, copies and prints are estimated.	x
e	All the machines must have the requirements as set forth in table 1 below and All costs must be included (except Paper and Electricity)	x
f	Cost per Print (CPP) up to 4 decimal places	x
g	As you are responsible for Replacement Printer cartridges it is your choice. OEM is not mandated	x
h	Please confirm that all printers will be managed and any replacement printers will be supplied by your company at equal or like product at no additional cost to the CONH	x
i	Total of column (D) should be an approximation of a TOTAL monthly invoice cost. Actual usage will determine actual cost	x
j	3-b/w production copiers to include Large Capacity Stackers/carts.	
k	1- b/w production copier to include booklet finisher & cover inserter.	x
l	All Copy Ctr units to include large capacity trays up to 13x19 total paper capacity of 7000 sheets.	x

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m	All production and 110 units to include 2-3 hole punch and staple up to 100 sheets.	x
n	All units to include color scanning to desktop, email and ftp. File formats PDF, jpeg and Tiff.	x
o	Color copier to print at a minimum of 70 ppm on all paper weights up to 300gsm. Maximum paper size of 13 x 19.	
p	Color copier to include booklet up to 30 sheets and cover inserter.	x

Table 1

Machine to Be Placed	Sorter/ Stapler	Duplex	ADF	ARDF	Scan/Print/ Fax /Email	Anticipated Monthly Volume
Segment 1: 13-20 cpm	Yes/No	No	YES	No	Yes	Up to 5,000 copies per month
Segment 2: 21-30 cpm	Yes/No	No	Yes	No	Yes	5,001 to 15,000 copies per month
Segment 3: 31-44 cpm	Yes/Yes	Yes	Yes	Yes	Yes	15,001 to 35,000 copies per month
Segment 4: 45-69 cpm	Yes/Yes	Yes	Yes	Yes	Yes	35,001 to 60,000 copies per month and Mayors Office
Segment 5: 70-90 cpm	Yes/Yes	Yes	Yes	Yes	Yes	60,000-85,000 copies per month
Segment 6: 91+ cpm	Yes/Yes	Yes	Yes	Yes	Yes	> 85,000 copies per month
Segment 7: 135 + cpm copy center	Yes/Yes	Yes	Yes	Yes	Yes	> 300,000 copies per month
Segment C: 70+ cpm copy center color	Yes/Yes	Yes	Yes	Yes	Yes	> 25,000 copies per month

IKON 1

From: <Richard.Sloan@ricoh-usa.com>
To: <MFumiatt@newhavenct.net>
Date: 4/7/2011 11:16 AM
Subject: Fw: Emailing: Print_Management_Program-ClarificationApr4 v2 (3).pdf
Attachments: Print_Management_Program-ClarificationApr4 v2 (3).pdf

<<Print_Management_Program-ClarificationApr4 v2 (3).pdf>>

Michael,
The attached response to your pricing request is based on the specifications included in the request. It does not offer some of the features we have discussed in the past, but represents how we would have responded to the request without prior investigation. Also, our labor price is a per person charge. We will have to come to agreement on the roles and responsibilities to determine the number of people necessary.

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		Machine/Print Qty	Total Monthly Prints	Monthly Cost	Annual Cost
1	MFD Model	MP201SPF			
	CPM 13-20	20			
	Base-monthly fee per unit	\$ 24.42	22	\$ 537.24	
	Add'l CPP	\$ 0.0042	5,000	110,000	\$ 462.00
				\$ 999.24	11,990.88
2	MFD Model	MP2550B			
	CPM 21-30	25			
	Base-monthly fee per unit	\$ 94.88	83	\$ 7,875.04	
	Add'l CPP	\$ 0.0042	5,000	415,000	\$ 1,743.00
				\$ 9,618.04	115,416.48
3	MFD Model	MP4000B			
	CPM 31-44	40			
	Base-monthly fee per unit	\$ 115.01	59	\$ 6,785.59	
	Add'l CPP	\$ 0.0042	9,950	587,050	\$ 2,465.61
				\$ 9,251.20	111,014.40
4	MFD Model	MP5000B			
	CPM 45-69	50			
	Base-monthly fee per unit	\$ 133.78	59	\$ 7,893.02	
	Add'l CPP	\$ 0.0042	19,000	1,121,000	\$ 4,708.20
				\$ 12,601.22	151,214.64
5	MFD Model	MP7001			
	CPM 70-90	70			
	Base-monthly fee per unit	\$ 242.32	16	\$ 3,877.12	
	Add'l CPP	\$ 0.0042	75,000	1,200,000	\$ 5,040.00
				\$ 8,917.12	107,005.44
6	MFD Model	907EX			
	CPM 91+	91			
	Base-monthly fee per unit	\$ 392.74	3	\$ 1,178.22	
	Add'l CPP	\$ 0.0042	105,650	316,950	\$ 1,331.19
				\$ 2,509.41	30,112.92
Approximate Total Convenience Copiers		242	3,750,000	\$ 43,896.23	\$ 526,754.76
Copy Center					
7	MFD Model	1357EX			
	135 CPM	135			
	Base-monthly fee per unit	\$ 1,057.42	1	\$ 1,057.42	
	Add'l CPP	\$ 0.0042	300,000	300,000	\$ 1,260.00
				\$ 2,317.42	27,809.04
8	MFD Model	1357EX			
	135 CPM	135			
	Base-monthly fee per unit	\$ 1,057.42	1	\$ 1,057.42	
	Add'l CPP	\$ 0.0042	300,000	300,000	\$ 1,260.00
				\$ 2,317.42	27,809.04
9	MFD Model	1357EX			
	135 CPM	135			
	Base-monthly fee per unit	\$ 1,057.42	1	\$ 1,057.42	
	Add'l CPP	\$ 0.0042	300,000	300,000	\$ 1,260.00
				\$ 2,317.42	27,809.04
10	MFD Model	1357EX			
	135 CPM	135			
	Base-monthly fee per unit	\$ 936.38	1	\$ 936.38	
	Add'l CPP	\$ 0.0042	275,000	275,000	\$ 1,155.00
				\$ 2,091.38	25,096.56
11	Color Copier Model	C720P			
	70 CPM	70			
	Base-Monthly fee per unit	\$ 1,499.21	1	\$ 1,499.21	
	Add'l CPP	\$ 0.0490	25,000	25,000	\$ 1,225.00
				\$ 2,724.21	32,690.52

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12	Copy Center Labor (b)	\$ 5,500.00			\$ 5,500.00	66,000.00
	COPY CENTER TOTAL		1,200,000	1,200,000	\$ 17,267.85	\$ 207,214.20
	Grand Total Copiers & Copy Center		247	4,950,000	\$ 61,164.08	\$ 733,968.96
13	Printers/Fax	\$ -	1,000		\$ -	
	Add'l CPP	\$ 0.01250	1,000	1,000,000	\$ 12,500.00	
	Total Printers				\$ 12,500.00	150,000.00
14	Grand Total		5,950,000		\$ 73,664.08	\$ 883,968.96

	<i>These items listed below are clarifications and in no way negate any requirements set forth in the original RFP</i>	Initial in this box acknowledgement
a	The Column labeled (A) is the only field you will be inputting data, input your model, CPM, base cost and cpp	RS
b	Column (B) indicates the total number of machines per segment and estimated monthly copies per machine	RS
c	Clarification :The Start date of the Contract is October 1, 2011 through June 30, 2012 with the option to renew at the sole discretion of the CONH for 4 one year Terms. In any event contract will expire June 30, 2016. (57 Months)	RS
	Total Labor for Copy center Personnel, must be a lump sum separate line item. FYI our Livable Wage Ordinance is set at \$12.50/hr.	RS
d	The quantities for all copiers, printers, copies and prints are estimated.	RS
e	All the machines must have the requirements as set forth in table 1 below and All costs must be included (except Paper and Electricity)	RS
f	Cost per Print (CPP) up to 4 decimal places	RS
g	As you are responsible for Replacement Printer cartridges it is your choice. OEM is not mandated	RS
h	Please confirm that all printers will be managed and any replacement printers will be supplied by your company at equal or like product at no additional cost to the CONH	RS
i	Total of column (D) should be an approximation of a TOTAL monthly invoice cost. Actual usage will determine actual cost	RS
j	3-b/w production copiers to include Large Capacity Stackers/carts.	RS
k	1- b/w production copier to include booklet finisher & cover inserter.	RS
l	All Copy Ctr units to include large capacity trays up to 13x19 total paper capacity of 7000 sheets.	RS

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m	All production and 110 units to include 2-3 hole punch and staple up to 100 sheets.	RS
n	All units to include color scanning to desktop, email and ftp. File formats PDF, jpeg and Tiff.	RS
o	Color copier to print at a minimum of 70 ppm on all paper weights up to 300gsm. Maximum paper size of 13 x 19.	RS
p	Color copier to include booklet up to 30 sheets and cover inserter.	RS

Table 1

Machine to Be Placed	Sorter/ Stapler	Duplex	ADF	ARDF	Scan/Print/ Fax /Email	Anticipated Monthly Volume
Segment 1: 13-20 cpm	Yes/No	No	YES	No	Yes	Up to 5,000 copies per month
Segment 2: 21-30 cpm	Yes/No	No	Yes	No	Yes	5,001 to 15,000 copies per month
Segment 3: 31-44 cpm	Yes/Yes	Yes	Yes	Yes	Yes	15,001 to 35,000 copies per month

IKON 2

From: <Richard.Sloan@ricoh-usa.com>
To: <MFumiatt@newhavenct.net>
Date: 4/7/2011 11:26 AM
Subject: IKON RFQ RESPONSE
Attachments: Print_Management_Program-ClarificationApr4 v2 (4).pdf

Michael,

The attached response to your pricing request is based on your specifications and our discovery. It represents our best configuration to meet all of the needs outlined during our many meetings. Also, our labor price is a per person charge. We will have to come to agreement on the roles and responsibilities to determine the number of people necessary.

way we work and in the way we help our customers work.

			Machine/Print Qty	Total Monthly Prints	Monthly Cost	Annual Cost
1	MFD Model	MP201SPF				
	CPM 13-20	20				
	Base-monthly fee per unit	\$ 24.42	22		\$ 537.24	
	Add'l CPP	\$ 0.0047	5,000	110,000	\$ 517.00	
					\$ 1,054.24	12,650.88
2	MFD Model	MP2550B				
	CPM 21-30	25				
	Base-monthly fee per unit	\$ 94.88	83		\$ 7,875.04	
	Add'l CPP	\$ 0.0047	5,000	415,000	\$ 1,950.50	
					\$ 9,825.54	117,906.48
3	MFD Model	MP4000B				
	CPM 31-44	40				
	Base-monthly fee per unit	\$ 115.01	59		\$ 6,785.59	
	Add'l CPP	\$ 0.0047	9,950	587,050	\$ 2,759.14	
					\$ 9,544.73	114,536.70
4	MFD Model	MP5000B				
	CPM 45-69	50				
	Base-monthly fee per unit	\$ 133.79	59		\$ 7,893.02	
	Add'l CPP	\$ 0.0047	19,000	1,121,000	\$ 5,268.70	
					\$ 13,161.72	157,940.64
5	MFD Model	MR7001				
	CPM 70-90	70				
	Base-monthly fee per unit	\$ 242.32	16		\$ 3,877.12	
	Add'l CPP	\$ 0.0047	75,000	1,200,000	\$ 5,640.00	
					\$ 9,517.12	114,205.44
6	MFD Model	907EX				
	CPM 91+	91				
	Base-monthly fee per unit	\$ 392.74	3		\$ 1,178.22	
	Add'l CPP	\$ 0.0047	105,650	316,950	\$ 1,489.67	
					\$ 2,667.89	32,014.62
	Approximate Total Convenience Copiers		242	3,750,000	\$ 45,771.23	\$ 549,254.76
	Copy Center					
7	MFD Model	1357EX				
	135 CPM	135				
	Base-monthly fee per unit	\$ 1,057.42	1		\$ 1,057.42	
	Add'l CPP	\$ 0.0047	300,000	300,000	\$ 1,410.00	
					\$ 2,467.42	29,609.04
8	MFD Model	1357EX				
	135 CPM	135				
	Base-monthly fee per unit	\$ 1,057.42	1		\$ 1,057.42	
	Add'l CPP	\$ 0.0047	300,000	300,000	\$ 1,410.00	
					\$ 2,467.42	29,609.04
9	MFD Model	1357EX				
	135 CPM	135				
	Base-monthly fee per unit	\$ 1,057.42	1		\$ 1,057.42	
	Add'l CPP	\$ 0.0047	300,000	300,000	\$ 1,410.00	
					\$ 2,467.42	29,609.04
10	MFD Model	1357EX				
	135 CPM	135				
	Base-monthly fee per unit	\$ 936.88	1		\$ 936.38	
	Add'l CPP	\$ 0.0047	275,000	275,000	\$ 1,292.50	
					\$ 2,228.88	26,746.56
11	Color Copier Model	C720P				
	70 CPM	70				
	Base-Monthly fee per unit	\$ 1,499.21	1		\$ 1,499.21	
	Add'l CPP	\$ 0.0499	25,000	25,000	\$ 1,247.50	
					\$ 2,746.71	32,960.52
12	Copy Center Labor (b)	\$ 5,500.00			\$ 5,500.00	66,000.00
	COPY CENTER TOTAL		1,200,000	1,200,000	\$ 17,877.85	\$ 214,534.20
	Grand Total Copiers & Copy Center		247	4,950,000	\$ 63,649.08	\$ 765,788.96
13	Printers/Fax	\$ -	1,000		\$ -	
	Add'l CPP	\$ 0.03990	1,000	1,000,000	\$ 39,900.00	
	Total Printers				\$ 39,900.00	478,800.00
14	Grand Total			5,950,000	\$ 103,549.08	\$ 1,242,588.96

	<i>These items listed below are clarifications and in no way negate any requirements set forth in the original RFP</i>	Initial in this box acknowledgement
a	The Column labeled (A) is the only field you will be inputting data, input your model, CPM, base cost and cpp	RS
b	Column (B) indicates the total number of machines per segment and estimated monthly copies per machine	RS
c	Clarification : The Start date of the Contract is October 1, 2011 through June 30, 2012 with the option to renew at the sole discretion of the CONH for 4 one year Terms. In any event contract will expire June 30, 2016. (57 Months)	RS
d	Total Labor for Copy center Personnel, must be a lump sum separate line item. FYI our Livable Wage Ordinance is set at \$12.50/hr. The quantities for all copiers, printers, copies and prints are estimated.	RS
e	All the machines must have the requirements as set forth in table 1 below and All costs must be included (except Paper and Electricity)	RS
f	Cost per Print (CPP) up to 4 decimal places	RS
g	As you are responsible for Replacement Printer cartridges it is your choice. OEM is not mandated	RS
h	Please confirm that all printers will be managed and any replacement printers will be supplied by your company at equal or like product at no additional cost to the CONH	RS
i	Total of column (D) should be an approximation of a TOTAL monthly invoice cost. Actual usage will determine actual cost	RS
j	3-b/w production copiers to include Large Capacity Stackers/carts.	RS
k	1- b/w production copier to include booklet finisher & cover inserter.	RS
l	All Copy Ctr units to include large capacity trays up to 13x19 total paper capacity of 7000 sheets.	RS
m	All production and 110 units to include 2-3 hole punch and staple up to 100 sheets.	RS
n	All units to include color scanning to desktop, email and ftp. File formats PDF, jpeg and Tiff.	RS
o	Color copier to print at a minimum of 70 ppm on all paper weights up to 300gsm. Maximum paper size of 13 x 19.	RS
p	Color copier to include booklet up to 30 sheets and cover inserter.	RS

Table 1

Machine to Be Placed	Sorter/ Stapler	Duplex	ADF	ARDF	Scan/Print/ Fax /Email	Anticipated Monthly Volume
Segment 1: 13-20 cpm	Yes/No	No	YES	No	Yes	Up to 5,000 copies per month
Segment 2: 21-30 cpm	Yes/No	No	Yes	No	Yes	5,001 to 15,000 copies per month
Segment 3: 31-44 cpm	Yes/Yes	Yes	Yes	Yes	Yes	15,001 to 35,000 copies per month
Segment 4: 45-69 cpm	Yes/Yes	Yes	Yes	Yes	Yes	35,001 to 60,000 copies per month and Mayors Office

Segment 5: 70-90 cpm	Yes/Yes	Yes	Yes	Yes	Yes	60,000-85,000 copies per month
Segment 6: 91+ cpm	Yes/Yes	Yes	Yes	Yes	Yes	> 85,000 copies per month
Segment 7: 135 + cpm copy center	Yes/Yes	Yes	Yes	Yes	Yes	> 300,000 copies per month
Segment C: 70+ cpm copy center color	Yes/Yes	Yes	Yes	Yes	Yes	> 25,000 copies per month

CBS

From: "Keith Eves" <keves@cbs-gisx.com>
To: "Michael Fumiatti" <MFumiatt@newhavenct.net>
CC: "William Lawson" <wlawson@cbs-gisx.com>, "Steve Velardi" <svelardi@cbs-g...>
Date: 4/7/2011 11:57 AM
Subject: RE: Print Management RFP Updates
Attachments: Print_Management_Program-Clarification-Apr4 CBS.xlsx

Good Morning Michael,

The enclosed attachment reflects the response from CBS to your updated clarifications.

Please note that included within our offering are new laser printers and fax machines to replace some of your aging fleet that may remain. This will minimize or eliminate potential capital expense in this area.

Please be advised that CBS is interested in being a partner to the educational efforts of New Haven. We are open to the donations of SMART Boards, Flat Screen TVs, other technology offerings and / or potential School to Career Programs.

CBS looks forward to meeting with you and our committee to discuss and negotiate CBS program(s) that will be of great benefit to the City of New Haven.

Feel free to contact me with any questions you may have.

To Register for the April 8th

Technology Show at the Mohegan Sun,

Click the blocks below!

<<http://openhousemohegansun.eventbrite.com/>>

Thank You,

Keith S. Eves

Major Account Executive

Connecticut Business Systems

50 Rockwell Road

Newington, CT 06111

Phone (860) 667-2900 x1145

Cell: (860) 250-7955

Fax (860) 666-6866

keves@cbs-gisx.com <mailto:acarontino@cbs-gisx.com>

www.cbs-gisx.com <http://www.cbs-gisx.com/>

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		Machine/Print Qty	Total Monthly Prints	Monthly Cost	Annual Cost
1	MFD Model	3550			
	CPM 13-20	35			
	Base-monthly fee per unit	\$ 24.25	22	\$ 533.50	
	Add'l CPP	\$ 0.0052	5,000	\$ 110,000	\$ 572.00
				\$ 1,105.50	13,266.00
2	MFD Model	3635			
	CPM 21-30	35			
	Base-monthly fee per unit	\$ 39.50	83	\$ 3,278.50	
	Add'l CPP	\$ 0.0052	5,000	\$ 415,000	\$ 2,158.00
				\$ 5,436.50	65,238.00
3	MFD Model	4260			
	CPM 31-44	55			
	Base-monthly fee per unit	\$ 79.75	59	\$ 4,705.25	
	Add'l CPP	\$ 0.0052	9,950	\$ 587,050	\$ 3,052.66
				\$ 7,757.91	93,094.92
4	MFD Model	5755			
	CPM 45-69	55			
	Base-monthly fee per unit	\$ 152.00	59	\$ 8,968.00	
	Add'l CPP	\$ 0.0052	19,000	\$ 1,121,000	\$ 5,829.20
				\$ 14,797.20	177,566.40
5	MFD Model	5775			
	CPM 70-90	75			
	Base-monthly fee per unit	\$ 214.00	16	\$ 3,424.00	
	Add'l CPP	\$ 0.0052	75,000	\$ 1,200,000	\$ 6,240.00
				\$ 9,664.00	115,968.00
6	MFD Model	4595			
	CPM 91+	95			
	Base-monthly fee per unit	\$ 348.90	3	\$ 1,046.70	
	Add'l CPP	\$ 0.0052	105,650	\$ 316,950	\$ 1,648.14
				\$ 2,694.84	32,338.08
	Approximate Total Convenience Copiers		242	\$ 3,750,000	\$ 41,455.95
	Copy Center				\$ 497,471.40
7	MFD Model	4127			
	135 CPM	127			
	Base-monthly fee per unit	\$ 654.00	1	\$ 654.00	
	Add'l CPP	\$ 0.0041	300,000	\$ 300,000	\$ 1,230.00
				\$ 1,884.00	22,608.00
8	MFD Model	4127			
	135 CPM	127			
	Base-monthly fee per unit	\$ 654.00	1	\$ 654.00	
	Add'l CPP	\$ 0.0041	300,000	\$ 300,000	\$ 1,230.00
				\$ 1,884.00	22,608.00
9	MFD Model	4127			
	135 CPM	127			
	Base-monthly fee per unit	\$ 654.00	1	\$ 654.00	
	Add'l CPP	\$ 0.0041	300,000	\$ 300,000	\$ 1,230.00
				\$ 1,884.00	22,608.00
10	MFD Model	4127			
	135 CPM	127			
	Base-monthly fee per unit	\$ 732.00	1	\$ 732.00	
	Add'l CPP	\$ 0.0041	275,000	\$ 275,000	\$ 1,127.50
				\$ 1,859.50	22,314.00
11	Color Copier Model	7775			
	70 CPM	75			
	Base-Monthly fee per unit	\$ 329.50	1	\$ 329.50	
	Add'l CPP	\$ 0.0490	25,000	\$ 25,000	\$ 1,225.00
				\$ 1,554.50	18,654.00

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12	Copy Center Labor (b)	\$ 4,500.00			\$ 4,500.00	54,000.00
	COPY CENTER TOTAL		1,200,000	1,200,000	\$ 13,566.00	\$ 162,792.00
	Grand Total Copiers & Copy Center		247	4,950,000	\$ 55,021.95	\$ 660,263.40
13	Printers/Fax	3	1,000		\$ 3,000.00	
	Add'l CPP	\$ 0.01190	1,000	1,000,000	\$ 11,900.00	
	Total Printers				\$ 14,900.00	178,800.00
14	Grand Total		5,950,000		\$ 69,921.95	\$ 839,063.40

	<i>These items listed below are clarifications and in no way negate any requirements set forth in the original RFP</i>	Initial in this box acknowledgement
a	The Column labeled (A) is the only field you will be inputting data, input your model, CPM, base cost and cpp	KSE
b	Column (B) indicates the total number of machines per segment and estimated monthly copies per machine	KSE
c	Clarification :The Start date of the Contract is October 1, 2011 through June 30, 2012 with the option to renew at the sole discretion of the CONH for 4 one year Terms. In any event contract will expire June 30, 2016. (57 Months)	KSE
d	Total Labor for Copy center Personnel, must be a lump sum separate line item. FYI our Livable Wage Ordinance is set at \$12.50/hr. The quantities for all copiers, printers, copies and prints are estimated.	KSE
e	All the machines must have the requirements as set forth in table 1 below and All costs must be included (except Paper and Electricity)	KSE
f	Cost per Print (CPP) up to 4 decimal places	KSE
g	As you are responsible for Replacement Printer cartridges it is your choice. OEM is not mandated	KSE
h	Please confirm that all printers will be managed and any replacement printers will be supplied by your company at equal or like product at no additional cost to the CONH	KSE
i	Total of column (D) should be an approximation of a TOTAL monthly invoice cost. Actual usage will determine actual cost	KSE
j	3-b/w production copiers to include Large Capacity Stackers/carts.	KSE
k	1- b/w production copier to include booklet finisher & cover inserter.	KSE
l	All Copy Ctr units to include large capacity trays up to 13x19 total paper capacity of 7000 sheets.	KSE

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m	All production and 110 units to include 2-3 hole punch and staple up to 100 sheets.	KSE
n	All units to include color scanning to desktop, email and ftp. File formats PDF, jpeg and Tiff.	KSE
o	Color copier to print at a minimum of 70 ppm on all paper weights up to 300gsm. Maximum paper size of 13 x 19.	KSE
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Segment 2: 21-30 cpm	Yes/No	No	Yes	No	Yes	5,001 to 15,000 copies per month
Segment 3: 31-44 cpm	Yes/Yes	Yes	Yes	Yes	Yes	15,001 to 35,000 copies per month