



City of Hollywood, Florida

2600 HOLLYWOOD BLVD. • P.O. Box 229045 • ZIP 33022-9045

DATE: **September 18, 2013**

RE: **BLANKET ORDER # B002528**

PRODUCT/SERVICE: **High Volume Production Equipment (Lease Copying Equipment, Service and Supplies)- Copy Center**

**Canon Financial Services
Attn. Lawrence Kirk
158 Gaither Drive Suite 200
Mt. Laurel, N.J. 08054**

Telephone Contact: **1-800-815-4000**
Email: **lkirk@csa.canon.com**
Email: **governmentservices@cfs.canon.com**

Dear Vendor:

This is to inform you that the City of Hollywood, Florida is entering into a Blanket Order with your Company based on one of the following:

- | | | |
|-------------------------------------|---|--------|
| <input type="checkbox"/> | FORMAL BID # | |
| <input type="checkbox"/> | INFORMAL BID # | DATED: |
| <input type="checkbox"/> | RENEWAL OF FORMAL BID # | DATED: |
| <input type="checkbox"/> | EXTENSION OF FORMAL BID/RFP# | DATED: |
| <input type="checkbox"/> | WRITTEN QUOTATION # | DATED: |
| <input type="checkbox"/> | VERBAL QUOTATION PER | DATED: |
| <input type="checkbox"/> | STATE OF FLORIDA CONTRACT # | DATED: |
| <input type="checkbox"/> | BROWARD COUNTY BID # | |
| <input checked="" type="checkbox"/> | OTHER: STATE OF FLORIDA CONTRACT #600-000-11-1 | |

The term of this order is **09/18/13** through 09/17/2017 (48 Month Lease Agreement).

The estimated dollar value is **\$98,000.00**.

The obligations of the City of Hollywood under this order are subject to the availability of funds lawfully appropriated for its purpose by the City Commission and are subject to the terms and conditions contained on the Purchase Order form.

Insurance Certificates naming the City of Hollywood as certificate holder and as additional insured to be on file with the City.

The City of Hollywood Departments will issue hard copy orders against this Blanket Order as your authorization to deliver. All invoices must reference each unique document number.

If you have any questions, please contact **Ralph Dierks** at (954) 921-3223

c: City Clerk's Office
Copy Center
Finance

BLANKET PURCHASE ORDERS
09/18/13 - 09/17/17

| LINE # | VENDOR | ADDR # | STOCK # | DATE | 10/02/13 | START DATE | 09/18/13 | END DATE | 09/17/17 | CONTRACT # | FL.ST.#600-000-11-1 | QTY USED | TAX CODE |
|--------------|-------------------------------|--------|---------|------|----------|-------------------------------------|----------|----------|----------|------------|---------------------|----------|----------|
| BPO # | B002528 | | | | | | | | | | | | |
| HAZARDOUS | | | | | | | | | | | | | |
| REF # | | | | | | | | | | | | | |
| UOM | | | | | | | | | | | | | |
| MIN QTY | | | | | | | | | | | | | |
| MAX QTY | | | | | | | | | | | | | |
| ACCOUNT NAME | | | | | | | | | | | | | |
| UNIT PRICE | | | | | | | | | | | | | |
| 1 | 34635 | 0 | | | | COPIER | | | | | | | |
| | CANON FINANCIAL SERVICES, INC | | | | | 345/00 | | | | | | | |
| | BPO DESCRIPTION: | | | | | ONE CANON IR ADV C9280 PRO AND ONE | | | | | | | |
| | BPO DESCRIPTION: | | | | | OCE VARIOPRINT 135 WITH PRISMA | | | | | | | |
| | BPO DESCRIPTION: | | | | | PREPARE V6. | | | | | | | |
| | BPO DESCRIPTION: | | | | | PRO BASE MODEL & SYSTEM | | | | | | | |
| | BPO DESCRIPTION: | | | | | INCLUDES SERVICE & SUPPLIES | | | | | | | |
| | BPO DESCRIPTION: | | | | | EXCEPT PAPER & STAPLES | | | | | | | |
| | BPO DESCRIPTION: | | | | | THE COMPLETE LIST OF ITEMS BEING | | | | | | | |
| | BPO DESCRIPTION: | | | | | ORDERED ARE REFERENCED ON THE | | | | | | | |
| | BPO DESCRIPTION: | | | | | ATTACHED "Configuration | | | | | | | |
| | BPO DESCRIPTION: | | | | | Acknowledgement Document". | | | | | | | |
| | BPO DESCRIPTION: | | | | | THE UNIT LEASE PRICE MONTHLY IS | | | | | | | |
| | BPO DESCRIPTION: | | | | | \$3,962.53 | | | | | | | |
| | BPO DESCRIPTION: | | | | | Resolution # R 2013- 262 | | | | | | | |
| | BPO DESCRIPTION: | | | | | authorizes the use terms and | | | | | | | |
| | BPO DESCRIPTION: | | | | | conditions are from State of | | | | | | | |
| | BPO DESCRIPTION: | | | | | Florida's 600-000-11-1 contract | | | | | | | |
| | BPO DESCRIPTION: | | | | | utilizing a 48 month lease | | | | | | | |
| | BPO DESCRIPTION: | | | | | MONTHLY LEASE PAYMENT | | | | | | | |
| | BPO DESCRIPTION: | | | | | RESOLUTION #R-2013-262 | | | | | | | |
| 2 | 34635 | 0 | | | | MAINT | | | | | | | |
| | CANON FINANCIAL SERVICES, INC | | | | | 345/00 | | | | | | | |
| | BPO DESCRIPTION: | | | | | SERVICE/MAINTENANCE MONTHLY | | | | | | | |
| | BPO DESCRIPTION: | | | | | IS \$915.00 SERVICE & SUPPLIES | | | | | | | |
| | BPO DESCRIPTION: | | | | | EXCEPT PAPER AND STAPLES | | | | | | | |
| | BPO DESCRIPTION: | | | | | IR ADV 9280 B&W monthly | | | | | | | |
| | BPO DESCRIPTION: | | | | | Service/Maintenance includes | | | | | | | |
| | BPO DESCRIPTION: | | | | | 15,000 B&W copies/prints, | | | | | | | |
| | BPO DESCRIPTION: | | | | | VarioPrint DP 135 monthly | | | | | | | |
| | BPO DESCRIPTION: | | | | | Service/Maintenance B&W Copies | | | | | | | |
| | BPO DESCRIPTION: | | | | | includes 300,000 | | | | | | | |
| | BPO DESCRIPTION: | | | | | Resolution # R 2013-262 authorizes | | | | | | | |
| | BPO DESCRIPTION: | | | | | the use terms and conditions are | | | | | | | |
| | BPO DESCRIPTION: | | | | | from State of Florida's 600-000-11- | | | | | | | |
| | BPO DESCRIPTION: | | | | | 1 contract utilizing a 48 month | | | | | | | |
| | BPO DESCRIPTION: | | | | | maintenance. | | | | | | | |
| | BPO DESCRIPTION: | | | | | MONTHLY SERVICE/MAINTENANCE PAYMENT | | | | | | | |

CITY OF HOLLYWOOD
BLANKET PURCHASE ORDERS
09/18/13 - 09/17/17

| BPO DESCRIPTION: | RESOLUTION # | EA | EA | 00000001.0000 | 00050000.0000 | 0.04800 | 00000000.0000 |
|---|------------------------|-------------|--------|---------------|---------------|---------|---------------|
| 3 34635 CANON FINANCIAL SERVICES, INC IR ADV 9280 COLOR COPY/PRINT MONTHLY COMMITMENT IS 0 EACH COPY/PRINT USED WILL BE \$0.048 | 0 | C OVERAGE | 345/00 | | | | |
| THE ESTIMATED DEPARTMENTAL COPY/PRINT USAGE IS 50,000 PER MONTH AND THE ESTIMATED EXPENSE IS \$2,400.00 PER MONTH | | | | | | | |
| BPO DESCRIPTION: | RESOLUTION #R-2013-262 | | | | | | |
| 4 34635 CANON FINANCIAL SERVICES, INC IR ADV 9280 B&W COPIES/PRINTS MONTHLY B&W USAGE EXCEEDS 15,000 WILL BE \$.0090 | 0 | B&W OVERAGE | 345/00 | | | | |
| BPO DESCRIPTION: | RESOLUTION #R-2013-262 | | | | | | |
| 5 34635 CANON FINANCIAL SERVICES, INC OCE VARIOPRINT 135 B&W COPIES/PRINTS THAT MONTHLY B&W USAGE EXCEEDS 300,000 WILL BE \$0.0059 | 0 | B&W VP OVER | 345/00 | | | | |
| BPO DESCRIPTION: | RESOLUTION #R-2013-262 | | | | | | |
| ATTENTION: CONFIGURATION ACKNOWLEDGEMENT DOCUMENT ATTACHED | | | | | | | |
| 1. Lease Purchase Orders issued to a Canon Financial Services (Division of Canon U.S.A., Inc) 158 Gaither Drive Suite 200Mt. Laurel, NJ 08054 | | | | | | | |
| 2. Lease Remit to: Canon Financial Services (Division of Canon U.S.A., Inc) 14904 Collections Center Drive Chicago, IL 60693 | | | | | | | |
| ----- | | | | | | | |
| CITY OF HOLLYWOOD: | | | | | | | |
| SHIP TO: CITY OF HOLLYWOOD | | | | | | | |
| COPY CENTER | | | | | | | |
| 2600 HOLLYWOOD BLVD. | | | | | | | |
| ANNEX BLDG. #10 | | | | | | | |
| HOLLYWOOD, FL. 33020 | | | | | | | |

CITY OF HOLLYWOOD
BLANKET PURCHASE ORDERS
09/18/13 - 09/17/17

BPO DESCRIPTION:
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BPO DESCRIPTION:

BILL TO: CITY OF HOLLYWOOD
FINANCIAL SERVICES
P.O. BOX 229045
HOLLYWOOD, FL. 33022-9045

RESOLUTION NO. R-2013-262

A RESOLUTION OF THE CITY COMMISSION OF THE CITY OF HOLLYWOOD, FLORIDA, AUTHORIZING THE APPROPRIATE CITY OFFICIALS TO EXECUTE THE ATTACHED BLANKET PURCHASE ORDER BETWEEN OCE' NORTH AMERICA A CANON GROUP COMPANY AND THE CITY OF HOLLYWOOD FOR A FOUR (4) YEAR LEASE OF HIGH VOLUME PRODUCTION EQUIPMENT IN THE COPY CENTER IN AN ESTIMATED ANNUAL AMOUNT OF \$98,000.00.

WHEREAS, the Copy Center Division of the Office of the City Clerk requires the replacement of production equipment for leases for black and white copier equipment and color copier equipment; and

WHEREAS, the City of Hollywood currently holds a lease for one (1) black and white printer, one (1) black and white printer/copier, and one (1) color printer/copier with Ricoh USA, Inc. which expires in October, 2013; and

WHEREAS, the Copy Center has evaluated the various equipment options provided by six (6) vendors, which currently have governmental contracts available for this type of equipment; and

WHEREAS, based on the Copy Center's current work volume and production needs, the department has recommended the equipment options provided by Oce' North America a Canon Group Company as the best to serve its customers, and this lease would result in an annual savings of \$13,000.00 to the City compared to the current lease agreement; and

WHEREAS, the recommended new equipment from Oce' North America a Canon Group Company will include a Canon black and white printer/copier capable of printing at 135 pages per minute and a Canon color printer/copier capable of printing at 75 pages per minute; and

WHEREAS, the equipment provided by Oce' North America a Canon Group Company under this agreement meets or exceeds other manufacturer's equipment with comparable features and capabilities available currently on other governmental contracts and the open market; and

WHEREAS, the agreement additionally includes all on-site service; and

WHEREAS, the required equipment has been competitively bid by the State of Florida utilizing Contract Number 600-000-11-1; and

WHEREAS Section 38.40 (C)(5) of the Purchasing Ordinance allows the Director to procure, without following formal procedures, all goods and services which are subject of contracts with the state, its political subdivisions, the United States government, other governmental entities, or a corporation not for profit whose members are governmental entities, public officers, or any combination thereof, provided however, the goods and services are: (i) the subject of a price schedule negotiated by the state or the United States government, or (ii) the subject of a contract with another governmental entity or a corporation not for profit whose members are governmental entities, public officers, or any combination thereof, which contract is based strictly on competitive bids or competitive proposals and not on any preference; and

WHEREAS, the City Clerk and the Director of Procurement Services recommend that the City Commission approve the issuance of the attached Blanket Purchase Order between Oce' North America a Canon Group Company of Boca Raton, Florida and the City of Hollywood for the lease of high volume Copy Center production equipment in an estimated annual amount of \$98,000.00 for a period of four (4) years; and

WHEREAS, award is subject to the City receiving all insurance required and approved by the City's Risk Manager, along with signed statements of Hold Harmless and Indemnity to the City; and

WHEREAS, funding for this agreement is available in the Copy Center's Equipment Lease/Rental fiscal year 2014 Budget Account Number 01.1103.00030.519.004404 and will be requested in FY2015 through FY2018;

NOW, THEREFORE, BE IT RESOLVED BY THE CITY COMMISSION OF THE CITY OF HOLLYWOOD, FLORIDA:

Section 1: That it hereby approves and authorizes the execution, by the appropriate City Officials, of the attached Blanket Purchase Order between Oce' North America a Canon Group Company and the City of Hollywood, together with such non-material changes, if any, as may be acceptable to the City Manager and approved as to form and legality by the City Attorney.

Section 2: That this resolution shall be in full force and effect immediately upon its passage and adoption.

RESOLUTION AUTHORIZING THE APPROPRIATE CITY OFFICIALS TO EXECUTE THE ATTACHED BLANKET PURCHASE ORDER BETWEEN OCE' NORTH AMERICA A CANON GROUP COMPANY AND THE CITY OF HOLLYWOOD FOR A FOUR (4) YEAR LEASE OF HIGH VOLUME PRODUCTION EQUIPMENT.

PASSED AND ADOPTED this 18 day of Sept, 2013.



PETER BOBER, MAYOR

ATTEST:



PATRICIA A. CERNY, MMC, CITY CLERK

APPROVED AS TO FORM AND LEGALITY
for the use and reliance of the
City of Hollywood, Florida, only.



JEFFREY P. SHEFFEL, CITY ATTORNEY



CITY OF HOLLYWOOD, FLORIDA

PROCUREMENT SERVICES DIVISION

Piggybacking Request Form

(Use for purchase(s) over \$10,000, when piggybacking off other contracts)

Date 8/26/13

Department/Office Office of the City Clerk, Copy Center

Division/Area 1103

Contact Person Charles Kerr

Title Copy Center Supervisor

Phone 954-9213286

Email ckerr@hollywoodfl.org

1. Requested Vendor Océ North America Document Printing Systems

Vendor Number _____

Address 5600 Broken Sound Blvd, Boca Raton, FL 33487

Contact Person Lawrence Kirk

Title Senior Account Exec

Phone 561-953-5982

Email lawrence.kirk@oce.com

2. Contract title requesting to piggyback? 600-000-11-1 ~ Multifunction Products, Printers, Facsimile Equipment, Scanners, Related Software, Supplies, and Services

Awarding Agency State of Florida

Contract Expiration Date August 03, 2014

Copy of Contract and Awarding Agency documentation is attached.

Yes No

3. Product/Service being requested (be specific). Replacement of current Copy and print equipment in the COpy Center to better serve the operational needs of the City. See attached memo, cc-13-400-1

4. Detailed description of the products/services function and purpose. The current lease with Ricoh for production level equipment is set to expire in November 2013, this is the proposed replacement and upgrade of the equipment used in the Copy Center. See attached memo, cc-13-400-1.

Procurement Service Division use only

Requisition # R _____
BPO _____
(As Applicable)

Purchase Order # P _____
(As Applicable)

Blanket Purchase Oder # _____
(As Applicable)

5. Please explain what process the Department/Office took to verify and/or identify this contract. Multiple vendors were solicited, proposals were evaluated, and the best solution was chosen. See attached memo, cc-13-400-1.

6. Were alternative contracts evaluated to determine that the City is obtaining the most advantageous contract pricing for the required product/service?

Yes No

Please explain see attached memo

7. Total cost of the requested product/service. \$8,163 per month

8. Total estimated annual (fiscal year) cost of requested product/service. \$97,963

Account Number(s) 01.1103.00030.519.004404 _____

9. Is this product/service covered by a warranty? Yes No

If yes, please attach a copy of the warranty details.

10. Would this purchase(s) result in the potential of future purchases for related products/services being restricted to a particular vendor or create a specific vendor as sole source provider for related items?

Yes No

If yes, please describe the related products/services and estimated cost(s.) _____

11. Would this purchase(s) result in any future maintenance costs which are not included in the initial purchase?

Yes No

If yes, please attach a draft maintenance plan which includes cost estimates and funding source(s.) _____

12. Is this a grant related purchase? Yes No

If yes, please provide details (timeline, expiration dates, milestones, special procurement requirements, etc.) _____

Will this require matching funds? Yes No

What is the grant source? _____

What is the grant (dollar) amount? _____

13. Please complete an advanced search of the vendor recommended for award on the Federal Government's Systems for Award Management at www.sam.gov.

Procurement Service Division use only

Requisition # R _____
BPO _____
(As Applicable)

Purchase Order # P _____
(As Applicable)

Blanket Purchase Order # _____
(As Applicable)

Oce North America

020873522

787567924

REQUESTING DEPARTMENT RECOMMENDATION

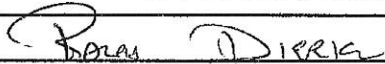
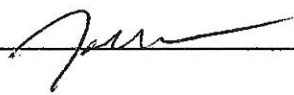
Note: By signing and returning this form, you are verifying and acknowledging that you have reviewed all portions (scope, terms, conditions, pricing, etc.) of the requested contract and recommend its approval based on the contract complying with the City of Hollywood's scope and pricing requirements and to the best of you knowledge the contract does not violate any applicable policy, statute, governing rule or regulation.

Contact Person's Signature

Date 8/29/13

Supervisor's Signature
Director's Signature

Date 8/29/13
Date

| APPROVAL (Procurement Service Division Use Only) | | | |
|--|---|------|--------|
| Verified By: |  | Date | 9/4/13 |
| Approved By: |  | Date | 9-4-13 |

Procurement Service Division use only

Requisition # R _____
BPO _____
(As Applicable)

Purchase Order # P _____
(As Applicable)

Blanket Purchase Oder # _____
(As Applicable)

Search Results

Current Search Terms: oce* north* america*

Your search for "oce* north* america*" returned the following results...

Notice: This printed document represents only the first page of your SAM search results. More results may be available. To print your complete search results, you can download the PDF and print it.

| | | |
|----------------------------------|--------------------------------|------------------------------|
| Entity | OCE NORTH AMERICA, INC. | Status: Active (i) |
| DUNS: 020873522 | CAGE Code: 4UDU3 | View Details |
| Has Active Exclusion?: No | DoDAAC: | |
| Entity | OCE NORTH AMERICA, INC. | Status: Active (i) |
| DUNS: 787567924 | CAGE Code: 08MJ9 | View Details |
| Has Active Exclusion?: No | DoDAAC: | |

SAM | System for Award Management 1.0

IBM v1.1149.20130801-1829

Note to all Users: This is a Federal Government computer system. Use of this system constitutes consent to monitoring at all times.





City of Hollywood, Florida
INTER-OFFICE MEMORANDUM

Date: June 18, 2013 **File No.:** cc-13-400-1
To: Ian Superville, Contracts Officer
Via: Patricia Cerny, City Clerk
Via: Richard Roberts, Director, Records & Archives
From: Charles Kerr, Copy Center Supervisor
Subject: Copy Center Equipment End-of-Lease

ISSUE:

The current lease of copier equipment with Ricoh Office Solutions is set to expire in November 2013.

EXPLANATION:

The end of a lease presents an opportunity to make changes to the equipment used in the Copy Center to better match what the Copy Center does, how, and with which equipment. As such, staff utilized the opportunity of the current lease expiring in November of this year to evaluate what equipment would best serve the City of Hollywood for the next three to five years.

Currently the Copy Center is producing monthly an average of 275,000 black and white copies per month and 50,000 color copies with equipment leased from Ricoh Office Solutions (formerly Ikon Office Solutions) including:

- One (1) Canon Image Runner 125 black and white printer capable of printing 125 pages per minute;
- One (1) Canon Image Runner 105 black and white printer/copier capable of printing or copying 105 pages per minute;
- One (1) Konica Minolta CPP650 color printer/copier capable of printing or copying 65 pages per minute.

The current total annual lease payment for all of the above is \$111,000.

Based on the current work produced the Copy Center can best serve its customers going forward with the following mix of machines:

- One black and white production-class printer/copier capable of a *minimum* of 110 pages per minute;
- One color production-class printer/copier capable of a *minimum* of 65 pages per minute;

- **Workflow Management Software.**

This proposed arrangement is one machine less than the current equipment in use. The technology and capabilities of the machines have improved over the years to the point that two 'better' machines that can each do more functions will result in a more efficient use of the limited resources, and more importantly the limited space, of the Copy Center.

Vendors were solicited and provided information about the current status of the Copy Center and asked to provide their best solution. The following vendors responded, the proposals are attached, and the proposals are presented below ranked from lowest to highest:

Affordable Xerox (authorized reseller):

Affordable Xerox suggests placing a D125 black and white printer/copier capable of printing at 125 pages per minutes and a C75 color printer/copier capable of printing at 75 pages per minute. The 60 month lease would include monthly 300,000 black and white and 30,000 color copies for service at an annual cost of \$58,161.

The leasing terms offered by Affordable Xerox are a Fair Market Value Lease and all prices for service and equipment are fixed for the term of the lease.

Affordable Xerox is an authorized reseller and not affiliated directly with Xerox. It is expected they would honor the terms of any contract in the event their affiliation with Xerox should change but there is no guarantee of that fact.

Xerox Corporation:

Xerox Corporation suggests placing a D125 black and white printer/copier capable of printing at 125 pages per minutes and a C75 color printer/copier capable of printing at 75 pages per minute. The 48 month lease would include monthly 300,000 black and white and 30,000 color copies for service at an annual cost of \$95,721.

The leasing terms offered by Affordable Xerox are a Fair Market Value Lease and all prices for service and equipment are fixed for the term of the lease.

Xerox is the direct manufacturer of the equipment. The equipment suggested by Xerox is the same as suggested by Affordable Xerox, but the pricing structure is different, which is suspect. Additionally, neither company is offering their leasing terms under a Piggy-Back of any existing contract moving both Xerox proposals to the lowest rank in the evaluation.

Ricoh Office Solutions:

Ricoh Office Solutions (Ricoh), formerly Ikon Office Solutions, is the incumbent provider. Ricoh suggests maintaining the current Canon black and white printer capable of printing 125 pages per minute and adding a R901 color printer/copier capable of printing 75 pages per minute. The 60 month lease would include monthly 250,000 black and white and 50,000 color copies for service at an annual cost of \$128,184.

The leasing terms offered by Ricoh is a piggy-back from the State of Florida Technology Bid.

Ricoh's suggestion of keeping one of the machines currently in use is a creative solution, but the machine in question is not a Ricoh branded machine and as such Ricoh will no longer guarantee providing service in a timely manner. Additionally, the current levels of service provided results in a lower overall evaluation even as the incumbent provider.

Wood Business Systems:

Wood Business Systems (WBS) suggests a like-for-like replacement solution that includes a Canon iR125 black and white printer capable of printing at 125 pages per minute, an Canon iR8105 black and white printer/copier capable of printing at 105 pages per minute, and a Canon C9075 color printer/copier capable of printing at 75 pages per minute. The 60 month lease would include monthly 400,000 black and white and 40,000 color copies for service at an annual cost of \$111,000.

The leasing terms offered by WBS is a piggy-back from the Miami-Dade School Board Bid.

Wood Business Systems is an Authorized Dealer of Canon Equipment and not affiliated directly with Canon. The vendor has a long history with the manufacturer but that does not preclude a change in that relationship that may negatively impact service and support in the future.

Konica Minolta:

Konica Minolta suggests placing a BizHub 1250 black and white printer/copier capable of printing at 125 pages per minute and a C7000 color printer/copier capable of printing at 70 pages per minute. The 60 month lease would include monthly 400,000 black and white and 45,000 color copies for service at an annual cost of \$81,519.

The leasing terms offered by Konica Minolta is a piggy-back from a State of Florida Technology Bid. Konica Minolta is the direct manufacturer of the equipment.

The pricing offered by Konica is competitive but there is some concern the equipment will perform as expected for the full term of the lease. The current color printer copier is a Konica Minolta and the service record for the past 12 months has been well below the expected level of a device of this nature resulting in this vendor not being ranked highest.

Canon-Oce:

Canon-Oce suggests placing a Canon DP135 black and white printer/copier capable of printing at 135 pages per minute and a Canon iR9075 color printer/copier capable of printing at 75 pages per minute. The 48 month lease would include monthly 300,000 black and white and 50,000 color copies for service at an annual cost of \$97,963.

The leasing terms offered by Canon-Oce is a piggy-back from a State of Florida Technology bid. Canon-Oce is the direct manufacturer of the equipment.

The two black and white printers currently in use in the Copy Center are both Canon equipment and they are performing at or above expected levels with few service calls, it would be desirable to continue using the brand for the same reason.

Canon-Oce is ranked as the number one vendor and it is the recommendation of the Copy Center to enter into a lease for four years with Canon-Oce.

RECOMMENDATION:

After evaluating all the proposals the best option for the Copy Center is to enter into a 48 Month lease with Canon-Oce. Canon-Oce has the best overall proposal including brand familiarity, service levels included in the lease, and an savings to the Copy Center of \$13,000 annually compared to the current lease arrangement.

It is the recommendation of the Copy Center for the following:

Terminating the existing lease with Ricoh Office Solutions and making appropriate arrangements to return their equipment.

Entering a 48 Month lease with Canon-Oce with pricing per the State of Florida Contract 600-0000-11-1 for a DP135 Black and White Production Printer to include 300,000 black and white copies per month, a iR9075 Color Production Printer to include 50,000 color copies per month, and the software as required for operating the two printing engines.

Cc:

Thea Gordon

File



Océ
Proposal



We offer a
complete solution



Canon
CANON GROUP