

STATE OF SOUTH DAKOTA
OFFICE OF PROCUREMENT MANAGEMENT
523 EAST CAPITOL AVENUE
PIERRE, SOUTH DAKOTA 57501-3182

DIGITAL COPIER ANNUAL

Buyer: Kathy Stasch (011)
Phone: 605-773-6877
Fax: 605-773-4840
Email: Kathy.Stasch@state.sd.us

October 1, 2016

CONTRACT TERM: This notice establishes a contract resulting from IFB 750 & 751, to furnish the articles or commodities specified therein, as required by various State agencies for the term of one (1) year from October 12, 2016 thru October 11, 2017 inclusive.

EXTENSION: The State may, at its own discretion, extend a contract for an additional two (2) months past the original contract expiration date. The State may renew this contract for up to four (4) additional one (1) year periods. Notice shall be given by the State to the vendor at least 60 days prior to the termination of the contract, and the vendor shall agree to such extension within 30 days thereafter, before such extension period shall become effective.

PRICING: All prices quoted in the referenced proposal are firm for the term of this contract. Price decreases are acceptable on invoice(s) presented for payment. If the open market price of a specific contract item is under the vendor's price, the State reserves the right to purchase the lower priced product.

TERMINATION: The State reserves the right to terminate any contract in accordance with either of the following:

- A. The failure of the State Legislature to provide funds and expenditure authority relative to the procurement which is the subject of the contract. Vendor agrees that a termination because of a lack of funds or expenditure authority will not result in a claim against the State or any officer or employee thereof. Notice from Office of Procurement Management will be given to the vendor in the event of termination.
- B. In the event a vendor fails to perform in good faith or in accordance with the terms of the contract, and cannot furnish good and sufficient cause for its failure to perform, the contract shall be terminated and the State shall take the necessary action to recover any damage to the State from the defaulting vendor. Written notice shall be given to the vendor stating the reason(s) for termination. Circumstances such as strikes and/or fire over which the vendor has no control will not be considered sufficient cause for termination.

DELIVERY: Unless otherwise specified in the solicitation or awarding documents, all deliveries shall be F.O.B. Destination. The bidder(s) awarded the contract(s) shall prepay all packaging, handling, shipping and delivery charges and firm prices quoted in the bid shall include all such charges. All products and/or services to be delivered pursuant to the contract(s) shall be subject to final inspection and acceptance by the State at destination. "Destination" shall mean delivered to the receiving dock or other point specified in the purchase order. The State assumes no responsibility for goods until accepted by the State at the receiving point in good condition. Title and risk of loss or damage to all items shall be the responsibility of the supplier until accepted by the receiving agency. The supplier(s) awarded the contract(s) shall be responsible for filing, processing, and collecting any and all damage claims accruing prior to acceptance.

Supplier(s) awarded the contract(s) shall be required to deliver products and services as bid, during normal working hours, on or before the required date. Deviations, substitutions or changes in products and services shall not be made unless expressly authorized in writing by the Office of Procurement Management. An additional ten (10) days will be allowed for back-ordered items when the suppliers gives written notification to the ordering agency that the items are not available for immediate delivery.

All delivery tickets, invoices and statements shall show the purchase order number, brand or trade name and State Item Number when applicable as shown in this contract. Invoices must be submitted in duplicate to the State Agency ordering the merchandise. **DO NOT SUBMIT STATEMENTS OR INVOICES TO THE OFFICE OF PROCUREMENT MANAGEMENT AS IT ONLY DELAYS PAYMENT.**

VENDOR INFORMATION: Additional accessory options that are not listed in this Notice of Award must be approved by the Bureau of Information and Telecommunications.

The contractor will continue to provide maintenance while the machine is in use by the State even if they no longer hold the current contract.

TERMS & CONDITIONS: All terms and conditions of IFB 750 & 751 apply.

STATE AGENCIES: A brief description must be used when ordering from this contract.

Any additional accessory options that are not listed in this Notice of Award must be approved by the Bureau of Information and Telecommunications.

Agencies wishing to purchase and or rent a copier other than what is listed on this Notice of Award MUST send a justification letter to Office of Procurement Management, Kathy Stasch, kathy.stasch@state.sd.us, for their review and approval.

DIGITAL COPIER INSTALLATION AND REMOVAL PROCEDURES

Installation

1. An installation work order is placed with the BIT Help Desk. This work ticket should include all the items that are to be setup – ie: copying, scanning, faxing.
 - a. For agencies outside Pierre, Office of Procurement Management (OPM) will enter the workticket.
 - b. For agencies in Pierre, Central Duplicating will enter the workticket.
2. OPM or Central Duplicating will coordinate the installation schedule with BIT LAN Services, the vendor, and the agency. A minimum of a 1 week lead time is to be observed.
3. Vendor arrives on site and prints off the address book of the old copier and provides that information to the agency.
4. Vendor sets up the new device by connecting power and CAT5 cables.
5. Vendor changes the TCP/IP setup (if necessary) to DHCP.
6. Vendor prints out a network configuration report with IP address and provides to local agency contact.
The vendor will NOT provide any login ID's or passwords to the local agency staff. When BIT has completed the device setup, they will provide the approved user ID(s) and password(s) to the local agency contact.
7. Vendor will provide basic copier instruction to the agency while on site. This includes how to make copies, clear paper jams, etc.
8. Vendor will provide instruction to the agency on how to setup fax numbers via the copier's control panel
9. LAN Services will complete the device setup remotely. LAN Services will setup an agency login ID and password and then provide the agency with this login information. LAN Services will also provide documentation for the agency to use to setup email addresses for scanning to email.

Removal/Hard Drive Wipe

Copiers purchased and or leased from this Notice of Award will not need to have the hard drives removed to be erased. These copiers have a way to encrypt the information from the hard drives and therefore will not need to be removed. A BIT Call Ticket will still need to be obtained when removing these copiers.

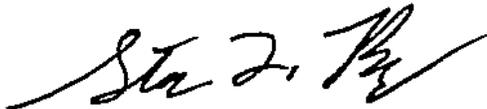
Below is the policy for disposing of **all** other purchased and leased copiers, from previous contracts, with hard drives or other memory that might contain confidential or sensitive information for this contract.

No copier should leave the agencies possession until the hard drive has been removed by the vendor for BIT to erase.

Only the vendor who provided the copier can remove the hard drive and copier. **Do Not** suggest to another vendor to remove the hard drive and or the copier; only the vendor who owns the copier has permission to touch that copier.

Some copier companies have been asking that the user sign a waiver of liability indemnifying the copier company if the data is compromised once they take back the machine. **DO NOT SIGN** such a waiver.

1. A removal work order is placed with the BIT Help Desk indicating a leased device is being replaced and the hard drive needs to be wiped. *This call ticket should be a separate ticket from the new device installation ticket (if necessary).* **Central Duplicating will place the tickets for the Pierre sites, OPM will place the tickets for the non-Pierre sites.** The below information should be sent with the request:
 - Agency and location (building/town)
 - Agency contact person and phone number
 - Copier vendor
 - Vendor contact
 - Vendor phone number
 - Copier brand and model
 - Copier serial number
2. Central Duplicating or OPM will receive confirmation that the call ticket has been entered. In this confirmation will be a ticket number. This ticket number needs to be given to the vendor.
3. The vendor arrives to remove the old device and leaves the hard drive onsite with the local agency contact. ***The hard drive is not to leave the local site with the vendor at this time.*** The agency contacts LAN Services to let them know that the hard drive is available to be picked up for wiping.
4. BIT LAN Services obtains the hard drive from the agency local site.
5. BIT LAN Services connects the hard drive to a computer and runs the WipeDrive program with a 3 pass option.
6. BIT LAN Services returns the drive to the vendor or the agency. The below information should go along with the drive when it is returned to the vendor or the agency.
 - Agency and location (building/town) where the drive came from
 - Agency contact person and phone number
 - Copier vendor
 - Vendor contact
 - Vendor phone number
 - Copier brand and model
 - Copier serial number
7. If the drive is returned to the agency, it is the **AGENCY'S** responsibility to return the drive to the vendor in a timely manner.



Steven L. Berg, Director
Office of Procurement Management

CONTRACTORS

<p>A&B BUSINESS 1600 North A Ave. Sioux Falls, SD 57104-0370</p> <p>Contact: Joel Running Phone: 605-335-8520 Fax: 605-335-8942 Email: joelr@abbusiness.com</p> <p>Vendor Number: 12036980 Contract #17000</p>	<p>MARCO 4001 N Lewis Ave Sioux Falls, SD 57104</p> <p>Contact: Cortney Ficken Phone: 605-221-4513 Cell: 605-389-7875 Fax: 605-224-4228 Email: cortney.e.ficken@marconet.com</p> <p>Vendor Number: 12201534 Contract #17001</p>
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Data Security Removable Hard Drive Costs

- Pricing includes both purchased and rented copiers.
- Pricing is for only copiers purchased or rented from this Notice of Award.
- Only the contract vendor can remove the hard drives from their own copiers.
- The contract vendor will leave the hard drive in the state’s possession at the time of termination.
- A Bureau of Information and Telecommunication Technician (BIT) must be present when hard drives are removed.
- BIT will have the responsibility of securely erasing the hard drive and returning the hard drive to either the contracted vendor or agency who will then be responsible for returning the hard drive to the vendor.

Vendor	Cost
A&B Business	No Charge
Marco	\$150.00

Purchasing Digital Copier

Purchasing Instructions: All purchases made by State Agencies from this contract, MUST enter a requisition to Office of Procurement Management. The digital copier catalog is available on ESM.

All copier purchases for agencies in Pierre must be approved through Eric Feiler, Central Duplicating Administrator, at 1320 E Sioux Ave., Pierre, SD 57501. Eric Feiler’s approval must be attached to the ESM requisition. Information on requisitions should also include number of employees using digital copier, number of copies used per month and contact person name and telephone number.

- ❖ **Agency WILL NOT be allowed to remove standard specification accessories from the copier such as the Fax, 2/3 Hole Punch and or Scanner.**
- ❖ **The digital copiers are multifunctional and can be networked to provide scanning & faxing. This will alleviate the addition of stand-alone scanners & faxes in offices. Agencies need to contact BIT Help Desk to have the digital copier setup as a networked machine.**
- ❖ Academic agencies under the direction of the Board of Regents are not required to send requisitions through the Central Duplicating Administrator.
- ❖ For rental instructions see page 6.
- ❖ Maintenance to include all parts, labor, mileage, per diem, toner, developer, fuser agent, reclaim bottles, staples and/or all other consumables with the exception of paper. The contractor will continue to provide maintenance while the machine is in use by the State even if they no longer hold the current contract.

Toshiba e-Studio 3508 w/o 3 Hole Punch				Konica Minolta Bizhub 227 w/o 3 Hole Punch			
A&B Business Contract #17000				Marco Contract #17001			
Digital Copier, with 1GB RAM, 160 GB HDD, 1100 sheet capacity, Ethernet, RJ45, Network Capable, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 100 Sheet Bypass, Electronic Sorting, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 35 copies per minute, Maintenance .0045 per copy.				Digital Copier, with 4GB RAM, 250GB HDD, 1100 Sheet Capacity, Ethernet, RJ45, Network Capable, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 100 Sheet Bypass, Electronic Sorting, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 22 copies per minute, Maintenance 0.005 per copy.			
e-Studio 3508		Each	\$2254.00	Bizhub 227		Each	\$2397.36
Copier Accessories:				Copier Accessories:			
Additional Paper Drawer, 2000 Sheets	KD1059LT	Each	\$506.00	Sheet Paper Deck, 1 x 500	PC-113	Each	\$232.47
300 Sheet Dual Scanner	MR4000	Each	\$757.00	Sheet Paper Deck, 2 x 500	PC-213	Each	\$330.97
Booklet Finisher with Hole Punch	MJ1110	Each	\$2594.00	2,500 Sheet Paper Deck	PC-413	Each	\$330.97
Envelope Drawer Module	MY1049	Each	\$304.00	External 50 Sheet Staple Finisher	FS-534	Each	\$517.95
				2/3 Hole Punch for FS-533	PK-5	Each	\$144.99

Toshiba e-Studio 3508				Konica Minolta Bizhub 364e			
A&B Business Contract #17000				Marco Contract #17001			
Digital Copier, with 1GB RAM, 60 GB HDD, 1100 sheet capacity, Ethernet, RJ45, Network Capable, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 3 Hole Punch , 100 Sheet Bypass, Electronic Sorting, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 35 copies per minute, Maintenance .0045 per copy.				Digital Copier, with 2,048 MB RAM, 250GB HDD, 1150 Sheet Capacity, Ethernet, RJ45, Network Capable, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 3 Hole Punch, 150 Sheet Bypass, Electronic Sorting, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 36 copies per minute, Maintenance 0.005 per copy.			
e-Studio 3508		Each	\$2499.00	Bizhub 364e		Each	\$2897.17
Copier Accessories:				Copier Accessories:			
Additional Paper Drawer, 2000 Sheets	KD1059LT	Each	\$506.00	Sheet Paper Deck, 1 x 500	PC-110	Each	\$232.47
300 Sheet Dual Scanner	MR4000	Each	\$757.00	Sheet Paper Deck, 2 x 500	PC-210	Each	\$330.97
Envelope Drawer Module	MY1049	Each	\$304.00	2,500 Sheet Paper Deck	PC-410	Each	\$330.97
Booklet Finisher with Hole Punch	MJ1110	Each	\$2594.00	External 50 Sheet Staple Finisher	FS-534	Each	\$517.95
				2/3 Hole Punch for FS-534	PK-520	Each	\$144.99
				Saddle Stitch Finisher	FS-534 & SD-511	Each	\$1447.06

Toshiba e-Studio 4508				Konica Minolta Bizhub 454e			
A&B Business Contract #17000				Marco Contract #17001			
Digital Copier, with 1 GB Memory and 2 X 550 Sheet Paper Drawers, 1200 Sheet Paper Capacity, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 3 Hole Punch, 100 Sheet Bypass, Electronic Sorting, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 45 copies per minute, maintenance 0.0040 per copy.				Digital Copier, with 2,048 MB Memory, 250GB HDD, 1150 Sheet Capacity, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 3 Hole Punch, 150 Sheet Bypass, Electronic Sorting, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 45 copies per minute, maintenance 0.0045 per copy.			
e-Studio 4508		Each	\$2563.00	Bizhub 454e		Each	\$3199.38
Copier Accessories:				Copier Accessories:			
Additional Paper Drawer, 2000 Sheets	KD1059LT	Each	\$506.00	Sheet Paper Deck, 1 x 500	PC-110	Each	\$232.47
300 Sheet Dual Scanner	MR4000	Each	\$757.00	Sheet Paper Deck, 2 x 500	PC-210	Each	\$330.97
Envelope Drawer Module	MY1049	Each	\$304.00	2,500 Sheet Paper Deck	PC-410	Each	\$330.97
Booklet Finisher with Hole Punch	MJ1110	Each	\$2594.00	External 50 Sheet Staple Finisher	FS-534	Each	\$517.95
				2/3 Hole Punch for FS-534	PK-520	Each	\$144.99
				Saddle Stitch Finisher	FS-534 & SD-511	Each	\$1447.06

Toshiba e-Studio 657				Konica Minolta Bizhub 654e			
A&B Business Contract #17000				Marco Contract #17001			
Digital Copier, with 1GB Memory and 3600 sheet capacity, Ethernet, RJ45, Network Capable, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 3 Hole Punch, 100 Sheet Bypass, Electronic Sorting, Finisher 3000 Sheets, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 65 copies per minute, maintenance 0.0035 per copy.				Digital Copier, with 2,048 MB Memory, 250GB HDD, and 3650 Sheet Capacity, Ethernet, RJ45, Network Capable, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 3 Hole Punch, 150 Sheet Bypass, Electronic Sorting, Finisher 3300 Sheets, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 65 copies per minute, maintenance 0.004 per copy.			
e-Studio 657		Each	\$4762.00	Bizhub 654e		Each	\$6465.24
Copier Accessories:				Copier Accessories:			
Additional Paper Drawer, Capacity 4000	MP2505	Each	\$932.00	2,500 Sheet Paper Deck, 12x18	LU-204	Each	\$1378.08
Booklet Finisher with Hole Punch	MJ1112	Each	\$3788.00	3,000 Sheet Paper Deck 8.5x11	LU-301	Each	\$751.71
				External 100 Sheet Staple Finisher	FS-535	Each	\$1516.58
				2/3 Hole Punch for FS-535	PK-521	Each	\$144.99
				Saddle Stitch Finisher (FS-534)	FS-534 & SD-511	Each	\$1447.06
				Saddle Stitch Finisher (FS-535)	FS-535 & SD-512	Each	\$2363.21

Renting Digital Copiers

Rental Instructions: All rentals made by State Agencies from this contract MUST fill out the attached digital copier rental form and send to Office of Procurement Management.

All copier rentals for agencies in Pierre must be approved through Eric Feiler, Central Duplicating Administrator, located at 1320 E Sioux Ave., Pierre, SD 57501. Eric Feiler will approve and send all rental forms to Office of Procurement Management. Office of Procurement Management will create the rental agreement, send the rental agreement to the vendor, the vendor will order the equipment, install the equipment, and return the completed rental agreement to Office of Procurement Management.

- ❖ **Agencies are only to sign the rental agreement. Do not sign any other documents and or forms that are provided by the vendor. Only the rental agreement is approved by the State.**
- ❖ Agency WILL NOT be allowed to remove standard specification accessories from the copier such as the Fax, 2/3 Hole Punch and or Scanner.
- ❖ The digital copiers are multifunctional and can be networked to provide scanning & faxing. This will alleviate the addition of stand-alone scanners & faxes in offices. Agencies need to contact BIT Help Desk to have the digital copier setup as a networked machine.
- ❖ Rental pricing is for a period of 36 months. The rental payments will commence with the satisfactory installation of equipment on user premises and ending at the end of the rental period with an option to extend for one year by mutual agreement if rental cost is decreased by no less than 20% of the original cost and a fiscal year-to-year option to extend after that.

It is the responsibility of the vendor to contact the agency to see if they wish to extend the rental agreement for an additional year. The vendor needs to notify Kathy Stasch, kathy.stasch@state.sd.us, when both parties are in agreement to extend the rental agreement. Kathy will write an extension to the original agreement and send it to the vendor. The vendor is responsible for getting the agencies signature and providing the agency with a copy of the rental agreement extension. The original rental agreement extension must be returned by the vendor to Kathy after all signatures have been received.

- ❖ Maintenance to include all parts, labor, mileage, per diem, toner, developer, fuser agent, reclaim bottles, staples and/or all other consumables with the exception of paper. The contractor will provide maintenance for the length of the rental agreement and continue even if the vendor no longer holds the current contract.

Toshiba e-Studio 3508 w/o 3 Hole Punch				Konica Minolta Bizhub 227e w/o 3 Hole Punch			
A&B Business Contract #17000				Marco Contract #17001			
Digital Copier, with 1GB RAM, 160 GB HDD, 1100 sheet capacity, Ethernet, RJ45, Network Capable, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 100 Sheet Bypass, Electronic Sorting, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 35 copies per minute, Maintenance .0045 per copy.				Digital Copier, with 4GB RAM, 250GB HDD, 1100 sheet capacity, Ethernet, RJ45, Network Capable, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 100 Sheet Bypass, Electronic Sorting, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 22 copies per minute, Maintenance 0.005 per copy.			
e-Studio 3508		Each	\$69.00	Bizhub 227e		Each	\$69.52
Copier Accessories:				Copier Accessories:			
Additional Paper Drawer, 2000 Sheets	KD1059LT	Each	\$16.00	Sheet Paper Deck, 1 x 500	PC-113	Each	\$6.74
300 Sheet Dual Scanner	MR4000	Each	\$24.00	Sheet Paper Deck, 2 x 500	PC-213	Each	\$7.18
Envelope Drawer Module	MY1049	Each	\$10.00	2,500 Sheet Paper Deck	PC-413	Each	\$7.18
Booklet Finisher with Hole Punch	MJ1110	Each	\$80.00	External 50 Sheet Staple Finisher	FS-534	Each	\$15.02
				2/3 Hole Punch for FS-533	PK-5	Each	\$4.20

Toshiba e-Studio 3508				Konica Minolta Bizhub 364e			
A&B Business Contract #17000				Marco Contract #17001			
Digital Copier, with 1GB RAM, 60 GB HDD, 1100 sheet capacity, Ethernet, RJ45, Network Capable, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 3 Hole Punch , 100 Sheet Bypass, Electronic Sorting, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 35 copies per minute, Maintenance .0045 per copy.				Digital Copier, with 2,048MB RAM, 250GB HDD, 1150 Sheet Capacity, Ethernet, RJ45, Network Capable, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 3 Hole Punch, 150 Sheet Bypass, Electronic Sorting, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 36 copies per minute, Maintenance 0.005 per copy.			
e-Studio 3508		Each	\$77.00	Bizhub 364e		Each	\$84.02
Copier Accessories:				Copier Accessories:			
Additional Paper Drawer, 2000 Sheets	KD1059LT	Each	\$16.00	Sheet Paper Deck, 1 x 500	PC-110	Each	\$6.74
300 Sheet Dual Scanner	MR4000	Each	\$24.00	Sheet Paper Deck, 2 x 500	PC-210	Each	\$7.18
Envelope Drawer Module	MY1049	Each	\$10.00	2,500 Sheet Paper Deck	PC-410	Each	\$7.18
Booklet Finisher with Punch	MJ1110	Each	\$80.00	External 50 Sheet Staple Finisher	FS-534	Each	\$15.02
				2/3 Hole Punch for FS-534	PK-520	Each	\$4.20
				Saddle Stitch Finisher	FS-534 & SD-511	Each	\$41.96

Toshiba e-Studio 4508				Konica Minolta Bizhub 454e			
A&B Business Contract #17000				Marco Contract #17001			
Digital Copier, with 1 GB Memory and 2 X 550 Sheet Paper Drawers, 1200 Sheet Paper Capacity, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 3 Hole Punch, 100 Sheet Bypass, Electronic Sorting, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 45 copies per minute, maintenance 0.0040 per copy.				Digital Copier, with 2,048 MB Memory, 250GB HDD, 1150 Sheet Capacity, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 3 Hole Punch, 150 Sheet Bypass, Electronic Sorting, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 45 copies per minute, maintenance 0.0045 per copy.			
e-Studio 4508		Each	\$79.00	Bizhub 454e		Each	\$92.78
Copier Accessories:				Copier Accessories:			
Additional Paper Drawer, 2000 Sheets	KD1059LT	Each	\$16.00	Sheet Paper Deck, 1 x 500	PC-110	Each	\$6.74
300 Sheet Dual Scanner	MR4000	Each	\$24.00	Sheet Paper Deck, 2 x 500	PC-210	Each	\$7.18
Envelope Drawer Module	MY1049	Each	\$10.00	2,500 Sheet Paper Deck	PC-410	Each	\$7.18
Booklet Finisher with Hole Punch	MJ1110	Each	\$80.00	External 50 Sheet Staple Finisher	FS-534	Each	\$15.02
				2/3 Hole Punch for FS-534	PK-520	Each	\$4.20
				Saddle Stitch Finisher	FS-534 & SD-511	Each	\$41.96

Toshiba e-Studio 657				Konica Minolta Bizhub 654e			
A&B Business Contract #17000				Marco Contract #17001			
Digital Copier, with 1GB Memory and 3600 sheet capacity, Ethernet, RJ45, Network Capable, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 3 Hole Punch, 100 Sheet Bypass, Electronic Sorting, Finisher 3000 Sheets, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 65 copies per minute, maintenance 0.0035 per copy.				Digital Copier, with 2,048 MB Memory, 250GB HDD, and 3650 Sheet Capacity, Ethernet, RJ45, Network Capable, RADF, Automatic Duplex, Fax, Scan to Email/Network, Automatic Stapling, 3 Hole Punch, 150 Sheet Bypass, Electronic Sorting, Finisher 3300 Sheets, Cabinet, 5-1/2x8-1/2 minimum copy, 11x17 copies. 65 copies per minute, maintenance 0.004 per copy.			
e-Studio 657		Each	\$146.00			Each	\$187.49
Copier Accessories:				Copier Accessories:			
Additional Paper Drawer, Capacity 4000	MP2502	Each	\$30.00	2,500 Sheet Paper Deck, 12x18	LU-204	Each	\$39.96
Booklet Finisher with Hole Punch	MN1112	Each	\$120.00	3,000 Sheet Paper Deck 8.5x11	LU-301	Each	\$21.80
				External 100 Sheet Staple Finisher	FS-535	Each	\$43.98
				2/3 Hole Punch for FS-535	PK-521	Each	\$4.20
				Saddle Stitch Finisher	FS-534 & SD-511	Each	\$41.96
				Saddle Stitch Finisher	FS-535 & SD-512	Each	\$68.53

A	B	C	D	E	F	G	H	I	J	K	L	M	N
91	STATE OF SOUTH DAKOTA												
92	RENTAL PRICE LIFE CYCLE												
93													
94													
95													
96	BIDDER A	A&B Business, Inc				BIDDER C	Marco, Inc						
97													
98	BLACK/WHITE COPIES						BLACK/WHITE COPIES						
99													
100	MFG:	Toshiba				MFG:	Konica Minolta						
101	NO:	eStudio 3508				NO:	Bizhub 227						
102	20 Copies per Minute	35 CPM				Copies per Minute:	22 CPM						
103													
104													
105	Rental Price:			69.00		Rental Price:			69.52				
106	Rental Months:			36		Rental Months:			36				
107	Total Rental Cost:			2,484.00		Total Rental Cost:			2,502.72				
108	Cost per Copy			0.0045		Cost per Copy			0.00500				
109	Copy Cost x 2,000 x 36 mos. Maintenance Cost:			324.00		Copy Cost x 2,000 x 36 mos. Maintenance Cost:			360.00				
110	Option A	Data Security, Technician Removed, H		0.010		Option A	Data Security, Technician Removed, H		150.00				
111	Option B	Data Security, Technician Removed, H		0.010		Option B	Data Security, Technician Removed, H		150.00				
112													
113	Total Bid w/Main.			\$2,808.00		Total Bid w/Main.			\$3,012.72				
114													
115	Monthly cost			\$78.00		Monthly cost			\$79.52				
116							Monthly cost difference between A&B Business						\$1.52
117							Total cost (36 mos) difference between A&B Business						\$204.72
118													
119													
120	BIDDER A	A&B Business, Inc				BIDDER C	Marco, Inc						
121													
122	BLACK/WHITE COPIES						BLACK/WHITE COPIES						
123													
124	MFG:	Toshiba				MFG:	Konica Minolta						
125	NO:	eStudio 3508				NO:	Bizhub 364e						
126	30 Copies per Minute	35 CPM				Copies per Minute:	36 CPM						
127													
128													
129	Rental Price:			77.00		Rental Price:			84.02				
130	Rental Months:			36		Rental Months:			36				
131	Total Rental Cost:			2,772.00		Total Rental Cost:			3,024.72				
132	Cost per Copy			0.0045		Cost per Copy			0.00500				
133	Copy Cost x 5,000 x 36 mos Maintenance Cost:			810.00		Copy Cost x 5,000 x 36 mos Maintenance Cost:			900.00				
134	Option A	Data Security, Technician Removed, H		0.010		Option A	Data Security, Technician Removed, H		150.00				
135	Option B	Data Security, Technician Removed, H		0.010		Option B	Data Security, Technician Removed, H		150.00				
136													
137	Total Bid w/Main.			\$3,582.00		Total Bid w/Main.			\$4,074.72				
138													
139	Monthly cost			\$99.50		Monthly cost			\$109.02				
140							Monthly cost difference between A&B Business						\$9.52
141							Total cost (36 mos) difference between A&B Business						\$492.72
142													
143													
144	BIDDER A	A&B Business, Inc				BIDDER C	Marco, Inc						
145													
146	BLACK/WHITE COPIES						BLACK/WHITE COPIES						
147													
148	MFG:	Toshiba				MFG:	Konica Minolta						
149	NO:	eStudio 4508				NO:	Bizhub 454e						
150	40 Copies per Minute	45 CPM				Copies per Minute:	45 CPM						
151													
152													
153	Rental Price:			79.00		Rental Price:			92.78				
154	Rental Months:			36		Rental Months:			36				
155	Total Rental Cost:			2,844.00		Total Rental Cost:			3,340.08				
156	Cost per Copy			0.0040		Cost per Copy			0.00450				
157	Copy Cost x 15,000 x 36 mos Maintenance Cost:			2,160.00		Copy Cost x 15,000 x 36 mos Maintenance Cost:			2,430.00				
158	Option A	Data Security, Technician Removed, H		0.010		Option A	Data Security, Technician Removed, H		150.00				
159	Option B	Data Security, Technician Removed, H		0.010		Option B	Data Security, Technician Removed, H		150.00				
160													
161	Total Bid w/Main.			\$5,004.00		Total Bid w/Main.			\$5,920.08				
162													
163	Monthly cost			\$139.00		Monthly cost			\$160.28				
164							Monthly cost difference between A&B Business						\$21.28
165							Total cost (36 mos) difference between A&B Business						\$916.08
166													
167													
168	BIDDER A	A&B Business, Inc				BIDDER C	Marco, Inc						
169													
170	BLACK/WHITE COPIES						BLACK/WHITE COPIES						
171													
172	MFG:	Toshiba				MFG:	Konica Minolta						
173	NO:	eStudio 657				NO:	Bizhub 654e						
174	60 Copies per Minute	65 CPM				Copies per Minute:	65 CPM						
175													
176													
177	Rental Price:			146.00		Rental Price:			187.49				
178	Rental Months:			36		Rental Months:			36				
179	Total Rental Cost:			5,256.00		Total Rental Cost:			6,749.64				
180	Cost per Copy			0.0035		Cost per Copy			0.00400				
181	Copy Cost x 15,000 x 36 mos Maintenance Cost:			1,890.00		Copy Cost x 15,000 x 36 mos Maintenance Cost:			2,160.00				
182	Option A	Data Security, Technician Removed, H		0.010		Option A	Data Security, Technician Removed, H		150.00				
183	Option B	Data Security, Technician Removed, H		0.010		Option B	Data Security, Technician Removed, H		150.00				
184													
185	Total Bid w/Main.			\$7,146.00		Total Bid w/Main.			\$9,059.64				
186													
187													
188							Monthly cost difference between A&B Business						\$48.99
189							Total cost (36 mos) difference between A&B Business						\$1,913.64
190													
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