COLLEGE STATION I.S.D. 9304 ROCK PRAIRIE ROAD, COLLEGE STATION, TX. 77845 (979) 764-5408 * FAX (979) 694-5636

218 November 19

PURCHASING OFFICE

INTER-DEPARTMENTAL MEMO

TO:

Mike Martindale

DATE:

November 1, 2018

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SUBJECT:

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Copier and Manage Print Services RFP #19-001

Request for Proposal (RFP) #19-001 Copier and Manage Print Services was malfed and posted on the district website on September 20, 2018 and advertised September 17 and September 24, 2018. A pre-proposal meeting was held on September 28, 2018 with bidders given the scope of work and the opportunity to ask questions.

This RFP included the replacement of existing copiers or multi-function devices (MFD) with new devices as needed, management and maintenance of the existing printers and MFD's and a district wide print management solution encompassing all print/copy operations. Responses were also required to be structured on a pay per impression basis for copies and prints made, with no minimums or maximums, providing the opportunity to lower costs by reducing the number of impressions made per campus.

Proposals were received from eight vendors:

Bidder

Total Solution-Annual

CTWP Cesco, Inc. Dahill Office Technology Corporation Dahill Office Technology Corporation - Alternate Proposal ImageNet Consulting ImageNat Consulting - Alternate Proposal Marimon Marimon - Alternate Proposal Ricch USA, Inc. Ricch USA Inc Alternate Proposal Xerox Corporation/Kyle Office Products Xerox Corporation/Kyle Office Products-Alternate Proposal	\$557,967,39 \$557,373.65 \$490,605.17 \$446,680.79 \$412,553.84 \$356,186,37 \$383,090,37 \$535,257.82 \$537,281,30 \$385,816,77
Xerox Corporation/Kyle Office Products-Alternate Proposal Zeno Imaging	\$396,105.32 \$432,078,51

Four bidders, CTWP, Dahill Office Technology Corporation, ImageNet Consulting and Xerox/Kyle Office Products were selected for vendor presentations which were held on October 22, 2018. A committee of staff members from Technology, Purchasing, Business and Administration and five campuses evaluated and scored the proposals based on the evaluation criteria in the RFP. ImageNet received the highest total score for both the base and alternate proposals per the attached evaluation summary.

It is the recommendation of Mark Pantel, Director of Purchasing and David Hutchison, Director of Technology to accept the proposal from ImageNet for Copier and Print Management Services – Compatible Toner Option for an estimated annual amount of \$412,553.84 and to finalize the agreement effective January 1, 2019 through December 31, 2022 with the option to renew the agreement for one (1) additional year and the deployment plan for implementation on January 7, 2019. As current leases expire, new Canon devices will be furnished as forty- eight (48) month leases directly with ImageNet.

Mark Pantel, Director of Purchasing

David Hutchison, Director of Technology

	Addendum Edgar Certifit Type o	Confici di Interest. HB 89 Verification	Non-Collusive Bidding Con	Phone Number: References: Authorization:	0	Sample Lease Agreeme	Printer Manufacturer Schware Quoled	MED Manufachuse Piotalat	Prior Management Software Annual Tota	College Station ISD Software - Pricing Compute	Administration Print Total Print Fleet Ausual Total	Spring Creak ES Pring Total:	Rock Prainte ES Prin South Knell ES Print Southwood Valley ES Print	Forest Notes ES Print Total: Greens Prainte ES Print Total: Pebble Creek ES Print Total:	College Hills ES Print Creek View ES Print	Oypress Grove IS Print Total: Oathwood IS Print Total: Pecan Trail IS Print Total:	College Station MS Print Total: Wellborn MS Print Total:	College Station HS Print Total: College View HS Print Total:	College Station ISD Printer First - Pricing Campus A&M Consolidated HS Print	Administration Annual MFD Total: Annual MFD Total:	Code per list G. Annual WEI Total Code Per list G. Annual WEI Total Code Per list Gas G. Annual WEI Total Code Per list Gas G. Annual WEI Total Gestal Total G. Consul USE Total Gestal Total G. Consul USE Total Gestal Total G. Consul USE Total Gestal Code G. Gas G. Gas G. Gas G.	Conness Grove IS Annual MFD Total: Datwood IS Annual MFD Total: Pecan Trad IS Annual MFD Total:	AEM Consolidated MS Annual MFD Total: College Station, MS Annual MFD Total: Wellborn MS Annual MFD Total:	ABM Consolidated Annual HS MPD Total ABM College Station HS Annual MPD Total College View HS Annual MPD Total	College Station ISD MFD Replacement Model and Pricing
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	+++	Complete	$^{+}$		es Travis Rooves	imagnet Lease included	Brothers	1	100	4 Annual Cost \$18.252.00	\$13,074.13 \$56,850.92	\$2,245.05	H	H		\$2,996,52 \$1,549,74 \$913,35	\$4,671,61	Н	Annual Cost 511,080,24	Ш	12.570.41 11.852.46 9.004.37 10.006.90 9.823.50 14.412.90 13.720.44 9.967.07 8,999.27	15,843,60 11,183,78 11,505,27	13,935.86 21,780.03 11,076.40		Imagenet Consulting W/Compatible Toner
No price glown for print regest software. Requires software. Requires software. Requires interesting the software for the sof		Ш	ш	1 (713) 722-8778 Complete Complete	3 200	Zeno Leaze Included	Pharos	Yerror		Annual Cost No bid	\$141,221.05	\$3,469,94	\$3,192,49	\$8,782,70 \$3,840,15 \$0.00	\$14,780.80 \$9,835.49	\$5,403.86 \$2,644.89 \$1,121.55	Ш	\$34,045.92 \$5,301.34	Annual Cost 518,592.86	9.210.82	11.717.21 11.674.65 7.99.00 9.33.74 8.567.31 11.736.54 9.115.04 8.466.27	15,259.59 11,176.56 11,107.32	11,105,10 12,592,93 13,965,86	48,029.61 52,160.37 5,333.52	Zeno imagin
	Complete None	П	П	2	Jon Hitt	Xerox Lease Include	Brothers PaperCut MF	Yarra Yarra		Annual Cost \$17,515.64	\$248,015.40	\$5,195.38	\$5.141.87 06.107.82	\$12,729.65 \$5,686.72 \$722,86	\$21,303.43 \$14,530.78	\$4.179.01 \$1,763.86	\$12,020,44	\$57,444.25 \$8,354.05	Annual Cost \$29.521.17	8,700.95 230,074.13	10.263.78 9.927.96 6.599.99 7.356.34 7.109.88 10.759.51 9.700.31 7.349.08 7.531.15	8,779.46 8,800.74	12,025.70 19,955.43 8,940.00	35,095.18 36,120.13 4,806.85	Dahill Office Technology Corporation - Base
Replace all printended's performance of the perform	Complete Complete None	Complete	Complete	1	Jon Hitt	d Xerox Leane Include	Brothers PaperCut MF	Anton X	\$12,515.64	Annual Cost \$12.515.64	\$199,721,74	\$3,980.41	11,916.13	\$4.360.09 \$4.360.09	\$16,374.60	\$1,345,94 \$1,345,94	00 049 TS	\$6,373,64	Annual Cast \$22,509,37	230,074.13	10,261,78 9,927,96 6,549,99 7,356,34 7,109,88 10,759,51 9,790,31 7,249,08 7,591,15	12,291.71 8,379.46 8,880.74	12,025,70 19,955,43 8,940,00	35.095.18 36.120.13 4,806.85	
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No summary page	Complete Small	Complete	Complete	(254) 752-0376 Complete Complete	James Jackson	CTWP Lease Included	HP PaperCut MF	_	\$17.556.00	Annual Cost \$17.556.00	\$267,101.12	\$5,241.62	\$5,463.57 \$5,138.78 \$16,912.32	\$17.899.63 \$5.745.83 \$6.775.08	\$21,604.60 \$14,686.47	62.701.15 8938178 0968185	\$12,066.44	\$52,712.95	Annual Cost 529,556.96	196214 27430257	12,544.86 10,571.62 8,071.62 8,981.86 8,981.86 13,453.64 11,592.26 8,624.04 8,980.15	15,304.42 11,820.50 11,980.82	14,923.70 23,767.87 12,040.08	41.494.51 40.258.18 5.256.73	CTWP Document Imaging
Does not require process of trapile process of comments. Preining 100 100 110 110 110 110 110 110 110 11	Complete	Complete	Complete	(979) 599-5231 Complete Complete	Rebocca Cella	signed lease documents	PaperCut MF	Bireh	5363803	Annual Cost \$36,360.52	\$237,514.79	\$4,976.90	\$5,165.93 \$5,165.93	\$10,819,00 \$5,274,38 \$6,014,03	\$17,468,76 \$12,364,25	\$7,604.23 \$4,318.00 \$7,451.84	\$11,042,79 \$2,934,40	\$47,090,37	Annual Cost \$28,247.15	9,081.96	11,18281 10,28931 8,09281 8,09115 8,575.00 11,375.76 10,51215 8,851.03 7,844.64	9,628.00 9,628.00 9,869.70	20.916.10 12.956.35	41.588.44 43.991.46 4,652.78	Ricoh USA, Inc
Does not require signed leave documents. Principal control from DR-1730-3041. All option by NX-12 principal signed principal		Complete	Complete	(979) 599-5231 Complete Complete	Rebecca Cella	signed lease documents	HP Streamline NX v3	Birch	\$34,494.00	Annual Cost \$38,404.00	\$237,514.79	\$4,976.90	\$5,165.93 \$1,164.67	\$5,274.38 \$6,014.03	\$17,468.76 \$12,364.25	52,451.84 54,518.00 57,451.84	\$11,042.79 \$2,934.40	\$1,070,17	Annual Cost \$28,247.15	9,041.96	11 182.61 10.299.11 8.092.81 8.091.15 8.575.00 11.575.76 10.512.15 8.851.03 7.844.64	9,628.00 9,628.00 9,869.70	20.916.10 20.916.10	41.583.44 43.991.46 4.652.78	Ricoh USA, Inc Alternative
Devellation under section 1.1 Plantes blaspint current Plantes blaspint current aud new Icenses; 119 a. 190,190,190,190,190,190,190,190,190,190,	Complete	Complete Complete	Complete	(979) 250-3377 Complete Complete	Tracy Kyle	Xerox Lease Included	Pharos		\$30,169,00	Annual Cost \$30,166.00	\$105,781.75	\$3.523.13	\$3,641.93	50 504 37 53 888 68 54 587 31	\$10.205.012	\$1,202.91 \$1,000.11 \$2,000.11	\$1,362.25	\$6,049.73		2,532,04	12 .065.74 12 .396 66 6.206.95 4.306.65 5.500.91 5.500.91 6.935.83 4.439.22 9.511.92 9.512.93	10,879.97 5,897.05 0.00	25,183.47 0.00	44,56667 13,542,93 0,000	Xerox Corporation and Kyle Office Products - Base
walloou under seelien 1.1. Phure walloou under seelien 1.1. Phure balapine: (19 lis 1201/25-12	Complete	Complete Complete	Complete	(979) 260-3377 Complete Complete	Tracy Kylo	Xerox Lease Included	HP Pharos	Xarox	\$30,169,00	Annual Cost \$30,169.00	\$165,756.75	\$3,523,13	\$4.057.51 \$3.641.93 \$11.600.99	54.584.37 54.587.31	00'900'015 19'90'89'5	\$1,202.91 \$3,004.21				2,532,04	13.264.84 13.236.66 14.236.66 4.131.56 4.131.56 4.131.56 4.131.51 14.135.41 11.314.48	10,879.97 5,148.13 0.00	14,149,17 10,144,01 0.00	ANTINES COST 4704295 13 04291 764 26	Xerux Corporation and Kyle Office Products- Recommended by Kyle - Alternate Assurations
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COLLEGE STATION INDEPENDENT SCHOOL DISTRICT REQUEST FOR PROPOSALS (RFP) # 19-001 — COPIER AND MANAGE PRINT SERVICE

ΕVA	80	8.0	0.7	6.0	0.2	4.0	3.0	2.0	ŭ		
EVALUATORS: Committee Date: 10-31-18:	Sum of Points by Contractor (Sum of above 1000 Max.)= Recommended Vendor: ImageNet.	For a contract for goods and services, other than goods and services related to telecommunications and information services, building construction and maintenance, or instructional materials, whether the vendor or the vendor's ultimate parent company or majority owner: A) Has its principal place of business in this state; or B) Employs at least 500 persons in this state; (0-0) =	the impact on the ability of the district to comply wi and rules relating to historically underutilized busin small, minority owned or labor surplus area fin	The total long-term cost to the district to acquire the vendor's goods or services; (0-10)=	The vendor's past relationship with the district (0-10) =	Extent to which the goods or services meet the District's needs as defined in this RFP; (0-15)=	Quality of the vendor's goods or services including print devices, supplies, software and service; (0-15)=	(Lowest Price) (Proposers Price) (Maximum Points) The reputation of the vendor and of the vendor's goods and/or services (0-5) =	\$35	Item Evaluated	
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