



Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
**Master Agreement**

Order Date: 2017-03-08

CORRECT ORDER NUMBER  
 MUST APPEAR ON ALL PACKAGES,  
 INVOICES, AND SHIPPING PAPERS.  
 QUESTIONS CONCERNING THIS  
 ORDER SHOULD BE DIRECTED TO  
 THE DEPARTMENT CONTACT.

Order Number: CMA 0212 0212 SWC0000000028	Procurement Folder: 275520
Document Name: Statewide contract for digital copiers - DIGCOP17	Reason for Modification: Change Order No. 1 - to cancel the contract in its entirety per the attached documentation.
Document Description: Statewide contract for digital copiers - DIGCOP17	Cancellation Effective Date: 03/06/2017
Procurement Type: Central Master Agreement	
Buyer Name: Crystal Rink	
Telephone: (304) 558-2402	
Email: crystal.g.rink@wv.gov	
Shipping Method: Best Way	Effective Start Date: 2017-03-01
Free on Board: FOB Dest, Freight Prepaid	Effective End Date: 2017-03-06

VENDOR	DEPARTMENT CONTACT
Vendor Customer Code: VC0000034708 AARONS BUSINESS SOLUTIONS 1041 8TH AVE  HUNTINGTON WV 25701  US Vendor Contact Phone: (513) 769-0606 Extension: 1145 Discount Percentage: 0.0000 Discount Days: 0	Requestor Name: Crystal Rink Requestor Phone: (304) 558-2402 Requestor Email: crystal.g.rink@wv.gov

INVOICE TO	SHIP TO
ALL STATE AGENCIES VARIOUS LOCATIONS AS INDICATED BY ORDER  No City WV 99999 US	STATE OF WEST VIRGINIA VARIOUS LOCATIONS AS INDICATED BY ORDER  No City WV 99999 US

Total Order Amount	Open End
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AGENCY COPY

TR 3/8/17

<b>PURCHASING DIVISION AUTHORIZATION</b> SIGNED BY: <i>[Signature]</i> DATE: 3/8/17 ELECTRONIC SIGNATURE ON FILE	<b>ATTORNEY GENERAL APPROVAL AS TO FORM</b> SIGNED BY: <i>[Signature]</i> DATE: <i>[Signature]</i> ELECTRONIC SIGNATURE ON FILE	<b>ENCUMBRANCE CERTIFICATION</b> SIGNED BY: <i>Beverly Tolson</i> DATE: <i>[Signature]</i> ELECTRONIC SIGNATURE ON FILE MAR 9 2017
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**Extended Description:**

Change Order No. 1 - to cancel the contract in its entirety per the attached documentation.

Cancellation Effective Date: 03/06/2017

Line	Commodity Code	Manufacturer	Model No	Unit	Unit Price
1	44101501			LS	\$0.000000
	<b>Service From</b>	<b>Service To</b>			

**Commodity Line Description:** Statewide Contract for Digital Copiers

**Extended Description:**

Statewide Contract for Digital Copiers - See attached pricing pages

SWC0000000028	<b>Document Phase</b> Pending	<b>Document Description</b> Statewide contract for digital copiers - DIGCOP17	<b>Page 3</b> <b>of 3</b>
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**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions



**JIM JUSTICE**  
GOVERNOR

STATE OF WEST VIRGINIA  
**DEPARTMENT OF ADMINISTRATION**  
**PURCHASING DIVISION**  
2019 WASHINGTON STREET, EAST  
CHARLESTON, WEST VIRGINIA 25305-0130

**JOHN A. MYERS**  
CABINET SECRETARY  
**DAVID TINCHER**  
DIRECTOR

March 6, 2017

Mark Salmons  
Aarons Business Solutions  
1041 8<sup>th</sup> Avenue  
Huntington, WV 25701  
Fax: 304-525-3069

RE: Contract No. DIGCOP17  
Protest of Copiers

Mr. Salmons,

The Purchasing Division received a protest from Komax Business Systems dated March 6, 2017. After reviewing that protest, the Purchasing Division has determined that the pricing sheet was flawed. More specifically, the pricing sheet failed to accurately represent the total purchased and rented machines, and failed to incorporate the total leased costs over the life of the lease. A copy of the protest is enclosed with this letter.

Accordingly, you are hereby directed to cease and desist from fulfilling any orders under the contract issued to your firm as DIGCOP17. Given the problems noted above, the contract will be cancelled, specifications will be revised to more accurately reflect the State's usage and cost, and the solicitation will be rebid.

Respectfully,

A handwritten signature in black ink, appearing to read "David Tinchler".

David Tinchler, CPPO, Director  
West Virginia Purchasing Division

Enc. Protest  
Cc: Bob Maxwell, Komax Business Systems



JIM JUSTICE  
GOVERNOR

STATE OF WEST VIRGINIA  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION  
2019 WASHINGTON STREET, EAST  
CHARLESTON, WEST VIRGINIA 25305-0130

JOHN A. MYERS  
CABINET SECRETARY  
DAVID TINCHER  
DIRECTOR

March 6, 2017

Bob Maxwell  
Komax Business Systems  
500 D Street  
South Charleston, WV 25303  
Fax: 304-744-7450

RE: Contract No. DIGCOP17  
Protest of Copiers

Mr. Maxwell,

The Purchasing Division received your firm's protest dated March 6, 2017. After reviewing that protest, the Purchasing Division has determined that the pricing sheet was flawed. More specifically, the pricing sheet failed to accurately represent the total purchased and rented machines, and failed to incorporate the total leased costs over the life of the lease.

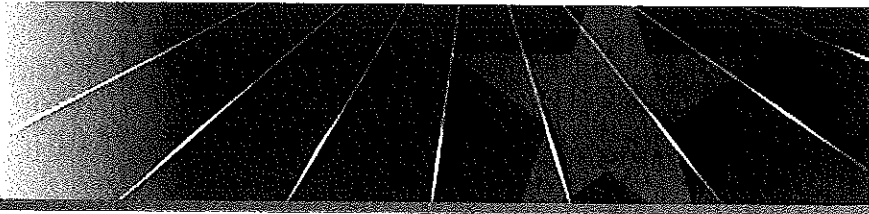
The Purchasing Division also noticed that your firm raised a concern about a single quantity listed in the pricing page during the question and answer period. As you know, that quantity was revised by addendum prior to bid opening. After bids were opened and a contract award was made, your firm then objected to the entirety of the pricing structure. In the future, the Purchasing Division would very much appreciate any objections to the pricing structure or other aspects of the specifications be raised during the question and answer period or the protest of specification period. Doing so allows the Purchasing Division to revise the specifications through addendum and avoid the need to cancel, revise, and rebid the solicitation.

Given the flaws noted above, the Purchasing Division has issued a cease and desist letter to the awarded vendor and the cancelation of DIGCOP17 is in process. A new solicitation with revised specifications and pricing will be issued in the near future.

Respectfully,

A handwritten signature in black ink, appearing to read "David Tinchler".

David Tinchler, CPPO, Director  
West Virginia Purchasing Division



March 6, 2017

Attn: Tara Lyle  
Dept. of Administration / Purchasing Division  
2019 Washington St. E.  
Charleston, WV 25305



Ref: Protest of State Copier Contract (DIGCOP17)

Ms. Lyle;

We have received and reviewed the CD that contained all of the documentation used in evaluating the copier bids. After reviewing this information, we are formally protesting the award of this contract to Aarons Business Solutions. We are basing this protest on the fact that the award should go to the "low bidder that meets the specifications". However, after evaluating all the bids, it is very clear that the formula used to calculate rental costs is flawed and does not accurately represent the true total cost to the State of West Virginia.

On the Purchase bands, you rightfully used Life Cycle parameters by multiplying the maintenance cost by 36 months. However, on the Rental Bands the formula used on the evaluation sheets, only ONE MONTH of rental costs is considered, regardless of the term of the rental. To show the true life cycle cost of a rental unit, you would need to multiply the monthly cost by the term. For example, if the monthly rental cost is \$100, and the rental term is 36 months, the total cost of the rental would be \$3600. The State agencies are not renting systems for (1) month, the term of the rental is either 24, 36 or 48 months.

By not multiplying the monthly cost by the rental term, you are not analyzing the true total cost from each vendor. For example, Vendor A bids the 36 month rental at \$100, and Vendor B bids the 36 month rental at \$125. By your current formula, Vendor A would be \$25 lower than Vendor B. In reality, Vendor A is \$900 lower than Vendor B. The State Agency will be paying \$900 less to Vendor A over the course of the rental... not \$25. It's imperative that rental pricing be accurate and fully account for the total term of the rental. Our historical data shows that 94% of the State Agencies acquire their systems by rental.

We have enclosed an analysis that shows the difference between the bids from KOMAX Business Systems and Aarons Business Solutions. When the rental price is extended to the term of the rental, KOMAX is actually \$700,000 lower than Aarons!!! These are not fake numbers, they simply reflect the actual cost of the rental for the designated term. We think this analysis makes it very clear that KOMAX Business Systems is the low bidder that meets the specifications. We respectfully ask that the award to Aarons be cancelled, and the contract be awarded to the actual low bidder... KOMAX Business Systems. We look forward to your response. Thanks for your time and consideration.

Bob Maxwell  
Owner

KOMAX Business Systems  
304-744-7440  
[bmaxwell@komaxwv.com](mailto:bmaxwell@komaxwv.com)

1	Purchase	Monochrome			KOMAX	Aaron's	Diff. By Band
		<b>Band 1</b>					
		Copier	Konica Minolta	bizhub 3320	10	\$ 396.48	\$3,964.80
		Scanning		Included	10	\$ -	\$0.00
		Network Printing		Included	10	\$ -	\$0.00
		Fax		Included	10	\$ -	\$0.00
		Monthly Maintenance Charge Per Copier			360	\$ 20.40	\$7,344.00
		Per Copy Maintenance Overage Charge			18,000	\$ 0.01000	\$180.00
		<b>Total for Band</b>					\$11,488.80
							\$10,262.80
							\$1,226.00
		<b>Band 2</b>					
		Copier	Konica Minolta	bizhub 287	20	\$ 2,186.39	\$43,727.80
		Scanning		Included	20	\$ -	\$0.00
		Network Printing		Included	20	\$ -	\$0.00
		Fax		Included	20	\$ -	\$0.00
		Staple		Included	20	\$ -	\$0.00
		Monthly Maintenance Charge Per Copier			720	\$ 23.75	\$17,100.00
		Per Copy Maintenance Overage Charge			18,000	\$ 0.01000	\$180.00
		<b>Total for Band</b>					\$61,007.80
							\$50,010.00
							\$10,997.80
		<b>Band 3</b>					
		Copier	Konica Minolta	bizhub 308	10	\$ 2,222.03	\$22,220.30
		Scanning		Included	10	\$ -	\$0.00
		Network Printing		Included	10	\$ -	\$0.00
		Fax		Included	10	\$ -	\$0.00
		Staple		Included	10	\$ -	\$0.00
		Monthly Maintenance Charge Per Copier			360	\$ 33.70	\$12,132.00
		Per Copy Maintenance Overage Charge			18,000	\$ 0.01000	\$180.00
		<b>Total for Band</b>					\$34,352.30
							\$29,700.00
							\$4,652.30
		<b>Band 4</b>					
		Copier	Konica Minolta	bizhub 454e	10	\$ 2,899.07	\$28,990.70
		Scanning		Included	10	\$ -	\$0.00
		Network Printing		Included	10	\$ -	\$0.00
		Fax		Included	10	\$ -	\$0.00
		Staple		Included	10	\$ -	\$0.00
		Monthly Maintenance Charge Per Copier			360	\$ 39.20	\$14,112.00
		Per Copy Maintenance Overage Charge			18,000	\$ 0.01000	\$180.00
		<b>Total for Band</b>					\$43,282.70
							\$38,483.00
							\$4,799.70
1	Purchase (cont.)	Monochrome					
		<b>Band 5</b>					
		Copier	Konica Minolta	bizhub 554e	10	\$ 3,513.32	\$35,133.20
		Scanning		Included	10	\$ -	\$0.00
		Network Printing		Included	10	\$ -	\$0.00
		Fax		Included	10	\$ -	\$0.00
		Staple		Included	10	\$ -	\$0.00
		Monthly Maintenance Charge Per Copier			360	\$ 69.35	\$24,966.00
		Per Copy Maintenance Overage Charge			18,000	\$ 0.01000	\$180.00
		<b>Total for Band</b>					\$60,279.20
							\$45,903.00
							\$14,376.20
		<b>Band 6</b>					
		Copier	Konica Minolta	bizhub 654e	5	\$ 5,213.87	\$26,069.35
		Scanning		Included	5	\$ -	\$0.00
		Network Printing		Included	5	\$ -	\$0.00
		Fax		Included	5	\$ -	\$0.00
		Staple		Included	5	\$ -	\$0.00
		Monthly Maintenance Charge Per Copier			180	\$ 95.00	\$17,100.00
		Per Copy Maintenance Overage Charge			18,000	\$ 0.01000	\$180.00

<b>Total for Band</b>					<b>\$43,349.35</b>	<b>\$34,672.20</b>	<b>\$8,677.15</b>
<b>Band 7</b>							
Copier	Konica Minol	bizhub 808	10	\$ 6,150.83	\$61,508.30		
Scanning		Included	10	\$ -	\$0.00		
Network Printing		Included	10	\$ -	\$0.00		
Fax		Included	10	\$ -	\$0.00		
Staple		Included	10	\$ -	\$0.00		
Monthly Maintenance Charge Per Copier			360	\$ 128.50	\$46,260.00		
Per Copy Maintenance Overage Charge			18,000	\$ 0.01000	\$180.00		
<b>Total for Band</b>					<b>\$107,948.30</b>	<b>\$86,874.40</b>	<b>\$21,073.90</b>
<b>Total Purchase Price of Monochrome Bands 1 through 7</b>					<b>\$361,708.45</b>		

Item No.	Order Type	Item Description	Brand Name	Model No.	Est. Quantity	Unit Price		Total Price
2	Purchase	Color						
<b>Band 1</b>								
Copier	Konica Minol	bizhub C-3350	5	\$ 1,151.07	\$5,755.35			
Scanning		Included	5	\$ -	\$0.00			
Network Printing		Included	5	\$ -	\$0.00			
Fax		Included	5	\$ -	\$0.00			
Per Copy Maintenance Charge (Color)			72,000	\$ 0.06000	\$4,320.00			
Per Copy Maintenance Charge (Monochrome)			144,000	\$ 0.01500	\$2,160.00			
<b>Total for Band</b>					<b>\$12,235.35</b>	<b>\$14,512.00</b>	<b>(\$2,276.65)</b>	
<b>Band 2</b>								
Copier	Konica Minol	bizhub C-258	10	\$ 2,343.83	\$23,438.30			
Scanning		Included	10	\$ -	\$0.00			
Network Printing		Included	10	\$ -	\$0.00			
Fax		Included	10	\$ -	\$0.00			
Staple		Included	10	\$ -	\$0.00			
Per Copy Maintenance Charge (Color)			72,000	\$ 0.04000	\$2,880.00			
Per Copy Maintenance Charge (Monochrome)			144,000	\$ 0.00700	\$1,008.00			
<b>Total for Band</b>					<b>\$27,326.30</b>	<b>\$30,396.00</b>	<b>(\$3,069.70)</b>	
<b>Band 3</b>								
Copier	Konica Minol	bizhub C-308	5	\$ 2,875.13	\$14,375.65			
Scanning		Included	5	\$ -	\$0.00			
Network Printing		Included	5	\$ -	\$0.00			
Fax		Included	5	\$ -	\$0.00			
Staple		Included	5	\$ -	\$0.00			
Per Copy Maintenance Charge (Color)			72,000	\$ 0.04000	\$2,880.00			
Per Copy Maintenance Charge (Monochrome)			144,000	\$ 0.00700	\$1,008.00			
<b>Total for Band</b>					<b>\$18,263.65</b>	<b>\$20,134.00</b>	<b>(\$1,870.35)</b>	
<b>Band 4</b>								
Copier	Konica Minol	bizhub C-458	10	\$ 3,746.42	\$37,464.20			
Scanning		Included	10	\$ -	\$0.00			
Network Printing		Included	10	\$ -	\$0.00			
Fax		Included	10	\$ -	\$0.00			
Staple		Included	10	\$ -	\$0.00			
Per Copy Maintenance Charge (Color)			72,000	\$ 0.04000	\$2,880.00			
Per Copy Maintenance Charge (Monochrome)			144,000	\$ 0.00700	\$1,008.00			
<b>Total for Band</b>					<b>\$41,352.20</b>	<b>\$47,060.00</b>	<b>(\$5,707.80)</b>	
<b>Total Purchase Price of Color Bands 1-4</b>					<b>\$99,177.50</b>			



Item No.	Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)
3	24 Month Lease	Monochrome				
		<b>Band 1</b>				
		Copier (Inc Konica Minol	bizhub 3320	5	\$ 38.00	\$190.00
		Scanning	Included	5	\$ -	\$0.00
		Network Printing	Included	5	\$ -	\$0.00
		Fax	Included	5	\$ -	\$0.00
		Per Copy Maintenance Overage Charge (		500	\$ 0.01500	\$7.50
		<b>Total for Band 1</b>				\$197.50
						\$354.80
						(\$3,775.20)
		<b>Band 2</b>				
		Copier (Inc Konica Minol	bizhub 287	5	\$ 126.97	\$634.85
		Scanning	Included	5	\$ -	\$0.00
		Network Printing	Included	5	\$ -	\$0.00
		Fax	Included	5	\$ -	\$0.00
		Staple	Included	5	\$ -	\$0.00
		Per Copy Maintenance Overage Charge (		500	\$ 0.01000	\$5.00
		<b>Total for Band 2</b>				\$639.85
						\$822.50
						(\$4,383.60)
		<b>Band 3</b>				
		Copier (Inc Konica Minol	bizhub 308	5	\$ 138.62	\$693.10
		Scanning	Included	5	\$ -	\$0.00
		Network Printing	Included	5	\$ -	\$0.00
		Fax	Included	5	\$ -	\$0.00
		Staple	Included	5	\$ -	\$0.00
		Per Copy Maintenance Overage Charge (		500	\$ 0.01000	\$5.00
		<b>Total for Band 3</b>				\$698.10
						\$917.50
						(\$5,265.60)
3	24 Month Lease (cont.)	Monochrome				
		<b>Band 4</b>				
		Copier (Inc Konica Minol	bizhub 454e	5	\$ 176.36	\$881.80
		Scanning	Included	5	\$ -	\$0.00
		Network Printing	Included	5	\$ -	\$0.00
		Fax	Included	5	\$ -	\$0.00
		Staple	Included	5	\$ -	\$0.00
		Per Copy Maintenance Overage Charge (		500	\$ 0.01000	\$5.00
		<b>Total for Band 4</b>				\$886.80
						\$1,101.75
						(\$5,158.80)
		<b>Band 5</b>				
		Copier (Inc Konica Minol	bizhub 554e	5	\$ 235.76	\$1,178.80
		Scanning	Included	5	\$ -	\$0.00
		Network Printing	Included	5	\$ -	\$0.00
		Fax	Included	5	\$ -	\$0.00
		Staple	Included	5	\$ -	\$0.00
		Per Copy Maintenance Overage Charge (		500	\$ 0.01000	\$5.00
		<b>Total for Band 5</b>				\$1,183.80
						\$1,306.75
						(\$2,950.80)
		<b>Band 6</b>				
		Copier (Inc Konica Minol	bizhub 654e	5	\$ 342.39	\$1,711.95
		Scanning	Included	5	\$ -	\$0.00
		Network Printing	Included	5	\$ -	\$0.00

Difference X  
Rental Term

Fax	Included	5	\$ -	\$0.00		
Staple	Included	5	\$ -	\$0.00		
Per Copy Maintenance Overage Charge		500	\$ 0.01000	\$5.00		
<b>Total for Band 6</b>					\$1,716.95	\$1,786.45 (\$1,668.00)
<b>Band 7</b>						
Copier (Inc Konica Minol)	bizhub 808	5	\$ 420.50	\$2,102.50		
Scanning	Included	5	\$ -	\$0.00		
Network Printing	Included	5	\$ -	\$0.00		
Fax	Included	5	\$ -	\$0.00		
Staple	Included	5	\$ -	\$0.00		
Per Copy Maintenance Overage Charge		500	\$ 0.01000	\$5.00		
<b>Total for Band 7</b>					\$2,107.50	\$2,156.40 (\$1,173.60)
<b>Monthly Lease Price of Monochrome Bands 1 through 7 for 24 Month Lease</b>					\$7,430.50	

Item No.	Order Type	Item Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)
4	24 Month Lease	Color					
<b>Band 1</b>							
		Copier	Konica Minol	bizhub C-3350	5	\$ 54.07	\$270.35
		Scanning	Included		5	\$ -	\$0.00
		Network Printing	Included		5	\$ -	\$0.00
		Fax	Included		5	\$ -	\$0.00
		Per Copy Maintenance Charge (Color)			2,000	\$ 0.06000	\$120.00
		Per Copy Maintenance Charge (Monoch)			4,000	\$ 0.01500	\$60.00
<b>Total for Band 1</b>							\$450.35
							\$712.00 (\$6,279.60)
<b>Band 2</b>							
		Copier	Konica Minol	bizhub C-258	5	\$ 110.72	\$553.60
		Scanning	Included		5	\$ -	\$0.00
		Network Printing	Included		5	\$ -	\$0.00
		Fax	Included		5	\$ -	\$0.00
		Staple	Included		5	\$ -	\$0.00
		Per Copy Maintenance Charge (Color)			2,000	\$ 0.04000	\$80.00
		Per Copy Maintenance Charge (Monoch)			4,000	\$ 0.00700	\$28.00
<b>Total for Band 2</b>							\$661.60
							\$876.00 (\$5,145.60)
<b>Band 3</b>							
		Copier	Konica Minol	bizhub C-308	5	\$ 136.02	\$680.10
		Scanning	Included		5	\$ -	\$0.00
		Network Printing	Included		5	\$ -	\$0.00
		Fax	Included		5	\$ -	\$0.00
		Staple	Included		5	\$ -	\$0.00
		Per Copy Maintenance Charge (Color)			2,000	\$ 0.04000	\$80.00
		Per Copy Maintenance Charge (Monoch)			4,000	\$ 0.00700	\$28.00
<b>Total for Band 3</b>							\$788.10
							\$1,044.00 (\$6,141.60)
<b>Band 4</b>							
		Copier	Konica Minol	bizhub C-458	5	\$ 177.51	\$887.55
		Scanning	Included		5	\$ -	\$0.00
		Network Printing	Included		5	\$ -	\$0.00
		Fax	Included		5	\$ -	\$0.00
		Staple	Included		5	\$ -	\$0.00

Per Copy Maintenance Charge (Color)	2,000	\$ 0.04000	\$80.00
Per Copy Maintenance Charge (Monochrome)	4,000	\$ 0.00700	\$28.00
<b>Total for Band 4</b>			<b>\$995.55</b>
<b>Total Monthly Lease Price of Color Bands 1 through 4 for 24 Month Lease</b>			<b>\$2,895.60</b>

\$1,250.00 (\$6,106.80)

Item No.	Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)
5	36 Month Lease	Monochrome				
	<b>Band 1</b>					
	Copier (incl Konica Minol)	bizhub 3320		30	\$ 32.13	\$963.90
	Scanning	Included		30	\$ -	\$0.00
	Network Printing	Included		30	\$ -	\$0.00
	Fax	Included		30	\$ -	\$0.00
	Per Copy Maintenance Overage Charge			500	\$ 0.01500	\$7.50
	<b>Total for Band 1</b>					<b>\$971.40</b>
	<b>Band 2</b>					
	Copier (incl Konica Minol)	bizhub 287		10	\$ 92.56	\$925.60
	Scanning	Included		10	\$ -	\$0.00
	Network Printing	Included		10	\$ -	\$0.00
	Fax	Included		10	\$ -	\$0.00
	Staple	Included		10	\$ -	\$0.00
	Per Copy Maintenance Overage Charge			500	\$ 0.01000	\$5.00
	<b>Total for Band 2</b>					<b>\$930.60</b>
	<b>Band 3</b>					
	Copier (incl Konica Minol)	bizhub 308		40	\$ 103.65	\$4,146.00
	Scanning	Included		40	\$ -	\$0.00
	Network Printing	Included		40	\$ -	\$0.00
	Fax	Included		40	\$ -	\$0.00
	Staple	Included		40	\$ -	\$0.00
	Per Copy Maintenance Overage Charge			500	\$ 0.01000	\$5.00
	<b>Total for Band 3</b>					<b>\$4,151.00</b>
	<b>Band 4</b>					
	Copier (incl Konica Minol)	bizhub 454e		40	\$ 130.64	\$5,225.60
	Scanning	Included		40	\$ -	\$0.00
	Network Printing	Included		40	\$ -	\$0.00
	Fax	Included		40	\$ -	\$0.00
	Staple	Included		40	\$ -	\$0.00
	Per Copy Maintenance Overage Charge			500	\$ 0.01000	\$5.00
	<b>Total for Band 4</b>					<b>\$5,230.60</b>
5	36 Month Lease (cont.)	Monochrome				
	<b>Band 5</b>					
	Copier (incl Konica Minol)	bizhub 554e		40	\$ 180.29	\$7,211.60
	Scanning	Included		40	\$ -	\$0.00
	Network Printing	Included		40	\$ -	\$0.00
	Fax	Included		40	\$ -	\$0.00
	Staple	Included		40	\$ -	\$0.00
	Per Copy Maintenance Overage Charge			500	\$ 0.01000	\$5.00
	<b>Total for Band 5</b>					<b>\$7,216.60</b>

\$1,594.80 (\$22,442.40)

\$1,192.50 (\$9,428.40)

\$5,322.50 (\$42,174.00)

\$6,481.75 (\$45,041.40)

\$7,721.75 (\$18,185.40)

<b>Band 6</b>							
Copier (Inc	Konica Minol	bizhub 654e	20	\$ 259.92		\$5,198.40	
Scanning		Included	20	\$ -		\$0.00	
Network Printing		Included	20	\$ -		\$0.00	
Fax		Included	20	\$ -		\$0.00	
Staple		Included	20	\$ -		\$0.00	
Per Copy Maintenance Overage Charge (			500	\$ 0.01000		\$5.00	
<b>Total for Band 6</b>						\$5,203.40	\$5,321.45 (\$4,249.80)
<b>Band 7</b>							
Copier (Inc	Konica Minol	bizhub 808	10	\$ 323.17		\$3,231.70	
Scanning		Included	10	\$ -		\$0.00	
Network Printing		Included	10	\$ -		\$0.00	
Fax		Included	10	\$ -		\$0.00	
Staple		Included	10	\$ -		\$0.00	
Per Copy Maintenance Overage Charge (			500	\$ 0.01000		\$5.00	
<b>Total for Band 7</b>						\$3,236.70	\$3,231.40 \$190.80
<b>Monthly Lease Price of Monochrome Bands 1 through 7 for 36 Month Lease</b>						\$26,940.30	

Item No.	Order Type	Item Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)
6	36 Month Lease	Color					
<b>Band 1</b>							
Copier	Konica Minol	bizhub C-3350	5	\$ 36.05		\$180.25	
Scanning		Included	5	\$ -		\$0.00	
Network Printing		Included	5	\$ -		\$0.00	
Fax		Included	5	\$ -		\$0.00	
Per Copy Maintenance Charge (Color)			2,000	\$ 0.06000		\$120.00	
Per Copy Maintenance Charge (Monoch)			4,000	\$ 0.01500		\$60.00	
<b>Total for Band 1</b>						\$360.25	\$512.00 (\$5,463.00)
<b>Band 2</b>							
Copier	Konica Minol	bizhub C258	5	\$ 73.81		\$369.05	
Scanning		Included	5	\$ -		\$0.00	
Network Printing		Included	5	\$ -		\$0.00	
Fax		Included	5	\$ -		\$0.00	
Staple		Included	5	\$ -		\$0.00	
Per Copy Maintenance Charge (Color)			2,000	\$ 0.04000		\$80.00	
Per Copy Maintenance Charge (Monoch)			4,000	\$ 0.00700		\$28.00	
<b>Total for Band 2</b>						\$477.05	\$611.00 (\$4,822.20)
<b>Band 3</b>							
Copier	Konica Minol	bizhub C-308	40	\$ 90.68		\$3,627.20	
Scanning		Included	40	\$ -		\$0.00	
Network Printing		Included	40	\$ -		\$0.00	
Fax		Included	40	\$ -		\$0.00	
Staple		Included	40	\$ -		\$0.00	
Per Copy Maintenance Charge (Color)			2,000	\$ 0.04000		\$80.00	
Per Copy Maintenance Charge (Monoch)			4,000	\$ 0.00700		\$28.00	
<b>Total for Band 3</b>						\$3,735.20	\$5,024.00 (\$46,396.80)
<b>Band 4</b>							

Copier	Konica Minol	bizhub C-458	40	\$ 118.34	\$4,733.60	
Scanning		Included	40	\$ -	\$0.00	
Network Printing		Included	40	\$ -	\$0.00	
Fax		Included	40	\$ -	\$0.00	
Staple		Included	40	\$ -	\$0.00	
Per Copy Maintenance Charge (Color)			2,000	\$ 0.04000	\$80.00	
Per Copy Maintenance Charge (Monochr)			4,000	\$ 0.00700	\$28.00	
<b>Total for Band 4</b>					<b>\$4,841.60</b>	<b>\$6,220.00 (\$49,622.40)</b>
<b>Total Monthly Lease Price of Color Bands 1 through 4 for 36 Month Lease</b>					<b>\$9,414.10</b>	

Item No.	Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month	Total Price Per Month (Including Maintenance)
7	48 Month Lease	Monochrome				
		<b>Band 1</b>				
		Copier (Incl)	Konica Minol bizhub 3320	30	\$ 29.20	\$876.00
		Scanning	Included	30	\$ -	\$0.00
		Network Printing	Included	30	\$ -	\$0.00
		Fax	Included	30	\$ -	\$0.00
		Per Copy Maintenance Overage Charge (		500	\$ 0.01500	\$7.50
		<b>Total for Band 1</b>				<b>\$883.50</b>
						<b>\$1,414.80 (\$25,502.40)</b>
		<b>Band 2</b>				
		Copier (Incl)	Konica Minol bizhub 287	30	\$ 75.36	\$2,260.80
		Scanning	Included	30	\$ -	\$0.00
		Network Printing	Included	30	\$ -	\$0.00
		Fax	Included	30	\$ -	\$0.00
		Staple	Included	30	\$ -	\$0.00
		Per Copy Maintenance Overage Charge (		500	\$ 0.01000	\$5.00
		<b>Total for Band 2</b>				<b>\$2,265.80</b>
						<b>\$3,122.50 (\$41,121.60)</b>
		<b>Band 3</b>				
		Copier (Incl)	Konica Minol bizhub 308	80	\$ 86.16	\$6,892.80
		Scanning	Included	80	\$ -	\$0.00
		Network Printing	Included	80	\$ -	\$0.00
		Fax	Included	80	\$ -	\$0.00
		Staple	Included	80	\$ -	\$0.00
		Per Copy Maintenance Overage Charge (		500	\$ 0.01000	\$5.00
		<b>Total for Band 3</b>				<b>\$6,897.80</b>
						<b>\$9,362.50 (\$118,305.60)</b>
		<b>Band 4</b>				
		Copier (Incl)	Konica Minol bizhub 454e	40	\$ 107.78	\$4,311.20
		Scanning	Included	40	\$ -	\$0.00
		Network Printing	Included	40	\$ -	\$0.00
		Fax	Included	40	\$ -	\$0.00
		Staple	Included	40	\$ -	\$0.00
		Per Copy Maintenance Overage Charge (		500	\$ 0.01000	\$5.00
		<b>Total for Band 4</b>				<b>\$4,316.20</b>
						<b>\$5,721.75 (\$67,466.40)</b>
7	48 Month Lease (cont.)	Monochrome				
		<b>Band 5</b>				
		Copier (Incl)	Konica Minol bizhub 554e	30	\$ 152.55	\$4,576.50

Scanning		Included	30	\$ -	\$0.00		
Network Printing		Included	30	\$ -	\$0.00		
Fax		Included	30	\$ -	\$0.00		
Staple		Included	30	\$ -	\$0.00		
Per Copy Maintenance Overage Charge (			500	\$ 0.01000	\$5.00		
<b>Total for Band 5</b>					\$4,581.50	\$5,071.75	(\$23,532.00)
<b>Band 6</b>							
Copier (Inc Konica Minol	bizhub 654e		35	\$ 218.69	\$7,654.15		
Scanning		Included	35	\$ -	\$0.00		
Network Printing		Included	35	\$ -	\$0.00		
Fax		Included	35	\$ -	\$0.00		
Staple		Included	35	\$ -	\$0.00		
Per Copy Maintenance Overage Charge (			500	\$ 0.01000	\$5.00		
<b>Total for Band 6</b>					\$7,659.15	\$8,261.45	(\$28,910.40)
<b>Band 7</b>							
Copier (Inc Konica Minol	bizhub 808		25	\$ 274.50	\$6,862.50		
Scanning		Included	25	\$ -	\$0.00		
Network Printing		Included	25	\$ -	\$0.00		
Fax		Included	25	\$ -	\$0.00		
Staple		Included	25	\$ -	\$0.00		
Per Copy Maintenance Overage Charge (			500	\$ 0.01000	\$5.00		
<b>Total for Band 7</b>					\$6,867.50	\$7,151.40	(\$13,627.20)
<b>Monthly Lease Price of Monochrome Bands 1 through 7 for 48 Month Lease</b>					<b>\$33,471.45</b>		

Item No.	Order Type	Item Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month		Total Price Per Month (Including Maintenance)
8	48 Month Lease	Color						
<b>Band 1</b>								
		Copier	Konica Minol	bizhub C-3350	5	\$ 27.03		\$135.15
		Scanning		Included	5	\$ -		\$0.00
		Network Printing		Included	5	\$ -		\$0.00
		Fax		Included	5	\$ -		\$0.00
		Per Copy Maintenance Charge (Color)		Included	2,000	\$ 0.06000		\$120.00
		Per Copy Maintenance Charge (Monochrome)		Included	4,000	\$ 0.01500		\$60.00
		<b>Total for Band 1</b>						\$315.15
								\$447.00
								(\$6,328.80)
<b>Band 2</b>								
		Copier	Konica Minol	bizhub C-258	10	\$ 55.36		\$553.60
		Scanning		Included	10	\$ -		\$0.00
		Network Printing		Included	10	\$ -		\$0.00
		Fax		Included	10	\$ -		\$0.00
		Staple		Included	10	\$ -		\$0.00
		Per Copy Maintenance Charge (Color)			2,000	\$ 0.04000		\$80.00
		Per Copy Maintenance Charge (Monochrome)			4,000	\$ 0.00700		\$28.00
		<b>Total for Band 2</b>						\$661.60
								\$936.00
								(\$13,171.20)
<b>Band 3</b>								
		Copier	Konica Minol	bizhub C-308	20	\$ 68.01		\$1,360.20
		Scanning		Included	20	\$ -		\$0.00
		Network Printing		Included	20	\$ -		\$0.00
		Fax		Included	20	\$ -		\$0.00

Staple	Included	20	\$ -	\$0.00	
Per Copy Maintenance Charge (Color)		2,000	\$ 0.04000	\$80.00	
Per Copy Maintenance Charge (Monoch)		4,000	\$ 0.00700	\$28.00	
<b>Total for Band 3</b>				<b>\$1,468.20</b>	<b>\$2,124.00 (\$31,478.40)</b>
<b>Band 4</b>					
Copier	Konica Minol bizhub C-458	50	\$ 88.75	\$4,437.50	
Scanning	Included	50	\$ -	\$0.00	
Network Printing	Included	50	\$ -	\$0.00	
Fax	Included	50	\$ -	\$0.00	
Staple	Included	50	\$ -	\$0.00	
Per Copy Maintenance Charge (Color)		2,000	\$ 0.04000	\$80.00	
Per Copy Maintenance Charge (Monoch)		4,000	\$ 0.00700	\$28.00	
<b>Total for Band 4</b>				<b>\$4,545.50</b>	<b>\$6,400.00 (\$89,016.00)</b>
<b>Total Monthly Lease Price of Color Bands 1 through 4 for 48 Month Lease</b>				<b>\$6,990.45</b>	

(\$701,265.65)

Total Price for All Items			Toshiba	Difference
Item 1	Total Purchasing Price of Monochrome	\$ 361,708.45	\$ 295,901.40	\$ (65,807.05)
Item 2	Total Purchasing Price of Color Bands 1-4	\$ 99,177.50	\$ 112,102.00	\$ 12,924.50
Item 3	Total Monthly Lease Price of Monochrome	\$ 7,430.50	\$ 8,446.15	\$ 1,015.65
Item 4	Total Monthly Lease Price of Color Bands	\$ 2,895.60	\$ 3,882.00	\$ 986.40
Item 5	Total Monthly Lease Price of Monochrome	\$ 26,940.30	\$ 30,866.15	\$ 3,925.85
Item 6	Total Monthly Lease Price of Color Bands	\$ 9,414.10	\$ 12,367.00	\$ 2,952.90
Item 7	Total Monthly Lease Price of Monochrome	\$ 33,471.45	\$ 40,106.15	\$ 6,634.70
Item 8	Total Monthly Lease Price of Color Bands	\$ 6,990.45	\$ 9,907.00	\$ 2,916.55
Rental totals		\$ 87,142.40	\$ 105,574.45	\$ 18,432.05
<b>Total Overall Bid Price for All Items</b>		<b>\$ 548,028.35</b>		

Calculation Formula = Komax price - Aaron's Price x Rental term

**Actual Cost difference over all Terms  
Komax is Lower By \$701,265.65**

Units Placed over last two fiscal years

Purchase	rentals
4	87
1	71
3	84
2	40
19	68
5	101
3	87
4	75

<b>Totals</b>	<b>41</b>	<b>613</b>	<b>654</b>
	<b>6%</b>	<b>94%</b>	