

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:
Document Description: Statewide contract for digital copiers - DIGCOP17	Change Order No. 1 - to cancel the contract in its entirety per the attached documentation.
Procurement Type: Central Master Agreement	Cancellation Effective Date: 03/06/2017
Buyer Name: Crystal Rink	
Telephone: (304) 558-2402	
Emall: 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 Customer Code: VC0000034708  AARONS BUSINESS SOLUTIONS  1041, 8TH AVE	Requestor Name: Crystal Rink Requestor Phone: (304) 558-2402 Requestor Email: crystal.g.rink@wv.gov
HUNTINGTON WV 25701	
Vendor Contact Phone: (513) 769-0606 Extension: 1145  Discount Percentage: 0.0000  Discount Days: 0	

i h	VOICE TO		SHIP TO
ALL STATE AGENCIES		STATE OF WEST VIR	GINIA
VARIOUS LOCATIONS A	AS INDICATED BY ORDER	VARIOUS LOCATIONS	S AS INDICATED BY ORDER
No City	WV 99999	No City	WV 99999
us		us	

AGENCY COPY

Total Order Amount Open End

TZ3/8/17

PURCHASING DIVISION AUTHORIZATION

SIGNED BY:

DATE:

**ELECTRONIC SIGNATURE ON FILE** 

ATTORNEY GENERAL APPROVAL AS TO FORM

SIGNED BY:

DATE:

ELECTRONIC SIGNATURE ON FILE

Page:

**ENCUMBRANCE CERTIFICATION** 

SIGNED BY:

DATE:

ELECTRONIC SIGNATURE ON FILE

Date Printed: Mar 08, 2017 Order Number: SWC0000000028

3-9-17

FORM ID: WV\_PRC\_CMA\_001 8/14

#### **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
	Service From	Service To			Neller

Commodity Line Description: Statewide Contract for Digital Copiers

**Extended Description:** 

Statewide Contract for Digital Copiers - See attached pricing pages

Date Printed: Mar 08, 2017 Order Number: SWC0000000028 Page: 2 FORM ID : WV\_PRC\_CMA\_001 8/14

	Document Phase	Document Description	Page 3
SWC0000000028	Pending	Statewide contract for digital copiers -	of 3
		DIGCOP17	

### 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

March 6, 2017

JOHN A. MYERS
CABINET SECRETARY
DAVID TINCHER
DIRECTOR

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.

David Tincher, 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

March 6, 2017

JOHN A. MYERS
CABINET SECRETARY
DAVID TINCHER
DIRECTOR

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

David Vincher, 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 currents formula, Vendor A would be \$25 lower than Vendor B. In reality, Vendor A is \$900 lower that Vendor B. The State Agency will by 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 that 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 by 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

Bol Maxwell KOMAX Business Systems

304-744-7440

bmaxwell@komaxwv.com

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İ	Staple		Included	10	\$	-		\$0.00		
	Monthly M	aintenance Ci	harge Per Copie	360	\$	128.50		\$46,260.00		
	Per Copy M	laintenance C	verage Charge (	18,000	\$	0.01000		\$180.00		
	Total for Ban							\$107,948.30	\$86,874.40	\$21,073
		Total Pu	irchase Price of M	onochrome Ba	ınds 1	through 7	ĺ	\$361,708.45		

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	}	Total for Ban							\$27,326.30	\$30
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	ŀ		Konica Minol	bizhub C-308	5	\$ 2,87	5.13		\$14,375.65	
i	ł	Scanning	KOTIICO TETITO	Included	5	\$ 2,67	3.13		\$0.00	
	ŀ	Network Pr	intino	Included	5	\$	$\dot{\vdash}$		\$0.00	
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١			laintenance C		72,000	_	1000		\$2,880.00	
	ŀ			harge (Monochi	144,000		700		\$1,008.00	
	ļ,	Total for Ban		G- truotiseil	,~~~	, 0.00	<del></del>		\$18,263.65	\$20,13
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	t	3and 4					$\dashv$			
-	ľ		Konica Minol	bizhub C-458	10	\$ 3,74	5.42		\$37,464.20	
- 1	ŀ	Scanning		Included	10	\$			\$0.00	
	f	Network Pri		Included	10	\$	$\overline{\cdot}$		\$0.00	
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3	Lease	Monochrom	e							
1		Band 1		111111111111111111111111111111111111111						
ļ		Scanning	Konica Min	ol bizhub 3320 Included	5	\$ 38.00		\$190.00		
		Network P	rinting	Included	5	\$ -		\$0.00 \$0.00		
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		Total for Band						\$197.50	\$354.80	(\$3,775.2
		Band 2		-		<u> </u>				
		Copier (inc	Konica Mino	bizhub 287	5	\$ 126.97		\$634.85		
Į	[	Scanning		Included	5	\$ -		\$0.00		
		Network Pr	inting	Included	5	\$ -		\$0.00		
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Ī	F	Staple		Included	5	\$ -	ļ	\$0.00		
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	ľ	TOTAL TOT DAIL	· <del>-</del>				<u> </u>	\$639.85	\$822.50	(\$4,383.60
ĺ		Band 3								
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ĺ	Fax	included	5	\$	-	}	\$0.00		
ļ	Staple	Included	5	\$		ĺ	\$0.00		
	Per Copy Maintenance	Overage Charge (	500	\$	0.01000		\$5.00		
	Total for Band 6						\$1,716.95	\$1,786.45	(\$1,668.
	Band 7								
	Copler (Ind Konica Min	ol bizhub 808	5	\$	420.50		\$2,102.50		
ĺ	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		
	Total for Band 7						\$2,107.50	\$2,156.40	(\$1,173.
	Monthly Lease Price of M	onochrome Bands 1 t	through 7 for	24 Mon	th Lease		\$7,430.50		

Item No.	Order Type	ltem Description	Brand Nam	e Model No.	Est. Quantity	ł	Unit Price Per Month			Total Price Per Month (Including Maintenance)		
4	24 Month Lease	Color						:				
		Band 1				_						
		Copier	Konica Mino	bizhub C-3350	5	\$	54.07			\$270.35		
		Scanning	<u> </u>	Included	5	\$	-			\$0.00		
		Network	Printing	Included	5	\$	•			\$0.00		
		Fax	<u>L</u>	Included	5	\$	-			\$0.00		
				Charge (Color)	2,000	\$	0.06000			\$120.00		
				Charge (Monochi	4,000	\$	0.01500			\$60.00		
		Total for Bar	nd 1	ļ <u></u>						\$450.35	\$712.00	(\$6,279.60
			<u> </u>			L						
1	' ļ	Band 2										
ļ	Ĺ	Copier	Konica Mino	bizhub C-258	5	\$	110.72			\$553.60		
Ì	ļ	Scanning		included	5	\$	-		ļ	\$0.00		
ļ	ļ	Network P	rinting	Included	5	\$	-		ĺ	\$0.00		
1	Ļ	Fax		Included	5	\$				\$0.00		
	Ĺ	Staple		Included	5	\$			į	\$0.00		
ł	Ļ	Per Copy N	daintenance (	harge (Color)	2,000	\$	0.04000			\$80.00		
ļ	Ļ			harge (Monoch	4,000	\$	0.00700		Į	\$28.00		
Ì	1	Total for Ban	d 2						ŀ	\$661.60	\$876.00	(\$5,145.60)
	Ī	Band 3							ļ	:		
		Copier	Konica Minoi	bizhub C-308	5	\$	136,02		İ	\$680.10		
- 1		Scanning		Included	5	\$	-		Ī	\$0.00		
İ	Γ	Network Pr	rintlng	Included	5	\$	•		Ţ	\$0.00		
		Fax		Included	5	\$			ľ	\$0.00		
j		Staple		Included	5	\$	•		ļ	\$0.00		
		Per Copy N	laintenance C	harge (Color)	2,000	\$	0.04000		Ì	\$80.00		
- 1		Per Copy M	laintenance C	harge (Monoch	4,000	\$	0.00700		Ì	\$28.00		
	Ţ	otal for Band	13						-	\$788.10	\$1,044.00	(\$6,141.60)
	В	and 4							ŀ			
1		Copier	Konica Minol	blzhub C-458	5	\$	177.51		ŀ	\$887.55		
ĺ	Γ	Scanning		Included	5	\$			1	\$0.00		
	Γ	Network Pr	inting	Included	5	\$	-		r	\$0.00		
Ì		Fax		Included	5	\$	-			\$0.00		
		Staple		Included	5	\$			l	\$0.00		

				e Charge (Color)	2,000	\$ 0.04000		\$80.00		
	İ	Per Cop	y Maintenano	e Charge (Monocl	4,000	\$ 0.00700	<u> </u>	\$28.00		
	j	Total for B	and 4					\$995,55	\$1,250.00	(\$6,106.
					<u> </u>					
		Total Mo	onthly Lease F	rice of Color Bane	is 1 through 4 for	24 Month Leas		\$2,895.60		
Item No	).	Description	n Brand Nan	ne Model No.	Est. Quantity	Unit Price Per Month		Total Price Per Month (Including Maintenance)		
5	36 Mont Lease	Monochro	ne							
	<b>-</b>	15 14								
		Band 1	_				Ţ			
	1			ol bizhub 3320	30	\$ 32.13	1	\$963.90		
		Scanning	<u> </u>	Included	30	\$ -		\$0.00		
		Network	Printing	Included	30	\$ -	1	\$0.00		
		Fax	Maintenan	Included	30	\$ -	-	\$0.00		
		Total for Ba		Overage Charge (	500	\$ 0.01500	ĺ	\$7.50 \$971.40	\$1,594.80	(622 442 4
			T	<b>-</b>		-		3971.40	\$1,554.60	(\$22,442.4
		Band 2								
	-	Copier (ir	Konica Mino	bizhub 287	10	\$ 92.56		\$925.60		
	ĺ	Scanning		Included	10	\$ -		\$0.00		
		Network	Printing	included	10	\$ -		\$0.00		
		Fax		Included	10	\$ -		\$0.00		
	ĺ	Staple		Included	10	\$ -		\$0.00		
				Overage Charge (	500	\$ 0.01000		\$5.00		
		Total for Bar	nd 2					\$930.60	\$1,192.50	(\$9,428.4
		Band 3		<u> </u>						
			Konica Mino	hishub 200	40	ć 100.cr		4111000		
	ĺ	Scanning	KOIIIE A IVIIIIO	Included	40 40	\$ 103.65 \$ -		\$4,146.00		
		Network F	l Sinting	Included	40			\$0.00		
	<u> </u>	Fax	111111111111111111111111111111111111111	Included	40	\$ - \$ -		\$0.00		
		Staple		included	40	\$ -		\$0.00		
		····	raintenance (	Overage Charge (	500	\$ 0.01000		\$5.00		
	. i	Total for Ban		- Teroge sharpe	500	9 0.01000		\$4,151.00	\$5,322.50	(\$42,174.00
	ı İ								40,0110.00	(4 12)11 1100
		Band 4								
	1	Copier (inc	Konica Minol	bizhub 454e	40	\$ 130.64		\$5,225.60		
		Scanning		Included	40	\$ -		\$0.00		
		Network P	rinting	Included		\$ -		\$0.00		
		Fax		Included	· · · · · · · · · · · · · · · · · · ·	\$ -		\$0.00		
		Staple		Included		\$ -		\$0.00		
- 1	Ļ	····		verage Charge (	500	\$ 0.01000		\$5.00		
J		otal for Band	14	·				\$5,230.60	\$6,481.75	(\$45,041.40
5	36 Month Lease (cont.)	/onochrome								
	E	and 5								
- [	F		Konica Minol	bizhub 554e	40	\$ 180.29		\$7,211.60		
- 1		Scanning		Included		\$ -		\$0.00		
	F	Network Pri		Included		\$ -		\$0.00		
1	r	Fax		Included		\$ -		\$0.00		
]	F	Staple		included		\$	ŀ	\$0.00		
1		Per Copy M		rerage Charge (		\$ 0.01000	Ì	\$5.00		
ļ	T	otal for Band					ŀ	\$7,216.60	\$7,721.75	(\$18,185.40)

ι									
,									
ļ		<u> </u>				}			
	Band 6			_					
İ	Copier (incKonica Min	ol bizhub 654e	20	\$	259.92		\$5,198.40		
	Scanning	Included	20	\$	*		\$0.00		
	Network Printing	included	20	\$	-		\$0.00		
1	Fax	Included	20	\$	-		\$0.00		
ļ	Staple	Included	20	\$			\$0.00		
	Per Copy Maintenance	Overage Charge (	500	\$	0.01000		\$5.00		
	Total for Band 6						\$5,203.40	\$5,321.45	(\$4,24
	Band 7	-		_					
	Copler (ind Konica Mind	bizhub 808	10	\$	323.17		\$3,231.70		
[ ]	Scanning	Included	10	\$	•		\$0.00		
	Network Printing	Included	10	\$	-		\$0.00		
] ]	Fax	Included	10	\$	-		\$0.00		
1 1	Staple	Included	10	\$			\$0.00		
	Per Copy Maintenance	Overage Charge (	500	s	0.01000		\$5.00		
	Total for Band 7						\$3,236.70	\$3,231.40	\$19
-	Monthly Lease Price of Mo	nachrama Banda 1	bhanah 78	26 14	معمد المفعد		400000		
L	Trontiny cease Frice of Inc	mountaine ballos I	unougn / for	20 (A)01	itu rease		\$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								
ļ		Band 1								
		Copier	Konica Minol	bizhub C-3350	5	\$ 36.05	-	\$100.0C		
		Scanning	Konica Millo	Included	5	\$ -	1	\$180.25 \$0.00		
		Network P	rinting	Included	5	\$ -	-	\$0.00		
ľ		Fax	iii.iiig	included	5	\$ -	-	\$0.00		
		· · · · · · · · · · · · · · · · · · ·	laintenance C	harge (Color)	2,000	\$ 0.06000	1	\$120.00		
1				harge (Monochi	4,000	\$ 0.01500		\$60.00		
	ļ	Total for Ban		na go (monocin	4,000	ý 0.01500	1	\$360.25	\$512.00	(\$5,463.00
ļ	ľ						,	100000	<b>4012.00</b>	(\$5,765.00
ľ	Ī	Band 2					1			
	[	Copier	Konica Minol	bizhub C258	5	\$ 73.81		\$369.05		
ĺ	[	Scanning		Included	5	\$ -		\$0.00		
		Network Pr	inting	included	5	\$ -		\$0.00		
	L	Fax		Included	5	\$ -		\$0.00		
		Staple		included	5	\$ -		\$0.00		
			aintenance Cl		2,000	\$ 0.04000	•	\$80.00		
		Per Copy M	aintenance Cl	narge (Monochi	4,000	\$ 0.00700		\$28.00		
	12	Total for Band	12					\$477.05	\$611.00	(\$4,822.20
	Ļ	Band 3	i							
- [	۴		Konica Minoi I	sisbub C 200	40	ć 00.co		42.527.00		
ı	-	Scanning		ncluded	40	\$ 90.68 \$ -		\$3,627.20		
ļ	F	Network Pri		ncluded	40			\$0.00		
- 1		Fax		ncluded	40	\$ - \$ -		\$0.00		
	H	Staple		ncluded		\$ -		\$0.00		
ĺ	<u> </u>	·····	aintenance Ch			\$ 0.04000		\$0.00		
ļ	F			arge (Monoch)		\$ 0.00700		\$28.00		
	Ţ	otal for Band		80 finanoeth	1,000	~ 0.00100		\$3,735.20	\$5,024.00	(\$46,396.80)
							]	70,,00,20	<i>\$3,027.00</i>	(740,330.80)
ĺ	В	and 4					ŀ			

	Copier Konica M	nol bizhub C-458	40	\$	118.34	\$4,733.60		
1 1	Scanning	Included	40	\$	-	\$0.00		
	Network Printing	Included	40	\$	-	\$0.00		
	Fax	included	40	\$	-	\$0.00		
	Staple	Included	40	\$		\$0.00		
	Per Copy Maintenand	e Charge (Color)	2,000	\$	0.04000	\$80.00		
	Per Copy Maintenand	e Charge (Monoch	4,000	\$	0.00700	\$28.00		
	Total for Band 4			$\top$		\$4,841.60	\$6,220.00	(\$49,622.40)
							, -,	(4 .0,022)
	Total Monthly Lease I	rice of Color Bands 1	through 4 for	 \$9,414.10				

item No.		Description	Brand Name	Model No.	Est. Quantity	Unit Price Per Month		Total Price Per Month (Including Maintenance)		
7	48 Month Lease	Monochrome								
	<del> </del>									
		Band 1				<u> </u>	ļ			
			Konica Minol	bizhub 3320	30	\$ 29.20		\$876.00		
	1	Scanning		Included	30	\$ -		\$0.00		
	-	Network Pr		Included	30	\$ -		\$0.00		
	ĺ	Fax Comm		included	30	\$ -		\$0.00		
		Total for Band		verage Charge (	500	\$ 0.01500		\$7.50	\$4.44.4.00	(405 500 10)
		rotarior bank	' <del>-</del>		<del></del>			\$883.50	\$1,414.80	(\$25,502.40)
		Band 2		·		<del>                                     </del>				
		Copier (incl	Konica Minol	bizhub 287	30	\$ 75.36		\$2,260.80		
:		Scanning		Included	30	\$ -		\$0.00		
		Network Pri	nting	Included	30	\$ -		\$0.00		
		Fax		included	30	\$ -		\$0.00		
		Staple		Included	30	\$ -		\$0.00		
ĺ		Per Copy M	aintenance O	verage Charge (	500	\$ 0.01000		\$5.00		
		Total for Band	2					\$2,265.80	\$3,122.50	(\$41,121.60)
	<u> </u>	Band 3		11 1 222						
]	}		onica Minoi I		80	\$ 86.16		\$6,892.80		
	<u> </u>	Scanning Network Pri		ncluded ncluded	80	\$ -	ĺ	\$0.00		
1	ŀ	Fax		ncluded	80 80	\$ -	ļ	\$0.00		
	<u> </u>	Staple		ncluded	80		}	\$0.00		
ĺ	ŀ			erage Charge (	500	\$ 0.01000		\$0.00		
	-  1	otal for Band		Clube charge a	300	3 0.01000		\$6,897.80	\$9,362.50	(\$118,305.60)
		T.						\$0,037.00	\$5,502.50	(\$116,505,60)
1	Ī	and 4					ŀ			
-		Copier (Inc K	onica Minol b	izhub 454e	40	\$ 107.78	ļ	\$4,311.20		
ſ		Scanning	lı	rcluded	40	\$ -	ľ	\$0.00		
1		Network Prin	ting ir	ncluded	40	\$ -	İ	\$0.00		
	L	Fax	lr	ncluded	40	\$ -	Ī	\$0.00		
1	L	Staple		ıcluded	40	\$ -		\$0.00		
	Ĺ	Per Copy Mai	ntenance Ove	erage Charge (	500	\$ 0.01000	[	\$5.00		
ĺ	7	otal for Band 4	<u>'                                     </u>					\$4,316.20	\$5,721.75	(\$67,466.40)
7 L	8 Month ease N cont.)	lonochrome								
	Ba	and 5					ŀ			
	Γ	Copier (incKo	nica Minol bi	zhub 554e	30	\$ 152.55	-	\$4,576.50		

Scanning	Included	30	\$	-
Network Printing	Included	30	\$	-
Fax	Included	30	\$	-
Staple	Included	30	\$	-
Per Copy Maintenar	ice Overage Charge	500	\$	0.01000
Total for Band 5				
Band 6				
Copier (inc Konica M	inol bizhub 654e	35	\$	218.69
Scanning	Included	35	\$	-
Network Printing	Included	35	\$	-
Fax	Included	35	\$	-
Staple	Included	35	\$	
Per Copy Maintenan	ce Overage Charge (	500	\$ 0	0.01000
Total for Band 6				
Band 7				
Copier (incKonica Mi	nol bizhub 808	25	\$	274.50
Scanning	Included	25	\$	-
Network Printing	Included	25	\$	-
Fax	Included	25	\$	-
Staple	included	25	\$	-
Per Copy Maintenanc	e Overage Charge	500	\$ 0	.01000
Total for Band 7				
fonthly Lease Price of N	danashaana Baada 1		1	

item No.	Order Type	ltem Description	Brand Name	Model No.	Est. Quantity		it Price Month		Total Price Per Month (Including Maintenance)		
8	48 Month Lease	Color									
		Band 1					·				
		Copter	Konica Mino	bizhub C-3350	5	\$	27.03	[	\$135.15		
		Scanning		included	5	\$	-		\$0.00		
		Network P	rinting	Included	5	\$	•		\$0.00		
		Fax	<u> </u>	Included	5	\$	-		\$0.00		
		Per Copy N	Maintenance (	Included	2,000	\$ 0	.06000		\$120.00		
			·	harge (Monoch	4,000	\$ 0	.01500		\$60.00		
ļ		Total for Ban	d 1						\$315.15	\$447.00	(\$6,328.80
		Band 2				<del>                                     </del>					
		Copier	Konica Minol	bizhub C-258	10	\$	55.36		\$553.60		
Ī	[	Scanning		Included	10	\$	-		\$0.00		
l	{	Network Pr	rinting	Included	10	\$	-		\$0.00		
Ì	[	Fax		Included	10	\$	-		\$0.00		
l	Į	Staple		Included	10	\$	-		\$0.00		
1	Ĺ	Per Copy N	laintenance C	harge (Color)	2,000	\$ 0.	.04000		\$80.00		
		Per Copy N	laintenance C	harge (Monochi	4,000	\$ 0.	.00700		\$28.00		
	ŀ	rotal for Band	12		-				\$661.60	\$936.00	(\$13,171.20
	ļ	Band 3				*					
1	Ì	Copier	Konica Minol	bizhub C-308	20	\$	68.01		\$1,360.20		
ļ	ľ	Scanning		Included	20	\$	ᄀ		\$0.00		
-	ľ	Network Pr	inting	Included	20	\$	-		\$0.00		
	ſ	Fax		Included	20	\$			\$0.00		

	Staple		Included	20	\$	•	\$0.00		
	Per Copy	Maintenance (	Charge (Color)	2,000	\$	0.04000	\$80.00		
	Per Copy	Per Copy Maintenance Charge (Monoch				0.00700	\$28.00		
	Total for Ba	Total for Band 3					\$1,468.20	\$2,124.00	(\$31,478.4
	Band 4				-				
	Copler	Konica Minol	bizhub C-458	50	\$	88.75	\$4,437.50		
i	Scanning		Included	50	\$	-	\$0.00		
	Network I	rinting	Included	50	\$	-	\$0.00		
	Fax		Included	50	\$	-	\$0.00		
	Staple		Included	50	\$		\$0.00		
	Per Copy I	Maintenance C	harge (Color)	2,000	\$	0.04000	\$80.00		
ĺ	Per Copy I	Per Copy Maintenance Charge (Monoch			\$	0.00700	\$28.00		
	Total for Ban	Total for Band 4					 \$4,545.50	\$6,400.00	(\$89,016.0
1	Total Mont	thiv Lease Price	e of Color Bands :	1 through 4 for	48 Ma	nth Leasa	 \$6,990.45		

(\$701,265.65)

Total Price for All Items				hiba	Difference		
	\$	361,708.45	\$	295,901.40	\$	(65,807.05)	
A	\$	99,177.50	\$	112,102.00	\$	12,924.50	
Total Monthly Lease Price of Monochr	\$	7,430.50	\$	8,446.15	\$	1,015.65	
Total Monthly Lease Price of Color Bar	\$	2,895.60	\$	3,882.00	\$	986.40	
Total Monthly Lease Price of Monochr	\$	26,940.30	\$	30,866.15	\$	3,925.85	
Total Monthly Lease Price of Color Bar	\$	9,414.10	\$	12,367.00	\$	2,952.90	
Total Monthly Lease Price of Monochr	\$	33,471.45	\$	40,106.15	\$	6,634.70	
Total Monthly Lease Price of Color Bar	\$	6,990.45	\$	9,907.00	\$	2,916.55	
Rental totals	\$	87,142.40	\$	105,574.45	\$	18,432.05	
rali Bid Price for All Items	\$	548,028.35					
	Total Purchasing Price of Monochrom Total Purchasing Price of Monochr Total Monthly Lease Price of Monochr Total Monthly Lease Price of Color Bat Total Monthly Lease Price of Monochr Total Monthly Lease Price of Color Bat Total Monthly Lease Price of Monochr Total Monthly Lease Price of Monochr Total Monthly Lease Price of Color Bat Rental totals	Total Purchasing Price of Monochrom  Total Purchasing Price of Monochrom  Total Monthly Lease Price of Monochr  Total Monthly Lease Price of Color Ba  Total Monthly Lease Price of Monochr  Total Monthly Lease Price of Color Ba  Total Monthly Lease Price of Monochr  Total Monthly Lease Price of Monochr  Total Monthly Lease Price of Color Ba  Rental totals  \$	Total Purchasing Price of Monochrom \$ 361,708.45  Total Monthly Lease Price of Monochr \$ 7,430.50  Total Monthly Lease Price of Monochr \$ 2,895.60  Total Monthly Lease Price of Monochr \$ 26,940.30  Total Monthly Lease Price of Color Bar \$ 9,414.10  Total Monthly Lease Price of Monochr \$ 33,471.45  Total Monthly Lease Price of Color Bar \$ 6,990.45  Rental totals \$ 87,142.40	Total Purchasing Price of Monochrom \$ 361,708.45 \$ 10131 Purchasing Price of Monochrom \$ 99,177.50 \$ Total Monthly Lease Price of Monochr \$ 7,430.50 \$ Total Monthly Lease Price of Color Bas \$ 2,895.60 \$ Total Monthly Lease Price of Monochr \$ 26,940.30 \$ Total Monthly Lease Price of Color Bas \$ 9,414.10 \$ Total Monthly Lease Price of Monochr \$ 33,471.45 \$ Total Monthly Lease Price of Color Bas \$ 6,990.45 \$ \$ Rental totals \$ \$ 87,142.40 \$	Total Purchasing Price of Monochrom   \$ 361,708.45   \$ 295,901.40	Total Purchasing Price of Monochrom   \$ 361,708.45   \$ 295,901.40   \$	

Caluculation 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 87 1 71 3 84 40 19 68 5 101 87 75 41 613 654 6% 94%

Totals