



Central Services Division

Walter Ryan
Print Shop Foreman

September 25, 2014

To: Debbie Cyr
CC: Bob Farrar, and the Finance Committee

The City received five proposals to replace our aging color copier. I have gone through the list and narrowed the choices down to the two that best met our qualifications. I then tested each machine with the type of stocks we run on a regular basis, as well as the thickest material we run to date on each of the machines, to make sure that both will do what is required for this department. After reviewing both machines, I am recommending that the bid from RICOH for the Ricoh 5110 be accepted. This machine not only meets, but exceeds some of the requirements. With great copy quality, the ability to run all the stocks we use now, speed, and the known abilities/qualifications of the technicians, the 5110 is the best match for Central Services. It will allow us to continue the quality of work, while increasing our speed to get jobs out in a timely manner.

Sincerely,

A handwritten signature in black ink, appearing to read "Walter E. Ryan".

Walter E. Ryan



City of Bangor Bid Tabulation

RFP No. B15-001: Photocopier Lease/Rental Contract

RFP Opening: 7/23/14

Item	Description	A-COPI/Kinney Office Systems Bangor, ME	Ricoh USA, Inc. Bangor, ME
		Total	Total
		Toshiba E-Studio 5560c/6560c/6570c	RICHO Pro C5110
1	Monthly cost for 60 month lease with the option to purchase the equipment at the end of the lease period for a dollar.	\$331.87	\$867.94
2A	Monthly maintenance cost based upon 30,000 black and white and 25,000 color copies (fixed cost for 24 months).	\$0.004	\$0.008
2B	Monthly maintenance cost based upon 30,000 black and white and 25,000 color copies (fixed cost for 24 months).	\$0.04	\$0.042
3	Cost of copies in excess of 55,000 per month (annually accumulated).	Same as above	Same as above
4	Trade-In Value of IKON CPP650 .	\$0-will remove and dispose	\$8,500.00
5	Maximum increase in monthly maintenance (cost adjusted annually after 24 months).	5%	0%

Item	Description	TRANSCO Business Technologies Bangor, ME	TRANSCO Business Technologies Bangor, ME
		Total	Total
		XEROX J75 Color Press	XEROX 570 Color Press
1	Monthly cost for 60 month lease with the option to purchase the equipment at the end of the lease period for a dollar.	\$1,034.00	\$751.98
2A	Monthly maintenance cost based upon 30,000 black and white and 25,000 color copies (fixed cost for 24 months).	\$0.0079	\$0.0079
2B	Monthly maintenance cost based upon 30,000 black and white and 25,000 color copies (fixed cost for 24 months).	\$0.045	\$0.045
3	Cost of copies in excess of 55,000 per month (annually accumulated).	Same as above	Same as above
4	Trade-In Value of IKON CPP650 .	Wholesale & give City Proceeds	Wholesale & give City Proceeds
5	Maximum increase in monthly maintenance (cost adjusted annually after 24 months).	2.5%	2.5%

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RFP No. B15-001: Photocopier Lease/Rental Contract
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		Bangor Computer Copy, Inc. Hermon, ME
Item	Description	Total
		Toshiba E-Studio 5560c/6560c/6570c
1	Monthly cost for 60 month lease with the option to purchase the equipment at the end of the lease period for a dollar.	\$453.98
2A	Monthly maintenance cost based upon 30,000 black and white and 25,000 color copies (fixed cost for 24 months).	\$0.0055
2B	Monthly maintenance cost based upon 30,000 black and white and 25,000 color copies (fixed cost for 24 months).	\$0.049
3	Cost of copies in excess of 55,000 per month (annually accumulated).	Same as above
4	Trade-In Value of IKON CPP650 .	\$3,500.00
5	Maximum increase in monthly maintenance (cost adjusted annually after 24 months).	5% - After year 2