

RFP #1176-19 - Multifunction Devices Bid Comparison

RFP #1176-19 - Multifunction Devices	SUPPLIER #1		SUPPLIER #2		SUPPLIER #3	
NAME	Advanced Imaging Solutions		American Business Machines		Caltronics	
ADDRESS	371 Corporate Terrace Cir Ste 101		26017 Huntington Ln, Unit E		17801 Main St, Ste F	
CITY/ST/ZIP	Corona 92879		Valencia 91355		Irvine 92614	
CONTACT	Jason Harrow		Omar Nesheiwat		Matthew Blevins	
DATE	11/27/2018		11/27/2018		11/27/2018	
ITEM DESCRIPTION	Description	5-year lease	Description	5-year lease	Description	5-year lease
55 ppm	Kyocera TASKalfa 6052ci	\$147.72	Canon IRA-C7565i II	\$245.00	Konica Minolta C558	\$105.13
	b/w copies	0.0051	b/w copies	0.0055	b/w copies	0.0059
	color copies	0.0325	color copies	0.045	color copies	0.042
75 ppm	Kyocera TASKalfa 8052ci	\$193.97	Canon IRA-C7580i II	\$299.00	Konica Minolta C759	\$181.16
	b/w copies	0.0051	b/w copies	0.0055	b/w copies	0.0059
	color copies	0.0325	color copies	0.045	color copies	0.042
Average number of devices/technician			100		300-400	
# of techs assigned to City	1 lead + 2 backup		6		4	
Lead time	1-2 weeks		2 weeks		2 weeks	
Demonstration facility	Corona		Valencia		Irvine	
Managed print services (MPS)	Replaced		Replaced		Replaced	
	b/w copies	0.015	b/w copies		b/w copies	
	color copies	0.08	color copies		color copies	

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RFP #1176-19 - Multifunction Devices	SUPPLIER #4		SUPPLIER #5		SUPPLIER #6	
NAME	Canon		CBE Office Solutions		Konica Minolta	
ADDRESS	3900 Kilroy Airport Way, Ste 300		4A Mason		879 W 190th St #200	
CITY/ST/ZIP	Long Beach 90806		Irvine 92618		Gardena 90248	
CONTACT	Mark Leestma		Bill Sieck		Adriana Manzo	
DATE	11/27/2018		11/27/2018		11/27/2018	
ITEM DESCRIPTION	Description	5-year lease	Description	5-year lease	Description	5-year lease
55 ppm	Canon C5560i II	\$146.01	Sharp MX-6070V	\$101.04	bizhub C558	\$168.13
	b/w copies	0.0051	b/w copies	0.007	b/w copies	0.005
	color copies	0.038	color copies	0.042	color copies	0.045
75 ppm	Canon C7570i II	\$267.70	Sharp MX 7580N	\$151.20	bizhub C759	\$203.31
	b/w copies	0.0059	b/w copies	0.04	b/w copies	0.005
	color copies	0.038	color copies	0.006	color copies	0.0425
Average number of devices/technician	231		225		150	
# of techs assigned to City	11 techs		1 primary + 10 reserves		1 tech + 1 backup	
Lead time	2-3 weeks		2 weeks		2 weeks	
Demonstration facility	Long Beach		Torrance		Gardena	
Managed print services (MPS)	Replaced		Replaced		Replaced	
	b/w copies		b/w copies		b/w copies	
	color copies		color copies		color copies	

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RFP #1176-19 - Multifunction Devices	SUPPLIER #7		SUPPLIER #8		SUPPLIER #9	
NAME	Pacific Office Automation		Toshiba		Ricoh	
ADDRESS	12335 McCann Dr		25530 Commercentre Dr		400 Continental Blvd Ste 230	
CITY/ST/ZIP	Santa Fe Springs 90670		Lake Forest 92630		El Segundo 90245	
CONTACT	Connor Kelley		Russell Wood		Nazzareno Tari	
DATE	11/27/2018		11/27/2018		11/27/2018	
ITEM DESCRIPTION	Description	5-year lease	Description	5-year lease	Description	5-year lease
55 ppm	Sharp MX-6070V	\$62.31	E-Studio 5516AC	\$155.75	MPC6004EX	\$205.00
	b/w copies	0.0058	b/w copies	0.0039	b/w copies	0.004
	color copies	0.049	color copies	0.039	color copies	0.039
75 ppm	Sharp MX-7580N	\$96.18	E-studio 7516AC	\$165.00	MPC8003	\$348.12
	b/w copies	0.0058	b/w copies	0.0039	b/w copies	0.004
	color copies	0.049	color copies	0.039	color copies	0.039
Average number of devices/technician	175		350			
# of techs assigned to City	3 techs		4 techs			
Lead time	2-3 weeks		3 weeks			
Demonstration facility	Santa Fe Springs		Lake Forest			
Managed print services (MPS)	Replaced		Replaced		Replaced	
	b/w copies		b/w copies		b/w copies	
	color copies		color copies		color copies	

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RFP #1176-19 - Multifunction Devices	SUPPLIER #10		SUPPLIER #11		SUPPLIER #12	
NAME	Xerox		United Imaging		Sehi Computer Products	
ADDRESS	6701 Center Dr. West, Ste 420		21201 Oxnard St			
CITY/ST/ZIP	Los Angeles 90045		Woodland Hills 91367			
CONTACT	Martin Soto		Jonathan Cohen		Darell Hashimoto	
DATE						
ITEM DESCRIPTION	Description	5-year lease	Description	5-year lease	No Bid	
55 ppm	Xerox Altalink C8055	\$136.94	Non-responsive			
	b/w copies	0.0046	Missing too many documents			
	color copies	0.0446	Unable to decipher pricing provided			
75 ppm	Xerox Altalink C8070*	143.94				
	b/w copies	0.0046				
	color copies	0.0406				
Average number of devices/technician						
# of techs assigned to City	8 techs					
Lead time	1-2 weeks					
Demonstration facility	City of Industry					
Managed print services (MPS)	Yes					