



Executive Summary Finance Committee Meeting

DATE: September 22, 2022

TOPIC: Manufacturer's Printer Contract for the 2023-2026 School Year

PREPARED BY: Jordan Stephen

Recommended for:

Action

☒ Discussion

☒ Information

Purpose/Background:

In January, the District's three-year printing contract with Imagetec L.P. will expire. In 2019 the District sought out assistance from local companies and requested them to provide proposals that would include new equipment, installation, parts labor and support for a total of 13 multi-function machines placed throughout the District. This year the team duplicated that process and reached out to three local companies that are very reputable in the area of education and printing. The District requested three proposals all highlighting different equipment manufactures yet offering the same feature sets that we currently utilize. All companies were asked to present proposals that also included an equal number of color and black-and-white prints on a monthly basis so that all of the figures were looked at equally. The three companies that provided us proposals were the Gordon Flesch Company, Genesis Technology, and Imagetec L.P.

The charts below list manufacturer information, model numbers and financial specs on the solutions that are being proposed by each of the vendors. Each of the charts also includes into the calculations, the price of 167,000 Black and White Copies Per Month and 25,000 Color Images Per Month, as well as any software charges.

Gordon Flesch Company (36 Month Lease)

Qty.	Description	Monthly Lease Payments
6	Canon IR ADV DX 8795i	
1	Canon IR ADV DX 6780	
2	Canon IR ADV DX 4845i	
4	Canon IR ADV DX C5850i	\$4015.00
166,667	B/W Prints .0039	\$650.00
25000	Color Prints .039	\$975.00
	Software Charges Papercut Management	\$206.00
TOTAL		\$5846.00

Imagetec L.P. (36 Month Lease)

Qty.	Description	Monthly Lease Payments
6	Konica 750i	
3	Konica 450i	
3	Konica C450i	
1	Konica C550i	\$3179.04
166,667	B/W Prints .0042	\$700.00
25000	Color Prints .031	\$775.00
	Software Charges Papercut Management	\$0.00
TOTAL		\$4654.04

Genesis Technology (36 Month Lease)

Qty.	Description	Monthly Lease Payments
6	TASKalfa 9003i	
3	TASKalfa 4054ci	
2	TASKalfa 4004	
1	TASKalfa 4004i	
1	TASKalfa 5054ci	\$2610.59
166,667	B/W Prints .0049	\$816.67
18750	Color Prints .015	281.00
3125	Color Prints .035	109.37
3125	Color Prints .049	\$153.13
	Software Charges Papercut Management	\$600.00
TOTAL		\$4570.76

Though all of these proposals are higher than what we have paid in the past, Imagetec L.P. provided a proposal that we find to be competitive and fair. We are noticing across the industry that inflation is causing

products and services to rise. Product demand and shipping are also a great concern. We lean toward Imagetec L.P. for a few reasons. Past service on our equipment has been completed at an acceptable rate. Supplies are available and are not experiencing any global issues. Our past relationship with Imagetec L.P. ensures they have working knowledge of our network infrastructure and understands the environment in which we utilize their equipment. The software that we utilize is currently operational and will require a simple upgrade to support new machines. This should be a fairly easy process for our team. Finally, if for whatever reason Imagetec L.P. was not able to secure equipment due to shipping or other issues, the company has agreed to leave the current equipment in place and would be charged at the old contract rate. That being said, there will be no loss of functionality in any departments. Even though the other companies have verbally stated that there should be no problem in getting your equipment, this is the one company that has a built-in failsafe in case it is needed.

Fiscal Impact:

The \$55,848 per year. The District previously paid \$50,080.36 during the 2021-2022 school year

Recommendation:

This is for informational purposes only. The Administration is looking to the Finance Committee for next steps.