

Dawson-Boyd Managed Print RFP Responses					
Vendor Name	Fleet Brand Proposed	Device Pages Per Minute	Monthly Lease Cost	Monthly Service Cost	Total Monthly Cost
A&B Business Solutions - Option 1	Toshiba / Brother	75 PPM B&W / 65 PPM Color	\$1,105.12	\$781.72	\$1,886.84
A&B Business Solutions - Option 2	Toshiba / Brother	85 PPM B&W / 75 PPM Color	\$1,182.01	\$768.70	\$1,950.71
Marco - Option 1	Konica / HP	65 PPM	\$1,138.73	\$685.83	\$1,824.56
Marco - Option 2	Konica / HP	75 PPM	\$1,204.89	\$638.47	\$1,843.36
Coordinated Business Systems - Option 1	Kyocera	60 PPM	\$1,481.24	\$802.40	\$2,283.64
Coordinated Business Systems - Option 2	Kyocera	70 PPM	\$1,556.60	\$802.40	\$2,359.00
Delivery, Installation, returning old devices, and training included in proposed total monthly cost					
All parts, labor, mileage, drums, toner, staples included in proposed total monthly cost					
60 Month Service Agreement					
Recommendation is to go with Marco - Option 2.					
Marco is our current vendor and came in with the best bid. This will provide faster speeds across the fleet and still have a savings over our current service agreement.					