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MEMORANDUM

TO: SHARON ROSSITER
FROM: TIM JONKE
SUBJECT: COPIER AND PRINTER CONTRACT RECOMMENDATION
DATE: FEBRUARY 21, 2017

SPEED's 3 year contract with Proven Business Systems expires 2/28/2017. We asked three companies for Proposals and Contracts. The three companies are all within a 35 mile radius of SPEED.

SPEED paid \$39,333 in 2016 for Printer and Copier services and supplies and averages \$3,278 per month.

Martin Whalen offers the lowest monthly cost per print with no minimum cost per month. They support UniFLOW with no extra charge. An informal survey conducted at the South Cook Technology Directors meeting 2/15/2017 revealed three other districts that receive services from Martin Whalen and recommend them. Based on our present contract with Proven, by switching to Martin Whalen, SPEED would realize an estimated saving of \$12,106 over 3 years.

PRINTER AND COPIER SUPPLY AND MAINTENANCE PROPOSALS**Price per Print Comparison for Canon Copiers and Kyocera Printers**

	CURRENT VENDOR	PROSPECTIVE VENDORS			
	Proven Contract 2014-16	Martin Whalen 3 Years	Proven 3 Years	Gordon Flesch 1st Year	Gordon Flesch 2nd 3rd Year
Canon B&W	.0110	.0079	.0080	.0079	.0060
Canon Color	.0600	.0650	.0600	.0650	.0470
Kyocera B&W	.0160	.0120	.0160	.0175	.0175
Kyocera Color	.1100	.0980	.1100	.1000	.1000
Minimum Monthly	None	None	None	\$4,035.65	\$4,035.65

Monthly, First Year, & Three Year Cost Based on Actual Usage from March, 2016

	Proven Contract 2014-16	Martin Whalen	Proven	Gordon Flesch	Gordon Flesch
Canon B&W	\$583.45	\$419.02	\$424.33	\$419.02	\$318.25
Canon Color	\$1,003.44	\$1,087.06	\$1,003.44	\$1,087.06	\$786.03
Kyocera B&W	\$582.51	\$436.88	\$582.51	\$618.92	\$618.92
Kyocera Color	\$1,006.83	\$896.99	\$1,006.83	\$915.30	\$915.30
Total One Month Cost	\$3,176.23	\$2,839.95	\$3,017.11	Monthly Minimum 4035.65	Monthly Minimum 4035.65
Total Cost 1st Year	\$38,114.76	\$34,079.40	\$36,205.32	\$48,427.80	\$96,855.60
Total Cost 3 Years	\$114,344.28	\$102,238.20	\$108,615.96		\$145,283.40