



Joe Lauro, CPPO/CPPB  
Director

### INTEROFFICE MEMO

To: Joseph Lauro, Director of Purchasing  
From: Lucy Nowacki, Procurement Analyst  
Subject: Award of Bid – Laser Printer Maintenance (Re-bid)  
Contract No. 078-0281-B (LN)  
Date: March 13, 2008

RECOMMENDATION: I RECOMMEND THE DIRECTOR OF PURCHASING AWARD THE BID FOR LASER PRINTER MAINTENANCE (RE-BID) WITH UK AMERICAN INVESTMENT CORPORATION D/B/A PREMIERE LASER PRODUCTS, PINELLAS PARK, FLORIDA ON THE BASIS OF BEING THE LOWEST RESPONSIVE, RESPONSIBLE BID RECEIVED MEETING SPECIFICATIONS. BIDS ARE ON FILE IN THE PURCHASING DEPARTMENT.

ESTIMATED ANNUAL EXPENDITURE NOT TO EXCEED: \$80,000.00

Funding is provided through each using department's operating budget.

DISCUSSION: This is a contract to provide laser printer maintenance on a cost per page basis for all county owned printers and the appointing authorities. The charge per copy includes all consumables, (except paper and staples) necessary to operate the machine. This is a twenty-four (24) month contract and contains three (3) additional twelve (12) month options of renewal. This option will only be exercised if all terms and conditions remain the same and approval is granted by the Director of Purchasing.

Contract Period: 4/30/08 THROUGH 4/29/10  N/A – One Time Purchase

Renewal Options: Terms Length of  None  
Remaining Each Term  
3 12 Months

Increase Allowances: Contract renewals will allow for price adjustments in an amount not to exceed the average of the Consumer Price Index (CPI) for all Urban Consumers, Series Id: CUUR000SA0, Not Seasonally Adjusted, Area: U.S. city average, Item: All items, Base Period: 1982-84=100 for the twelve months prior to renewal, or four percent (4%), whichever is less.

APPROVED: Joe Lauro  
JOSEPH LAURO, CPPO/CPPB  
Director of Purchasing

Date of Approval: 3/13/08

- Attachments:
- 1. Contract Review
  - 2. Tabulation

**Bid Tabulation**

**Bid Number: 078-0281-B (LN)**

**Bid Title: Laser Printer Maintenance (Re-bid)**

**Bid Opening: March 4, 2008 @ 3:00 PM**

VENDOR NAME	DESCRIPTION	ANNUAL ESTMATED QUANTITY	COST PER PAGE	TOTAL
AZ WORLD INC.	Black	3,094,872	\$ 0.17	\$ 526,128.24
	Color	876,744	\$ 0.21	\$ 184,116.24
			<b>Total Bid:</b>	<b>\$ 710,244.48</b>
DANKA	Black	3,094,872	\$ 0.02	\$ 61,897.44
	Color	876,744	\$ 0.03	\$ 26,302.32
			<b>Total Bid:</b>	<b>\$ 88,199.76</b>
DEX IMAGING	Black	3,094,872	\$ 0.0098	\$ 30,329.75
	Color	876,744	\$ 0.098	\$ 85,920.91
			<b>Total Bid:</b>	<b>\$ 116,250.66</b>
DYNAMIC ADVANTAGE INC.	Black	3,094,872	\$ 0.05	\$ 154,743.60
	Color	876,744	\$ 0.09	\$ 78,906.96
			<b>Total Bid:</b>	<b>\$ 233,650.56</b>
EMC OFFICE SUPPLIES INC.	Black	3,094,872	\$ 0.12	\$ 371,384.64
	Color	876,744	\$ 0.23	\$ 201,651.12
			<b>Total Bid:</b>	<b>\$ 573,035.76</b>
FLORIDA OFFICE MACHINES	Black	3,094,872	\$ 0.0195	\$ 60,350.00
	Color	876,744	\$ 0.0295	\$ 25,863.95
			<b>Total Bid:</b>	<b>\$ 86,213.95</b>
OPTIMA TECHNOLOGIES LLC	Black	3,094,872	\$ 0.008	\$ 24,758.98
	Color	876,744	\$ 0.075	\$ 65,755.80
			<b>Total Bid:</b>	<b>\$ 90,514.78</b>
PERIPHERAL SERVICES, INC.	Black	3,094,872	\$ 0.015	\$ 46,423.08
	Color	876,744	\$ 0.09	*\$78,906.96
			<b>Total Bid:</b>	<b>*\$125,330.04</b>
PREMIER LASER PRODUCTS	Black	3,094,872	\$ 0.011	\$ 34,043.59
	Color	876,744	\$ 0.023	\$ 20,165.11
			<b>Total Bid:</b>	<b>\$ 54,208.70</b>
SUN PRINT MANAGEMENT	Black	3,094,872	\$ 0.0085	*\$26,306.41
	Color	876,744	\$ 0.085	*\$74,523.24
			<b>Total Bid:</b>	<b>* \$100,829.65</b>
SYSTEMS Y2K, INC.	Black	3,094,872	\$ 0.015	\$ 46,423.08
	Color	876,744	\$ 0.020	\$ 17,534.88
			<b>Total Bid:</b>	<b>\$ 63,957.96</b>
THE REMI GROUP LLC	Black	3,094,872	\$ 0.032	*\$99,035.90
	Color	876,744	\$ 0.042	*\$36,823.25
			<b>Total Bid:</b>	<b>*\$135,859.15</b>
UNITED BUSINESS SOLUTIONS	Black	3,094,872	\$ 0.016	\$ 49,517.95
	Color	876,744	\$ 0.035	\$ 30,686.04
			<b>Total Bid:</b>	<b>\$ 80,203.99</b>
* = error in extension				