

## Copier RFP Review

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To: Lacey Porrovecchio <lporrovecchio@bigfork.k12.mt.us>; Amber Yoder <ayoder@bigfork.k12.mt.us>; Matt Jensen <mattj@bigfork.k12.mt.us>

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All,

I have reviewed the five proposals for the copier lease renewal. My recommendation is that we retain RICOH for another 36 month lease.

- All RFPs fell within a similar table of capabilities, cost, and features. I did not feel that one particularly stood out. The only RFPs to completely satisfy our requirements were RICOH and J2.
- We have had good success (and minimal issue) with the RICOH copiers; I don't feel any of the other companies would provide additional services / benefits that we don't already have with the current provider.
- The new machines for RICOH feature Google Drive integration, which will be more useful than scan to email long term. J2's copier had this as well.
- The time investment to change out software drivers, familiarize with a new set of machines, and adjust our ordering process is laborious and a substantial hidden cost not depicted in the RFPs.

Please let me know if you have additional questions.



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2020 Copier RFP Comparison

Company	Machine	Print formats	PPM	Scan speed (pages/images)
<b>J2 (Sharp)</b>	MX-6580	USB, Google Cloud, AirPrint, Android Server-less Print Release PCL6 and PostScript 3 (mobile print)	65	200i
	MX-5071	USB, Google Cloud, AirPrint, Android Server-less Print Release PCL6 and PostScript 3 (mobile print)	50	220i
<b>Ricoh</b>	IM C4500	Apple AirPrint, Mopria, Google Cloud, NFC, Smart Device App PCL5c, PCL6, PostScript 3, PDF direct	45	120p/240i
	IM C6000	Smart Device App, Cloud	60	120p/240i
<b>Kelly Connect (Toshiba)</b>	e-Studio 6516ac	AirPrint, Mopria, e-BRIDGE, USB, Cloud connector app	65 (75 bw)	120p/240i
	e-Studio 4515ac		45	120p/240i
<b>J&amp;H Inc</b>	Canon C5560i	Postscript 3	60	160i
	Canon C5550i	Postscript 3	50	160i
	HP MFP E87660z	HP PCL6, HP Postscript 3, PDE V1.7, AirPrint	60	120p/240i
	HP MFP E87650z	HP PCL6, HP Postscript 3, PDE V1.7, AirPrint	50	120p/240i
<b>ITC (HP Pagewide)</b>	HP E77650z	PC, MAC, Android, CUPS, mobile devices	50 (70 GM)	240i
	HP E77660z		60 (80 GM)	

2020 Copier RFP Comparison

Scan	Paper input	Paper output	Zoom	Encryption	PC, Mac, CUPS	Secure Print	SPDF
to desktop, network folders, FTP, email, USB convert to Word, Powerpoint, Excel PDFs - searchable, encrypted, compact	6600 sheet (6 sources)		25-400%	256-bit	x	x	150
to desktop, network folders, FTP, email, USB convert to Word, Powerpoint, Excel PDFs - searchable, encrypted, compact	3300 sheet (5 sources)		25-400%	256-bit	x	x	150
email, folder, USB, SD card	1200 (max 4700)	500 (max 3625)	25-400%	x	x	x	220
email, folder, USB, SD card	1200 (max 4700)	500 (max 3625)	25-400%	x	x	x	220
USB	3520 (max 6020)		25-400%			x	300
	3200		25-400%			x	300
JPG, PDF, TIFF to email, folder, USB or copier	5150					x	150
JPG, PDF, TIFF to email, folder, USB or copier	2450					x	150
JPG, PDF, TIFF to email, folder, USB or copier	5180					x	250
JPG, PDF, TIFF to email, folder, USB or copier	5180					x	250
mobile devices	2180-4620	3000				x	200

2020 Copier RFP Comparison

Offset Stack	Staple	Hole Punch	DO Fax	Service Callback	Central Manage	Lease	Black	Color	Terms
x	x	x			x	\$1,248.70	0.007	0.044	Includes parts, labor, toner, supplies excludes staples and paper 1 hr call back 4 hr response time
x	x	x	x		x				
x	x	x	x	x	x	\$1,088.06	0.0062	0.05	Includes parts, labor, toner, staples excludes paper 45 min call back under 4 hr response use same toner and interface
x	x	x	x	x	x				
x	50	x				\$1,445.55	0.0055	0.03	NASPO, Polson office, PM Program loaner machines auto meter collection! same day toner delivery
x	x	x	x				0.0077	0.034	
x	x	x			x	\$1,638.46	0.0075	0.0489	Includes parts, labor, travel, toner McAfee 2.48 hr response time avg 1.45 hr repair time avg
x	x	x			x				
x	x	x			x	\$1,154.12	0.0079	0.0452	"All inclusive"  2.48 hr response time avg 1.45 hr repair time avg
x	x	x	x		x				
x	x	x	x	SDS	x	\$910.00	0.0056	0.04	includes, parts, labor, supplies, staples excludes paper auto meter collection! 8 hr onsite response guarantee (4 hr avg) service personnel in Missoula Smart Device Services remote servicing loaner machines