

EXECUTIVE SUMMARY

Piggyback Recommendation of \$500,000 or Greater 56-022E – Commercial Copy Machines

The School Board of Broward County, Florida, (SBBC) and its Printing Services department are seeking to enhance printing services throughout the District by increasing the ability to complete regular routine printing projects. This request is to approve agreement 56-022E – Commercial Copier Machines to Konica Minolta Business Solutions U.S.A., Inc. This purchase is being made according to SBBC Purchasing Policy 3320, Part II, Section M, which says the following, “The School Board of Broward County Florida, School Board Policy 3320, Part II, Section M, permits the District to piggyback on contracts awarded by other city or county governmental agencies.”

The estimated agreement amount will be \$853,728 with a ten (10) percent contingencies for a grand total of \$939,100. When new commercial copy machines are installed, annual revenues are forecasted to increase at a minimum of twenty (20) percent.

This agreement will provide commercial, high-volume copy machines, both black and white, and color that will be used in the District’s Printing Services department. SBBC will access 56-022E - Commercial Copier Machines through the National Association State Procurement Officials piggyback contract through the State of Florida. This agreement will replace the need to access the State of Florida contract 55-048E- Multifunction Copiers, Service, and Supplies for the following copiers.

- KM Bizhub Press 951
- KM Bizhub Press 951
- KM C754

The terms and conditions of the proposed agreement are different than the current service agreement as listed in the chart below:

Contract	Term	Pricing	Equipment Copy Machines
Current Service Agreement: 55-048E - Multifunction Copiers, Service & Supplies	October 22, 2014, through December 31, 2017	Monthly (\$245.28) Lease fees plus cost per copy	KM Bizhub Press 951 KM Bizhub Press 951 KM C754
Proposed Agreement: 56-022E - Commercial Copier Machines	September 21, 2016, through September 20, 2019	Cost-Per-Copy (please see lease agreement breakdown)	(2) Bizhub Press 1250 (1) Bizhub Press C1070

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Lease Agreement Breakdown: The recommended vendor is Konica Minolta Business Solutions U.S.A., Inc., Commercial Copy Machines:

- (2) Bizhub Press 1250
- (1) Bizhub Press C1070

Rental Monthly Fee (36-month term) (2) Bizhub Press 1250 (1) Bizhub Press C1070	\$ 12,031.66
Color Service @135,000K @ .0428 (Single click 11 x17)	\$ 10,203.00
B&W Service .0037 Average 400,000 Prints per month	\$ 1,480.00
Total New Monthly Cost	\$ 23,714.66
Total New Yearly Cost	\$ 23,714.66
Contingencies of 10%	\$ 28,457.59
Grand Total Yearly Cost	\$ 313,033.51

The Printing Services department is a division of the Business Support Center which provides services to schools, administrative departments, and external customers. This award will increase operating efficiencies and allow the District to complete and increase number of projects in-house.

Konica Minolta Business Solutions U.S.A., Inc., has received a satisfactory supplier evaluation by a District administrator.