

Requisition

Req # 00198464

PO #

Date: 07/01/11

*Consent
#27467
7/19/11*

Bill To: x
x

Vendor: 223751
IKON OFFICE SOLUTIONS, INC.
P.O. BOX 660342
DALLAS TX 75266-0342
FAX (478)471-2311

Ship To: JP PCT 1, PL 2
1902 Joe Stephens STE 302
WESLACO TX 78596

Contact: J.P. 1-2
956-968-0707

Contract No: BUYBOARD 299-08

Special Instructions:

QUANTITY	UOM	DESCRIPTION	UNIT PRICE	AMOUNT
		TASB Buyboard #299-08 48-month Lease Copier Agreement Ricoh MP 3351 DO NOT DUPLICATE ORDER		
5.00	MONTH	CO Ricoh Aficio MP 3351 Copier	95.00	475.00
5.00	MONTH	CO ARDR DF3030 (50 sheet)	16.00	80.00
5.00	MONTH	CO FAC 38 Cabinet	3.00	15.00
5.00	MONTH	CO Finisher SR3050 (500 Sheet)	13.00	65.00
5.00	MONTH	CO Bridge Unit BU3020	3.00	15.00
5.00	MONTH	CO Digital QC 120/15 Network Powerfilter-Surge Protector	3.00	15.00
5.00	MONTH	CO Fax Option Type 3351	14.00	70.00
5.00	MONTH	CO Service-(5,000 B/W images per month w/overages @ \$.0086)	46.50	232.50
5.00	MONTH	CO Late Fees	10.00	50.00
		<u>Account No</u>	<u>Encumbrance</u>	
		1-1100-412-00-062-001-0-780	967.50	
		1-1100-412-00-062-001-0-855	50.00	
			Freight	.00
			Total	1,017.50
		Included: Equipment, Delivery, Installation, Operator Training Maintenance, Toner, STaples and Service performed by IKON Customer Service Technicians		
		REPORT ROAD HAZARDS 1-866-HCR-SAFE OR 1-866-427-7233		

Authorized By: _____

AI-27467

13. C.

CC CONSENT

Meeting Date: 07/19/2011

Submitted For: **Marty Salazar**

Submitted By: **Blanca Mayorga,
PURCHASING DEPT.**

Department: **PURCHASING DEPT.**

Information

CAPTION

Tax Office:

1. Requesting authority to enter into a 36-month new copier (capital) lease for a WC3550X printer through our membership/participation with (TPSS) Texas Procurement & Support Services awarded vendor, Xerox Corporation contract 985-L2 through requisition #198299 in the amount of \$64.61/month, effective upon approval. (1-1100-415-15-140-001-0-780);

2. Requesting authority to enter into a 6-month software maintenance agreement through our membership/participation with (DIR) Department of Information Resources awarded vendor CASO Document Management DIR-SDD-1429 through requisition #198460 in the amount of \$22,817.96, effective upon approval. (1-1246-415-15-140-003-0-336);

JP PCT 1, PL 2:

Requesting authority to enter into a 48-month new copier (capital) lease agreement through our membership participation with (TASB) Texas Association School Board Buy board awarded vendor IKON Office Solutions, Inc. contract #299-08 through requisition #198464 in the amount of \$147.00/month for JP PCT 1, PL 2. (1-1100-412-00-062-001-0-780).

BACKGROUND

Fiscal Impact

FISCAL YEAR: 2011	ACCT. #: 11100415151400010780
FUNDS AVAILABLE Y/N?: Y	MATCHING FUNDS Y/N?: Y
BUDGETARY IMPACT:	

FISCAL YEAR: 2011	ACCT. #: 11246415151400030336
FUNDS AVAILABLE Y/N?: Y	MATCHING FUNDS Y/N?: Y
BUDGETARY IMPACT:	

FISCAL YEAR: 2011	ACCT. #: 11100412000620010780
FUNDS AVAILABLE Y/N?: Y	MATCHING FUNDS Y/N?: Y
BUDGETARY IMPACT:	

FISCAL YEAR: 2011	ACCT. #: 11100412000620010855
FUNDS AVAILABLE Y/N?: y	MATCHING FUNDS Y/N?: y
BUDGETARY IMPACT:	

Attachments

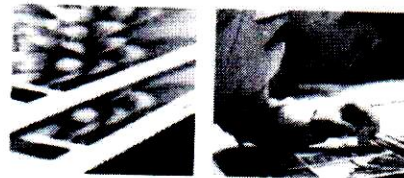
Xerox-#198299
CASO-#198460
IKON-#198464

Form Review

Inbox	Reviewed By	Date
Budget & Management	Merlen P. Munoz	07/12/2011 02:06 PM
Rosalinda Cantu	Angela Garcia	07/12/2011 02:11 PM
Purchasing Department	Marty Salazar	07/12/2011 04:26 PM
Auditor's Office		07/15/2011 04:42 PM
Form Started By: Blanca Mayorga		Started On: 07/11/2011 04:06 PM
Final Approval Date: 07/15/2011		

Financial Considerations

Investment Details:
Ricoh MP 3351



Current Situation:

Canon IR2230 – 4,000 copies

\$212.00 Monthly (48 mths)

Financial Considerations for 48 Months

Equipment Breakdown	TASB Purchase Pricing	48 mo Pricing
1. Ricoh Aficio MP 3351	\$3,899.00	\$95.00
ARDR DF3030 (50 Sheet)	\$676.00	\$16.00
FAC 38 Cabinet	\$111.00	\$3.00
Finisher SR3050 (500 Sheet)	\$514.00	\$13.00
Bridge Unit BU3020	\$130.00	\$3.00
Digital QC 120/15 Network Powerfilter-Surge Protector	\$115.00	\$3.00
Fax Option Type 3351	\$578.00	\$14.00
	Total Purchase Price	
	\$6,023.00	\$147.00
Equipment Total		\$147.00
Service – (5,000 B/W images per month with overages @ \$0.0086)		\$46.50
	Grand Total	\$193.50

48 Month Lease Option MP 3351- Grand Total - \$193.50

Total Equipment Purchase Price for MP3351 - \$6,023.00

(Please see attached TASB Pricing Sheet for further break downs of each machine and service)

Pricing Components Include: Equipment, Delivery, Installation, Operator Training, Maintenance, Toner, Staples and Service performed by IKON Customer Service Technicians (You will incur no additional charges for parts or labor)

****NOTE:** All rates are Property Tax Inclusive and based off of the TASB BuyBoard Contract # 299-08 Registration #: SMA00031453 Complete Lease Forgiveness on current lease Contract # 429301-1008606A7



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Product Description	Vendor Part Number	MSRP	TLGC Selling Price	24 Mo	36 Mo	48 Mo	60 Mo	
Ricoh Aficio MP3351SP								
BASE UNIT								
Ricoh Aficio MP3351SP	MP3351SP	\$9,250	3,899	165	118	95	82	
COPIER ACCESSORIES								
ARDF DF3030 (50 Sheet)	414143	\$1,330	676	29	20	16	14	
Platen Cover Type 3800C	412551	\$95	52	2	2	1	1	
1 Bin Tray BN3030	414127	\$325	161	7	5	4	3	
Finisher SR3050 (500 Sheet)	414130	\$1,045	514	22	16	13	11	
1,000 Sheet Finisher SR790	412730	\$1,480	764	32	23	19	16	
Booklet Finisher SR3000 1,000 Sheet Finisher	412851	\$3,150	1,578	67	48	38	33	
Bridge Unit BU3020	414125	\$240	130	5	4	3	3	
Punch Unit Kit PU3000	412855	\$765	389	16	12	9	8	
Internal Shift Tray SH3010	414140	\$325	165	7	5	4	3	
PS500 Large Capacity Tray	410958	\$1,470	772	33	23	19	16	
Paper Feed Unit Type PB 3030	413673	\$1,313	641	27	19	16	13	
FAC 38 Cabinet	414520	\$207	111	5	3	3	2	
Key Counter Bracket Type H	412552	\$100	50	2	2	1	1	
Optional Counter Interface Unit Type A	413012	\$62	32	1	1	1	1	
ESP Digital QC 120/15 Network - (Powerfilter)	D5133NT	\$170	115	5	3	3	2	
FAX OPTION ACCESSORIES								
Fax Option Type 3351	415285	\$1,100	578	24	18	14	12	
32MB Memory Unit Type B	001342MIU	\$195	94	4	3	2	2	
G3 Interface Unit Type 3350	414084	\$680	348	15	11	8	7	
Handset Type 1018	410781	\$68	36	2	1	1	1	
PRINT/SCAN OPTION								
PostScript 3 Unit Type 3350	414120	\$570	290	12	9	7	6	
IEEE802.11a/b/g Wireless Interface Type J	414008	\$565	303	13	9	7	6	
IEEE1284 Interface Board Type A	411699	\$105	53	2	2	1	1	
Bluetooth Interface Unit Type 3245	412866	\$378	233	10	7	6	5	
Gigabit Ethernet Board Type A	402547	\$340	220	9	7	5	5	
File Format Converter Type E	414007	\$605	318	13	10	8	7	
3L68-19 USB Keyboard MP2550/MP3350	100256FNG	\$449	428	18	13	10	9	
SECURITY OPTIONS								
Data Overwrite Security Unit Type I	413955	\$420	210	9	6	5	4	
HDD Encryption Unit Type A	414021	\$390	207	9	6	5	4	
					TOTAL FOR MP3351			\$147.00
SUPPLIES								
TONER TYPE 2120D/25335627	841337	\$231						
STAPLES TYPE K 5000/CTG	410801	\$44						
STAPLES TYPE K REFILL	410802	\$78						
Staple Type S for SR3000 (Saddle Stitch) (Uses Type K Refill)	412874	\$50						
Marker Type 30	334049	\$31						

TASB

IKON Office Solutions GTX IMP

CANON / RICOH DIGITAL BLACK&WHITE, COLOR AND PROFESSIONAL SERVICES

TERM	SEG 1	SEG 2	SEG 3	SEG 4a	SEG 4b	SEG 5a	SEG 5b	SEG 6
	Per Copy	Per Copy	Per Copy	Per Copy	Per Copy	Per Copy	Per Copy	Per Copy
12 MONTH	0.0149	0.011	0.0085	0.0066	0.0064	0.0058	0.0056	0.0051
36 MONTH RATE	0.0156	0.0115	0.0089	0.0068	0.0066	0.006	0.0058	0.0053
48 MONTH RATE	0.0163	0.0121	0.0093	0.0071	0.0068	0.0063	0.006	0.0055
60 MONTH RATE	0.0171	0.0127	0.0098	0.0075	0.0072	0.0066	0.0062	0.0057
OVERAGES	0.0145	0.0095	0.0086	0.0062	0.0060	0.0055	0.0054	0.0050
MONTHLY VOLUME	1,000-2,500	2,500-5,000	5,000-10,000	10,000-20,000	20,000-30,000	30,000-40,000	40,000-75,000	75,000 +
	B/W Service for MP 3351SP: 5,000 B/W images per month = 5,000 x \$0.0093 = \$46.50 (overages @ .0086)							

Price included Service Parts/Labor, Black Toner and Staples. Excluded Connectivity Support.

* Required Minimum Volume

TERM	C1100/IPC-1	CLC4/5100	MP3300/2500	MP3300/3500	C2650/3060/3460	C4090/4580/5185	C5058U/6068U	CPP550/558C/700/8
	Color*	Color*	B/W or Color**	B/W or Color**	B/W or Color**	B/W or Color**	B/W or Color**	000V/P/5000
12 MONTH	0.1200	0.0680	0.0750	0.0750	0.0660	0.0660	0.0830	0.0520
36 MONTH RATE	0.1250	0.0700	0.0770	0.0770	0.0679	0.0679	0.0850	0.0540
48 MONTH RATE	0.1313	0.0720	0.0790	0.0790	0.0712	0.0712	0.0870	0.0560
60 MONTH RATE	0.1378	0.0740	0.0810	0.0810	0.0748	0.0748	0.0890	0.0580
OVERAGES COLOR	0.1100	0.0660	0.0720	0.0720	0.0640	0.0640	0.0810	0.0500
BLACK/WHITE CPC	0.0200	0.0130	0.0110	0.0090	0.0110	0.0100	0.0120	0.0120
MONTHLY VOLUME COLOR	1,000-2,500	10,000 +	2,500 +	5,000 +	2,500 +	5,000 +	5,000 +	10,000 +
RIP Fees	\$45/month	\$50/month	\$30/month	\$30/month	\$30/month	\$30/month	\$30/month	\$50/month
No charge for Embedded RIPs								

SERVICE TOTALS 5,000 B/W Images	
per month @ \$0.0093 =	\$46.50
TOTAL MONTHLY SERVICE FEE	\$46.50
	Overages @ \$0.0086

Managed Printer Fleet Pricing

All LaserJet Printe BuyBoard Pricing
 B/W Printer .03/impression*
 116 .25/impression*

* Only Laser Jets

** All Printers need to have Director of Service approval

Price included Service Parts/Labor, Toners and Staples. Excluded Connectivity Support.

* Required Minimum COLOR Volume. ** Select either Black/White or Color as minimum.

Capital Lease Versus Operating Lease Test 2011

Indicates calculated field
Mandatory Field
Complete if indicated in lease documentation

CC Date	State Purchase Order Date	Dept. No.	Lease / Property Schedule No.	Req. Number	Asset Module Asset ID No.	Lease Term Start Date	Description	Monthly Pymt. Amount	1 Title Xfer at End of Lease? (Y/N)	2 Bargain Purchase Option? (Y/N)	3a Lease Term in Months	3b Est. Economic Useful Life in Months	4a Total Principal Pmts Over Lease Term	4b FMV of Leased Equip. at Lease Inception	Capital or Operating Lease? (Calculated Field)
7/19/2011	TASB 299-08	62	JP 1 Pl 2	198464	299-08	7/19/2011	RICOH MP3351	\$147.00	N	N	48	60	6,023.00	\$6,023.00	Capital Lease
6/28/2011	TASB 299-08	48	Planning Tax Office Alamo	195978	299-08		Ricoh MP 2851SP	\$160.40	N	N	48	60	7,699.20	\$5,203.00	Capital Lease
7/19/2011	985-L2	140		198299	985-L2	7/19/2011	WC3550X	\$64.61	N	N	36	60	2,325.96	\$2,325.00	Capital Lease
													0.00		

Proposal for Hidalgo County J.P. 1 PL. 2



PREPARED BY:

Aissa Garcia – Account Executive
Mobile: (956) 607-6465
Email: aissa.garcia@ricoh-usa.com

PREPARED FOR:

Hidalgo County J.P. 1 PL. 2

Date Submitted: July 1, 2011



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Aissa Garcia
Account Executive
IKON Office Solutions, Inc.
1400 N. McColl, Ste. 103
McAllen, TX 78501
(956) 607-6465
aissa.garcia@ricoh-usa.com



Reservation of Rights—In response to your request, we have reviewed and are responding to the terms and conditions in your RFP or invitation. Based on our review of the information provided by you, IKON is confident that contracts acceptable to us may be reached promptly following any award. Specifically, we recognize your right to negotiate and approve the terms and conditions of any contract following award and respectfully reserve the same right. We acknowledge that all contract terms and conditions must be mutually agreed upon by both of us. Our proposal represents our commitment with respect to pricing, equipment specifications and our proposed solution. Following bid award, we contemplate that we will both negotiate and sign, in the exercise of good faith, customary definitive agreement(s) to govern our relationship, and provide reasonable assurances of our authority to enter into such agreements. In an effort to expedite the finalization of our agreements, we have noted the following topics for our discussion, which are either not addressed in your request or for which we request further clarification:

- To the extent you lease from us or IKON Financial Services, customary terms and conditions related to equipment financing, subject to customary non-appropriation rights;
- Mutually acceptable terms related to the measurement and calculation of service levels, including customary terms related to reporting requirements and remedies;
- Standard industry service termination and default, rights and remedies, including reasonable written notice requirements and cure periods;
- Risk of loss and insurance requirements during possession of provided equipment;
- Assignment rights subject to prior credit approval;
- Standard industry warranties for service and support and the transfer of applicable manufacturer product warranties, as well as customary limitations of implied warranties;
- Mutual indemnification for third party claims arising from acts of misconduct in connection with the performance of services; and
- Mutual liability protections for consequential and similar damages.

As is customary for transactions of this type, any acknowledgements made by each of us are qualified by the right to negotiate mutually acceptable terms. Our proposal is based upon the information provided by you, and the assumptions made by us in preparing our response. Any changes to information or assumptions may, if material, require modification. Upon award, we will be pleased to work with you to promptly finalize mutually acceptable contract terms and, if applicable, provide copies of appropriate contract forms for that purpose.

Proprietary and Confidential Statement—The enclosed materials are proprietary to IKON Office Solutions, Inc. ("IKON"), and IKON reserves all right, title, and interest in and to such materials. The terms, conditions, and information set forth herein are confidential to IKON and may not be disclosed in any manner to any person other than the addressee, together with its officers, employees, and agents who are directly responsible for evaluating the contents of these materials for the limited purpose intended. These materials may not be used in any manner other than for such limited purpose. Any unauthorized disclosure, use, reproduction, or transmission is expressly prohibited without the prior written consent of IKON. These materials summarize a proposed equipment and/or services solution. They are intended for informational purposes only to assist you in your evaluation of IKON as a potential business partner. These materials do not represent an offer or a binding agreement.

Adan Guerrero
Hidalgo County J.P. 1 PL. 2
1902 Joe Stephens Ave.
Weslaco, TX 78596



Dear Mr. Guerrero,

Thank you for taking the time to speak with me regarding your copier situation. Based on our conversation, I have put together a proposed solution that we believe will meet your goals of:

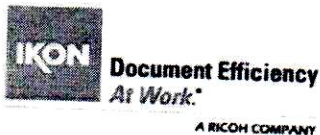
- New technology to increase efficiency and increase speed
- Reducing overall monthly costs in each department by migrating prints to a multifunctional product
- Complete lease forgiveness on current lease contract # **429301-1008606A7**

At IKON Office Solutions, Inc., a Ricoh company, we have built a solid reputation for providing the best solution for each of our customer's unique requirements. We are able to meet your specific needs by leveraging innovative technology backed by IKON's world class service and expertise.

Thank you for giving us the opportunity to present the following proposal. On behalf of your IKON team, we appreciate the time you have committed to considering our recommendations. We look forward to serving all of your document needs and increasing your document efficiency.

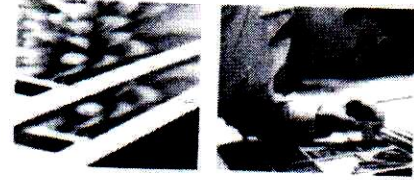
Sincerely,

Aissa Garcia
Account Executive
Office 956-687-9156
Mobile 956-607-6465
Aissa.garcia@ricoh-usa.com



Reservation of Rights—In response to your invitation, we are pleased to submit this proposal for your consideration. We recognize your right to negotiate and approve the terms and conditions of any contract following award and respectfully reserve the right to do the same. We acknowledge that all contract terms and conditions must be mutually agreed upon by both of us. Our proposal represents our commitment with respect to pricing, equipment specifications and service levels and contemplates that both parties reserve the right to review and negotiate appropriate and mutually acceptable terms and conditions in the exercise of good faith. As is customary for transactions of this type, our proposal is based upon the information provided by you and the assumptions set forth in our response, and any changes to such information or assumptions may, if material, require modification. Upon award, we will be pleased to work with you to promptly finalize mutually acceptable contract terms and, if applicable, provide copies of appropriate contract forms for that purpose.

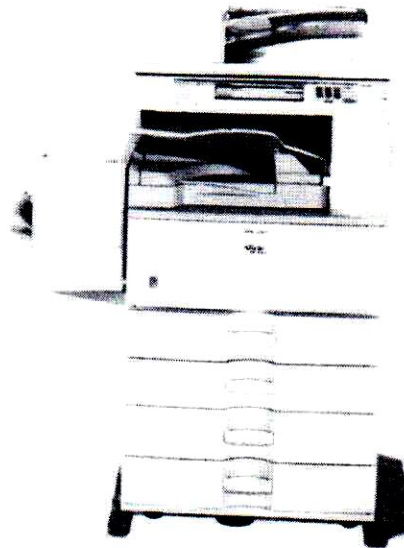
Ricoh MP 3351



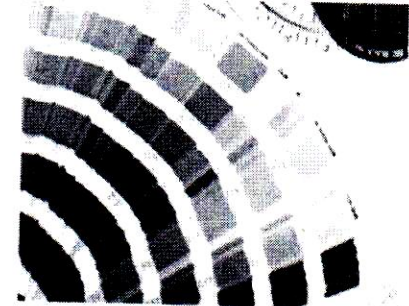
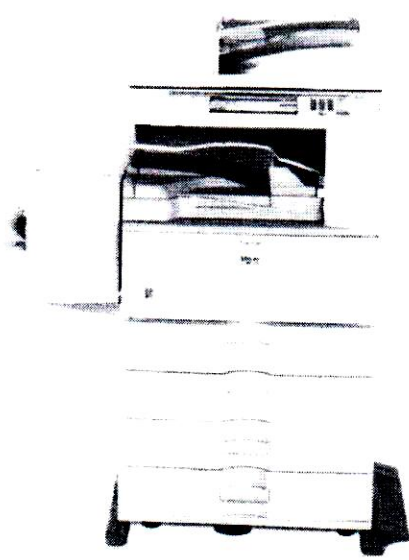
The Ricoh MP 3351 delivers exceptional results to businesses seeking versatile digital copying, productive network scanning and printing. Featuring professional image quality and a space-saving design, these models incorporate an array of impressive features that will substantially increase user productivity.

Key Features of the Ricoh MP 3351

- 33 PPM monochrome output speed, Low cost per page output
- 1,100-sheet paper capacity
- 500-sheet finisher and cabinet stand
- Device is fax, print and scan enabled - providing both black & white and color scanning functionality
- Warm up time of 22 seconds and 4.5 seconds monochrome first print speed
- ESP Power Filter
- Energy Star® compliant
- Warm up time less than 45 seconds



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