

Proposal for Document Copying & Printing Solutions



Hidalgo
County
Public Defender



PREPARED BY:

Aissa Acevedo - Services Executive, Major Accounts

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Email: Aissa.Acevedo@Ricoh-USA.com

Proposal Submitted: July 28, 2015

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July 28, 2015

Hidalgo County – Public Defender
Attn: Ms. Patricia Loya
100 N. Closner, 5th Floor
Edinburg, TX 78539



Dear Ms. Loya,

Thank you so much for taking the time to speak with me regarding your department's document and office equipment needs. I truly appreciated the time you took to discuss this situation. Based on our conversation, I have put together a proposed solution that we believe will meet your goals of:

- Highly efficient new technology and cost effective color and black & white output devices
- High quality copies, prints and productions with increased security & productivity
- An all-inclusive service package (service, toner & staples included to reduce supply costs)

At Ricoh, 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 Ricoh's world-class service and expertise.

Thank you for giving us the opportunity to present the following proposal. We look forward to serving all of your document needs and increasing your document efficiency.

Sincerely,

Aissa Acevedo
Services Executive, Major Accounts
(956) 607-6465

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.

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Ricoh MPC4503

Color & Black/White Multifunctional Device



Key Features

- 45-PPM monochrome and color
- 2,300-sheet paper capacity
Tray 1, 2, 3 & 4 – 550 Sheet Paper Trays
And 1 – 100 Sheet Bypass
- External 1,000 Sheet Finisher / Stapler
- DOSS (Data Overwrite Security System)
For ISO 15408 Compliance
- Scan to/Print from USB/SD Card
- Configured fax, print & scan;
providing both black & white and color scanning
- ESP power filter
- Energy Star® compliant



DIR Contract - Investment Details for 48 Months

Line	Equipment Breakdown	DIR Purchase Pricing	DIR 48 Month Pricing	Hidalgo Budget Code
20	Ricoh MPC4503 - #416518	\$3,875.85	\$103.35	780
23	ESP XG-PCS-15D - Digital Network Powerfilter	\$151.13	\$3.79	780
24	Network Print/Scan (Seg. BC4)	\$250.00	\$6.26	780
26	Paper Feed Unit PB3160	\$472.52	\$11.84	780
31	Bridge Unit BU3070	\$82.62	\$2.07	780
32	Finisher SR3140 (1,000 Sheet External)	\$720.36	\$18.05	780
Equipment Totals		\$5,552.47	\$145.36	
		Service (5,000 B/W impressions monthly @ \$0.0069)	\$34.50	430
		Service (1,850 Color impressions monthly @ \$0.0428)	\$79.18	430
<small>Overages billed quarterly. B/W @ \$0.0069 and Color @ \$0.0428</small>				

GRAND TOTAL: \$259.04

(Please see attached DIR Pricing Sheet for further break down and verification of contracted pricing)

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

****NOTE:** All rates are based off of the State of Texas DIR Contract: STATE OF TEXAS DIR-TSO-3041

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www.ricoh-usa.com



Please direct any questions on this proposal to:

Aissa Acevedo— Services Executive, Major Accounts

Mobile: (956) 607-6465

Fax: (956) 687-2012

Email: Aissa.Acevedo@RicoH-USA.com

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Financial Calculators

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Lease Calculator

Fix Rate	Fix Payment	Result
Product/Property Value	\$ 5903.06	Interest/Return Rate 8.449%
Residual Value	\$ 0	Total of 48 Monthly Payments \$6,977.28
Lease Term	0 years 48 months	Total Interest \$1,074.22
Monthly Payment	\$ 145.36	
<input type="button" value="Calculate"/>		

Related

[Auto Lease Calculator](#) | [Auto Loan Calculator](#)

What is a Lease?

A lease is a contract made for the use of an asset. It is made between a lessor (the owner of the asset) and a lessee (the person who wants to use the asset).

You will hear the most about leasing houses and cars, but you can lease anything. Businesses routinely lease all sort of equipment, because the effect on the bottom line and on tax is favorable.

There is a considerable difference between leasing an asset and renting it. A lease contract is a strictly binding business agreement. The two parties make the agreement and neither one can deviate from its terms (without some very exceptional reason). Lease an apartment for three years, and you owe the rent on that apartment for the next three years month by month, and if you don't pay it, you will incur serious penalties.

This is very different from renting an apartment. Most rental contracts are covered by much more considerate terms for the tenant, who can move out early, arrange late payment in some cases, etc. That is why it is unusual for a landlord to lease an apartment to an individual – the laws covering rental contracts are better protection for both tenant and landlord. However, should a business seek an apartment to use, perhaps, for executives who visit the city from time to time, a leasing agreement might be favorable.

When agreeing to a lease, you will almost certainly be asked to make a deposit to cover risk of damages and non-payment. It should be clearly stated in the lease that the deposit is refundable.

Leasing a Car

The most common form of leasing seen today is automobile leasing. This is not because leasing a car is cheaper than buying one – on the contrary, overall it's more expensive. But auto leasing has two principal benefits that make it very popular despite the expense: You can always drive a fairly new car, and it's always under warranty; and, for the same budget, you can often get a larger, more luxurious, better-equipped car.

When you lease, there are many factors to consider: The initial down payment, the amount of the monthly payment, the time of the lease (this is usually three years in the U.S., but it is possible to lease for six years), the mileage you can drive every year, etc.

Your monthly payment is based on the difference between the cost of the automobile ("transaction price" or its "capitalized cost") when it's new, and what the car is forecast to be worth at the end of the leasing period – this is called the "residual value." This difference is financed at a particular rate of interest which is sometimes called the "leasing rate." You may also have to put down a security deposit (this is usually one month's payment). There can be additional charges that the dealer may impose, so you should discuss all the financing carefully before agreeing to an automobile leasing contract.

Business Leasing

A business leasing equipment is more like a consumer leasing a car: The business pays a monthly fee for the use of the asset, and at the end of the lease period, the business can purchase the asset at residual value. Sometimes an agreement is made for such a purchase at a fixed value at the beginning of the lease. At other times, businesses can simply stop leasing, or continue leasing the equipment.

The advantages to the business are considerable. The business can acquire and use expensive equipment while paying only a fraction of its cost upfront. Lease payments are also tax deductible as a business expense. Further, once the lease is over, the business can lease new equipment, obtaining it again without having to pay out for it.

Leasing Real Estate

Leasing real estate usually involves a business that seeks office space, or land, or a factory. It is rare for private individuals to lease real estate because, as we have seen, renting is much more favorable to both landlord and tenant.

Commercial leasing of real estate does not usually lead to the purchase of the property by lessee. It is essentially the same as renting, but the terms are stricter. The most important item is the length of the lease, of course, because once you are committed for the period, you cannot change it. The monthly payment sometimes includes other charges like insurance, tax and maintenance: All of this should be transparent, and you should know exactly what you are paying for. You will make a security deposit, but the lease should guarantee that you get it back at the end unless specific conditions occur.

(damages, non-payment, etc.).

The lease should also define exactly what you are paying for, the exact space and facilities should be carefully listed. If you have the right to use any common areas in the building, it should be specifically stated.

The lease calculator above can help for both car leasing and business leasing to estimate the periodical payments or real interest rate. Real estate leasing is different in that many times the residual value might be higher than when the lease starts due to asset appreciation. The monthly pay for real estate leasing depends mainly on the market.

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Zimbra

tanya.delira@co.hidalgo.tx.us

Re: 281576

From : Renan Ramirez
<renan.ramirez@co.hidalgo.tx.us>

Thu, Aug 13, 2015 01:54 PM

Subject : Re: 281576

To : Tanya De Lira <tanya.delira@co.hidalgo.tx.us>

Cc : Patricia Loya <patricia.loya@co.hidalgo.tx.us>

Tanya,

Looks good! We work closely with Ricoh and had predetermined the specifications.

This meets with my approval.

Thanks!

Renán Ramirez

Chief Information Officer
County of Hidalgo, Texas
956-289-7444

From: "Tanya De Lira" <tanya.delira@co.hidalgo.tx.us>
To: "Renan Ramirez" <renan.ramirez@co.hidalgo.tx.us>
Cc: "Patricia Loya" <patricia.loya@co.hidalgo.tx.us>
Sent: Thursday, August 13, 2015 1:50:14 PM
Subject: 281576

Mr. Renan, please see attachment for your review/recommendation.

Tanya De Lira

Hidalgo County Purchasing Department
2812 S. Business Hwy 281
Edinburg, Texas 78539
O 956 292 7000 x 4878
F 956 292 7612

From : Tanya De Lira <tanya.delira@co.hidalgo.tx.us> Thu, Aug 13, 2015 01:50 PM
Subject : 281576  1 attachment
To : Renan Ramirez
<renan.ramirez@co.hidalgo.tx.us>
Cc : Patricia Loya <patricia.loya@co.hidalgo.tx.us>

Mr. Renan, please see attachment for your review/recommendation.

Tanya De Lira

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 **281576.pdf**
978 KB
