

Req# 314775

## Account Review & Upgrade Proposal



Hidalgo County  
Health Dept.



### PREPARED BY:

Aissa Acevedo—Major Account Executive

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*Proposal Submitted: February 22, 2017*

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# Account Details and Current Situation

## Contract Details

Reg# 314775

36 Month Lease Start Date: 06/01/2014	\$3,123.67
Service & Maintenance Guaranteed Minimum Images	88,000/Month Annual Overages: B/W @ \$0.007 1,056,000 / Year

LOCATION CONTACT	ADDRESS	CURRENT MODEL DESCRIPTION	EID	C-SERIAL NUMBER	SERIAL NUMBER	6/1/14 - 5/31/15 AMV	6/1/15 - 5/31/16 AMV
EDINBURG BRISelda GUERRERO	3105 E RICHARDSON RD EDINBURG, TX	RICOH MP 5002SP	13219387	C85045910	W534L400450	7,612	4,817
PHARR ROSEMARY OCHOA	300 W HALL ACRES RD PHARR, TX	RICOH MP 5002SP	13219521	C85045915	W533LB00693	8,729	9,515
MCALLEN AMBER LEE GARCIA	300 E HACKBERRY AVE MCALLEN, TX	RICOH MP 5002SP	12601084	C85045916	W534L400555	8,547	7,365
MISSION VICTORIA GARZA*	211 S SCHUERBACH RD MISSION, TX	RICOH MP 5002SP	13219444	C85045917	W533LB00681	7,352	8,651
WESLACO ENEDELIA DEL ANGEL	1901 N BRIDGE AVE WESLACO, TX	RICOH MP 5002SP	13219449	C85045918	W534L500625	8,995	10,942
EDINBURG JOSIE ESCALANTE	1304 S 25TH AVE EDINBURG, TX	RICOH MP 5002SP	12834101	C85045911	W534L400551	11,731	9,547
MISSION PCT OFFICE JOSIE ESCALANTE	722 N BREYFOGLE MISSION, TX	RICOH MP 5002SP	13219202	C85045912	W534L400657	40	383
PULMONARY ZOILA PENA	1304 S 25TH AVE EDINBURG, TX	RICOH MP 5002SP	13219391	C85045913	W534L400652	3,935	3,509
ELSA MARISELA RODRIGUEZ	708 E EDINBURG AVE ELSA TX	RICOH MP 5002SP	13218861	C85045914	W534L500607	4,416	2,930
HIDALGO GRACIELLA SANTOS	702 E TEXANO DR HIDALGO, TX	RICOH MP 5002SP	13212062	C85045909	W534L400534	4,739	3,965
WESLACO ENVIORMENTAL JOSIE ESCALANTE	1902 JOE STEPHENS AVE WESLACO, TX	RICOH MP 5002SP (No finisher)	13218859	C85045966	W534L500187	310	392

**TOTAL AVERAGE MONTHLY VOLUME 66,405 62,016**

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## Proposed Solution Overview

Department Model	Configuration	Copy Allowance	36 Mo. Lease Monthly Cost
EDINBURG MP5054SP	50 PPM B&W, 2 – 550 Sheet Paper Trays, 1 – 2,000 Sheet LCIT with Finisher/Stapler	7,500	\$221.23
PHARR MP5054SP	50 PPM B&W, 2 – 550 Sheet Paper Trays, 1 – 2,000 Sheet LCIT with Finisher/Stapler	7,500	\$221.23
MCALLEN MP5054SP	50 PPM B&W, 2 – 550 Sheet Paper Trays, 1 – 2,000 Sheet LCIT with Finisher/Stapler	7,500	\$221.23
MISSION MP5054SP	50 PPM B&W, 2 – 550 Sheet Paper Trays, 1 – 2,000 Sheet LCIT with Finisher/Stapler	7,500	\$221.23
WESLACO MP5054SP	50 PPM B&W, 2 – 550 Sheet Paper Trays, 1 – 2,000 Sheet LCIT with Finisher/Stapler	7,500	\$221.23
EDINBURG MP5054SP	50 PPM B&W, 2 – 550 Sheet Paper Trays, 1 – 2,000 Sheet LCIT with Finisher/Stapler	7,500	\$221.23
MISSION PCT OFFICE MP5054SP	50 PPM B&W, 2 – 550 Sheet Paper Trays, 1 – 2,000 Sheet LCIT with Finisher/Stapler	7,500	\$221.23
PULMONARY MP5054SP	50 PPM B&W, 2 – 550 Sheet Paper Trays, 1 – 2,000 Sheet LCIT with Finisher/Stapler	7,500	\$221.23
ELSA MP5054SP	50 PPM B&W, 2 – 550 Sheet Paper Trays, 1 – 2,000 Sheet LCIT with Finisher/Stapler	7,500	\$221.23
HIDALGO MP5054SP	50 PPM B&W, 2 – 550 Sheet Paper Trays, 1 – 2,000 Sheet LCIT with Finisher/Stapler	7,500	\$221.23
WESLACO ENVTL MP5054SP	50 PPM B&W, 2 – 550 Sheet Paper Trays, 1 – 2,000 Sheet LCIT with Finisher/Stapler	7,500	\$221.23
EDINBURG TB DEPT MP5054SP	50 PPM B&W, 2 – 550 Sheet Paper Trays, 1 – 2,000 Sheet LCIT with Finisher/Stapler	7,500	\$221.23
Total Monthly Hardware Payment			\$2,654.76
Monthly Maintenance & Service 90,000 Black & White Clicks Per Month With Overages Billed Annually @ \$0.0064			\$576.00
<b>MONTHLY GRAND TOTAL FOR ALL DEVICES</b>			<b>\$3,230.76</b>

10 MONTHS REMAINING IN FISCAL YEAR: 03/01/17-12/31/17

State of Texas DIR Contract Number: DIR-TSO-3041

36 Month LEASE AND SERVICE TERM

GOLD SERVICE INCLUDES: PARTS, LABOR, TONER & STAPLES

90,000 BW impressions Monthly @ \$576.00

Overages billed annually. BW overage rate @ \$0.0064

\*To the extent permitted by the laws and Constitution of The State of Texas, equipment is to be leased in accordance with the terms and conditions of State of Texas Department of Information Resources Contract No. DIR-TSO-3041 Appendix D Master Lease Agreement. It is acknowledged and agreed that this Purchase Order constitutes a "Schedule" as defined in the Master Lease Agreement.

Includes Full & Final Upgrade of Contract 429301-3205065

Ship To:

Hidalgo County – Health Department

1304 S 25<sup>th</sup> Ave.

Edinburg, TX 78539

Contact: Josie Escalante / Phone: 956-383-8858

Bill To:

Hidalgo County – Health Department

1304 S 25<sup>th</sup> Ave

Edinburg, TX 78539

Ref # 314775

[www.ricoh-usa.com](http://www.ricoh-usa.com)



Please direct any questions on this proposal to:

Aissa Acevedo – Major Account Executive

Mobile: (956) 607-6465

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## Texas DIR

### Purchase / Lease / Full Maintenance

#### Schedule B to

#### Ricoh Master Pricing Agreement

#### Terms & Conditions to reference Ricoh Master Agreement

#### Pricing valid for 90 Days

#### Lease rates are subject to quarterly review and adjustment, unless otherwise noted in the Ricoh Master Agreement.

#### Lease payments exclude taxes

RICOH Product Code	RICOH Equipment and Options Price Per Unit	Copies/Prints/Developments Per Minute	Suggested Retail Price	Contract Purchase Price	RICOH Lease Payments				Base Charge	Base Frequency	B&W Allowance	B&W CPC	Color Allowance	Color CPC	Supplies Included	Production Click	Delivery & Installation Hardware Included
					24 Monthly Payments	36 Monthly Payments	48 Monthly Payments	60 Monthly Payments									
417030	MP 9054SP	60	\$12,350.00	\$1,235.00	\$102.92	\$99.01	\$87.04	\$87.04		MTH	0.0069				Yes	11x17	Included
417040	MP 9054SP	60	\$14,725.00	\$1,472.50	\$122.71	\$117.76	\$103.52	\$103.52		MTH	0.0064				Yes	Click	Included
000428MU	MP 6054SP	60	\$16,025.00	\$1,602.50	\$142.71	\$142.56	\$131.47	\$131.47		MTH	0.0064				Yes		Included
PS-AV62C1	ESP XQ-RC-150 (20 Vol. 15 Amo)		360.00	36.00	3.00	3.00	3.33	3.33									
PS-AV62C2	ESP XQ-RC-150 (20 Vol. 15 Amo)		360.00	36.00	3.00	3.00	3.33	3.33									
PS-AV62C3	ESP XQ-RC-150 (20 Vol. 15 Amo)		360.00	36.00	3.00	3.00	3.33	3.33									
PS-AV62C4	ESP XQ-RC-150 (20 Vol. 15 Amo)		360.00	36.00	3.00	3.00	3.33	3.33									
100787FNG	Network Print/Scan Connection (Seg. 4)		405.00	40.50	3.38	3.38	3.38	3.38									
416040	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416737	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
417208	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
417270	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416048	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416052	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416054	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416056	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416058	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416062	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416064	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416066	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416068	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416070	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416072	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416074	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416076	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416078	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416080	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416082	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416084	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416086	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416088	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416090	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416092	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416094	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416096	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416098	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416100	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416102	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416104	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416106	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416108	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416110	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416112	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416114	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416116	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416118	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416120	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416122	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416124	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416126	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416128	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416130	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416132	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416134	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416136	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416138	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416140	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416142	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416144	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416146	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416148	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416150	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416152	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416154	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416156	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416158	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416160	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416162	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416164	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416166	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416168	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416170	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416172	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416174	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416176	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416178	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416180	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416182	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416184	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416186	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416188	Canon Type F		250.00	25.00	2.08	2.08	2.08	2.08									
416190	Canon Type F		250.00	25.00													



## Ricoh USA, Inc.

**Vendor ID**

12227835217

**URL****Vendor Website**

(<https://www2.ricoh-usa.com/majoraccount/txdir/>)

**HUB Type**

Non HUB

E-Rate Qualified

**DIR Contract Number**

DIR-TSO-3041

**Contract Term End Date**

6/25/2017

**Contract Exp Date**

6/25/2019

**Contact Ricoh USA, Inc.****Contact****Todd Marron**

(<mailto:todd.marron@ricoh-usa.com>)

**Phone**

(503) 747-6653

**Fax**

(913) 273-1567

**Contact DIR****Contact****Deana Loe**

(<mailto:deana.loe@dir.texas.gov>)

**Phone**

(512) 463-0687

**Fax**

(512) 475-4759

## Contract Overview

Ricoh offers Ricoh branded hardware and related services for copiers, printers, scanners, and document management. Additional products and services include: lease and rental agreements. Customers can purchase directly through this DIR contract. Contracts may be used by state and local government, public education, other public entities in Texas, as well as public entities outside the state. One reseller is available for Riso products under this contract.

## Contract Documents

- **[DIR-TSO-3041 Contract PDF \(190.39KB\)](http://publishingext.dir.texas.gov/portal/internal/contracts-and-services/Contracts/DIR-TSO-3041_Contract.pdf)**  
([http://publishingext.dir.texas.gov/portal/internal/contracts-and-services/Contracts/DIR-TSO-3041\\_Contract.pdf](http://publishingext.dir.texas.gov/portal/internal/contracts-and-services/Contracts/DIR-TSO-3041_Contract.pdf))
- **[DIR-TSO-3041 Appendix A Standard Terms and Conditions \(per Amendment 3\) PDF \(593.77KB\)](http://publishingext.dir.texas.gov/portal/internal/contracts-and-services/Contracts/DIR-TSO-3041_Appendix_A_Standard_Terms_and_Conditions_(per_Amendment_3).pdf)**  
([http://publishingext.dir.texas.gov/portal/internal/contracts-and-services/Contracts/DIR-TSO-3041\\_Appendix\\_A\\_Standard\\_Terms\\_and\\_Conditions\\_\(per\\_Amendment\\_3\).pdf](http://publishingext.dir.texas.gov/portal/internal/contracts-and-services/Contracts/DIR-TSO-3041_Appendix_A_Standard_Terms_and_Conditions_(per_Amendment_3).pdf))

### **C. Invalid Term or Condition**

1) To the extent any term or condition in the Contract conflicts with the applicable State and/or United States law or regulation, such Contract term or condition is void and unenforceable. By executing a contract which contains the conflicting term or condition, DIR makes no representations or warranties regarding the enforceability of such term or condition and DIR does not waive the applicable State and/or United States law or regulation which conflicts with the Contract term or condition.

2) If one or more terms or conditions in the Contract, or the application of any term or condition to any party or circumstance, is held invalid, unenforceable, or illegal in any respect by a final judgment or order of the State Office of Administrative Hearings or a court of competent jurisdiction, the remainder of the Contract and the application of the term or condition to other parties or circumstances shall remain valid and in full force and effect.

### **D. Assignment**

DIR or Vendor may assign the Contract without prior written approval to: i) a successor in interest (for DIR, another state agency as designated by the Texas Legislature), or ii) a subsidiary, parent company or affiliate, or iii) as necessary to satisfy a regulatory requirement imposed upon a party by a governing body with the appropriate authority. Assignment of the Contract under the above terms shall require written notification by the assigning party and, for Vendor, a mutually agreed written Contract amendment. Any other assignment by a party shall require the written consent of the other party and a mutually agreed written Contract amendment.

### **E. Survival**

All applicable software license agreements, warranties or service agreements that were entered into between Vendor and a Customer under the terms and conditions of the Contract shall survive the expiration or termination of the Contract. All Purchase Orders issued and accepted by Vendor or Order Fulfiller shall survive expiration or termination of the Contract for the term of the Purchase Order, unless the Customer terminates the Purchase Order sooner. However, regardless of the term of the Purchase Order, no Purchase Order shall survive the expiration or termination of the Contract for more than five years, unless Customer makes an express finding and justification for the longer term. The finding and justification must either be included in the Purchase Order, or referenced in it and maintained in Customer's procurement record. Rights and obligations under this Contract which by their nature should survive, including, but not limited to the DIR Administrative Fee; and any and all payment obligations invoiced prior to the termination or expiration hereof; obligations of confidentiality; and, indemnification, will remain in effect after termination or expiration hereof.

### **F. Choice of Law**

The laws of the State shall govern the construction and interpretation of the Contract. Exclusive venue for all actions will be in state court, Travis County, Texas. Nothing in the Contract or its Appendices shall be construed to waive the State's sovereign immunity.