

TOSHIBA PROPOSAL COMPARISON

	OPTION 1		OPTION 2
	Current Toshiba Agreement with Supplementals	Proposed Toshiba Agreement with Unlimited Black Volume	Proposed Toshiba Agreement with Cost Per Print
Lease Payment	\$54,679.23	\$66,696.52	\$49,912.56
Toshiba Cost Per Print-Black	0.0046		0.0046
Toshiba Avg Qtr Usage Volume	856,000	<i>unlimited prints included</i>	856,000
Toshiba Avg Black Billable	\$3,937.60	\$0.00	\$3,937.60
Toshiba Cost Per Print-Color	0.0338		0.036
Toshiba Avg Qtr Usage Volume	306,000	<i>360,000 prints per quarter included</i>	306,000
Toshiba Avg Color Billable	\$10,342.80	\$0.00	\$11,016.00
Lexmark Cost Per Print-Black	0.0104		0.0104
Lexmark Avg Qtr Usage Volume	148,000	*included in unlimited prints	148,000
Lexmark Avg Black Billable	\$1,539.20	\$0.00	\$1,539.20
Lexmark Cost Per Print-Color	0.0594		0.0594
Lexmark Avg Qtr Usage Volume	31,000	*included in color print allowance above	31,000
Lexmark Avg Color Billable	\$1,841.40	\$0.00	\$1,841.40
	\$72,340.23	\$66,696.52	\$68,246.76

Notes:

1. The above options include new equipment for the Webb County Fair Grounds, Webb County Golf Course, Fred and Anita Community Center and Webb County Tax Assessor.
2. New KIP wide format equipment to be installed at Webb County Sheriff's Office and County Clerk; current equipment within the Sheriff's Office and Clerk can be relocated to other departments (example Engineering, Planning, Road/Bridge, Building Facilities or any department that would need to print/scan large format prints, such as *building plans, architectural drawing, engineering plans, arial drawings*)
3. Option 1, the County shall have unlimited black prints and 360,000 color print allowance per quarter in quarterly lease payment.
4. Toshiba equipment has Department code functionality, which allows the County Department Heads to authorize, limit and/or restrict users for color copies/prints via individual user codes. Reports can also be generated to review color usage.
5. Cost saving chart above is based on current Toshiba agreements, additional expenses from Kyocera and Ricoh are not considered in the above chart. Elimination of these agreements shall increase the County's overall savings.