

RESOLUTION 2020-08-24-11

BE IT RESOLVED, that the Shelby County Commission hereby records the bid award made by the County Manager for Print Management Services. The bid was awarded to the lowest responsive bidder, Kyocera Document Solutions Alabama as attached.

Said eBid 2020-7-11105 is located within the County Manager's Office.

Forms Bid Analysis

Bids submitted : 6

Kyocera Document Solutions AL	2192 Parkway Lake Dr	Bham, AL	35244	Tom Butera	205-879-3309
R J Young	211 Frankfurt Cir	Bham, AL	35211	Chad Lagrone	800-347-1955
ABS Business Systems	2317 2nd Ave So	Bham, AL	35233	Bobby Edgil	205-588-5077
Konica Minolta Business Systems	1101 Greenwood Crossing Ct	Bham, AL	35022	Heidi Morris	205-532-0182
XBS Southeast	4000 Colonnade Pkwy	Bham, AL	35243	Whitt Smith	205-969-3000

Printer Type Summary	Order Quantity	Kyocera		RJ Young/Ricoh*		ABS/Brother		Konica Minolta		ABS/Ricoh		XBS/Xerox	
		Cost	Total	Cost	Total	Cost	Total	Cost	Total	Cost	Total	Cost	Total
ack/white cost per month	35	\$23.12	\$809.20	\$27.21	\$952.35	\$30.70	\$920.00	\$27.69	\$969.08	\$39.64	\$1,387.40	\$43.96	\$1,538.60
additional B/W trays cost per month	70	\$4.17	\$291.90	\$9.11	\$637.70			\$2.51	\$176.00			\$7.14	\$499.80
color cost per month	4	\$34.04	\$136.16	\$33.37	\$133.48	\$35.30	\$1,150.00	\$517.25	\$2,069.03	\$45.09	\$180.36	\$56.60	\$226.40
additional color trays cost per month	5	\$5.88	\$29.40	\$12.11	\$60.55							\$7.14	\$35.70
/W overage cost		0.0091	\$309.00		*	0.0088	\$308.40	0.0092	\$289.80	0.0088	\$308.40		
color overage cost		\$0.06	\$209.00		*	0.068	\$244.80	0.053	\$166.95	0.068	\$244.80		
TOTAL COST :			\$1,784.66		\$1,784.08		\$2,623.20		\$3,214.11		\$2,120.96		\$2,300.50
Criteria [1 to 5 scale]		Kyocera		RJ Young/Ricoh		ABS/Brother		Konica Minolta		ABS/Ricoh		XBS/Xerox	
		2		1*		5		6		3		4	
Price		Yes		No		Yes		No		Yes		No	
Service Quality		Yes		Yes		0		0		Yes		Yes	
Decal Performance		Yes		Yes		No		No		Yes		Yes	
/W ppm		Yes		Yes		No		Yes		Yes		Yes	
Color ppm		Yes		Yes		No		Yes		Yes		Yes	
		2		0		5		6		3		4	

Bid evaluation
Recommendation:

After reviewing the costs and service aspects of the current bid I am recommending Kyocera

Contributing factors
Comments:

Costs-service-availability-performance

ABS 2 additional trays included in cost

Konica Minolta did not quote additional trays for color units

* RJ Young failed to include service costs in total and they have advised in writing that they cannot honor their bid; Non-responsive

Xerox printer performance was acceptable for state decal adherence

Kyocera printer performance was acceptable for state decal adherence