

# CITY WIDE MANAGED PRINT SERVICES AWARD TTI PRESENTATION

## RFP PROJECT NUMBER P03-T29811



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Infrastructure

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# Bottom Line Up Front



Vendor Award	Ricoh USA, Inc
<p><b>Purpose:</b></p>	<p>In 2016 HITS implemented a new citywide managed print solution with Ricoh USA, Inc. The contract was for 4 years, with three, 1 year renewal options. Did not include a refresh of Citywide printers during contract period.</p> <p>The upcoming council action will:</p> <ul style="list-style-type: none"> <li>• Award a new contract for a citywide Managed Print Service (MPS).</li> <li>• Services include:               <ul style="list-style-type: none"> <li>• Deployment of new printers Citywide to replace old models.</li> <li>• Printing, copying, faxing, and scan to email capabilities on a single device.</li> <li>• Badge reader capability to enforce authentication and to minimize printing unnecessary documents to minimize cost.</li> <li>• Refresh of printer fleet in year 5 (should the City decide to accept renewal option)</li> </ul> </li> <li>• Align with AP 3-41 (Municipal Building Decarbonization and Benchmarking Procedure)</li> </ul>
<p><b>Previous Contract Amount (Combined):</b></p>	<p><b>\$13,170,230.68 (5 years)</b></p>
<p><b>New Contract Amount (Combined):</b></p>	<p><b>\$12,672,166.22 (8 years)</b></p>
<p><b>Contract Term:</b></p>	<p>4 years with one 4-year renewal option</p>
<p><b>MWBE Goal:</b></p>	<p>6%</p>



# Price Comparison of Top 2 Vendors

	<b>Ricoh USA, Inc</b>	<b>Second Place Bidder</b>
<b>New Proposed Monthly</b> <i>(Initial 4 year period, Lease + Click to Print, + Contingency)</i>	<b>\$132,747.50</b>	<b>\$140,391.67</b>
Current contract average monthly spend	<b>\$176,447</b>	

Click to Print	BW	Color	Total Cost BW	Total Color	TOTAL	First 4 Years	Second 4 years	Total over 8 years Click to Print
<b>Ricoh USA, Inc</b>	0.0048	0.033	\$ 255,694.21	\$ 344,378.86	\$ 600,073.07	\$ 2,400,292.27	\$ 2,400,292.27	\$ 4,800,584.54
<b>Second Place Bidder</b>	0.0055	0.035	\$ 292,982.95	\$ 365,250.31	\$ 658,233.25	\$ 2,632,933.01	\$ 2,632,933.01	\$ 5,265,866.02
							<b>Cost Savings - Ricoh</b>	<b>\$ (465,281.48)</b>



# Replacement Standard Models Black and White



**IM 430F** – Monochrome  
(Black and White –  
Small)



**IM 3500A** –  
Monochrome (Black and  
White – Medium)



**IM 5000** – Monochrome  
(Black and White –  
Large)



# Replacement Standard Models Color



**IM C400F** –  
Color Small



**IM C3500** –  
Color – Medium



**IM C6000** –  
Color – Large



# Q&A