

Bid No. 2015-30, Lease 113 Multifunction Units/Copiers
Bid Tabulation

Description	Unit	Ameritel Communications Corp.	Canon Solutions America, Inc.	Centric Business Systems	Phillips Office Solutions	Ricoh USA	Word Processing Services, Inc.	Xerox Corp.
		Frederick, MD	Melville, NY	Hagerstown, MD	Middletown, PA	Owings Mills, MD	Hagerstown, MD	Norwalk, CT
Base Bid- Lease with \$1.00 Buyout at End of Term; 113 Copiers with pooled volume of 36,000,000 black and white impressions annually.	Cost/Copy B+W	\$ 0.0046	\$ 133,200.00	\$ 0.0040	\$ 0.0073688	\$ 0.0040	\$ 0.0037	No Bid
	Rated	450,000/Mo.	75,000/Mo.	300,000/Mo.	450,000/Mo.	75	150,000/Mo.	
	Copies B+W	36,000,000	36,000,000	36,000,000	36,000,000	36,000,000	36,000,000	
	Overage B+W	\$ 0.0046	\$ 0.0037	\$ 0.004	\$ 0.0031	\$ 0.004	\$ 0.0037	
	Principal and Interest for 5 Year Term	\$162,200/year	\$1,518,455.05	\$ 1,707,986.45	\$ 663,007.80	\$38,148.20/Mo.	\$ 1,565,963.05	
	Annual Payment	\$ 329,600.00	\$ 303,691.01	\$ 341,597.29	\$ 265,278.43	\$ 457,778.40	\$ 313,192.61	
	Interest Rate (Included)	4.50%	4.789%	3.502%	5.85%	14.81%	3.502%	
Alternate Bid I- Lease with \$1.00 Buyout at End of Term; 113 Copiers Pooled - Volume is Unlimited	Cost/Copy B+W	No Bid	\$ 147,804.00	No Bid	\$ 0.0076788	No Bid	\$ 0.0037	No Bid
	Rated		75,000/Mo.		450,000/Mo.		150,000/Mo.	
	Copies B+W		Unlimited		Unlimited		Unlimited	
	Overage B+W		N/A		N/A		N/A	
	Principal and Interest for 5 Year Term		\$1,591,475.05		\$ 663,007.80		\$ 1,565,963.05	
	Annual Payment		\$ 318,295.01		\$ 276,438.43		\$ 313,192.61	
	Interest Rate (Included)		4.789%		5.85%		3.502%	
Base Bid II- Lease with FMV Buyout at End of Term; 113 Copiers with pooled volume of 36,000,000 black and white impressions annually.	Cost/Copy B+W	\$ 0.0046	\$ 133,200.00	\$ 0.004	No Bid	\$ 0.004	\$ 0.0037	\$ 0.0039
	Rated	450,000/Mo.	75,000/Mo.	300,000		75	150,000/Mo.	75PPM
	Copies B+W	36,000,000	36,000,000	36,000,000		36,000,000	36,000,000	36,001,800
	Overage B+W	\$ 0.0046	\$ 0.0037	\$ 0.0040		\$ 0.004	\$ 0.0037	\$ 0.0039
	Principal and Interest for 5 Year Term	N/A	\$1,494,855.00	\$ 1,746,360.95		\$36,931.19/Mo.	\$ 1,587,621.10	\$1,461,700.20
	Annual Payment	\$ 324,796.10	\$ 298,971.00	\$ 349,272.19		\$ 443,174.28	\$ 317,524.22	\$ 292,340.04
	Interest Rate (Included)	21.74 SOP%	5.659%	7.33%		11.80%	4.60%	
Alternate Bid II- Lease with FMV Buyout at End of	Cost/Copy B+W	No Bid	\$ 147,804.00	No Bid	No Bid	No Bid	\$ 0.0037	No Bid
	Rated		75,000/Mo.				150,000/Mo.	
	Copies B+W		Unlimited				Unlimited	
	Overage B+W		N/A				N/A	

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Payout at End of Term; 113 Copiers Pooled - Volume is Unlimited	Principal and Interest for 5 Year Term	No Bid	\$1,567,875.00	No Bid	No Bid	No Bid	\$ 1,587,621.10	No Bid
	Annual Payment		\$ 313,575.00				\$ 317,524.22	
	Interest Rate (Included)		5.659%				4.60%	
Model	Kyocera TASKalfa 8001i	Canon imageRUNNER ADVANCE 6275	Ricoh MP 7502SP	Kyocera TASKalfa8001i	Ricoh MP7502sp	Savin MP7502SP	Xerox WorkCentre 5875	
Finance Company	General Electric Capital Corp.	Canon Financial Services	DeLage Landen Public Finance or US Bank	Phillips Capital	Ricoh Financial Services	DeLage Lader	Not Applicable	
Cost of Maintenance (Informational) (FMV) of 113 copiers on July 1, 2020	\$ 167,400.00	\$ 133,200 for limited to 36,000,000; \$147,804 for unlimited.	\$144,000	\$ 126,001.56	\$ 144,000.00	\$ 133,200.00	\$11,700.59 (Over 60 Months=\$702,035.10, Includes supplies)	
	\$ 49,000.00	\$ 80,260.51	\$92,500	N/A		\$ 84,108.70		
References	√	√	√	√	√	√	√	
3 Addenda	√	√	√	√	√	√	√	
Affidavit	√	√	√	√	√	√	√	
Contract Addendum	√	√	√	√	√	√	√	
Lease- DRAFT	√	√	√	√	√	√	√	
Miscellaneous				Add \$5,499/year for option to allow PaperCutMF install.			State of Maryland Contract Pricing	