

PRICE ANALYSIS

Bid No. A2114041B1

Copiers, Cost-Per-Copy

Agency: Enterprise Technology Solutions

Purchasing Agent: Isha Taylor-Salmon



Item	Description	Unit	Annual Estimated Quantity	Recommended Vendor Toshiba Business Solutions A2114041B1			Previous Contract MA# D0982507B2 Toshiba Business Solutions				Rejected Bidder** ImageNet Consulting A2114041B1		Rejected Bidder*** Canon Solutions America A2114041B1		Unit Price % Difference	
				Unit Price	Total Price	Unit Price	Quantity	Unit Price	Total Price	From Recom. Vendor	Unit Price % Difference	Unit Price	Total Price	From Recom. Vendor		Unit Price % Difference
1	Cost-Per-Copy for Segments 1 through 3 Black and White	EA	14,909,049	\$ 0.026	\$ 387,635.27			\$ 0.021	14,000,000	\$ 294,000.00	24%	\$ 0.0285	\$ 424,907.8965	\$ 0.037	\$ 551,634.813	-30%
2	Cost-Per-Copy for Segment 4, Color Copier	EA	2,195,638	\$ 0.065	\$ 142,716.47	N/A	N/A	N/A	N/A	N/A	N/A	\$ 0.0370	\$ 81,238.606	\$ 0.037	\$ 81,238.606	76%
3	Cost-Per-Copy for Black and white copiers Segment 4, Color Copier	EA	2,944,016	\$ 0.026	\$ 76,544.42	N/A	N/A	N/A	N/A	N/A	N/A	\$ 0.0146	\$ 42,982.6336	\$ 0.0048	\$ 14,131.2768	442%
4	Cost-Per-Copy for Segment 5, Color Copiers	EA	914,849	\$ 0.065	\$ 59,465.185	Cost-Per-Copy for Color Copiers for Segment 6, Color Copiers	1,620,000	\$ 0.065	105,300.00	0%	\$ 0.0384	\$ 35,130.2016	\$ 0.037	\$ 33,849.413	69%	
5	Cost-Per-Copy for Black and white copiers Segment 5, Color Copiers	EA	1,226,674	\$ 0.026	\$ 31,893.52	Cost-Per-Copy for Black and white copiers Segment 6, Color Copiers	412,000	\$ 0.021	8,652.00	24%	\$ 0.0136	\$ 16,682.7664	\$ 0.005	\$ 5,888.0352	91%	
6	Estimated Annual Value*	EA	1	60.00%			75%		\$ 5,000.00			65%		82.66%		

The recommended vendor's unit prices for Segments 1 through 3 (Black and White) and Black and White Segment 1 through 5, Color Copiers increased 24% compared to the previous contract (solicited May 2012) due to changes in the estimated quantities. In addition, there was a significant increase in the number of color copiers (Cost-Per-Copy for Segment 6, Color Copiers) for previous contract which created a large variation in price even though the unit price of 0.065 remains the same for the recommended vendor and the previous contract.

The analysis is based on the unit price as the quantities are different from the previous contract (MA# 0982507B2).

*The estimated Annual Value includes the fixed percentage discount off the Manufacturers Price List at time of purchase for optional items that are not specified in the this bid.

** The apparent low bidder, ImageNet Consulting, was rejected for not submitting a bid bond, per the Specifications and Requirements.

*** The second apparent low bidder, Canon Solutions America, was rejected for taking exceptions to the General Terms and Conditions of the bid.