

**EDUCATION SERVICE CENTER REGION 19**  
**RFP AWARD SUMMARY**

**RFP TITLE:** High Speed Duplicator Rentals– ESC Region 19 Purchasing Cooperative  
**RFP NUMBER:** 13-6863  
**RFP OPENING DATE:** October 9, 2012  
**CONTRACT TERM:** Date of award until October 31, 2013 with the option to extend in 12 month increments not to exceed 48 months in the aggregate  
**(Extended by Region 19 until October 31, 2014)**  
**(Extended by Region 19 until October 31, 2015)**  
**(Extended by Region 19 until October 31, 2016)**

**FUNDING SOURCE:** Various  
**RFP's ISSUED:** 1  
**RESPONSES:** 2  
**ADVERTISEMENT DATES:** September 19<sup>th</sup> & 26<sup>th</sup>, 2012  
**BOARD MEETING DATE:** December 20, 2012

**RECOMMENDED FOR AWARD** ~~Spectrum Imaging Systems (HUB)~~  
**Spectrum Imaging Technologies, Inc. (HUB)**

**TOTAL (estimated)** \$750,000.00 / year

**EXPLANATIONS:**

Award of this contract will enable Region 19 Purchasing Cooperative members to rent high speed duplicators monthly with all inclusive pricing for supplies required to produce copies. Administration is recommending Spectrum Imaging based on the requirements of the users of this contract. A proposal from Dahill provided one price for monthly rentals at a flat rate of \$267; however Spectrum Imaging qualified its proposal for monthly rentals to include tiered pricing starting from \$159 up to \$279 per month, with volume usage limits up to unlimited usage. Overage fees per copy were negligible at .0039 per copy when needed. Additionally, in reviewing current usage, 50% of users of this contract did not require unlimited volume. Additionally, it was determined that less than ½% of users on the previous contract had requirements for listed options; therefore options were not a major factor.

**SPECIFICATIONS PROVIDED BY:** Royce Cleveland  
ESC Region 19

**EVALUATION COMMITTEE:** Royce Cleveland  
ESC Region 19

Anneliese Price  
ESC Region 19

Martin Camacho  
ESC Region 19

**ORDER INFORMATION:**

~~Spectrum Imaging Systems (HUB)~~  
**Spectrum Imaging Technologies, Inc. (HUB)** (as of February 2016)  
Mitch Plesant / Len Olson  
5900 Gateway Blvd. E.  
El Paso, TX 79905  
915-781-2000  
Fax: 915-781-2288  
[mitch@spectrumimaging.net](mailto:mitch@spectrumimaging.net) / [lolsen@spectrumimaging.net](mailto:lolsen@spectrumimaging.net)

## **SPECIAL CONDITIONS**

1. This bid will be for use by ESC Region 19 and its existing ESC Purchasing Cooperative members as well as any other members that join during the contract period.
2. This bid will be fixed pricing for a minimum of 12 months with a review on increases after the first year. If a price increase is requested that cannot be substantiated 30-day notice of cancellation will be given to cooperative members and the vendor.
3. Goods and services will be awarded in the best interest of the ESC and its Purchasing Cooperative membership with weight factors as follows; 65% pricing, 20% references and history with members, and 15% on compatibility of goods and services with membership requirements.
4. Minimal specifications for duplicators are;
  - multiple color printing
  - digitized at 300 dpi for originals
  - image area up to 8.5" x 14"
  - computer connectivity capability
  - Postscript 3 capabilities
  - 500,000 monthly production capability
  - PM cycle every 500,000 copies by awarded contractor
  - visual and electronic ink supply verification
  - 25 seconds or less on first print
  - 60 – 130 pages per minute capability
  - 1,000 sheet paper capacity for input and output
  - must have book adjustable top/ cover standard feature
  - must reproduce photographs or half tones together
  - reduction/ enlargement between 605 – 155% from original
  - energy save mode (auto sleep)
5. Optional accessories for rental must include but not be limited to
  - Integrated GDI system controller
  - Network cards
  - color print cylinders
  - automatic document feeder
  - job separator
  - key card counter
  - special paper feed kit
6. All sections of the response form must be completed for award consideration.
7. By allowing for the rental of this equipment, awarded vendor will take full responsibility for any liability issues (excepting deliberate vandalism or destruction) including theft and/or damages that may occur such as water and fire or any other act out of the control of the ESC Region 19 Purchasing Cooperative member.

# RESPONSE FORM

## 1. High Speed Duplicator Rentals

- Minimal Rental Period in Months ( Government's can only commit to funding from one fiscal year to the next and funding out due to budget constraints will be taken into consideration) **N/R** months
- Required written notification for cancellation of rental contract? **30** days
- Cost for delivery/ instruction/ setup/ training/ and removal per placement? \$ **None**
- Response time for service calls after call is placed **4** hours
- Does vendor include all supplies including inks and masters? **X** yes (where applicable)  
\_\_no

If no, provide detailed breakdown on costs for supplies and submit with proposal

- Monthly fee for rental of duplicator \$ **279.00**
- Manufacturer/ Model **Riso E2220 / R2220**
- Specifications/ data must be included for award consideration yes **X** no\_\_
- Number of copies included monthly (no size restrictions) **Unlimited** copies
- Overage cost per copy after monthly copy allowance **.0039** / copy
- Does vendor agree to all terms and special conditions **X** yes  
\_ no

If no, provide any details vendor cannot or will not agree with and submit with proposal.

- Has vendor provided any and/or all costs associated with this rental Agreement? \_\_ yes  
**X** no

If no, vendor must address any other rental costs other than paper at this time to include but not be limited to color cylinders, accessories, connection and configuration costs, and any other fees:

- Delivery time frame after receipt of order **5** days
- Number of personnel assigned to this contract for delivery, installation, and training **2**
- Local supply inventory maintained in El Paso for this contract \$ **500,000.00 (over)**

**Awarded Vendor – Spectrum Imaging Systems  
Spectrum Imaging Technologies, Inc.**

**RESPONSE FORM: (cont)**

**High Speed Duplicator Rentals**

<b><u>Rental Plan</u></b>	<b><u>Monthly Rental Rate</u></b>	<b><u>Copies Included</u></b>	<b><u>Requirements</u></b>	<b><u>Excess Copy Charges</u></b>
Unlimited Copies	\$279.00	Unlimited	30 copies per Master Minimum	None
50K	\$219.00	50,000 copies Per month	Maximum of 6 rolls of Masters included (Additional rolls Available at cost of \$15.30 per roll)	\$0.0039 CPC
25K	\$159.00	25,000 copies Per month	Maximum of 6 rolls of Masters included (Additional rolls Available at cost of \$15.30 per roll)	\$0.0039 CPC

**Optional Accessories for Rental:**

(Available under any plan listed above)

<b><u>Accessory</u></b>	<b><u>Monthly Rate</u></b>	<b><u>Unit</u></b>
Integrated GDI System Controller	\$27.88	Each
Network Cards	\$18.88	Per Card
Color Print Cylinders	\$25.98	Each
Automatic Document Feeder	\$38.78	Per Feeder
Job Separator	\$14.58	Each
Key Card Counter	\$29.98	Each
Special Paper Feed Kit	\$9.98	Each

**Awarded Vendor – Spectrum Imaging Systems  
Spectrum Imaging Technologies, Inc.**

Approved by: \_\_\_\_\_  
(James R. Vasquez- Executive Director)  
(James R. Vasquez- Executive Director)  
(Armando Aguirre-Executive Director)  
(Armando Aguirre-Executive Director)

Date: \_\_\_\_\_  
(October 12, 2012)  
(August 22, 2013)  
(September 25, 2014)  
(September 30, 2015)