

**PORTFOLIO TITLE:** [Copiers & Managed Print Services \(2019 - 2024\)](#)  
**LEAD STATE:** Colorado

**OVERVIEW:**

The Master Agreements in this portfolio provide Multi-function Devices, Single-function Printers, Production Equipment, Large/Wide Format Equipment, Scanners, and Managed Print Services.

**INITIAL TERM:** August 1, 2019 – December 31, 2021

**RENEWALS:** Three additional 1-year terms.

**TOTAL TERM POSSIBLE:** 5 Years

**PRODUCT CATEGORIES:**

- Group A - A3 Multi-function Devices (MFD) (B&W and Color/B&W)
- Group B - A4 Multi-function Devices (MFD) (B&W and Color/B&W)
- Group C - Production Equipment (B&W and Color/B&W)
- Group D - Single-function Printers (B&W and Color/B&W)
- Group E - Large/Wide Format Equipment (B&W and Color/B&W)
- Group F - Scanners



Managed Print Services (MPS) may be provided on all Groups A – F

**KEY BENEFITS:**

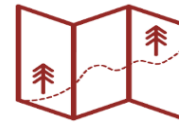
1. Managed Print Services can now be provided under the Copier Master Agreements, which eliminates the need for users to have to solicit these services separately.
2. Leasing and rental are incorporated into the Master Agreements.
3. 72 and 84-month lease terms are available for Group C Equipment.
4. OEM (Original Equipment Manufacturer) products are only restricted to Group A and Group B. This means that the suppliers within this portfolio can offer other Manufacturer’s equipment in Groups C, D, E and F.
5. OEM and Non-OEM Supplies are available for purchase under the new Master Agreements.
6. 3D Printers can be purchased by any of the Suppliers who offer them.

**SUPPLIERS AVAILABLE:**

Vendor	Group A	Group B	Group C	Group D	Group E	Group F	MPS
<a href="#">Canon</a>	✓	✓	✓	✓	✓	✓	✓
<a href="#">HP Inc.</a>	✓	✓		✓	✓	✓	✓
<a href="#">Konica Minolta</a>	✓	✓	✓	✓	✓	✓	✓
<a href="#">Kyocera</a>	✓	✓		✓			✓
<a href="#">Lexmark</a>		✓		✓			✓
<a href="#">Ricoh</a>	✓	✓	✓	✓	✓	✓	✓
<a href="#">Sharp</a>	✓	✓	✓	✓		✓	✓



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<a href="#">Toshiba</a>	✓		✓	✓	✓	✓	✓
<a href="#">Xerox</a>	✓	✓	✓	✓	✓		✓

**PRICING:**

Group A - A3 MFD's (B&W and Color/B&W)

- Canon: Discounts of 15%-70% below MSRP
- HP: Discounts of 30%-77% below MSRP
- Konica Minolta: Discounts of 0.0%-71% below MSRP
- Ricoh USA: Discounts of 0.00%-69% below MSRP
- Sharp: Discounts of 25%-69% below MSRP
- Xerox: Discounts of 35%-67% below MSRP



Group B - A4 MFD's (B&W and Color/B&W)

- Canon: Discounts of 15%-60% below MSRP
- HP: Discounts of 15%-39% below MSRP
- Konica Minolta: Discounts of 0.0%-55% below MSRP
- Ricoh USA: Discounts of 0.0%-62% below MSRP
- Sharp: Discounts of 25%-59% below MSRP
- Xerox: Discounts of 8%-14% below MSRP

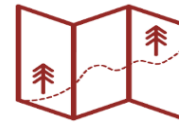
Group C - Production Equipment (B&W and Color/B&W)

- Canon: Discounts of 10%-70% below MSRP
- Konica Minolta: Discounts of 0.0%-68% below MSRP
- Ricoh USA: Discounts of 0.0%-69% below MSRP
- Sharp: Discounts of 25%-67% below MSRP
- Xerox: Discounts of 0.0%-50% below MSRP

Group D - Single-function Printers (B&W and Color/B&W)

- Canon: Discounts of 10%-50% below MSRP
- HP: Discounts of 15-39% below MSRP
- Konica Minolta: Discounts of 0.0%-55% below MSRP
- Ricoh USA: Discounts of 0.0%-35% below MSRP
- Sharp: Discounts of 25%-53% below MSRP
- Xerox: Discount of 7%-15% below MSRP

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Group E - Large/Wide Format Equipment (B&W and Color/B&W)

- Canon: Discounts of 0.0%-43% below MSRP
- HP: Discounts of 10%-20% below MSRP
- Konica Minolta: Discounts of 0.0%-10% below MSRP
- Ricoh USA: Discounts of 0.0%-54% below MSRP
- Xerox: Discounts of 5% below MSRP

Group F - Scanners

- Canon: Discounts of 25% below MSRP
- HP: Discounts of 32%-34% below MSRP
- Konica Minolta: Discounts of 0.0%-10% below MSRP
- Ricoh USA: Discounts of 0.0%-10% below MSRP
- Sharp: Discounts of 10% below MSRP

MPS (may be provided on Groups A – F)

- Canon: Cost/click with OEM supplies: \$0.0120 – \$0.2520
- HP: Cost/click with OEM supplies: \$0.0077 - \$0.2060
- Konica Minolta: Cost/click with OEM supplies: \$0.0372 - \$0.2013
- Kyocera: Cost/click with OEM supplies: \$0.00 - \$0.200
- Lexmark: Cost/click with OEM supplies: \$0.0101 - \$0.1136
- Ricoh USA: Cost/click with OEM supplies: \$0.0199 - \$0.0998
- Sharp: Cost/click with OEM supplies: \$0.0300 - \$0.2600
- Toshiba American: Cost/click with OEM supplies: \$0.0232 - \$0.2400
- Xerox: Cost/click with OEM supplies: \$0.0058 - \$0.1400

**PROCUREMENT BACKGROUND:**

In 2017, the NASPO ValuePoint Management Board authorized the State of Colorado to conduct a resolicitation of the previous Copiers, Printers & Related Devices portfolio lead by New Mexico. The intent of the resolicitation was to establish a portfolio for copiers and printers that included managed print services. In the fall of 2018, Colorado and its Sourcing Team completed the RFP process.

**STATES ON SOURCING TEAM:**

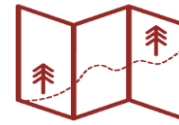
- ★ Colorado (Lead)
- ★ Alaska
- ★ Washington
- ★ Nevada
- ★ Utah
- ★ Missouri
- ★ Nebraska
- ★ Connecticut





**SOLICITATION INFORMATION:**

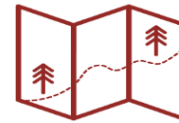
Type: Request for Proposal (RFP)  
 Solicitation Number: RFP-NP-18-001  
 Date Released: October 2, 2018  
 Date Closed: January 17, 2019

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<p><b><u>PUBLIC POSTING OF SOLICITATION:</u></b> Solicitation was Publicly Advertised from October 2, 2018 to January 17, 2019.</p> <ul style="list-style-type: none"> <li>• Website Posted On: <a href="http://www.colorado.gov/VSS">www.colorado.gov/VSS</a></li> <li>• Posting Link: <a href="#">Copiers and MPS RFP</a></li> <li>• Number of Days Solicitation was Publicly Posted: 79</li> <li>• Number of Amendments Posted: 2</li> <li>• Pre-Proposal Meeting Held On: October 12, 2018</li> </ul>	<p><b><u>PUBLIC OPENING</u></b></p> <p>Sealed responses were publicly opened on January 17, 2019 at 1:00 pm, in Denver, CO.</p> 
<p><b><u>VENDOR RESPONSES:</u></b></p> <ul style="list-style-type: none"> <li>• Number of Vendor Responses Received: 9</li> <li>• Number of Non-Responsive Vendor Responses: 9</li> <li>• Number of Vendor Responses Evaluated: 0</li> </ul>	<p><b><u>EVALUATIONS:</u></b></p> <p>Responses were evaluated by the members of the Sourcing Team during in March of 2019.</p>
<p><b><u>EVALUATION CRITERIA:</u></b> Responses were evaluated based on the following Evaluation Criteria:</p> <ul style="list-style-type: none"> <li>• Part-One (<i>Response Required</i>): Products and Scope of Work <ul style="list-style-type: none"> <li>a. Cost Evaluation (<i>40% weight</i>)</li> <li>b. Scope of Work Technical Evaluation (<i>60% weight</i>)</li> </ul> </li> <li>• Part-Two (<i>Response Optional</i>): Managed Print Services <ul style="list-style-type: none"> <li>a. Cost Evaluation (<i>40% weight</i>)</li> <li>b. MPS Technical Evaluation (<i>60% weight</i>)</li> </ul> </li> </ul> 	
<p><b><u>SCORING:</u></b> Responses were scored according to the RFP’s Evaluation Criteria. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State as identified on the portfolio’s NASPO ValuePoint website.</p>	
<p><b><u>AWARD:</u></b> The RFP allowed for multiple vendor awards based on each vendor’s success in achieving 50% or more from the highest possible score of 100% in each product category.</p>	

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<p><b><u>PUBLIC POSTING OF AWARD:</u></b></p> <p>Award Posting Start: April 19, 2019</p> <p>Award Posting End: April 29, 2019</p> <p>Posting Link: <a href="#">RFP's Award Notice</a></p> <p>Total Days Posted: 10</p> <p>Vendors Awarded: 9</p> <p>Protests Received: 0</p>	<p><b><u>AWARDED VENDORS:</u></b></p> <ul style="list-style-type: none"> <li>▪ Canon U.S.A., Inc.</li> <li>▪ HP Inc.</li> <li>▪ Konica Minolta Business Solutions U.S.A., Inc.</li> <li>▪ KYOCERA Document Solutions America, Inc.</li> <li>▪ Lexmark International, Inc.</li> <li>▪ Ricoh USA, Inc.</li> <li>▪ Sharp Electronics Corporation</li> <li>▪ Toshiba America Business Solutions, Inc.</li> <li>▪ Xerox Corporation</li> </ul> 
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