Legislation Details (With Text)

File #:	19-1306	**Name:**	Lease and Maintenance Agreement for Digital Copiers with Jones-Walbaum Corporation dba American Business Machines
		In control:	Internal Services
On agenda:	11/5/2019	**Final action:**	11/5/2019
Enactment date:		**Enactment #:**	Agreement No. 19-565

Title: Approve and authorize the Chairman to execute a Lease and Maintenance Agreement with Jones-Walbaum Corporation, doing business as American Business Machines, to lease three black-and-white high-speed digital copiers and one color digital copier, effective December 9, 2019 and continuing for a term of sixty (60) months, total not to exceed $545,000

Sponsors:

Indexes:

Code sections:

Attachments: 1. Agenda Item, 2. Agreement A-19-565 with Jones-Walbaum Corporation

Date	Ver.	Action By	Action	Result
11/5/2019	1	Board of Supervisors	Conducted Hearings	Pass

DATE: November 5, 2019

TO: Board of Supervisors

SUBMITTED BY: Robert W. Bash, Director, Internal Services/Chief Information Officer

SUBJECT: Lease and Maintenance Agreement for Digital Copiers with Jones-Walbaum Corporation, dba American Business Machines

RECOMMENDED ACTION(S):

Approve and authorize the Chairman to execute a Lease and Maintenance Agreement with Jones-Walbaum Corporation, doing business as American Business Machines, to lease three black-and-white high-speed digital copiers and one color digital copier, effective December 9, 2019 and continuing for a term of sixty (60) months, total not to exceed $545,000.

Approval of the recommended action will allow the Internal Services Department - Graphic Communication Services Division (ISD - Graphics) to replace their current obsolete copiers, which can no longer be serviced. This item is countywide.

ALTERNATIVE ACTION(S):

Your Board could:

1) Direct staff to negotiate and draft an agreement with the second-ranked bidder to lease and provide maintenance for high-speed copiers; or
2) Direct staff to issue a new Request for Proposal (RFP) for the lease and maintenance of high-speed copiers.

FISCAL IMPACT:

There is no increase in Net County Cost associated with the recommended action. Costs are estimated not to exceed $545,000 for the total possible sixty (60) month term of the recommended lease agreement. These costs include $135,595.80 for the lease of the four copiers, and $409,404.20 for per-print copy costs, which include full-service support and maintenance. Costs associated with these services are recovered through charges to user departments. Sufficient appropriations are included in the FY 2019-20 Internal Services Department - Information Technology Services Division Org 8905 Adopted Budget. Ongoing costs for the remaining term of the recommended lease agreement will be included in future budget requests.

DISCUSSION:

On April 26, 2019, the County of Fresno, on behalf of the Internal Services Department, issued Request for Proposal (RFP) No. 19-060 for High Speed Digital Copiers to seventeen (17) vendors registered in Public Purchase. The response period closed on May 30, 2019, and eight vendors responded: Caltronics Business Systems; Kingsbridge Technology; Office Depot, Inc.; Ray Morgan Company; Ricoh USA, Inc.; Select Business Systems; Jones-Walbaum Corporation dba American Business Machines ("ABM"); and Image Source USA ("Image Source").

An evaluation panel composed of representatives from the Internal Services Department evaluated each proposal solely based on the requirements of the RFP. Each evaluator individually reviewed each proposal on its own merit, based on bidder-provided data, capability, and qualifications. The evaluation panel narrowed its recommendations to ABM and Image Source. Following demonstrations of the equipment from the two vendors, the evaluation panel recommended the proposal submitted by ABM as the County's selection to lease and provide maintenance for the copiers under the terms of the RFP. The recommendation for award was based on ABM's competitive pricing, good support model, and successful demonstration of their copiers.

The evaluators concluded that ABM had the expertise, experience, and competitive pricing that would best benefit the County in meeting the RFP requirements, and that the proposal from ABM better met the RFP requirements than the proposals received from the other responding vendors.

Approval of the recommended agreement will allow the County to lease three high-speed, high volume black-and-white digital copiers, and one high-speed, high-volume color digital copier, as well as maintenance and support services for the copiers from ABM, enabling ISD-Graphics to complete various countywide print jobs.

ATTACHMENTS INCLUDED AND/OR ON FILE:

On file with Clerk - Lease Agreement

CAO ANALYST:

Yussel Zalapa