



**Prepared for Mount Diablo Unified School
District**

Response to District Wide Copiers

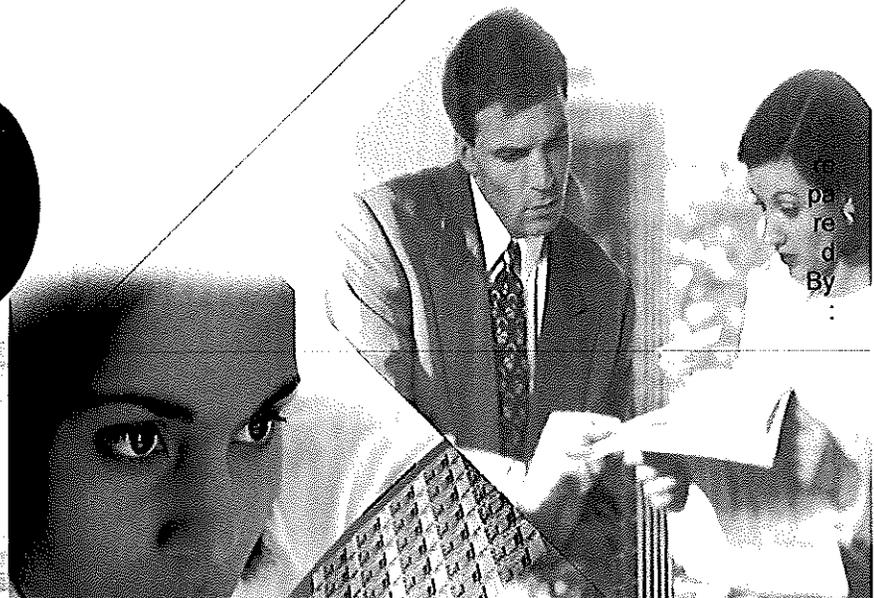
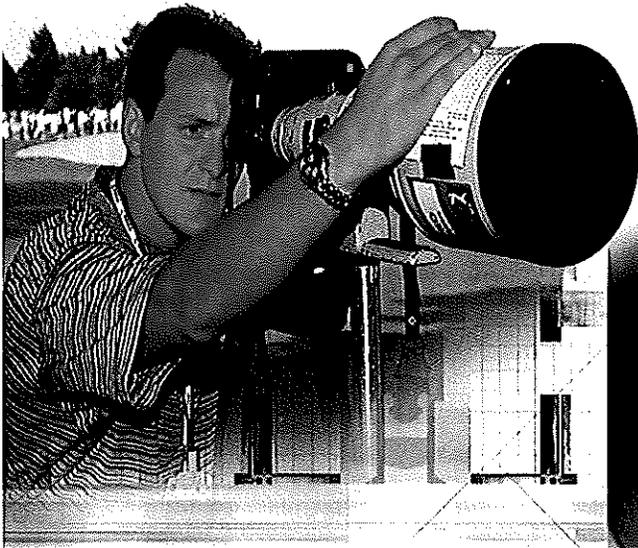
RFP NO.1755

September 27, 2016



By: Bob Insalaco and Bobby Ament

KBA Docusys, Inc.



Attention Bidders-Please Read Carefully

Please check your calculations before submitting your proposal; the Mt. Diablo Unified School District will not be responsible for Bidder miscalculations.

Term of Offer. It is understood and agreed that this proposal may not be withdrawn for a period of ninety (90) days from the Proposal Submittal Deadline, and at no time in case of successful Bidder.

Bidder's Acknowledgement of His Understanding of the Terms and Conditions. Signature below verifies that Bidder has read, understands, and agrees to the conditions contained herein and on all of the attachments and agenda.

Bidder hereby acknowledges receipt of Addenda Number(s) 1, 2, 3, and _____.

COST PER COPIER:

90± CPM \$306.00 each without service.

60± CPM \$117.00 each without service.

50± CPM \$ 73.00 each without service.

45± CPM \$ 66.00 each without service.

30± CPM \$ 50.00 each without service.

22± CPM \$ 50.00 (30 CPM) each without service.

Total Proposal Amount: \$200,570.84(Totals divided by 6 as the Total Proposal Amount for One Year)

Terms of Payment N/A

Delivery: No additional fees.

Booklet Maker:

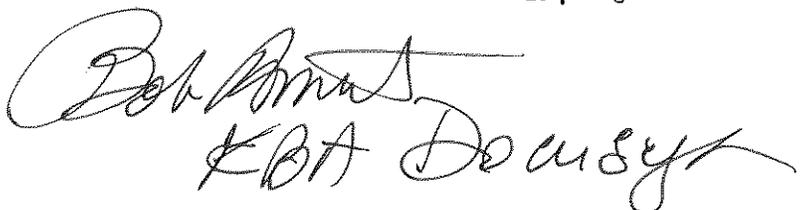
95 CPM - \$94.00 per month

65 CPM - \$ 9.00 per month

2/3 Hole Punch:

95 CPM - \$8.50 per month

65 CPM - \$4.00 per month



KBA Docusys

Quote for MDUSD RFP #1755

Copier Cost breakdowns: All equipment meets or exceeds Specifications on Page 4 of bid.

FREE Teacher Assistant Software Included!

90 CPM quoting 95 CPM: Canon 8595i System

\$306.00 per month X 6 units = \$1,836.00 X 60 months = \$110,160.00 (copier cost)

60 CPM quoting 65 CPM: Kyocera 6501i System

\$117.00 per month X 44 units = \$5,148.00 X 60 months = \$308,880.00 (copier cost)

50 CPM quoting 55 CPM: Kyocera 5501i System

\$73.00 per month X 7 units = \$511.00 X 60 months = \$30,660.00 (copier cost)

45 CPM quoting 45 CPM: Kyocera 4501i System

\$66.00 per month X 7 units = \$462.00 X 60 months = \$27,720.00 (copier cost)

30CPM quoting 30 CPM: Kyocera 3010i System

\$50.00 per month X 17 units = \$850.00 X 60 months = \$51,000.00 (copier cost)

Total rental cost \$528,420.00 plus service/supply

22 CPM:

Added this unit to the 30 CPM and we also added the one 33 CPM to the 30 CPM quote.

Service/Supply Cost with staples:

\$138.89 monthly service X 81 units = \$11,250.09 monthly x 60 = \$675,005.04.

Overage copies at \$.003 per image.

All totals above added together (60 months) = \$528,420.00 + \$675,005.04 = \$1,203,425.04.

\$1,203,425.04 divided by six = \$200,570.84 Annually.

\$1,203,425.04 divided by five = \$240,685.01 Annually.

Bob Ament, Executive Sales Manager. 

KBA Docusys 9/22/2016

28 ELEMENTARY SCHOOLS - 28 COPIERS - CONTINUED			
VALHALLA	530 KIKI DRIVE	PLEASANT HILL	60
VALLE VERDE	3275 PEACHWILLOW LANE	WALNUT CREEK	60
WALNUT ACRES	180 CEREZO DRIVE	WALNUT CREEK	60
WESTWOOD	1748 WEST STREET	CONCORD	60
WOODSIDE	761 SAN SIMEON DRIVE	CONCORD	60
WREN AVENUE	3339 WREN AVENUE	CONCORD	60
YGNACIO VALLEY	2217 CHALOMAR ROAD	CONCORD	60
MISCELLANEOUS LOCATIONS - 27 COPIERS			
ADULT EDUCATION CENTER	3100 OAK PARK BLVD	PLEASANT HILL	45
BRIDGE PROGRAM	1266 SAN CARLOS AVE	CONCORD	45
COPY CENTER	1936 CARLOTTA DRIVE	CONCORD	90
ELEMENTARY EDUCATION	1936 CARLOTTA DRIVE	CONCORD	30
FISCAL SERVICES	1936 CARLOTTA DRIVE	CONCORD	50
FISCAL SERVICES - CBO'S OFFICE	1936 CARLOTTA DRIVE	CONCORD	30
FOOD SERVICES	1936 CARLOTTA DRIVE	CONCORD	33
GREGORY GARDENS ELEMENTARY	1 CORRITONE CT	PLEASANT HILL	30
GREGORY GARDENS ELEMENTARY	1 CORRITONE CT	PLEASANT HILL	30
MAINTENANCE & OPERATIONS	1480 GASOLINE ALLEY	CONCORD	45
MAINTENANCE & OPERATIONS - DISPATCH	1480 GASOLINE ALLEY	CONCORD	30
MAINTENANCE & OPERATIONS - SECURITY	1480 GASOLINE ALLEY	CONCORD	30
PERSONNEL DEPARTMENT	1936 CARLOTTA DR	CONCORD	60
PLEASANT HILL ADULT CENTER	3100 OAK PARK BLVD	PLEASANT HILL	45
PLEASANT HILL CENTER - COUNSELING	3100 OAK PAKR BLVD	PLEASANT HILL	30
PURCHASING DEPT	2326 BISSO LANE	CONCORD	60
RESEARCH & EVALUATION	1936 CARLOTTA DRIVE	CONCORD	45
RISK MANAGEMENT RM 1	1936 CARLOTTA DRIVE	CONCORD	30
MISCELLANEOUS LOCATIONS - 27 COPIERS -	Copy Center copier with booklet finisher. \$324.00 equipment only. 95 CPM one machine. Two would be \$648.00 equipment only.		

Bob Amst
KBA DocuSign

Representations Made Under Penalty Of Perjury. The representations herein are made under penalty of perjury. We hereby offer to provide the Mt. Diablo Unified School District the above item(s) at the prices shown and under the terms and conditions herein, attached, or incorporated by referenced.

Bob Ament, KBA Docusys, Inc.
Bidder's Name (Person, Firm, Corp.)


Signature of Authorized Representative

2890 N. Main Street, 2nd Floor
Address

Bob Ament
Printed Name of Authorized Representative

Walnut Creek, Ca. 94597
City, State, Zip Code

Executive Sales Manager
Title of Authorized Representative

415-488-7121
Telephone Number

bobby.ament@kbadocusys.com
E-Mail Address

707-649-5664
Facsimile Number