



**Vendor Certification Discounting:**  
 SLB: 10% of Lowest non-SLB Bid Under \$100,000  
 LBE: 8% of Bids in Excess of \$150,000 Up To \$1M

**Bid Recap - Los Angeles Harbor Department, City of Los Angeles**

Recap Date: 08/27/24 Bid Close: 08/23/24 Division: Graphics Requisition:P-25-003  
 RFB: F-1218 **Photocopiers Leasing and Related Services**  
 RAMP: 216067

<b>Vendor Name:</b>	Pacific Office Automation Inc.
<b>DBA:</b>	
<b>Address:</b>	14747 NW Greenbrier Parkway
	Beaverton, OR
<b>Phone:</b>	(503) 601-2366
<b>Quoted By:</b>	Kasey Kunichika, Government Account Manager
<b>Email:</b>	<a href="mailto:kasey.kunichika@pacificoffice.com">kasey.kunichika@pacificoffice.com</a>
<b>LBE:</b>	NO
<b>Terms:</b>	
<b>FOB Point:</b>	
<b>Freight/Delivery:</b>	
<b>Delivery Leadtime:</b>	5-10 Days

**Bid 1**

Line	Qty	Unit	Description	Unit Price	Extended Price
1A-C	12	Month	Konica Minolta BizHub 361i	\$2,514.46	\$30,173.52
1B-C	12	Month	Konica Minolta BizHub 451i	\$1,282.80	\$15,393.60
1C-C	12	Month	Konica Minolta BizHub 751i	\$2,139.12	\$25,669.44
1D-C	12	Month	Konica Minolta BizHub C551i	\$1,617.15	\$19,405.80
1E-C	12	Month	Konica Minolta AccurioPress C4080	\$711.68	\$8,540.16
1F-C	12	Month	Konica Minolta AccurioPress C4080, Inc. Fiery	\$1,344.17	\$16,130.04
1G-C	12	Month	Konica Minolta AccurioPress 7120	\$2,687.80	\$32,253.60
3-C	12	Month	Konica Minolta AccurioPro Flux	\$302.62	\$3,631.44
4	1	LOT	Lease Initiation	\$0.00	\$0.00
			<b>Total Bid:</b>		<b>\$151,197.60</b>
			<b>LBE Discount:</b>		\$0.00
			<b>Adjusted Total:</b>		<b>\$151,197.60</b>

Comments: Annual Costs. Lines corrected by vendor indicated in yellow.

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<b>Vendor Name:</b>	Konica Minolta Business Solutions USA Inc.
<b>DBA:</b>	
<b>Address:</b>	100 Williams Drive
	Ramsey, NJ 07446
<b>Phone:</b>	(201) 825-4000
<b>Quoted By:</b>	Valerie Jordan, Government and Education Solutions Specialist
<b>Email:</b>	vjordan@kmb.s.konicaminolta.us
<b>LBE:</b>	NO
<b>Terms:</b>	
<b>FOB Point:</b>	
<b>Freight/Delivery:</b>	
<b>Delivery Leadtime:</b>	1-10 Days

**Bid 2**

Line	Qty	Unit	Description	Unit Price	Extended Price
1A-C	12	Month	Konica Minolta BizHub 361i	\$2,321.59	\$27,859.08
1B-C	12	Month	Konica Minolta BizHub 451i	\$1,223.19	\$14,678.28
1C-C	12	Month	Konica Minolta BizHub 751i	\$2,010.00	\$24,120.00
1D-C	12	Month	Konica Minolta BizHub C551i	\$1,616.86	\$19,402.32
1E-C	12	Month	Konica Minolta AccurioPress C4080	\$1,010.43	\$12,125.16
1F-C	12	Month	Konica Minolta AccurioPress C4080, Inc. Fiery	\$1,598.58	\$19,182.96
1G-C	12	Month	Konica Minolta AccurioPress 7120	\$1,741.68	\$20,900.16
3-C	12	Month	Konica Minolta AccurioPro Flux Essential	\$41.55	\$498.60
4	1	LOT	Lease Initiation	\$0.00	\$0.00
				<b>Total Bid:</b>	<b>\$138,766.56</b>
				<b>LBE Discount:</b>	\$0.00
				<b>Adjusted Total:</b>	<b>\$138,766.56</b>

Comments: Annual Costs.

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RFB: F-1218 **Photocopiers Leasing and Related Services**

RAMP: 216067

<b>Vendor Name:</b>	Canon Solutions America Inc.
<b>DBA:</b>	
<b>Address:</b>	One Canon Park Melville, NY 11747
<b>Phone:</b>	(800) 815-4000
<b>Quoted By:</b>	Mark Leestma, Major Account Executive
<b>Email:</b>	<a href="mailto:mleestma@csa.canon.com">mleestma@csa.canon.com</a>
<b>LBE:</b>	NO
<b>Terms:</b>	
<b>FOB Point:</b>	
<b>Freight/Delivery:</b>	
<b>Delivery Leadtime:</b>	10-30 Days

**Bid 3**

Line	Qty	Unit	Description	Unit Price	Extended Price
1A	12	Month	Imagerunner Advance DX 4935i	\$2,570.62	\$30,847.44
1B	12	Month	Imagerunner Advance DX 4945i	\$1,216.92	\$14,603.04
1C	12	Month	Imagerunner Advance DX 6870i	\$2,252.52	\$27,030.24
1D	12	Month	Imagerunner Advance C5850i	\$2,461.80	\$29,541.60
1E	12	Month	Imagepress V800	\$971.91	\$11,662.92
1F	12	Month	Imagepress V800, Inc. Fiery	\$1,625.69	\$19,508.28
1G	12	Month	Varioprint 140 Series Quartz Set	\$2,222.90	\$26,674.80
3	12	Month	PRISMAprepare	\$279.76	\$3,357.12
4	1	LOT	Lease Initiation	\$0.00	\$0.00
				<b>Total Bid:</b>	<b>\$163,225.44</b>
				<b>LBE Discount:</b>	\$0.00
				<b>Adjusted Total:</b>	<b>\$163,225.44</b>

Comments: Annual Costs.



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<b>Vendor Name:</b>	MRC Smart Technology Solutions Inc.
<b>DBA:</b>	
<b>Address:</b>	5657 Copley Drive San Diego, CA 92111
<b>Phone:</b>	(858) 573-6300
<b>Quoted By:</b>	Jane Johnson, Director of Strategic Accounts
<b>Email:</b>	<a href="mailto:jane.johnson@xerox.com">jane.johnson@xerox.com</a>
<b>LBE:</b>	NO
<b>Terms:</b>	
<b>FOB Point:</b>	
<b>Freight/Delivery:</b>	
<b>Delivery Leadtime:</b>	7-10 Days

**Bid 4**

Line	Qty	Unit	Description	Unit Price	Extended Price
1A-C	12	Month	Xerox VersaLink B7135H	\$2,990.48	\$35,885.76
1B-C	12	Month	Xerox AltaLink B8255	\$2,045.68	\$24,548.16
1C-C	12	Month	Xerox AltaLink B8270	\$2,604.63	\$31,255.56
1D-C	12	Month	Xerox AltaLink C8255	\$2,512.78	\$30,153.36
1E-C	12	Month	Xerox Versant 280 w/ Production ready booklet maker finisher and EX Piery Print Server	\$1,730.17	\$20,762.04
1F-C	12	Month	Xerox Versant 280 w/ Production ready booklet maker finisher and Integrated Fiery	\$1,250.42	\$15,005.04
1G-C	12	Month	Xerox PrimeLink B9136 with Production ready booklet maker finisher	\$2,208.97	\$26,507.64
3-C	12	Month	Substitute for Canon PRISMA JobMaster License	\$127.86	\$1,534.32
4	1	LOT	Lease Initiation	\$0.00	\$0.00
				<b>Total Bid:</b>	<b>\$185,651.88</b>
				<b>LBE Discount:</b>	\$0.00
				<b>Adjusted Total:</b>	<b>\$185,651.88</b>

Comments: Annual Costs.

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 RAMP: 216067

<b>Vendor Name:</b>	C3 Office Solutions
<b>DBA:</b>	
<b>Address:</b>	1536 E. Warner Avenue
	Santa Ana, CA 92705
<b>Phone:</b>	(714) 689-1700
<b>Quoted By:</b>	Davis Tran, VP Operations
<b>Email:</b>	<a href="mailto:davist@c3tech.com">davist@c3tech.com</a>
<b>LBE:</b>	YES
<b>Terms:</b>	
<b>FOB Point:</b>	
<b>Freight/Delivery:</b>	
<b>Delivery Leadtime:</b>	2-10 Days

**Bid 5**

Line	Qty	Unit	Description	Unit Price	Extended Price
1A-C	12	Month	No bid		\$0.00
1B-C	12	Month	No bid		\$0.00
1C-C	12	Month	No bid		\$0.00
1D-C	12	Month	No bid		\$0.00
1E-C	12	Month	No bid		\$0.00
1F-C	12	Month	No bid		\$0.00
1G-C	12	Month	No bid		\$0.00
3-C	12	Month	Sharp Multi-Function Devices	\$0.00	\$0.00
4	1	LOT	Lease Initiation	\$75.00	\$75.00
			<b>Total Bid:</b>		<b>\$75.00</b>
			<b>LBE Discount:</b>		\$0.00
			<b>Adjusted Total:</b>		<b>\$75.00</b>

Comments: Bid rejected as non-responsive. Page 1 incomplete. Contract pricing terms incomplete. Payment lines 1A-G are blank. Device information does not include line item numbers for evaluation purposes. 12-month pricing provided via attachment is clearly much higher than other bids.