



TO: Pinal County Board of Supervisors

FROM: Lori Pruitt
Buyer II
Pinal County Finance Department

DATE: May 18, 2016

RE: RFP 150922 – Managed Print Services

The purpose of this modification is to add a pricing schedule which reflects reduced pricing for any new Canon multi-function devices purchased. This modification includes:

- A period of free managed print services for the device equal to six months or six months average usage whichever comes first.
- A reduced rate per page after the "free" period for the life of the device equating to a savings of \$.0025 to \$.01 for color and \$.0005 to \$.0015 for mono depending on volume.

The County entered into the Managed Print Services agreement with The Fruth Group on January 1, 2016, and is expected to spend approximately \$253,000 per year which was a saving of over 49% over previous year purchases of maintenance and supplies.

Respectfully submitted,

Lori Pruitt
Buyer II

Attachments:
Modification of Contract, Pricing Addendum

| | | |
|--|--|---|
|  PINAL COUNTY <i>wide open opportunity</i> | CONTRACT: RFP 150922 Managed Print Services | Pinal County Finance Department 31 N. Pinal St. Bldg. A P.O. Box 1348 Florence, AZ 85232 |
|--|--|---|

MODIFICATION OF CONTRACT

Modification Number: (M01)

Modification Type: Bilateral Unilateral

Description:

The purpose of this modification is to add a pricing schedule which reflects reduced pricing for any new Canon multi-function devices purchased.

In accordance with Pinal County Contract 150922 entered into on January 1, 2016 between The Fruth Group and Pinal County, the parties are exercising their bilateral right to modify the contract.

This modification includes:

- A period of free managed print services for the device equal to six months or six months average usage whichever comes first and
- A reduced rate per page after the "free" period for the life of the device equating to a savings of \$.0025 to \$.01 for color and \$.0005 to \$.0015 for mono depending on volume.

All other terms and conditions of the Contract remain unchanged. See details on Pricing Addendum 1 which follows.



| | | |
|--|--|---|
|  PINAL COUNTY <i>wide open opportunity</i> | CONTRACT: RFP 150922 Managed Print Services | Pinal County Finance Department 31 N. Pinal St. Bldg. A P.O. Box 1348 Florence, AZ 85232 |
|--|--|---|



Pricing Addendum

Additional pricing provided to benefit and provide incentives for Pinal County to upgrade legacy equipment that is not connected to a network and is subject to a technology upgrade.

ADDITIONAL PRICING OFFERING

| DESCRIPTION | FEE |
|--|----------------------|
| Low Volume Color Canon MFD's – 0 to 5,000 pages/month | \$.0675 per page |
| Low Volume Mono Canon MFD's – 0 to 5,000 pages/month | \$.0085 per page |
| Mid Volume Color Canon MFD's – 3,000 to 20,000 pages/month | \$.065 per page |
| Mid Volume Mono MFD's – 3,000 to 20,000 pages/month | \$.008 per page |
| High Volume Color MFD's – 15,000 + pages/month | \$.06 per page |
| High Volume Mono MFD's – 15,000 + pages/month | \$.0075 per page |
| New Canon LaserClass 650i Fax Machine | \$ 37.50 per Quarter |

EXAMPLES OF PRODUCT OFFERINGS

| | |
|-------------------|--------------------------|
| Low Volume Color | Canon imageRUNNER C3325i |
| Low Volume Mono | Canon imageRUNNER 4225 |
| Mid Volume Color | Canon imageRUNNER C5240A |
| Mid Volume Mono | Canon imageRUNNER 4245 |
| High Volume Color | Canon imageRUNNER C7260 |
| High Volume Mono | Canon imageRUNNER 6265 |
| New Fax Machine | Canon LaserClass 650i |

Additional products available to meet specialized needs when applicable.

Vendor:

County:

| | | | |
|---|------------------|--|------------------|
| NAME AND TITLE OF SIGNER: <i>Charles W Fruth</i> | | NAME AND TITLE OF SIGNER: Todd House, Chairman Pinal County Board of Supervisors | |
| SIGNATURE: <i>[Signature]</i> | DATE: 4/25/16 | SIGNATURE: <i>[Signature]</i> | DATE: 5/18/16 |