

# ONEIDA COUNTY BOARD OF LEGISLATORS

ONEIDA COUNTY OFFICE BUILDING ♦ 800 PARK AVENUE ♦ UTICA, N.Y. 13501-2977

## ADDITIONAL COMMUNICATIONS FOR DISTRIBUTION November 12, 2015

(Correspondence relating to upcoming legislation, appointments, petitions, etc.)

<u>FILE NO.</u>	<u>COMMITTEE</u>	<u>PAGES</u>
2015-400 . . .	Government Operations, Ways & Means .....	2-4

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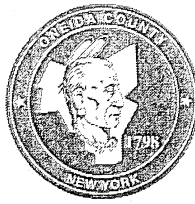
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**ONEIDA COUNTY DEPARTMENT OF CENTRAL SERVICES**

Oneida County Office Building ♦ 800 Park Avenue ♦ Utica, New York 13501  
(315) 798-5905 ♦ Fax: (315) 797-3047 ♦ Email: helpdesk@ocgov.net

November 2, 2015

**FN 20** 15-400

Reviewed and Approved for submittal to the  
Oneida County Board of Legislators by

**GOVERNMENT OPERATIONS**

The Honorable Anthony J. Picente, Jr.  
Oneida County Executive  
800 Park Avenue  
Utica, NY 13501

**WAYS & MEANS**

*[Signature]*  
Anthony J. Picente, Jr.  
County Executive  
Date 11/2/15

Subject: Contract Recommendation – Electronic Business Products Contract with Lease financed by De Lage Landen Public Finance

Dear County Executive Picente:

The County's lease with Eastern Copy Products for two Konica Minolta bizhub 950 production printer units used in the Central Services Print Shop expires in January 2016. Our goal is to remove the Konica Minolta units and replace them with two Ricoh Pro 8100S units just prior to the end of the lease in January.

Proposals for new leased black and white printers have been considered from four different vendors. The table that follows provides a breakdown of proposed lease costs; click charges expected based on 20 million copies to be produced over the 5 year lease term and total costs for combined lease and click charge costs. Please note that only the costs provided by Electronic Business Products include the cost of insurance required by the Lessor, De Lage Landen Public Finance. As you can see, even with the additional cost of insurance included in the lease cost, the proposal from Electronic Business Products is lower cost than proposals from other vendors.

Cost Proposals Comparison - Replacement of Print Shop B&W Printers - Lease Starts January 2016				
<u>Vendor</u>	<u>Equipment</u>	<u>Total Lease Cost over 5 years</u>	<u>Estimated Total Click Charges (20 million clicks over 5 years)</u>	<u>Total Projected Cost for Lease and clicks</u>
Electronic Business Products	Ricoh Pro 8100S	**\$61,237.75	\$60,000.00	\$121,237.75
Eastern Print	Xerox D100CP	\$65,700.00	\$58,000.00	\$123,700.00
Ricoh Production	Ricoh Pro 8100S	\$75,768.00	\$116,000.00	\$191,768.00
Canon Group	Oce Varioprint DP110	\$650,400.00	\$47,200.00	\$697,600.00

\*\*Note – Electronic Business Products lease cost includes cost of insurance required by lease terms

2

Central Services received in person demonstrations of the Ricoh, Xerox and Oce equipment. Performance was acceptable for each but the Ricoh Pro 8100S appears to provide excellent production level quality at a reasonable cost. Two vendors offered the same Ricoh Pro 8100S equipment but Electronic Business Products offered it at a significantly lower cost. In addition, Electronic Business Products offered to include a free Duplicator for use with NCR multi-part carbonless forms used routinely by County departments. This Duplicator offers additional redundancy to help further ensure that the Print Shop will never be without a black & white printing capability. References were checked for Electronic Business Products service and quality and all references came back as very positive.

I respectfully request that you forward this contract recommendation for \$121,237.75 with Electronic Business Products Inc., 4 Airport Park Road, PO Box 926, Latham, NY 12110 and Lease with De Lage Landen Public Finance, LLC, C/O Corporation Service Company, 80 State Street, Albany, NY 12207 to the Board of Legislators for consideration and approval.

Respectfully submitted,



Anne B. Hartman  
Director, Central Services

Attachments:

1. 3 Copies Electronic Business Products Sales Order
2. 3 De Lage Landen Public Finance LLC Lease Agreement