

Canon Solutions America
(Original Proposal vs BAFO)

Device	Qty	Year 1 (12 Months)				Year 2 (24 Months)				Year 3 (36 Months)				B&W CPC	Color CPC	B&W CPC	Color CPC
		Original Lease Cost Per Unit	Original Proposal Extended Cost	Best and Final Proposed Cost Per Unit	Best and Final Extended Cost	Original Lease Cost Per Unit	Original Proposal Extended Cost	Best and Final Proposed Cost Per Unit	Best and Final Extended Cost	Original Lease Cost Per Unit	Original Proposal Extended Cost	Best and Final Proposed Cost Per Unit	Best and Final Extended Cost	Original Cost Proposed	Original Cost Proposed	BAFO Proposed	BAFO Proposed
Imagerunner Advanced C3525I II	24	\$ 82.41	\$ 1,977.84	\$ 80.85	\$ 1,940.40	\$ 82.41	\$ 1,977.84	\$ 80.85	\$ 1,940.40	\$ 82.41	\$ 1,977.84	\$ 80.85	\$ 1,940.40	\$ 0.0059	\$ 0.040	\$ 0.0055	\$ 0.035
Imagerunner Advanced C5535I II	23	\$ 95.13	\$ 2,187.99	\$ 91.96	\$ 2,115.08	\$ 95.13	\$ 2,187.99	\$ 91.96	\$ 2,115.08	\$ 95.13	\$ 2,187.99	\$ 91.96	\$ 2,115.08	\$ 0.0059	\$ 0.040	\$ 0.0055	\$ 0.035
Imagerunner Advanced C5550I II	13	\$ 113.99	\$ 1,481.87	\$ 109.38	\$ 1,421.94	\$ 113.99	\$ 1,481.87	\$ 109.38	\$ 1,421.94	\$ 113.99	\$ 1,481.87	\$ 109.38	\$ 1,421.94	\$ 0.0059	\$ 0.040	\$ 0.0055	\$ 0.035
Imagerunner Advanced 4545I II	5	\$ 93.80	\$ 469.00	\$ 91.30	\$ 456.50	\$ 93.80	\$ 469.00	\$ 91.30	\$ 456.50	\$ 93.80	\$ 469.00	\$ 91.30	\$ 456.50	\$ 0.0059	N/A	\$ 0.0055	N/A
Color Imageclass LBP654CDW	7	\$ 18.73	\$ 131.11	\$ 14.62	\$ 102.34	\$ 18.73	\$ 131.11	\$ 14.62	\$ 102.34	\$ 18.73	\$ 131.11	\$ 14.62	\$ 102.34	\$ 0.0125	\$ 0.105	\$ 0.0125	\$ 0.084
Color Imageclass MF735CDW	12	\$ 17.16	\$ 205.92	\$ 12.69	\$ 152.28	\$ 17.16	\$ 205.92	\$ 12.69	\$ 152.28	\$ 17.16	\$ 205.92	\$ 12.69	\$ 152.28	\$ 0.0125	\$ 0.105	\$ 0.0125	\$ 0.084
Imageclass LBP312DN	82	\$ 24.26	\$ 1,989.32	\$ 22.00	\$ 1,804.00	\$ 24.26	\$ 1,989.32	\$ 22.00	\$ 1,804.00	\$ 24.26	\$ 1,989.32	\$ 22.00	\$ 1,804.00	\$ 0.0125	N/A	\$ 0.0125	N/A
Color Imageclass MF735CDW	3	\$ 17.16	\$ 51.48	\$ 12.69	\$ 38.07	\$ 17.16	\$ 51.48	\$ 12.69	\$ 38.07	\$ 17.16	\$ 51.48	\$ 12.69	\$ 38.07	\$ 0.0125	\$ 0.105	\$ 0.0125	\$ 0.084
Total	169	\$ 462.64	\$ 8,494.53	\$ 435.49	\$ 8,030.61	\$ 462.64	\$ 8,494.53	\$ 435.49	\$ 8,030.61	\$ 462.64	\$ 8,494.53	\$ 435.49	\$ 8,030.61				

Device	Original Proposed Lease Payment Per Year			VS	BAFO Annual Lease Payment Per Year			Grand Total Comparison @ 36 Months Lease						
	Yr 1	Yr2	Yr3		Yr 1	Yr2	Yr3							
Imagerunner Advanced C3525I II	\$ 23,734.08	\$ 23,734.08	\$ 23,734.08	Imagerunner Advanced C3525I II	\$ 23,284.80	\$ 23,284.80	\$ 23,284.80	<table border="1"> <tr> <td colspan="2">Grand Total Comparison @ 36 Months Lease</td> </tr> <tr> <td>(Xerox) Strategic Partners</td> <td>Novatech</td> </tr> <tr> <td>\$ 432,196.20</td> <td>\$ 331,308.00</td> </tr> </table>	Grand Total Comparison @ 36 Months Lease		(Xerox) Strategic Partners	Novatech	\$ 432,196.20	\$ 331,308.00
Grand Total Comparison @ 36 Months Lease														
(Xerox) Strategic Partners	Novatech													
\$ 432,196.20	\$ 331,308.00													
Imagerunner Advanced C5535I	\$ 26,255.88	\$ 26,255.88	\$ 26,255.88	Imagerunner Advanced C5535I	\$ 25,380.96	\$ 25,380.96	\$ 25,380.96							
Imagerunner Advanced C5550I	\$ 17,782.44	\$ 17,782.44	\$ 17,782.44	Imagerunner Advanced C5550I	\$ 17,063.28	\$ 17,063.28	\$ 17,063.28							
Imagerunner Advanced 4545I	\$ 5,628.00	\$ 5,628.00	\$ 5,628.00	Imagerunner Advanced 4545I	\$ 5,478.00	\$ 5,478.00	\$ 5,478.00							
Color Imageclass LBP654CDW	\$ 1,573.32	\$ 1,573.32	\$ 1,573.32	Color Imageclass LBP654CDW	\$ 1,228.08	\$ 1,228.08	\$ 1,228.08							
Color Imageclass MF735CDW	\$ 2,471.04	\$ 2,471.04	\$ 2,471.04	Color Imageclass MF735CDW	\$ 1,827.36	\$ 1,827.36	\$ 1,827.36							
Imageclass LBP312DN	\$ 23,871.84	\$ 23,871.84	\$ 23,871.84	Imageclass LBP312DN	\$ 21,648.00	\$ 21,648.00	\$ 21,648.00							
Color Imageclass MF735CDW	\$ 617.76	\$ 617.76	\$ 617.76	Color Imageclass MF735CDW	\$ 456.84	\$ 456.84	\$ 456.84							
Total (w/169 Devices)	\$ 101,934.36	\$ 101,934.36	\$ 101,934.36	Total (w/169 Devices)	\$ 96,367.32	\$ 96,367.32	\$ 96,367.32							
	Grand Total (36 Months)		\$ 305,803.08		Grand Total (36 Months)		\$ 289,101.96							

Yearly Difference in Cost Original VS. BAFO	\$ 5,567.04
Difference @ 36 Months	\$ 16,701.12

Note:
 *Fixed Service Pricing for lease term.

*\$1.00 buyout (after 36 months) at year 4 & 5 as the city will own the equipment (\$192,734.64 in lease payments eliminated since units are owned in years 4 & 5). Since this is a 36 month, \$1 out contract, the City of McKinney would take ownership of the equipment upon the last lease pay ment. This gives the city an incredible amount of leverage whether or not the city chooses to go out to bid after 36 months or waits until 48 or 60 months. The City of McKinney could either choose to retain the equipment on an annual service contract (eliminating the monthly lease payments completely), or utilize the devices for trade-in credit towards a new fleet if the city does go out to bid. Any potential vendor could give you trade in value for them. The DIR contract includes free pickup at the end of the lease, so CSA could pick them up at no additional cost if requested instead of transferring ownership to the City of McKinney. If the city requests this pickup, CSA would also wipe the hard drives on all devices at no additional charge to the City of McKinney.

*Toner, staples, and waste toner included

*Parts, Labor, Repairs and Service Included

*Delivery, Installation, and Elearning training included