


**MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION**

TO: Honorable Board of Supervisors

FROM: David Seward, Purchasing Manager 

DATE: October 10, 2006

SUBJECT: Approve the award of Bid No. 9609 for County-wide Hewlett-Packard (HP) Printer Maintenance to Golden State Business Systems in the Maximum Amount of \$90,000.00

ACTION REQUESTED

Approve the award of Bid No. 9609 for County Wide Hewlett-Packard (HP) Printer Maintenance to Golden State Business Systems of Sacramento in the maximum amount of \$90,000.00 and authorize the Purchasing Manager to sign the resulting blanket purchase order.

BACKGROUND

Procurement staff initiated Bid No. 9609 for maintenance of HP Printers. The Bid requested pricing for maintenance of various brands of printers at multiple levels of service and response times depending on the needs of individual County departments. The bid also requested cost for two geographical areas, Western Placer County and North Lake Tahoe.

Bid invitations were mailed to 43 vendors and posted on the County website. Bids were received from four vendors. A summary of the bids received is included as Attachment A. Golden State Business Systems is the lowest responsive and responsible bidder for Western Placer County and Capital Data Corp. is the lowest responsive and responsible bidder for the North Lake Tahoe area. Subsequent to their bid submittal, Capital Data Corp. indicated that their bid for the North Lake Tahoe area was contingent on receiving the bid for Western Placer County and requested to withdraw their bid for the North Lake Tahoe area. The only other bid for North Lake Tahoe was cost prohibitive.

Procurement agreed that it was a reasonable request for Capital Data Corp. to withdraw their bid and accepted the withdrawal request. As a result, this recommendation of award is for the Western Placer County area only. One of the several vendors Procurement contacted in the Reno area did not submit a bid on time and has expressed interest in serving the North Lake Tahoe area. This vendor currently has the printer maintenance for Washoe County with satisfactory performance. Procurement will entertain a price quote for HP printer maintenance from this vendor, continue to seek other vendors for the North Lake Tahoe area, and award a separate contract under the Purchasing Manager's authority.

The contract period will be from October 10, 2006 through September 30, 2008.

FISCAL IMPACT

Departments will be billed directly for this service and are responsible for budgeting appropriately.

**BID No. 9609
HP Printer Maintenance**

**BID
EVALUATION SHEET**

Vendor number		Bidder		CompuCom		Golden State Business Systems		Capital Datacorp		Laser Pro Technologies	
Address		Address		Address		Address		Address		Address	
City/State/Zip		City/State/Zip		City/State/Zip		City/State/Zip		City/State/Zip		City/State/Zip	
Contact person		Contact person		Contact person		Contact person		Contact person		Contact person	
Telephone		Telephone		Telephone		Telephone		Telephone		Telephone	
FAX Number		FAX Number		FAX Number		FAX Number		FAX Number		FAX Number	
Invoice Terms		Invoice Terms		Invoice Terms		Invoice Terms		Invoice Terms		Invoice Terms	
Delivery		Delivery		Delivery		Delivery		Delivery		Delivery	
LVP on File?		LVP on File?		LVP on File?		LVP on File?		LVP on File?		LVP on File?	
Terms Discount*		Terms Discount*		Terms Discount*		Terms Discount*		Terms Discount*		Terms Discount*	
Bid		Bid		Bid		Bid		Bid		Bid	
Extension		Extension		Extension		Extension		Extension		Extension	
1	Cat A, Prime Response w/Maint	5	39.45	197.25	0.00%	17.00	85.00	50.00	250.00	55.00	275.00
2	Cat A, Prime Response w/o Maint	0	24.70	0.00	0.00	15.00	0.00	47.00	0.00	25.00	0.00
3	Cat A, Prime Response T&M Maint	0	58.50	0.00	0.00	74.00	0.00	125.00	0.00	55.00	0.00
4	Cat A, Extended Response w/Maint	0	37.35	0.00	0.00	14.00	0.00	24.00	0.00	55.00	0.00
5	Cat A, Extended Response w/o Maint	0	17.75	0.00	0.00	12.00	0.00	21.00	0.00	25.00	0.00
6	Cat A, Extended Response T&M Maint	0	58.50	0.00	0.00	54.00	0.00	100.00	0.00	55.00	0.00
7	Cat A, Standard Response w/Maint	236	29.05	6,855.80	0.00%	11.50	2,714.00	18.00	4,248.00	55.00	12,980.00
8	Cat A, Standard Response w/o Maint	0	14.45	0.00	0.00	9.50	0.00	15.00	0.00	25.00	0.00
9	Cat A, Standard Response T&M Maint	0	58.50	0.00	0.00	48.00	0.00	85.00	0.00	55.00	0.00
10	Cat B, Prime Response w/Maint	2	85.60	171.20	0.00%	55.00	110.00	55.00	110.00	55.00	110.00
11	Cat B, Prime Response w/o Maint	0	46.45	0.00	0.00	50.00	0.00	51.00	0.00	25.00	0.00
12	Cat B, Prime Response T&M Maint	0	58.50	0.00	0.00	84.00	0.00	125.00	0.00	55.00	0.00
13	Cat B, Extended Response w/Maint	0	78.60	0.00	0.00	45.00	0.00	27.00	0.00	55.00	0.00
14	Cat B, Extended Response w/o Maint	0	33.25	0.00	0.00	40.00	0.00	23.00	0.00	25.00	0.00
15	Cat B, Extended Response T&M Maint	0	58.50	0.00	0.00	64.00	0.00	100.00	0.00	55.00	0.00
16	Cat B, Standard Response w/Maint	15	75.30	1,129.50	0.00%	35.00	525.00	22.00	330.00	55.00	825.00
17	Cat B, Standard Response w/o Maint	0	27.05	0.00	0.00	29.00	0.00	18.00	0.00	25.00	0.00
18	Cat B, Standard Response T&M Maint	0	58.50	0.00	0.00	54.00	0.00	85.00	0.00	55.00	0.00

118

**BID No. 9609
HP Printer Maintenance**

**BID
EVALUATION SHEET**

		Bidder CompuCom Address 3320 Data Dr. Ste. 100 City/State/Zip Rancho Cordova, CA. 95670		Golden State Business System 1824 Tribute Rd. #D Sacramento, CA. 95815		Capital Datacorp 3701 Business Dr. Ste 200 Sacramento, CA. 95820		Laser Pro Technologies 5098 Foothills Blvd. Ste 3-264 Roseville, CA. 95747	
19	Cat C, Prime Response w/Maint	0	0.00	55.00	0.00	50.00	0.00	55.00	0.00
20	Cat C, Prime Response w/o Maint	0	0.00	50.00	0.00	47.00	0.00	25.00	0.00
21	Cat C, Prime Response T&M Maint	0	58.50	94.00	0.00	125.00	0.00	55.00	0.00
22	Cat C, Extended Response w/Maint	0	0.00	45.00	0.00	24.00	0.00	55.00	0.00
23	Cat C, Extended Response w/o Maint	0	0.00	40.00	0.00	21.00	0.00	25.00	0.00
24	Cat C, Extended Response T&M Maint	0	58.50	84.00	0.00	100.00	0.00	55.00	0.00
25	Cat C, Standard Response w/Maint	3	0.00	35.00	105.00	18.00	54.00	55.00	165.00
26	Cat C, Standard Response w/o Maint	2	0.00	30.00	60.00	15.00	30.00	25.00	50.00
27	Cat C, Standard Response T&M Maint	1	58.50	74.00	74.00	85.00	85.00	55.00	55.00
	Subtotal Western Placer County		1,030.50	8,412.25	3,673.00	1,476.00	5,107.00	1,215.00	14,460.00
28	Cat D, Prime Response w/Maint	0	0.00	0.00	0.00	95.00	0.00	65.00	0.00
29	Cat D, Prime Response w/o Maint	0	0.00	0.00	0.00	90.00	0.00	45.00	0.00
30	Cat D, Prime Response T&M Maint	0	0.00	0.00	0.00	200.00	0.00	110.00	0.00
31	Cat D, Extended Response w/Maint	0	0.00	0.00	0.00	47.00	0.00	65.00	0.00
32	Cat D, Extended Response w/o Maint	0	0.00	0.00	0.00	42.00	0.00	45.00	0.00
33	Cat D, Extended Response T&M Maint	0	0.00	0.00	0.00	150.00	0.00	110.00	0.00
34	Cat D, Standard Response w/Maint	16	0.00	0.00	0.00	36.00	576.00	65.00	1,040.00
35	Cat D, Standard Response w/o Maint	0	0.00	0.00	0.00	30.00	0.00	45.00	0.00
36	Cat D, Standard Response T&M Maint	0	0.00	0.00	0.00	125.00	0.00	110.00	0.00
Vendor number									
		Bidder CompuCom Address 3320 Data Dr. Ste. 100 City/State/Zip Rancho Cordova, CA. 95670		Golden State Business System 1824 Tribute Rd. #D Sacramento, CA. 95815		Capital Datacorp 3701 Business Dr. Ste 200 Sacramento, CA. 95820		Laser Pro Technologies 5098 Foothills Blvd. Ste 3-264 Roseville, CA. 95747	
37	Cat E, Prime Response w/Maint	0	0.00	0.00	0.00	100.00	0.00	65.00	0.00
38	Cat E, Prime Response w/o Maint	0	0.00	0.00	0.00	95.00	0.00	45.00	0.00
39	Cat E, Prime Response T&M Maint	0	0.00	0.00	0.00	200.00	0.00	110.00	0.00
40	Cat E, Extended Response w/Maint	0	0.00	0.00	0.00	50.00	0.00	65.00	0.00
41	Cat E, Extended Response w/o Maint	0	0.00	0.00	0.00	45.00	0.00	45.00	0.00

119

