

RFP #14-004 Printer Toner Cartridges

Background

Specifications for Printer Toner cartridges were published in the Daily Herald Newspaper and posted on the District website on August 15, 2013. RFP instructions were emailed to 19 vendors. We received 12 responses and 2 proposals were received after the bid opening time.

The cartridges listed under this RFP are to be used at all district locations, classrooms, resource centers, computer labs and main offices. Cartridges are stored at the Central Distribution Facility.

The RFP included 2 options for pricing. Option 1 specified Original Equipment Manufacturer (OEM) cartridges for Hewitt Packard Laser Printers. Option 2 specified Micro Solutions Enterprises (MSE) compatible cartridges for the same printers. MSE cartridges are “intelligently re-engineered” to be compatible with OEM cartridges, saving money without sacrificing quality and helping remove plastic waste from the nation’s landfills. They carry a full, three-year warranty. Empty cartridges are returned to Central Distribution Facility for recycling. We have used MSE cartridges throughout the District with positive results. There are 3 models of cartridges for the Lexmark printers used throughout the district. We have not identified a suitable alternative to the OEM cartridge for Lexmark.

Results

Vendor	Total Award OEM Lexmark Cartridges
The Office Pal	\$ 11,861.00
The Tree House	\$ 4,147.50
TOTAL AWARD 2013 – 2014	\$ 16,008.50
TOTAL AWARD 2012-2013	\$ 14,911.00
PRICE INCREASE 2013-2014	\$ 1,097.50, OR 7.4%

Recommendation

It is recommended that the Board of Education award contracts for Lexmark cartridges to two companies in the amounts listed above for a total bid award of \$16,008.50. Recommendations are based low quote vendors meeting specifications. The purchase of printer toner cartridges is budgeted for in the Educational Fund budget for 2013-2014. All proposal documents are on file in the business office for review.

It is further recommended that we reject the proposals for MSE cartridges. There are other remanufactured/re-engineered cartridges that are alternatives to the MSE cartridges and may offer substantial price reductions. A revised Request for Proposal will be issued with an option for submitting pricing on alternative cartridges.

Printer Toner Cartridges

OEM Cartridges

August 28, 2013

Company	HP-C7115A Black Ink Jet Laser 1200 Printer	HP-C4844AN, #10 Black Ink Jet 2200 Pinter	HP-C4836AN, #11 Blue Ink Jet 2200 Printer	HP-C4837AN, #11 Magenta Ink Jet 2200 Printer	HP-C4838AN, #11 Yellow Ink Jet 2200 Printer	HP-Q6000A Black Laser 2600N Printer	HP-Q6001A Blue Laser 2600N Printer	HP-Q6002A Yellow Laser 2600N Printer	HP-Q6003A Magenta Laser 2600N Printer	Lexmark #24035SA Black Laser E240N Printer	Lexmark #250A11A Black Laser 2500N Printer	Lexmark #E260A11A Black Laser E260N Printer
Quantity	200	5	10	10	5	25	20	30	30	50	100	50
Canon Solutions Schaumburg, IL	\$ 62.00 \$ 12,400.00	\$ 31.50 \$ 157.50	\$ 31.50 \$ 315.00	\$ 31.50 \$ 315.00	\$ 31.50 \$ 157.50	\$ 66.50 \$ 1,662.50	\$ 73.00 \$ 1,460.00	\$ 73.00 \$ 2,190.00	\$ 73.00 \$ 2,190.00	\$ 95.00 \$ 4,750.00	\$ 87.00 \$ 8,700.00	\$ 84.50 \$ 4,225.00
CNI Office Supplies East Brunswick, NJ	\$ 60.78 \$ 12,156.00	\$ 31.22 \$ 156.10	\$ 31.22 \$ 312.20	\$ 31.22 \$ 312.20	\$ 31.22 \$ 156.10	\$ 62.57 \$ 1,564.25	\$ 68.30 \$ 1,366.00	\$ 68.30 \$ 2,049.00	\$ 68.30 \$ 2,049.00	\$ 95.43 \$ 4,771.50	\$ 87.53 \$ 8,753.00	\$ 85.03 \$ 4,251.50
Document Imaging Dimensions Yorkville, IL	\$ 49.89 \$ 9,978.00	\$ 27.85 \$ 139.25	\$ 33.92 \$ 339.20	\$ 33.92 \$ 339.20	\$ 33.92 \$ 169.60	\$ 61.92 \$ 1,548.00	\$ 67.58 \$ 1,351.60	\$ 67.58 \$ 2,027.40	\$ 67.58 \$ 2,027.40	\$ 97.58 \$ 4,879.00	\$ 89.50 \$ 8,950.00	\$ 87.84 \$ 4,392.00
ISBS Elk Grove Village, IL	\$ 63.95 \$ 12,790.00	\$ 32.50 \$ 162.50	\$ 32.50 \$ 325.00	\$ 32.50 \$ 325.00	\$ 32.50 \$ 162.50	\$ 61.90 \$ 1,547.50	\$ 69.75 \$ 1,395.00	\$ 69.75 \$ 2,092.50	\$ 69.75 \$ 2,092.50	\$ 98.70 \$ 4,935.00	\$ 91.40 \$ 9,140.00	\$ 87.90 \$ 4,395.00
IT Supplies Rolling Meadows, IL	\$ 74.99 \$ 14,998.00	\$ 37.23 \$ 186.15	\$ 40.72 \$ 407.20	\$ 40.72 \$ 407.20	\$ 40.72 \$ 203.60	\$ 76.99 \$ 1,924.75	\$ 84.99 \$ 1,699.80	\$ 84.99 \$ 2,549.70	\$ 84.99 \$ 2,549.70	\$ 117.99 \$ 5,899.50	\$ 109.99 \$ 10,999.00	\$ 101.99 \$ 5,099.50
LD Products Lon Beach, CA	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Midwest Computer Products West Chicago, IL	\$ 62.10 \$ 12,420.00	\$ 31.60 \$ 158.00	\$ 31.60 \$ 316.00	\$ 31.60 \$ 316.00	\$ 31.60 \$ 158.00	\$ 66.90 \$ 1,672.50	\$ 73.00 \$ 1,460.00	\$ 73.00 \$ 2,190.00	\$ 73.00 \$ 2,190.00	\$ 95.80 \$ 4,790.00	\$ 88.10 \$ 8,810.00	\$ 85.80 \$ 4,290.00
Next Day Toner Orland Park, IL	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
The Office Pal Lakewood, NJ	\$ 59.00 \$ 11,800.00	\$ 30.91 \$ 154.55	\$ 30.91 \$ 309.10	\$ 30.91 \$ 309.10	\$ 30.91 \$ 154.55	\$ 62.49 \$ 1,562.25	\$ 68.49 \$ 1,369.80	\$ 68.49 \$ 2,054.70	\$ 68.49 \$ 2,054.70	\$ 65.00 \$ 3,250.00	\$ 86.11 \$ 8,611.00	\$ 83.03 \$ 4,151.50
Parker Systems Lake Zurich, IL	\$ 73.02 \$ 14,604.00	\$ 36.98 \$ 184.90	\$ 37.49 \$ 374.90	\$ 37.49 \$ 374.90	\$ 37.49 \$ 187.45	\$ 77.63 \$ 1,940.75	\$ 85.88 \$ 1,717.60	\$ 85.88 \$ 2,576.40	\$ 85.88 \$ 2,576.40	\$ 114.37 \$ 5,718.50	\$ 102.18 \$ 10,218.00	\$ 97.78 \$ 4,889.00
Quill Lincolnshire, IL	\$ 62.16 \$ 12,432.00	\$ 32.69 \$ 163.45	\$ 32.69 \$ 326.90	\$ 32.69 \$ 326.90	\$ 32.69 \$ 163.45	\$ 69.26 \$ 1,731.50	\$ 75.60 \$ 1,512.00	\$ 75.60 \$ 2,268.00	\$ 75.60 \$ 2,268.00	\$ 76.58 \$ 3,829.00	\$ 93.99 \$ 9,399.00	\$ 91.31 \$ 4,565.50
The Tree House Newton Centre, MA	\$ 52.00 \$ 10,400.00	\$ 24.60 \$ 123.00	\$ 24.60 \$ 246.00	\$ 24.60 \$ 246.00	\$ 24.60 \$ 123.00	\$ 52.00 \$ 1,300.00	\$ 67.00 \$ 1,340.00	\$ 67.00 \$ 2,010.00	\$ 67.00 \$ 2,010.00	\$ 95.40 \$ 4,770.00	\$ 87.50 \$ 8,750.00	\$ 82.95 \$ 4,147.50

Price in 2012-2013	\$ 72.00	\$ 75.78	\$ 74.66
New price 2013-2014	\$ 65.00	\$ 86.11	\$ 82.95
Price Increase / (Decrease)	\$ (350.00)	\$ 1,033.00	\$ 414.50

Proposals received after RFP Opening time August 28, 2013 at 9:00 a.m. CST

Adorama Camera New York, NY Received August 28, 2013 at 9:50 am
En Pointe Technology Gardena, CA Received August 28, 2013 at 10:15 am

Printer Toner Cartridges

OEM Cartridges

August 28, 2013

Company	HP-80A / CF280A Black Laser Jet 401N Printer	HP-CE410A Black Laser M4511DN Printer	HP-CE411A Blue Laser M451DN Printer	HP-CE412A Yellow Laser M451DN Printer	HP-CE413A Magenta Laser M451DN Printer	Total Award OEM Cartridges
Quantity	50	30	30	30	30	
Canon Solutions Schaumburg, IL	\$ 81.50 \$ 4,075.00	\$ 66.50 \$ 1,995.00	\$ 94.50 \$ 2,835.00	\$ 94.50 \$ 2,835.00	\$ 94.50 \$ 2,835.00	
CNI Office Supplies East Brunswick, NJ	\$ 79.83 \$ 3,991.50	\$ 65.22 \$ 1,956.60	\$ 92.91 \$ 2,787.30	\$ 92.91 \$ 2,787.30	\$ 92.91 \$ 2,787.30	
Document Imaging Dimensions Yorkville, IL	\$ 86.80 \$ 4,340.00	\$ 70.92 \$ 2,127.60	\$ 92.98 \$ 2,789.40	\$ 92.98 \$ 2,789.40	\$ 92.98 \$ 2,789.40	
ISBS Elk Grove Village, IL	\$ 84.90 \$ 4,245.00	\$ 69.35 \$ 2,080.50	\$ 98.85 \$ 2,965.50	\$ 98.85 \$ 2,965.50	\$ 98.85 \$ 2,965.50	
IT Supplies Rolling Meadows, IL	\$ 96.99 \$ 4,849.50	\$ 77.99 \$ 2,339.70	\$ 112.99 \$ 3,389.70	\$ 112.99 \$ 3,389.70	\$ 112.99 \$ 3,389.70	
LD Products Lon Beach, CA	No Bid	No Bid	No Bid	No Bid	No Bid	
Midwest Computer Products West Chicago, IL	\$ 81.55 \$ 4,077.50	\$ 66.65 \$ 1,999.50	\$ 94.90 \$ 2,847.00	\$ 94.90 \$ 2,847.00	\$ 94.90 \$ 2,847.00	
Next Day Toner Orland Park, IL	No Bid	No Bid	No Bid	No Bid	No Bid	
The Office Pal Lakewood, NJ	\$ 78.84 \$ 3,942.00	\$ 64.23 \$ 1,926.90	\$ 91.92 \$ 2,757.60	\$ 91.92 \$ 2,757.60	\$ 91.92 \$ 2,757.60	\$ 11,861.00
Parker Systems Lake Zurich, IL	\$ 95.90 \$ 4,795.00	\$ 78.37 \$ 2,351.10	\$ 111.63 \$ 3,348.90	\$ 111.63 \$ 3,348.90	\$ 111.63 \$ 3,348.90	
Quill Lincolnshire, IL	\$ 83.15 \$ 4,157.50	\$ 69.06 \$ 2,071.80	\$ 99.23 \$ 2,976.90	\$ 99.23 \$ 2,976.90	\$ 99.23 \$ 2,976.90	
The Tree House Newton Centre, MA	\$ 74.00 \$ 3,700.00	\$ 58.00 \$ 1,740.00	\$ 84.00 \$ 2,520.00	\$ 84.00 \$ 2,520.00	\$ 84.00 \$ 2,520.00	\$ 4,147.50

TOTAL OEM = \$ 16,008.50

Price in 2012-2013

New price 2013-2014

Price Increase /

(Decrease)

\$ 1,097.50

Proposals received after RFP Opening time August 28, 2013 at 9:00 a.m. CST

Adorama Camera New York, NY Received August 28, 2013 at 9:50 am

En Pointe Technology Gardena, CA Received August 28, 2013 at 10:15 am