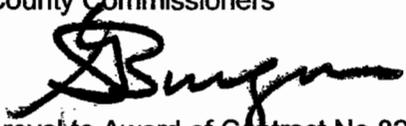


Date: November 6, 2007

Agenda Item No. 8(O)(1)(E)

To: Honorable Chairman Bruno A. Barreiro
and Members, Board of County Commissioners

From: George M. Burgess
County Manager



Subject: Recommendation for Approval to Award of Contract No.8249: Black & White High
Speed Digital Production Printers, Associated Maintenance Services, and Technical
Support
R-1231-07

RECOMMENDATION

It is recommended that the Board of County Commissioners approve the award of this contract to Eastman Kodak Company to furnish and install three new digital printers and upgrade one existing high speed scanner for the General Services Administration (GSA).

CONTRACT NUMBER: 8249

CONTRACT TITLE: Black & White High Speed Digital Production Printers, Associated Maintenance Services, and Technical support

DESCRIPTION: This contract will provide for the lease purchase of three new digital printers, installation services, upgrade of one existing high speed scanner, and for maintenance and technical support services for GSA.

APPROVAL TO ADVERTISE: June 26, 2007

TERM: Five years with one, one-year option to renew

CONTRACT AMOUNT: Lease: \$18,249 per month (for all three printers) for the initial five years totaling \$1,094,940 for the term.

Service: \$8,978 per month (less than half a penny per copy for all three printers to include two million copies, all parts, all maintenance and all toner) totaling \$538,680 for the initial five year term.

Contract Total: \$1,633,620

Trade-in: Eastman Kodak Company will issue a check to GSA for \$210,000 as a trade-in on three existing printers (\$70,000 each) once the printers are received at Eastman Kodak's headquarters and title of ownership is verified.

Total cost of ownership: \$1,423,620

USING/MANAGING
AGENCY(S)/
FUNDING SOURCE(S):

DEPARTMENT	ALLOCATION	FUNDING
GSA	\$1,633,620	Internal Service Funds

METHOD OF AWARD: An open, competitive Request for Proposals.

VENDOR(S) RECOMMENDED FOR AWARD:

VENDOR	ADDRESS	PRINCIPLE
Eastman Kodak Company (Non-Local)	343 State Street Rochester, NY 14650	Ann Kerwick

VENDOR(S) NOT RECOMMENDED FOR AWARD:

VENDOR	ADDRESS	PRINCIPLE
Canon Business Solutions (Non-Local)	300 Commerce Square Blvd., Burlington, NJ 08016	Dennis Uhniat
Danka Office Imaging Company (Non-Local)	11101 Roosevelt Blvd., St. Petersburg, FL 33716	Jim Hawkins
IKON Office Solutions (Non-Local)	70 Valley Stream Parkway, Malvern, PA 19355	Robert Woods
Ricoh Americas Corporation (Non-Local)	2300 Parklake Dr. NE, Atlanta GA 30345	Paul B. Nix

CONTRACT MEASURES: The Review Committee of April 25, 2007 recommended a Small Business Enterprise (SBE) Selection Factor for this RFP.

LIVING WAGE: The services being provided are not covered under the Living Wage Ordinance.

USER ACCESS PROGRAM: The contract contains the 2% User Access Program provision.

LOCAL PREFERENCE: Applied in accordance with applicable ordinances, but did not affect the outcome.

PROJECT MANAGER(S): Leonard Gonzalez, Department of Procurement Management
 Steve Schruager, General Services Administration

ESTIMATED CONTRACT COMMENCEMENT DATE: Ten days after date adopted by the Board of County Commissioners, unless vetoed by the Mayor.

COMPLIANCE DATA: This contract does not have participation measures. There are no compliance issues.

PERFORMANCE DATA: There are no current performance issues.

Honorable Chairman Bruno A. Barreiro
and Members, Board of County Commissioners
Page 3

BACKGROUND

The current six year old equipment is owned by the County and is obsolete and increasingly unreliable. The projects produced by GSA on the three printers include Board of County Commissioners agenda packets, Elections Department polling place voter registers, Tax Collector's Office bills for real estate and personal property, and other documents submitted by various County departments.

During negotiations, the lease interest rate was lowered from 9.25 percent to 6.25 percent. This represents a potential savings to the County of \$80,000 over the initial five year term. Negotiations also produced an opportunity for the County to accelerate the buy-out of the lease after the fulfillment of the initial year of the five year lease.

A Request for Proposals was solicited under full and open competition. There were 33 solicitations downloaded from the County's e-procurement site.


Assistant County Manager

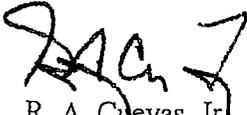


MEMORANDUM

(Revised)

TO: Honorable Chairman Bruno A. Barreiro
and Members, Board of County Commissioners

DATE: November 6, 2007

FROM: 
R. A. Cuevas, Jr.
County Attorney

SUBJECT: Agenda Item No. 8(O)(1)(E)

Please note any items checked.

- "4-Day Rule" ("3-Day Rule" for committees) applicable if raised
- 6 weeks required between first reading and public hearing
- 4 weeks notification to municipal officials required prior to public hearing
- Decreases revenues or increases expenditures without balancing budget
- Budget required
- Statement of fiscal impact required
- Bid waiver requiring County Manager's written recommendation
- Ordinance creating a new board requires detailed County Manager's report for public hearing
- Housekeeping item (no policy decision required)
- No committee review

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 8(O)(1)(E)
11-06-07

RESOLUTION NO. R-1231-07

RESOLUTION AUTHORIZING EXECUTION OF AN AGREEMENT (CONTRACT NO. RFP8249) WITH EASTMAN KODAK COMPANY TO OBTAIN THREE BLACK & WHITE HIGH SPEED DIGITAL PRODUCTION PRINTERS, ASSOCIATED MAINTENANCE SERVICES, AND TECHNICAL SUPPORT, AND AUTHORIZING THE COUNTY MAYOR OR DESIGNEE TO EXECUTE, AND TO EXERCISE ANY RENEWAL, CANCELLATION, AND TERMINATION PROVISIONS THEREOF ON BEHALF OF MIAMI-DADE COUNTY

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board approves the agreement with Eastman Kodak Company, (contract No. 8249) for high speed digital production printers, maintenance, and technical support in substantially the form attached hereto and made a part hereof, and authorizes the County Mayor or designee to execute same for and on behalf of Miami-Dade County and to exercise any cancellation and renewal provisions and any other rights contained therein.

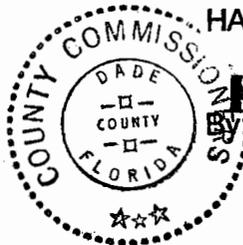
The foregoing resolution was offered by Commissioner **Jose "Pepe" Diaz**, who moved its adoption. The motion was seconded by Commissioner **Rebeca Sosa** and upon being put to a vote, the vote was as follows:

Bruno A. Barreiro, Chairman	aye		
Barbara J. Jordan, Vice-Chairwoman	absent		
Jose "Pepe" Diaz	aye	Audrey M. Edmonson	aye
Carlos A. Gimenez	aye	Sally A. Heyman	aye
Joe A. Martinez	aye	Dennis C. Moss	aye
Dorrin D. Rolle	aye	Natacha Seijas	aye
Katy Sorenson	aye	Rebeca Sosa	aye
Sen. Javier D. Souto	absent		

The Chairperson thereupon declared the resolution duly passed and adopted this 6th day of November, 2007. This resolution shall become effective ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board.

MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF COUNTY
COMMISSIONERS

HARVEY RUVIN, CLERK



KAY SULLIVAN

Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency. OR

Oren Rosenthal