



## COLUMBIA COUNTY BOARD OF COUNTY COMMISSIONERS AGENDA ITEM REQUEST FORM

The Board of County Commissioners meets the 1st and 3rd Thursday of each month at 5:30 p.m. in the Columbia County School Board Administrative Complex Auditorium, 372 West Duval Street, Lake City, Florida 32055. All agenda items are due in the Board's office one week prior to the meeting date.

Today's Date: 1/27/2021 Meeting Date: 2/4/2021

Name: Todd Manning Department: BCC Administration

Division Manager's Signature:

A handwritten signature in blue ink, appearing to be "Todd Manning", is written over the signature line.

### 1. Nature and purpose of agenda item:

Marcotek/Xerox Copier Lease - Changing Lease to McCrimmon's/Sharp

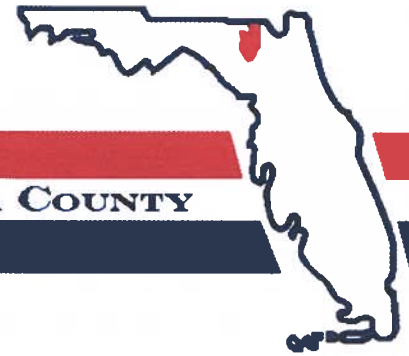
### 2. Recommended Motion/Action:

Approve the change to to McCrimmon's for the 911 Dispatch, Public Library, Solid Waste and Addressing

### 3. Fiscal impact on current budget.

This item has no effect on the current budget.

District No. 1 – Ronald Williams  
District No. 2 – Rocky Ford  
District No. 3 – Robby Hollingsworth  
District No. 4 – Toby Witt  
District No. 5 – Tim Murphy



**BOARD OF COUNTY COMMISSIONERS • COLUMBIA COUNTY**

January 20, 2021

**M E M O**

TO: David Kraus

FR: Todd Manning 

RE: Marcotek/Xerox copier leases

Over the past several years we have engaged leasing contracts exclusively with Marcotek for Xerox copiers and multifunction devices. Due to Xerox corporate restructuring Saxon Business Systems has taken over as the preferred provider for Xerox which is based out of Jacksonville.

We have had issues with Xerox hardware, software and firmware on multiple occasions in the past. Xerox is not compatible with our DMS software application (*Microsoft SharePoint*) without the need for costly 3<sup>rd</sup> party servers, software annual maintenance fees as well as customer service delays.

Due to Xerox's equipment issues, lack of compatibility and no local vendor support, I would like to recommend we use McCrimmons as our local vendor and utilize Sharp copiers and multifunction devices standard for all departments. All Sharp devices meet or exceed our needs, out performs Xerox and is directly compatible with Microsoft SharePoint. McCrimmons is the State of Florida preferred vendor for Sharp devices and uses state contract pricing.

We have four Xerox copiers with expired leases, 911 Dispatch, Public Library, Solid Waste and Addressing that I would like to replace with Sharp devices. Switching to Sharp has annual cost saving benefits, increased compatibility and we own the equipment at the end of the lease.

I have attached price quotes for the four departments as well as a cost comparison for your review. If you have any questions please let me know.

BOARD MEETS FIRST AND THIRD THURSDAY AT 5:30 P.M.

|                     |       | Base   | Color Costs | Color qty | BW Costs | Bw qty | Total    | Monthly Savings  | Annual Savings    | 60 Month Savings  |
|---------------------|-------|--------|-------------|-----------|----------|--------|----------|------------------|-------------------|-------------------|
| <b>Addressing</b>   | Xerox | 100.5  | 0.069       | 277       | 0.0057   | 117    | 120.2799 |                  |                   |                   |
|                     | Sharp | 56.63  | 0.0057      | 277       | 0.0091   | 117    | 59.2736  | 61.0063          | 732.0756          | 3660.378          |
| <b>Library</b>      | Xerox | 105.91 | 0.069       | 163       | 0.0057   | 2132   | 129.3094 |                  |                   |                   |
|                     | Sharp | 82.69  | 0.0546      | 163       | 0.0091   | 2132   | 110.991  | 18.3184          | 219.8208          | 1099.104          |
| <b>911 Dispatch</b> | Xerox | 231    | 0.1417      | 318       | 0.0179   | 3705   | 342.3801 |                  |                   |                   |
|                     | Sharp | 124.48 | 0.05214     | 318       | 0.0089   | 3705   | 174.035  | 168.34508        | 2020.14096        | 10100.7048        |
| <b>Solid Waste</b>  | Xerox | 80.7   | 0           | 0         | 0.0062   | 3705   | 342.3801 |                  |                   |                   |
|                     | Sharp | 56.63  | 0           | 0         | 0.0091   | 3705   | 174.035  | 9.6455           | 115.746           | 6944.76           |
|                     |       |        |             |           |          |        |          | <b>257.31528</b> | <b>3087.78336</b> | <b>21804.9468</b> |

# MOS / McCrimon's Office Systems

www.moscopier.com



January 18, 2021

## Columbia County Board of Commissioners Todd Manning

135 N.E. Hernando Ave.  
Lake City FL 32055

Corey Clark

386-755-2822

### SYSTEM PROPOSAL

#### **Sharp MX-5071 Advanced Series Color Document System -**

includes 50 PPM, walk-up motion sensor, wireless connectivity, retractable keyboard, Sharp OSA® technology - Application Communication and External Accounting modules, 500 GB hard disk drive with document filing system, PCL®6 and Adobe® PostScript® 3™ printing systems, network printing, network scanning, 150-sheet duplexing single-pass feeder, auto duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Quoted system includes MX-DE27N 3 x 550 sheet paper stand, MX-TU16 center exit tray and surge protector.



**Sharp MX-FN28** - 1,000 stacking, 50 sheet stapling finisher and MX-RB25N paper pass unit

**Sharp MX-FX15** - Fax Option

**Sharp MX-PN15B** - 3 - hole punch kit for the MX-FN28

**Total Retail Price**      \$27,590.00

**Total Discounted Price**      **\$5,857.75**

**60 Month \$1 Out Lease Payment - \$124.48**

Basic connectivity included for 5 computer  
Does NOT including ending any current lease

### SERVICE PROPOSAL

Service will be billed at .0089 for black and .0524 for color. Service includes all labor, parts and supplies excluding paper and staples.

**State of Florida Agreement #44000000-NASPO-19-ACS**

All rentals and leases will have a one time \$99.50 documentation fee added to first invoice. Lease option subject to credit approval. Picture may show options not quoted. See lease agreement and service agreements for full terms. A \$6.95 supply delivery fee applies to all maintenance agreements. Quote good for 30 Days unless otherwise noted.

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all



## XEROX ALTALINK C8155 VS SHARP MX-5071

|                               | Xerox AltaLink C8155                | Sharp MX-5071                |
|-------------------------------|-------------------------------------|------------------------------|
| <b>Print / Copy Speed</b>     | <b>55 Pages Per Minute</b>          | 50 Pages Per Minute          |
| <b>First Copy Out Time</b>    | 3.7 Seconds                         | 3.7 Seconds                  |
| <b>Document Feeder</b>        | <b>250 Sheet Single Pass Feeder</b> | 150 Sheet Single Pass Feeder |
| <b>Scan Speed</b>             | <b>Up to 270 Images Per Minute</b>  | Up to 220 Images Per Minute  |
| <b>Hard Drive</b>             | 128 GB                              | <b>500 GB</b>                |
| <b>Memory</b>                 | 4 GB                                | <b>5 GB</b>                  |
| <b>Walk-Up Motion Sensor</b>  | Not Available                       | <b>Standard</b>              |
| <b>Pull Out Keyboard</b>      | Not Available                       | <b>Standard</b>              |
| <b>Wireless Connectivity</b>  | Optional                            | <b>Standard</b>              |
| <b>Scan to Searchable PDF</b> | Standard                            | Standard                     |
| <b>Scan to Word</b>           | Optional                            | <b>Standard</b>              |
| <b>Scan to Excel</b>          | Optional                            | <b>Standard</b>              |
| <b>Scan to PowerPoint</b>     | Optional                            | <b>Standard</b>              |
| <b>SharePoint Integration</b> | Not Available                       | <b>Standard</b>              |

# MOS / McCrimon's Office Systems

[www.moscopier.com](http://www.moscopier.com)



January 18, 2021

**Columbia County Board of Commissioners**

**Todd Manning**

135 N.E. Hernando Ave.

Lake City FL 32055

**Corey Clark**

386-755-2822

## SYSTEM PROPOSAL

The **Sharp MX-B476W Advanced Series Monochrome Document System** delivers crisp, high-quality output with exceptional ease of use. 100 sheet duplexing single pass doc feeder, 47 PPM Networked Printing / copying, Super G3 Facsimile, and Scan to Email / Desktop Folder. Comes stand with 500 sheet paper drawer and 50 sheet bypass. Configured system also includes surge protector



**Total Retail Price** \$5,025.00

**Total Discounted Price** **\$1,567.50**

Does NOT including ending any current lease

Basic connectivity included for 5 computer

**60 Month \$1 Out Lease Payment - \$33.31**

## SERVICE PROPOSAL

Service will be billed at .0092 for black. Service includes all labor, parts and supplies excluding paper and staples.

**State of Florida Agreement #44000000-NASPO-19-ACS**

All rentals and leases will have a one time \$99.50 documentation fee added to first invoice. Lease option subject to credit approval. Picture may show options not quoted. See lease agreement and service agreements for full terms. A \$6.95 supply delivery fee applies to all maintenance agreements. Quote good for 30 Days unless otherwise noted.

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January 18, 2021

## Columbia County Board of Commissioners

### Todd Manning

135 N.E. Hernando Ave.  
Lake City FL 32055

Corey Clark

386-755-2822

## SYSTEM PROPOSAL

**Sharp MX-2651 Essentials Series Color Document System** - includes 26 PPM color & b/w, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Quoted system includes MX-DE25N 550 sheet paper stand, MX-TU16 center exit tray and surge protector.



**Sharp MX-FN28** - 1,000 stacking, 50 sheet stapling finisher and MX-RB25N paper pass unit

**Sharp MX-FX15** - Fax Option

**Sharp MX-PK13L** - Adobe PostScript 3 - Expansion Kit

**Total Retail Price**      \$13,325.00

**Total Discounted Price**      **\$3,747.50**

**60 Month \$1 Out Lease Payment - \$82.69**

Does NOT including ending any current lease  
Basic connectivity included for 5 computer

## SERVICE PROPOSAL

Service will be billed at .0091 for black and .0546 for color. Service includes all labor, parts and supplies excluding paper and staples.

**State of Florida Agreement #44000000-NASPO-19-ACS**

All rentals and leases will have a one time \$99.50 documentation fee added to first invoice. Lease option subject to credit approval. Picture may show options not quoted. See lease agreement and service agreements for full terms. A \$6.95 supply delivery fee applies to all maintenance agreements. Quote good for 30 Days unless otherwise noted.

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## XEROX VERSALINK C7025 VS SHARP MX-2651

|                        | Xerox VersaLink C7025             | Sharp MX-2651                     |
|------------------------|-----------------------------------|-----------------------------------|
| Print / Copy Speed     | 25 Pages Per Minute               | <b>26 Pages Per Minute</b>        |
| First Copy Out Time    | 6.9 Seconds                       | <b>4.7 Seconds</b>                |
| Document Feeder        | <b>110 Sheet Reversing Feeder</b> | 100 Sheet Reversing Feeder        |
| Scan Speed             | Up to 55 Images Per Minute        | <b>Up to 80 Images Per Minute</b> |
| Hard Drive             | 320 GB                            | <b>500 GB</b>                     |
| Memory                 | 4 GB                              | <b>5 GB</b>                       |
| Wireless Connectivity  | Optional                          | Optional                          |
| Scan to Searchable PDF | <b>Standard</b>                   | Optional                          |
| SharePoint Integration | Not Available                     | <b>Included</b>                   |



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## SYSTEM PROPOSAL

**Sharp MX-2651 Essentials Series Color Document System** - includes 26 PPM color & b/w, 500 GB hard disk drive with document filing system, PCL®6 printing system, network printing, network scanning, 100-sheet reversing single-pass feeder, duplexing, 550-sheet paper drawer and 100-sheet bypass tray. Quoted system includes MX-DE25N 550 sheet paper stand, MX-TU16 center exit tray and surge protector.



**Sharp MX-PK13L** - Adobe PostScript 3 - Expansion Kit

**Total Retail Price** \$8,920.00

**Total Discounted Price** **\$2,520.90**

Does NOT including ending any current lease  
Basic connectivity included for 5 computer

**60 Month \$1 Out Lease Payment - \$56.63**

## SERVICE PROPOSAL

Service will be billed at .0091 for black and .0546 for color. Service includes all labor, parts and supplies excluding paper and staples.

**State of Florida Agreement #44000000-NASPO-19-ACS**

All rentals and leases will have a one time \$99.50 documentation fee added to first invoice. Lease option subject to credit approval. Picture may show options not quoted. See lease agreement and service agreements for full terms. A \$6.95 supply delivery fee applies to all maintenance agreements. Quote good for 30 Days unless otherwise noted.

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Solid Waste  
Addressing



## XEROX VERSALINK C7025 VS SHARP MX-2651

|                        | Xerox VersaLink C7025             | Sharp MX-2651                     |
|------------------------|-----------------------------------|-----------------------------------|
| Print / Copy Speed     | 25 Pages Per Minute               | <b>26 Pages Per Minute</b>        |
| First Copy Out Time    | 6.9 Seconds                       | <b>4.7 Seconds</b>                |
| Document Feeder        | <b>110 Sheet Reversing Feeder</b> | 100 Sheet Reversing Feeder        |
| Scan Speed             | Up to 55 Images Per Minute        | <b>Up to 80 Images Per Minute</b> |
| Hard Drive             | 320 GB                            | <b>500 GB</b>                     |
| Memory                 | 4 GB                              | <b>5 GB</b>                       |
| Wireless Connectivity  | Optional                          | Optional                          |
| Scan to Searchable PDF | <b>Standard</b>                   | Optional                          |
| SharePoint Integration | Not Available                     | <b>Included</b>                   |