



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", written over a light blue horizontal line.

1. Nature and purpose of agenda item:

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

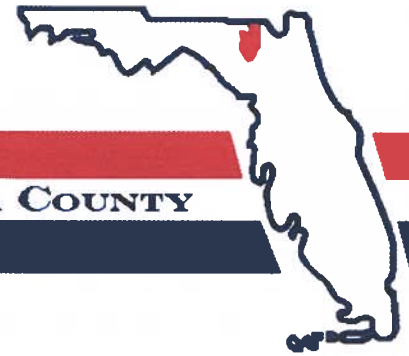
2. Recommended Motion/Action:

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 3rd 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
Addressing	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
Library	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
911 Dispatch	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
Solid Waste	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
								257.31528	3087.78336	21804.9468

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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XEROX ALTALINK C8155 VS SHARP MX-5071

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

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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

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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-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

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XEROX VERSALINK C7025 VS SHARP MX-2651

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

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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**

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

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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Solid waste
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Addendum



XEROX VERSALINK C7025 VS SHARP MX-2651

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