



**COMMENT AND REVIEW  
to the  
REQUEST FOR PROPOSAL (RFP) #112124  
Entitled**

**Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services**

The following advertisement was placed October 3, 2024, in and on the Sourcewell website [www.sourcewell-mn.gov](http://www.sourcewell-mn.gov), Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, PublicPurchase.com, and The New York State Contract Reporter [www.nyscr.ny.gov](http://www.nyscr.ny.gov), October 4, 2024, in South Carolina’s *The State*, the *Deseret News*, *The Salt Lake Tribune*, and Oregon’s *Daily Journal of Commerce*, October 3, 2024, and October 4, 2024 in *The Oklahoman*, and October 3, 2024, and October 10, 2024 in *USA Today*:

*Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services to result in a procurement solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than November 21, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.*

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

Accumovers, LLC	KEVEREST TECHNOLOGIES
Active Office Solutions, LLC	Komplement
Adaboost	Konica Minolta Business Solutions U.S.A., Inc.
Adapttech Innovations, LLC	Lexmark Canada, Inc
Always Available Wholesales & Supply Services Corp	Lexmark International, Inc.
American AI Logistics	LMK Computer Services, Ltd
ARC Document Solutions	Marco Technologies, LLC
Blueshift Computer Technology, Inc.	Matrix Business Systems
BRILYANT, INC	MDM Access, LLC
Brooklyn Ainsley, LLC	Mechanic Machining (Shenzhen) Co., Ltd
Brother International Corporation	National Tek Services, Inc
Burgeon Analytics, LLC	New Tech Solutions, Inc.
Burhani Enterprises, Inc. Db a Clear Ridge Hardware	Novexco Inc O\A Hamster

Canon Canada, Inc.	Pelican Sales, Inc.
Canon Solutions America, INC	Phaeton Solutions, LLC
Canon USA, Inc	Positive Proof, LLC
CCI Worldwide	Princeton IT Services
CDS Office Systems, Inc.	PRINCETON IT SERVICES, INC.
Chubb Fire & Security	Profile Systems, Inc
Computer Design Center, LLC	PWXPress
Computer Products Corporation	Quality and Assurance Technology Corporation
Connex Systems, Inc	Quality Cartridges, Inc
COPIERS NORTHWEST	Redfort Technologies, LLC
Crushing Mechanics, LLC	Ricoh USA, inc
DAB CONSULTING SOLUTIONS, LLC	RISO, Inc
Data Center Warehouse, LLC	Sharp Electronics Corporation
DBISP, LLC	Sharp Electronics of Canada, Ltd.
Dreamcatcher Promotions	Softchoice Corporation
DRN's Corp	TECHMICROUSA., INC
DYNAMIC DIGITAL AIR, LLC	The Designers Group, Inc.
EASTERN BUSINESS SOLUTIONS, INC.	The Tree House, Inc.
Ednetics, Inc.	Toshiba America Business Solutions, Inc.
ELER TECHNOLOGIES, INC.	USA Magnum, LLC
ENTERPRISE TECHNOLOGY SOLUTIONS, INC	vCloud Tech Inc.
Epson America, Inc.	Virtucom, Inc.
eRepublic, Inc.	WARRANTY PLUS SERVICE CENTER, INC.
ESO Consultants	Wolverine Solutions Group
FHA SOLUTIONS, INC.	Xerox
FireFly Automatix, Inc.	Xerox Business Solutions Southwest
FUJIFILM BI International Operations Corp.	Xerox Canada
henry savelli and associates	Xerox Corporation
HP, Inc	YourCircle Business Eco System Corporation
Infocrush Consulting and Services Inc.	Zoe Johnson
IT1	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on November 21, 2024, at 4:30 p.m. Central Time. Proposals were received from the following:

Toshiba America Business Solutions, Inc.  
ARC Document Solutions  
Brother Int'l Corp.  
Canon USA, Inc.  
DYNAMIC DIGITAL AIR, LLC

EASTERN BUSINESS SOLUTIONS, INC.  
ENTERPRISE TECHNOLOGY SOLUTIONS, INC.  
Epson America, Inc.  
HP, Inc.  
Konica Minolta Business Solutions U.S.A., Inc.  
Lexmark International Inc.  
LMK Computer Services, Ltd, dba D&H  
Marco Technologies, LLC  
Positive Proof, LLC  
Ricoh USA, Inc.  
RISO, Inc.  
Sharp Electronics Corporation  
vCloud Tech, Inc.  
Xerox Corporation

Proposals were reviewed by the Proposal Evaluation Committee:

Lisa Truax, CPPB, Senior Procurement Analyst  
Paul Dotson, MA, Associate DBIA, Procurement Analyst II  
Jonathan Love, MA, Procurement Analyst II  
Brittney Cotner, Procurement Analyst

**The findings of the Proposal Evaluation Committee are summarized as follows:**

Canon USA, Inc. offers a comprehensive range of multi-function printers, scanners, and copiers, along with production printing, managed print services, software, and cloud solutions. They also provide device training, implementation support, and document management services. With 1,350 locations in the United States and Canada, over 8,200 Canon Certified Field Personnel ensure full coverage and prompt response for Sourcewell participating entities. Canon is one of a few suppliers to provide a cloud-based print service and to provide discounts on devices, accessories, supplies, software, and services, with potential volume discounts.

HP Inc. offers a variety of personal computing, imaging, and printing products, along with related technologies, solutions, and services. With over 300 sales employees, 1,000 service employees, and major distributors across the United States, HP is well-positioned to provide timely and efficient service to Sourcewell participating entities. These entities benefit from free shipping, competitive discounted pricing, and volume discounts.

Konica Minolta Business Solutions U.S.A., Inc. offers a comprehensive range of multi-function devices, IT services, enterprise content management, document workflow solutions, specialty printers, scanners, and finishing products. These products and services are available in the United States and Canada through over 800 sales associates at more than 112 direct sales locations. Sourcewell participating entities can purchase directly or through Konica's network of 260 authorized dealers in all 50 states and 100 dealers in Canada. Konica provides a strong warranty policy with their "It works, or it walks" guarantee. They offer competitive, discounted pricing off MSRP, with potential volume discounts.

Lexmark International Inc. offers a full range of printers and multi-function devices that are engineered to last seven (7) years or longer and are known for their reliability and performance. Products and services can be procured directly from Lexmark or through their network of partners, providing coverage to Sourcewell participating entities in every state in the United States and all provinces in Canada. Lexmark provides unique

attributes to participating entities through its predictive service and supplies replenishment features. Lexmark provides competitive discounts off MSRP and not-to-exceed (NTE) pricing.

Ricoh USA, Inc. offers a range of new and refurbished multi-function devices, software, managed print services, and document management services. With over 2,000 sales and service staff, Ricoh provides coverage to Sourcewell's participating entities across North America. Ricoh's technology allows devices to grow with user demands, enabling users to activate features and download applications and upgrades as needed, without purchasing new devices. Competitive discounts are available on printers, accessories, hardware, software, and network connectivity, with potential volume discounts.

RISO, Inc. began as a mimeograph printing company and has evolved to offer a full catalog of inkjet printers and digital duplicators. With over 1,500 sales representatives and over 300 RISO-certified technicians through a dealer network of 300, RISO ensures quick response times for Sourcewell participating entities. Participating entities can purchase directly or through the dealer network and benefit from early payment discounts, competitive line-item pricing discounts, and free shipping.

Sharp Electronics Corporation offers a comprehensive suite of office technology, including printers and multi-function devices, along with advanced custom, professional, and support services. They have 19 direct branches, 40 sales offices, and a dealer network of over 3,000 entities, providing sales and support to Sourcewell participating entities across the United States and Canada. Sharp offers competitive discounts off standard pricing.

Toshiba America Business Solutions, Inc. (TABS) offers a comprehensive suite of multi-function devices, printers, scanners, professional services, and software solutions. With over 100 sales and service offices across the United States and 13 offices in Canada, TABS provides full-coverage and prompt service to Sourcewell participating entities. Their latest e-STUDIO devices feature numerous technological advancements including built-in OCR for creating searchable PDFs, scan and print preview, and "follow-me" printing. Additionally, TABS offers competitive discounts off MSRP.

vCloud Tech Inc. offers a wide range of color and black & white copiers, printers, related supplies, accessories, software, and security solutions. They also provide managed print services, warranty, and support services. Serving Sourcewell participating entities, vCloud Tech operates through direct sales and service staff, as well as a network of partners. Their solutions utilize cloud artificial intelligence (AI), the Internet of Things (IoT), and software-defined networking (SDN) to reduce costs and deliver quality services. Competitive discounts are available on all hardware, software, and services, with volume discounts.

Xerox Corporation offers a broad range of workplace solutions, production solutions, and managed print services for Sourcewell participating entities. With support available 24/7 in all 50 states, Xerox has 10,000 employees, offices in nine (9) states, and operations in 16 major US cities. Sourcewell's participating entities can purchase directly or through Xerox's authorized reseller network. Xerox ensures a strong supply chain and quality control, offering free shipping and discounts off list price.

For these reasons, the following awards of Sourcewell **Master Agreement #112124** are recommended:

Canon USA, Inc.	#112124-CAN
HP Inc.	#112124-HPC
Konica Minolta Business Solutions U.S.A., Inc.	#112124-KON
Lexmark International Inc.	#112124-LEX
Ricoh USA, Inc.	#112124-RCH

RISO, Inc.	#112124-RSO
Sharp Electronics Corporation	#112124-SEC
Toshiba America Business Solutions, Inc.	#112124-TOS
vCloud Tech Inc.	#112124-VCO
Xerox Corporation	#112124-XOX

DocuSigned by:

*Lisa Truax*

04A338655E9E49E...

---

Lisa Truax, CPPB, Senior Procurement Analyst

DocuSigned by:

*Paul Dotson*

948306E349B2428...

---

Paul Dotson, MA, Associate DBIA, Procurement Analyst II

Signed by:

*Jonathan Love*

34FCC9BCA201409...

---

Jonathan Love, MA, Procurement Analyst II

Signed by:

*Brittney Cotner*

A22070A2881D440...

---

Brittney Cotner, Procurement Analyst

**STATEMENT OF COMPLIANCE**

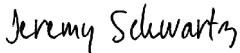
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for RFP #112124 Copiers, Printers, and Multi-Function Devices with Related Supplies, Accessories, and Services.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.
2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on January 21, 2025.

Signed by:



COFD2A139D06489...

---

Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP  
Chief Operating and Procurement Officer