

## 2021-046 Collating Machine and Maintenance

|      |   | AWARD  |   |   |
|------|---|--|---|---|
|      |   | <b>Cobblestone<br/>Graphic Equipment<br/>LLC<br/>Euless, TX<br/>HUB: No<br/>Co-Op: Yes</b> | Graphic Finishing<br>Systems, Inc.<br>Little Elm, TX<br>HUB: No | Duplo USA Corporation<br>Santa Ana, CA<br>HUB: No |
| Item | Description   | Price  | Price   | Price   |
|      | Model Proposed  | <b>Horizon VAC-1000<br/>Collating System</b>   | Horizon VAC-1000<br>Collating System                            | Duplo 600i Digital<br>Booklet Making System       |
| 1    | Equipment Price   | <b>\$179,900.00</b>  | \$181,355.00  | \$170,707.20                                      |
| 1.A  | Setup includes site survey,<br>rigging, delivery, installation. | <b>\$5,000.00</b>  | Included  | Included  |
| 1.B  | Training includes<br>documentation and reference<br>manuals.    | <b>\$2,500.00</b>  | Included  | Included  |
| 1.C  | Optional: Trade In Credit                                       | <b>less: \$20,000.00</b>   | less: \$10,000.00   | less: \$5,000.00                                  |
| 1.D  | Subtotal  | <b>\$167,400.00</b>  | \$171,355.00  | \$165,707.20                                      |
| 2    | Maintenance Agreement Price                                     |  |   |   |
| 2.A  | Year 1 Maintenance through<br>9/30/2021                         | <b>\$3,500.00</b>  | \$4,700.00  | \$2,500.00  |
| 2.B  | Year 2 Maintenance 10/1/2021<br>- 9/30/2022                     | <b>\$6,500.00</b>  | \$13,795.00   | \$4,000.00  |
| 2.C  | Year 3 Maintenance 10/1/2022 -<br>9/30/2023                     | <b>\$6,500.00</b>  | \$13,795.00   | \$4,500.00  |
| 2.D  | Subtotal  | <b>\$16,500.00</b>   | \$32,290.00   | \$11,000.00                                       |
| 3    | Grand Total   | <b>\$183,900.00</b>  | \$203,645.00  | \$176,707.20                                      |
|      | Discount % for maintenance<br>parts                             | <b>15%</b>   | 15.00%  | 100%  |
|      | Source of Discount  | <b>MSRP</b>  | MSRP  | MSRP  |

Notes: The lowest bid from Duplo USA was an alternate bid. Alternate was not approved for the following reasons:

- 1) Wireless remote control specification was not offered (Specification II.A.1.e)
- 2) Stack capacity did not meet 14.1" (Specification II.A.2.d)
- 3) Footprint of the Duplo Collating Machine does not adequately fit in the designated space.