



BOARD OF SUPERVISORS AGENDA ITEM REPORT CONTRACTS / AWARDS / GRANTS

☐ Award ☒ Contract ☐ Grant

Requested Board Meeting Date: 06/18/19

* = Mandatory, information must be provided

or Procurement Director Award ☐

***Contractor/Vendor Name/Grantor (DBA):**

Ricoh USA, Inc.

***Project Title/Description:**

Ricoh Pro C9200 Color Printer & Maintenance

***Purpose:**

Amendment of Award: Master Agreement No. MA-PO-19-082, Amendment No. 01. This Amendment is for a one-time increase of \$17,000.00 (including sales tax) for equipment, training and consumables. County is also adding an annual award increase of \$2,000.00 for the included Service Agreement. County's total payments to Contractor under this contract, including any sales taxes, will not exceed \$260,000.00.

Administering Department: Communications and Information Technology.

***Procurement Method:**

Pursuant to Pima County Procurement Code 11.24.010, Cooperative procurement authorized, on 11/29/18, the Procurement Director approved an award of contract for an initial term of one (1) year with four (4) one-year renewal options and a contract amount of \$241,000.00, consisting of: initial expenditure of \$166,000.00 (including sales tax) for equipment, first year's cost-per-copy expense of \$75,000.00, and an annual award amount of \$75,000.00 for years 2 through 5.

PRCUID: 320943

Attachment: Contract Amendment No. 01.

***Program Goals/Predicted Outcomes:**

Provide quality printing to County departments at a fraction of cost using an outside vendor.

***Public Benefit:**

Provide County Departments with high quality, low cost printed materials for public disbursement and viewing.

***Metrics Available to Measure Performance:**

Contract will maintain printers at standard 96% or greater uptime. Verified by live reporting through service platform.

***Retroactive:**

No

Procure Dept 06/03/19 10:09:40

Contract / Award Information

Document Type: _____ Department Code: _____ Contract Number (i.e., 15-123): _____
Effective Date: _____ Termination Date: _____ Prior Contract Number (Synergen/CMS): _____
☐ Expense Amount: \$ _____ ☐ Revenue Amount: \$ _____

***Funding Source(s) required:**

Funding from General Fund? ☐ Yes ☐ No If Yes \$ _____ % _____

Contract is fully or partially funded with Federal Funds? ☐ Yes ☐ No

***Is the Contract to a vendor or subrecipient?**

Were insurance or indemnity clauses modified? ☐ Yes ☐ No

If Yes, attach Risk's approval

Vendor is using a Social Security Number? ☐ Yes ☐ No

If Yes, attach the required form per Administrative Procedure 22-73.

Amendment / Revised Award Information

Document Type: MA Department Code: PO Contract Number (i.e., 15-123): 19-082

Amendment No.: 01 AMS Version No.: 03

Effective Date: 06/04/19 New Termination Date: _____

Prior Contract No. (Synergen/CMS): _____

☒ Expense or ☐ Revenue ☒ Increase ☐ Decrease Amount This Amendment: \$ 19,000.00

Is there revenue included? ☐ Yes ☒ No If Yes \$ _____

***Funding Source(s) required:** General Fund

Funding from General Fund? ☒ Yes ☐ No If Yes \$ _____ % 100

Grant/Amendment Information (for grants acceptance and awards) ☐ Award ☒ Amendment

Document Type: _____ Department Code: _____ Grant Number (i.e., 15-123): _____

Effective Date: _____ Termination Date: _____ Amendment Number: _____

☐ Match Amount: \$ _____ ☐ Revenue Amount: \$ _____

***All Funding Source(s) required:**

*Match funding from General Fund? ☐ Yes ☐ No If Yes \$ _____ % _____

*Match funding from other sources? ☐ Yes ☐ No If Yes \$ _____ % _____

***Funding Source:**

***If Federal funds are received, is funding coming directly from the Federal government or passed through other organization(s)?**

Contact: Eric Welch, Procurement E-Welch PW Agnew 5/31/19

Department: Procurement Telephone: 520-724-8510

Department Director Signature/Date: May 20 2019 5/31/19

Deputy County Administrator Signature/Date: 5/31/2019

County Administrator Signature/Date: 6/3/19

(Required for Board Agenda/Addendum Items)

Pima County Communications and Graphic Services

Project: RICOH Pro C9200 Color Printer & Maintenance

Contractor: Ricoh USA Inc.

PO Box 31001-0850

Pasadena, CA 91110-0850

520-615-5817

SueAnn Elomrabi

Sueann.elomrabi@ricoh-usa.com

Contract No.: MA-PO-19-082

Contract Amendment No.: One (01)

Orig. Contract Term: 12/05/2018 - 12/04/2019

Termination Date Prior Amendment: N/A

Termination Date This Amendment: 12/04/19

Orig. Amount:

\$241,000.00

Prior Amendments Amount:

\$ 0.00

This Amendment Amount:

\$ 19,000.00

Revised Total Amount:

\$260,000.00

CONTRACT AMENDMENT

1. Background. The parties acknowledge that the following information is accurate:

1.1. County and Ricoh, USA Inc. ("Contractor") entered into the above referenced agreement (the "Contract") under a cooperative purchasing agreement to provide County with goods and services including printing equipment. The not-to-exceed amount of the Contract was \$241,000.00.

1.2. The parties are amending the Contract because County's Communications and Graphic Services Department requires additional equipment, training, and a service agreement.

2. Maximum Payment Amount. The maximum amount the County will spend under this Contract, as set forth in Section 4 of the Contract is increased by \$19,000.00, which consists of an initial expenditure amount of \$17,000.00 (including sales tax) for equipment, training and consumables. County is also adding \$2,000.00 for the included Service Agreement (see Attachment B). County's total payments to Contractor under this contract, including any sales taxes, will not exceed \$260,000.00.

3. Scope of Services. The parties have revised the Scope of Services to include the purchase of the Xante EnPress Enterprise printer and consumables, training about operating the printer, and a service agreement for the printer that includes all parts and labor to maintain and repair the printer. See Attachment B.

The effective date of this Amendment is June 4, 2019.

All other provisions of the Contract not specifically changed by this Amendment remain in effect and are binding upon the parties.

PIMA COUNTY

May 13, 19
Procurement Director

Date

Ricoh USA, Inc.

Heli Nielson
Authorized Officer Signature

Heli Nielson, VP Managing Director
Printed Name and Title

5/14/19
Date

APPROVED AS TO FORM

Stacey Roseberry
Stacey Roseberry, Deputy County Attorney

5/14/19
Date

Chairman, Board of Supervisors

Date

ATTEST

Clerk of the Board

Date



RICOH USA, INC.
4280 N Campbell Ave, Ste 214
Tucson, AZ 85718
Phone: 520-615-6817

PIMA COUNTY Print Shop

US Communities #4400003732

Xante EnPress Enterprise

Printing Speed	Color 60 ppm / Black & White 60 ppm / 75 #10s ppm
Print Resolution	600, 1200, 2400 or 4800
Capacity	Standard: 2 x 550 sheets + 100-Sheet Bypass Tray
Output Capacity	Standard: 500 sheets face down
Feed Tray 1:	Letter / A4
Feed Tray 2:	Max 12 x 18
Multipurpose Tray	Max 13 x 49.6
First / Second Tray:	16 - 68 lb. Bond - 14pt Cover (60 - 320 gsm)
Bypass Tray:	16 - 68 lb. Bond - 18pt Cover (60 - 400 gsm)
Duplex Unit:	60 - 256 gsm
Auto Duplex	Standard
Cart	Included
Xante	\$13,144
Training	1,377
Purchase Price	\$14,521

Service Agreement (includes all parts, all labor)
\$141.25 per month

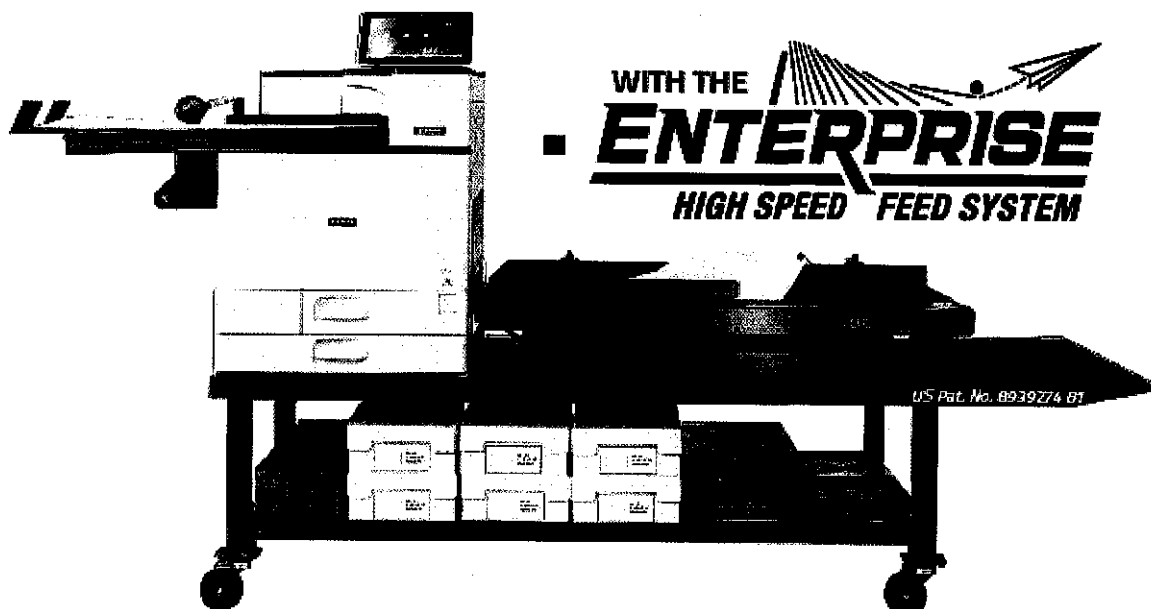
SueAnn Elomrabi
Technology Specialist
Sueann.elomrabi@ricoh-usa.com
Ricoh USA Inc.
April 24, 2019

Pricing does not include applicable sales taxes

DIGITAL MULTI-MEDIA PRESS

XANTÉ

E / PRESS®

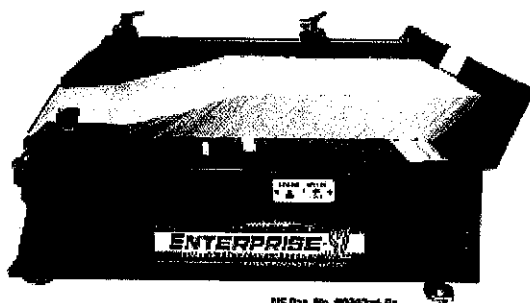


■ **PlateMaker 8**
INSIDE

■ *Includes*
iQueue XII
Simply Brilliant Workflow



■ **ENTERPRISE-SL**
COMPACT HIGH SPEED FEEDER



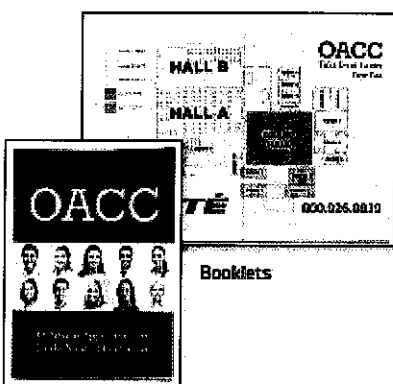
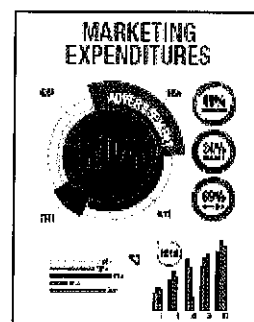
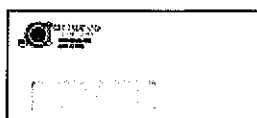
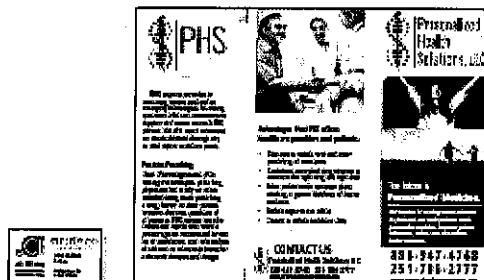
Reliable. Profitable. Production.

The En/Press Digital Multi-Media Press with the patented Enterprise High Speed Feed System offers users an affordable way to go digital and meet the demand for fast, full-color printing. Enterprise's groundbreaking design features a straight multi-speed feed path for a faster and smoother delivery compared to other envelope feed methods. The complete digital solution is powered by iQueue Simply Brilliant Workflow that offers new file editing options, new variable data manager, advanced color correction tools and so much more.

Improve In-House Productivity

En/Press Digital Multi-Media Print Systems allow you to do more for your customers, in-house

- Print on a wider variety of media and in a wider range of sheet sizes.
- Up to 4,000 full color envelopes per hour
- Features a lower cost per sheet
- Run full color jobs including variable data in one pass.
- iQueue Simply Brilliant Workflow automates prepress production and provides critical color adjustments.




Full color sheets, envelopes and cards

NCR Forms



Label stocks

Astonishing Full-Color Results

The En/Press Digital Series features a multi-bit print engine that delivers production color and print quality your customers demand

- Resolutions up to 4800 for exceptional sharpness, clarity and color quality.
- iQueue can match any spot color that can be created with CMYK **dead-on every time**. Xanté's patented RightON® color matching technology makes spot color matching simpler than ever.
- New HD toner offers a wider color gamut. The smaller particles enable the En/Press Digital Color Series to capture subtle changes in color and tone.
- Output is waterproof and laser safe.

More Media / Feed Choices

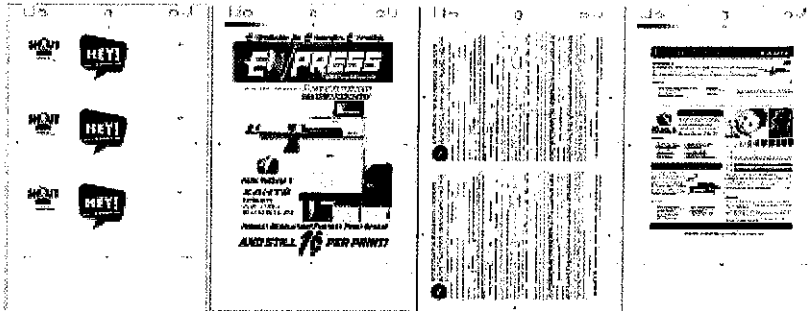
Outstanding media flexibility allows you to offer your customers more and helps eliminate costly outsourcing

- Prints on a variety of stocks including: Uncoated, coated, NCR, card stocks, textured stocks, label stocks and envelopes (4 Bar, Monarch, standard #10, window** and larger).
- Prints on 18pt cover (400gsm).
- Print oversized sheets / banners up to 13" (330 mm) x 49.6" (1260 mm).

Computer-to-Plate PlateMaker 8

INSIDE

Xanté is pleased to announce a revolutionary advancement in Computer-to-plate (CTP) printing technology. The En/Press Revolutionary Digital Multi-Media Press with PlateMaker 8 inside is a brand new polyester CTP system. Specifically designed for small commercial printers, this solution is low cost, high quality, chemical free, and fast. The best part is that it's all contained WITHIN the En/Press which is already the best way to print your envelopes, NCR forms, stationery, invitations, announcements and more!



PlateMaker 8 Specifications

Myriad 2 Plates	Available in the following sizes: 10" x 15" - 13" x 19 1/8"
340mm Option	19 1/8" x 19 1/8" (340mm x 505mm)
Plate Thickness	4 mil plates

Customize with the Feeder System that works for your needs.
(Enterprise-SL or the complete Enterprise Feed System)



- THE BEST envelope feed system IN THE WORLD
- Load up to 1,000 #10 envelopes and walk away
- Quick adjust guides for faster media changes

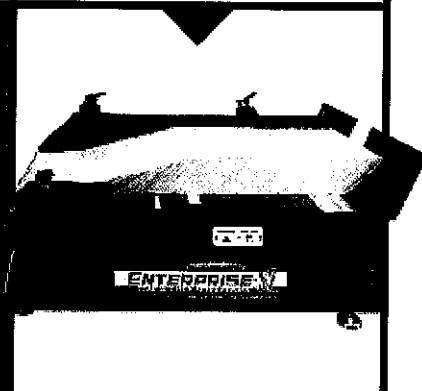
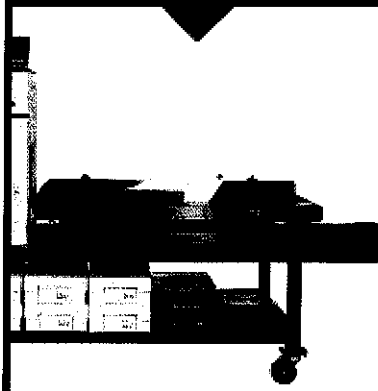
Available in two configurations:

Enterprise
1,000 #10 envelopes

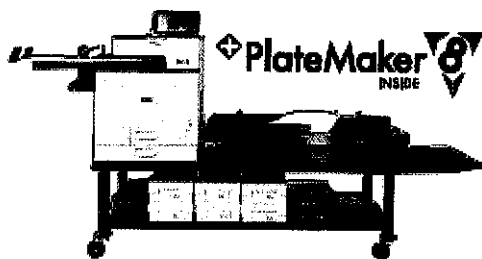
Enterprise SL
500 #10 envelopes



- NEW COMPACT DESIGN
28.75" x 11.5" x 22.25"
- Load up to 500 #10 Envelopes
- Media from 3.5" x 3.5" up to 13" x 49"
- Load media on-the-go



EN/PRESS



ENGINE SPECIFICATIONS

Configuration	Desktop
Technology	Laser-beam scanning & electrophotographic printing with dual component toner development, 4-drum tandem method, output water proof and laser safe
Printing Speed	Color 60 ppm / Black & White 60 ppm / 75 #10s ppm 60, 26 and 17 ppm for letter/A4 depending on media thickness Envelopes less than 8.5" in width 25 ppm
Warm-Up Time	22 seconds or less
First Print Speed	8 seconds or less
Duplex Print Speed	Near 100% productivity for all paper sizes
Print Resolution	600, 1200, 2400 or 4800
Input Capacity	Standard: 2 x 550 sheets + 100-Sheet Bypass Tray
Output Capacity	Standard: 500 sheets face down
Paper Sizes	
Feed Tray 1:	Letter / A4
Feed Tray 2:	Min: 7.17" W x 5.83" L (182 x 148 mm) Max: SRA3 12.5" W x 18" L (320 x 457 mm)
Multi-Purpose Tray:	Min: 3.5" W x 3.5" L (89 x 89 mm) Max: 13" W x 49.6" L (330 x 1260 mm)*
Paper Weights	
First / Second Tray:	16 - 68 lb. Bond - 14pt Cover (60 - 320 gsm)
Bypass Tray:	16 - 68 lb. Bond - 18pt Cover (60 - 400 gsm) Feed source for Labels, OHP and Envelopes
Duplex Unit:	60 - 256 gsm
Paper Types	Bond, Plain, Recycled, Preprinted, Special, Color, Letterhead, Card Stock, Glossy, Coated, Labels, OHPs and Envelopes (4 Bar, Monarch, #10, window* and larger)
Auto Duplex	Standard
Dimensions (Base Model)	29.2" W x 27" D x 28.6" H (587 x 685 x 725 mm) (Standard Configuration)
Weight (Base Model)	With consumables loaded (except toner) 187 lb. (85 kg)
Power	120-127V / 220-240V (50/60 Hz)
Operating Power	992W Consumption
Maximum Power	1.854 kW or less
Energy Saver	2.2W

PRINTER CONTROLLER (Standard)

CPU	Intel Atom Processor Bay Trail 1.75GHz
Memory	2 GB
Hard Disk Drive	320 GB HDD Standard on all models
Printer Languages	PCL 6, PCL 6, RPCS, Adobe® PS® 3™, PDF Direct Print
Fonts	Standard: 45 PCL fonts, 13 Intd Fonts, 136 PS 3 fonts Optional: OCR and Barcode fonts available
Standard Interface	Ethernet (100Base-T/100Base-TX/10Base-T), USB 2.0, SD Slot
Operating Systems	Windows 7 to current / Mac OS 10.7 to current

SYSTEM SPECIFICATIONS

ENTERPRISE HIGH SPEED FEEDER

Capacity	Load up to 1,000 #10 (241 x 105mm) Envelopes
Media Sizes	3.5" x 3.5" (89 x 89 mm) - 13" x 49.6" (330 x 1260 mm)
Paper Weights	16 - 68 lb. Bond - 18pt Cover (60 - 400 gsm)

ENTERPRISE-SL COMPACT HIGH SPEED FEEDER

Dimensions	28.75" x 11.5" x 22.25" (73cm x 29.2cm x 69.2cm)
Capacity	Load up to 500 #10 (241 x 105mm) Envelopes
Paper Sizes	3.5" x 3.5" (89 x 89 mm) - 13" x 25.5" (330 x 648 mm)
Paper Weights	16 - 68 lb. Bond - 18pt Cover (60 - 400 gsm)

SUPPLIES

Consumables	Yield (50 10,798 Yield)	Consumables	Yield
Black Toner	43,000 pages	Yellow Toner	34,000 pages
Mag. Toner	34,000 pages	Cyan Toner	34,000 pages

Part Numbers

Cyan Toner	200-100373	Cyan Drum	200-100377
Magenta Toner	200-100374	Magenta Drum	200-100378
Yellow Toner	200-100375	Yellow Drum	200-100379
Black Toner	200-100376	Black Drum	200-100380
		CMY Drum Set	200-100381

110V Fusing Unit	200-100383	Transfer Belt	200-100382
220V Fusing Unit	200-100384	Waste Toner Bottle	200-100387

En/Press ships with starter toner cartridges that yield 21,500 pages for Black and 17,000 pages for each color. Use only Xanté or Xanté approved consumables.



iQueue Simply Brilliant Workflow (Included)
Digital Color Workflow with Advanced Color Matching and File Management Tools

Available Features:

- Now Available! Cass™ with Presort
- Over 600 Design Templates
- Multi-Part Form Design
- Sequential Numbering
- Booklet Creation
- Universal Print Driver
- Independent CMYK Color Controls
- Patented Spot Color Matching
- Job Cost Estimator
- Full Imposition and Tiling
- Custom Barcode Generator
- Import Variable Data with Intelligent Mail barcodes*
- Automatic Creep Adjustment and more

XANTÉ

xante.com

US: 251.473.6502




EU: +31 (0) 26.319.3210



Adobe PostScript 3™

©2018 Xanté Corporation. Xanté, the Xanté logo, En/Press, iQueue and Right-On are registered trademarks of Xanté Corporation. Adobe and PostScript are registered trademarks of Adobe Systems, Inc. Cass™ is a registered trademark of USPS. The Specifications listed here are subject to change without notice. *Paper size only. **Laser safe window envelopes only. Patent pending technology. Call for details.

6.26.2018

			
EndPress Toner (Cyan)	EndPress Toner (Magenta)	EndPress Toner (Yellow)	EndPress Toner (Black)
Starting at \$150.00	Starting at \$150.00	Starting at \$150.00	Starting at \$75.00
View Item	View Item	View Item	View Item



MASTER AGREEMENT

PIMA COUNTY, ARIZONA

THIS IS NOT AN ORDER - TRANSMISSION CONSTITUTES
CONTRACT EXECUTION

Master Agreement No: 1900000000000000082

MA Version: 3

Page: 1 of 2

Description: RICOH Pro C9200 Color Printer & Maintenance

I S S U E R	Pima County Procurement Department 130 W. Congress St. 3rd Fl Tucson AZ 85701 Issued By: ERIC WELCH Phone: 5207249510 Email: eric.welch@pima.gov	T E R M S	Initiation Date: 06-04-2019 Expiration Date: 12-04-2019 <table><tr><td>NTE Amount:</td><td>\$260,000.00</td></tr><tr><td>Used Amount:</td><td>\$190,236.13</td></tr></table>	NTE Amount:	\$260,000.00	Used Amount:	\$190,236.13
NTE Amount:	\$260,000.00						
Used Amount:	\$190,236.13						

V E N D O R	RICOH USA INC PO BOX 31001-0850 PASADENA CA 91110-0850	Contact: SueAnn Elomrabi Phone: 520-615-5817 Email: sueann.elomrabi@ricoh-usa.com Terms: 0.00 % Days: 30
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Shipping Method:	Vendor Method
Delivery Type:	
FOB:	FOB Dest, Freight Prepaid
Modification Reason Amendment No. 01 is for a one-time increase of \$17,000.00 (including sales tax) for equipment, training and consumables. County is also adding an annual award increase of \$2,000.00 for the included Service Agreement. County's total payments to Contractor under this contract, including any sales taxes, will not exceed \$260,000.00.	

This Master Agreement incorporates the attached documents, and by reference all instructions, Standard Terms and Conditions, Special Terms and Conditions, and requirements that are included in or referenced by the solicitation documents used to establish this agreement. All transactions and conduct are required to conform to these documents.



MASTER AGREEMENT DETAILS

Master Agreement No: 19000000000000000082

MA Version: 3

Page: 2 of 2

Line	Description					
3	B/W Copies Discount 0.0000 %	UOM EA	Unit Price \$0.007	Stock Code	VPN	MPN
4	Color Copies Discount 0.0000 %	UOM EA	Unit Price \$0.039	Stock Code	VPN	MPN
5	Saddle Staple Cartridge Type U Discount 0.0000 %	UOM EA	Unit Price \$82.19	Stock Code	VPN	MPN 404235
6	Staple Cartridge M SR 5000 Discount 0.0000 %	UOM EA	Unit Price \$93.94	Stock Code	VPN	MPN 413013
7	Xante EnPress Discount 0.0000 %	UOM EA	Unit Price \$13,144.00	Stock Code	VPN	MPN 413013
8	Xante EnPress Training Discount 0.0000 %	UOM EA	Unit Price \$1,377.00	Stock Code	VPN	MPN 413013
9	Xante EnPress Service Agreement (includes all parts & labor) Discount 0.0000 %	UOM MO	Unit Price \$141.25	Stock Code	VPN	MPN 413013
10	EnPress Toner (Cyan) Discount 0.0000 %	UOM EA	Unit Price \$150.00	Stock Code	VPN	MPN 413013
11	EnPress Toner (Magenta) Discount 0.0000 %	UOM EA	Unit Price \$150.00	Stock Code	VPN	MPN 413013
12	EnPress Toner (Yellow) Discount 0.0000 %	UOM EA	Unit Price \$150.00	Stock Code	VPN	MPN 413013
13	EnPress Toner (Black) Discount 0.0000 %	UOM EA	Unit Price \$75.00	Stock Code	VPN	MPN 413013