

**City of Lawrence, Kansas  
Summary of Costs Analysis on RFP#: R1206**

<b>Connected Copiers, Inc., 10705 W. 109th St., Suite 101, Overland Park, KS 66210</b>						<b>Scenario #1</b>			<b>Scenario #2</b>		
Fred Miller, 913-499-6273, fred@connected-copiers.com						322,704	348,496	including lease	720,000	480,000	including lease
Option	Mfg / Model	Lease / Mo.	48-Months	Color / Pg	B&W / Pg	Color	B&W	Total \$	Color	B&W	Total \$
#1	Xerox WC7775PC	\$ 971.54	\$ 46,633.92	0.05000	0.00650	\$ 16,135.20	\$ 2,265.22	\$ 65,034.34	\$ 36,000.00	\$ 3,120.00	\$ 85,753.92
#2	Xerox WC7775PC	\$ 992.82	\$ 47,655.36	0.05000	0.00650	\$ 16,135.20	\$ 2,265.22	\$ 66,055.78	\$ 36,000.00	\$ 3,120.00	\$ 86,775.36

<b>Document Products, Inc., 2901 Lakeview Road, Lawrence, KS 66049</b>						<b>Scenario #1</b>			<b>Scenario #2</b>		
Brenda Brown, 785-841-8041, sales@documentproducts.com						322,704	348,496	including lease	720,000	480,000	including lease
Option	Mfg / Model	Lease / Mo.	48-Months	Color / Pg	B&W / Pg	Color	B&W	Total \$	Color	B&W	Total \$
#1	Kyocera, TASKalfa 5550Ci	\$ 391.18	\$ 18,776.64	0.04060	0.00620	\$ 13,101.78	\$ 2,160.68	\$ 34,039.10	\$ 29,232.00	\$ 2,976.00	\$ 50,984.64 (1)
#2	Kyocera, TASKalfa 6550Ci	\$ 577.66	\$ 27,727.68	0.04060	0.00620	\$ 13,101.78	\$ 2,160.68	\$ 42,990.14	\$ 29,232.00	\$ 2,976.00	\$ 59,935.68 (2)

Note: Option #1 did not meet minimum specifications

<b>GFI, Inc., 1212 Cambridge Circle, KC, KS 66103</b>						<b>Scenario #1</b>			<b>Scenario #2</b>		
Brian Jaimes, 913-621-2424, ext 137, bjaimes@gfidigital.com						322,704	348,496	including lease	720,000	480,000	including lease
Option	Mfg / Model	Lease / Mo.	48-Months	Color / Pg	B&W / Pg	Color	B&W	Total \$	Color	B&W	Total \$
#1	Ricoh MPC6501	\$ 795.00	\$ 38,160.00	0.05000	0.00700	\$ 16,135.20	\$ 2,439.47	\$ 56,734.67	\$ 36,000.00	\$ 3,360.00	\$ 77,520.00

<b>Konica Minolta, 14300 W. 105th Street, Lenexa, KS 66215</b>						<b>Scenario #1</b>			<b>Scenario #2</b>		
Melissa Trent, 913-563-1841, mtrent@kmbs.konicaminolta.us						322,704	348,496	including lease	720,000	480,000	including lease
Option	Mfg / Model	Lease / Mo.	48-Months	Color / Pg	B&W / Pg	Color	B&W	Total \$	Color	B&W	Total \$
#1	Konica Minolta C654	\$ 525.11	\$ 25,205.28	0.03620	0.00700	\$ 11,681.88	\$ 2,439.47	\$ 39,326.64	\$ 26,064.00	\$ 3,360.00	\$ 54,629.28 (3)
#2	Konica Minolta C6000	\$ 1,535.06	\$ 73,682.88	0.05000	0.01234	\$ 16,135.20	\$ 4,300.44	\$ 94,118.52	\$ 36,000.00	\$ 5,923.20	\$ 115,606.08
#3	Konica Minolta C6000	\$ 1,097.17	\$ 52,664.16	0.05000	0.01234	\$ 16,135.20	\$ 4,300.44	\$ 73,099.80	\$ 36,000.00	\$ 5,923.20	\$ 94,587.36

<b>Midwest Office Technology, 11567 W. 83rd Terr., Lenexa, KS 66214-1532</b>						<b>Scenario #1</b>			<b>Scenario #2</b>		
Luther Tooks, 913-894-9600, ltooks@motkc.com						322,704	348,496	including lease	720,000	480,000	including lease
Option	Mfg / Model	Lease / Mo.	48-Months	Color / Pg	B&W / Pg	Color	B&W	Total \$	Color	B&W	Total \$
#1	Canon IR Advance C7065	\$ 688.00	\$ 33,024.00	0.04200	0.00650	\$ 13,553.57	\$ 2,265.22	\$ 48,842.79	\$ 30,240.00	\$ 3,120.00	\$ 66,384.00 (4)

<b>Unisource Document Products, 8551 Quivira Rd., Lenexa, KS 66215</b>						<b>Scenario #1</b>			<b>Scenario #2</b>		
Chris Gaunce, 913-599-0299, cgaunce@udpcorp.com						322,704	348,496	including lease	720,000	480,000	including lease
Option	Mfg / Model	Lease / Mo.	48-Months	Color / Pg	B&W / Pg	Color	B&W	Total \$	Color	B&W	Total \$
#1	Konica Minolta C652 (Availability?)	\$ 388.00	\$ 18,624.00	0.04250	0.00580	\$ 13,714.92	\$ 2,021.28	\$ 34,360.20	\$ 30,600.00	\$ 2,784.00	\$ 52,008.00 (5)
#2	Konica Minolta C654	\$ 407.00	\$ 19,536.00	0.04250	0.00580	\$ 13,714.92	\$ 2,021.28	\$ 35,272.20	\$ 30,600.00	\$ 2,784.00	\$ 52,920.00 (6)

Notes: (1) Copier did not meet minimum specifications  
(2) One of the four main models considered  
(3) One of the four main models considered

(4) One of the four main models considered  
(5) Not recommending, unit was just recently end-of-life'd by manufacturer  
(6) One of the four main models considered, and the choice of the evaluation committee