

COMMENT AND REVIEW
TO THE
INVITATION FOR BID
ENTITLED

COPIERS, PRINTERS, FACSIMILES, AND RELATED OFFICE EQUIPMENT AND ACCESSORIES

NJPA IFB #021808

NJPA IFB #021808 was advertised in the Star and Tribune on Friday January 21, and February 1, 2008 and placed on the NJPA website and Noticetobidders.com during the same period of time.

IFB's were distributed to the following:

Canon USA
Danka
IKON
Konica-Minolta
Kyocera-Mita
Ricoh
Russell Cooper
SCW
Sharp

Bid responses were opened on February 18, 2008 at 2:00PM at the offices of NJPA at 200 1st ST North East in Staples, MN 56479. Bid responses were received from the following:

Canon USA, Inc
IKON Office Solutions, Inc.
Kyocera-Mita
Sharp Electronics Corporation

Bids were reviewed by the Bid review Committee consisting of:

Mike Hajek, Director of Business Development and Marketing, NJPA
Gregg Meierhofer, Coordinator of Bids and Contracts, NJPA
Katrina Brunette CPPB, Procurement and Contracting Manager, Oakland Schools of Waterford Michigan.

The findings of the Bid Review Committee are summarized as follows:

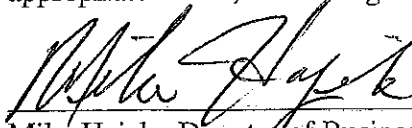
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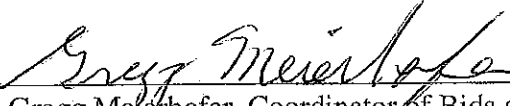


The responses received were generally very strong and well put together with the exception of the Canon bid which was relatively poorly put together and organized, and the IKON bid which lacked service plan pricing. The depth and variety of the product lines offered were generally very good with the exception of the Kyocera-Mita bid which lacked upper end color copiers. The marketing plans submitted were generally good, however Kyocera-Mita, Canon and Ikon failed to address how they would share marketing attention between their existing national and regional procurement contracts, and the proposed NJPA contract. Sharp demonstrated the strong ability to market the contract opportunity nationally, distribute equipment and service NJPA Members. Sharp also scored the highest of the four responding vendors on the pricing evaluation comparison process which was solely based on the cash purchase of copiers.

NJPA's IFB in this category states: "It is further the intent and expectation of this request to establish a Vendor Contract with an Exclusive Vendor demonstrating the ability to serve NJPA Members throughout the entire United States." For this reason the Bid Review Committee recommends a single, full line award to Sharp Electronics on the basis of the "Overall Evaluation" and the demonstrated ability to best serve the needs of current and future NJPA members within the scope of the bid and based on the factors listed above. In addition to this award, the Bid Review Committee recommends offering an award to Canon USA, Inc. specifically for its four largest capacity models (110-150 print per minute) in an effort to offer NJPA Members a more complete line of products. After review of the factors listed herein, and other factors, The Bid Review Committee deems these conclusions and awards to be in the best interests of NJPA and NJPA Members and the best overall value.

The Board of Directors for NJPA will meet to consider these recommendations, and take appropriate action, at their regular meeting on March 20, 2008.


 Mike Hajek, Director of Business Development NJPA 3-14-08
 Date


 Gregg Meierhofer, Coordinator of Bids and Contracts NJPA 3/14/08
 Date


 Katrina Brunette CPPB, Oakland Schools 3/14/2008
 Date

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