



MULTI-FUNCTION COPIER DEVICES AND SERVICE SOLUTIONS
Executive Summary

Lead Agency: County of DuPage, IL

Solicitation: 18-020-LG

RFP Issued: January 17, 2018

Pre-Proposal Date: February 7, 2018

Response Due Date: May 1, 2018

Proposals Received: #5

Awarded to: Canon Solutions America, Inc. – Contract #FI-R-0251-18

The County of DuPage Procurement Services Division issued RFP #18-020-LG on January 17, 2018, to establish a national cooperative contract for Multi-Function Copier Devices and Service Solutions.

The solicitation included cooperative purchasing language in Sections 6 – SCOPE OF WORK AND SPECIFICATIONS and EXHIBIT A-5:

“The County of DuPage, IL, as the Principal Procurement Agency, as defined in EXHIBIT A-5, has partnered with the National Intergovernmental Purchasing Alliance Company (“National IPA”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by National IPA) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through National IPA’s cooperative purchasing program. The County of DuPage is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with National IPA as a Participating Public Agency in National IPA’s cooperative purchasing program. EXHIBIT A-5 contains additional information on National IPA and the cooperative purchasing agreement.”

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- County of DuPage via DemandStar website
- National IPA website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On May 1, 2018 proposals were received from the following offerors:

- Canon Solutions America, Inc.
- Proven IT
- Sharp Electronics Corporation
- Toshiba America Business Solutions, Inc.
- Xerox Corporation

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Canon Solutions America, Inc. and proceeded with contract award upon successful completion of negotiations.

The County of DuPage, IL, National IPA and Canon Solutions America, Inc. successfully negotiated a contract, and the County of DuPage executed the agreement with a contract effective date of October 1, 2018.

Contract includes:

A full catalogue offering of Canon Solutions America, Inc. devices, service and related software solutions

Term:

A five-year agreement from October 1, 2018 through September 30, 2023, with a final contract period of September 30, 2023.

Pricing/Discount:

The County of DuPage, IL award includes discounts on the complete line of Canon Solutions America products, services and third-party applications. All units may be designed for each participating agency's specific requirements. Due to the vast array of the offering your local Canon Account Manager will work with you to identify the best solution for your requirements.

Acquisition Options:

- Purchase • Lease (36, 48, 60 months) • CPC Fleet Lease

National IPA Web Landing Pages: <http://www.nationalipa.org/Pages/Contracts-search.aspx?k=Canon>