

October 13, 2020

BOROUGH OF BRADLEY BEACH

RESOLUTION 2020-238

AWARDING CONTRACT TO GREEN PEAK IMAGING SOLUTIONS

WHEREAS, the Borough of Bradley Beach requires a Copier/Printers Maintenance Service Agreement; and

WHEREAS, the Local Public Contracts law NJSA 40A:11-3 (a) and (c) determines that the current bid threshold is \$44,000 if the Borough has a designated Qualified Purchasing Agent (QPA) and that the quote threshold is 15% of the bid threshold calculated to be \$6,600; and

WHEREAS, the Borough Administrator, David G. Brown II is designated as the Borough's QPA; and

WHEREAS, the price quoted by Green Peak Solutions is \$13,260.00 annually for Lexmark Printers, Copiers, Monitoring and Maintenance Service for the Police Department, Department of Public Works and Administration; and

WHEREAS, the current price by Heritage is \$10,685.00 annually for Cannon Copiers and Maintenance Service only for the Police Department and no monitoring; and

WHEREAS, it is determined that Green Peak Solutions at \$1105.00/month or \$13,260.00 annually for forty-eight (48) months is in the best interest of the Borough;

NOW, THEREFORE, BE IT RESOLVED, by the Governing Body of the Borough of Bradley Beach that a contract is awarded to Green Peak Solutions at \$1105.00/month or \$13,260.00 annually for forty-eight (48) months.

Seconded by Councilman _____ and adopted upon the following vote:

AYES NAYS ABSTAIN ABSENT

Mr. Bonnell
Mr. Gubitosi
Mr. Sexsmith
Mr. Weber
Mayor Engelstad

CERTIFICATION

I, Erica Kostyz, Deputy Municipal Clerk, Borough of Bradley Beach, Monmouth County, New Jersey, do hereby certify that the foregoing resolution was duly adopted by the Mayor and Council at the October 13, 2020 meeting.

Erica Kostyz, RMC
Municipal Clerk

Proposal For:



10/2/20

ATTN:

David Brown, Borough Administrator
701 Main Street
Bradley Beach, NJ 07720-1089

David –

Thank you for the opportunity to provide a proposal. As discussed, we need to replace the copiers in the Police Department, a pair of printers in the Administrative area and consolidate the printers in DPW to one copier. Here is our proposal.

Philosophy – Reduced Redundancy and Costs Leads to Increased Productivity

Green Peak Imaging Solutions provides custom tailored document management solutions that will enable your municipality to fix their costs in a predictable way without having a negative impact on department budgets. We look to reduce redundancy and increase productivity by providing cost-efficient managed print solutions instead of a traditional “cost-per-click” solution that can vary depending on the current environment.

There are multiple opportunities for savings here. Adding the equipment in this proposal to the fleet will lead to decrease in COST PER PAGE costs for overages. Additionally, it will reduce the cost per page in allowances.

There should be NO ink jet printers in use. The cost to run ink printers is too high.

This proposal includes TWO new printers for the Administration area in the CEO’s office and at the CLERK’s area.

The POLICE installation must occur at the end of October and Green Peak Imaging Solutions will return the leased CANON copiers in the Police Department. It is the responsibility of the BOROUGH to ensure final payment is made and the billing is clear.

Current Environment at Bradley Beach Police Department

- Shared Color MFCs – 2x C5235A 35 pages per minute with Stapler – Introduced in 2017.
- Police Chief has their own printer – MODEL TBD Color.
- Lexmark MS823 Card Stock printer
- Fingerprint printer Brother printer that comes with Alco Test Machine.

Current Environment at Bradley Beach DPW

- Multi-function color printer at Admin’s desk.
- Superintendent has their own INK JET printer – MODEL TBD Color.
- Brother FAX machine in Admin area.

Proposal(s) Detail:

Based on information we gained from the assessment and usage documents we have determined that you currently have the following breakdown of machines and the disposition that we recommend:

Police Department and DPW

1. Replace the current Canon ImageRunner copiers in the POLICE DEPARTMENT.
2. Replace on printer in the Admin Office.
3. Replace one printer in the CFO office.
4. **REPLACE** the color printer and fax machine at DPW with a new Multi-Function Copier, Scanner, Fax and Printer.
5. Employ printer monitoring for all networked machines.
6. Provide an allowance of prints based on the current usage of all of the printing assets in the Admin Office environment.
7. Install the printers and provide onsite training.

Contract Details

Department	MODEL	PN	TOTAL MONTHLY COST: \$481 TERM: 48 Months – FMV LEASE QUARTERLY IMPRESSIONS ALLOWANCE for ALL Printers and Copiers in Administration, Police Department and DPW: <ul style="list-style-type: none"> • Monochrome 60000 pages. Overage billed at \$0.006 per page. • Color – 10000 pages – Overage billed at \$0.059 per page. ALL service costs would be rolled into the pricing above which will reduce the original service cost per page by about 10%. Networked printer monitoring All service, toner, parts are included EXCEPT for TONER WASTE BOTTLE, Staples and paper.
POLICE COPIER 1	LEXMARK CX825DTFE	42K0042	
POLICE COPIER 2	LEXMARK CX825DTFE	42K0042	
DPW COPIER	LEXMARK CX825DTFE	42K0042	
ADMIN OFFICE	LEXMARK MS621DN	36S0500	
	550 Sheet TRAY	36S3110	
CFO Office	LEXMARK MS621DN	36S0500	

Total additional payment for POLICE AND DPW - \$481 per month.

TOTAL PAYMENT POLICE, DPW AND ADMINISTRATION - \$1105 per month.

Old machines will be sold on Muni Bid or another approved service. We can assist if allowable. Donating machines to a local organization is also an option. Will provide discounted toner service to non-profits if desired.

NEXT STEPS:

Borough Council approval, execute the lease and service agreements, schedule an installation time – it could take a day to install and configure the devices including training. September is the goal.

Thank you again for this opportunity.

Sincerely,



Dennis Fotopoulos, Owner
Green Peak Imaging Solutions