

Board of Supervisors  
County Of El Dorado

August 30, 2012

Dear Supervisors,

2012 AUG 31 PM 1:30  
BOARD OF SUPERVISORS  
EL DORADO COUNTY

For the past 56 years, Ray Morgan Company has expanded branch offices into the communities we serve. To date we have expanded on 16 different occasions. Our call to action is simple, "Ray Morgan Company is Community Based and Customer Focused". We are proud of the fact that our revenues, profits and TAX dollars remain in these local communities supporting local programs and schools.

This letter is to confirm in writing the intention of the Ray Morgan Company to open an office in El Dorado County to better support the County and other organizations in El Dorado County. We will open this office within 60 days from the award to RMC by the County Board of Supervisors.

We hope that this will further show our commitment to El Dorado County and the economic development within the County. If you have any questions please feel free to contact me directly.

Thank You



Sam Pulino  
Ray Morgan Company  
Regional President, Sacramento and Bay Area  
[spulino@raymorgan.com](mailto:spulino@raymorgan.com)  
916-630-2121 ext 4161  
800-640-6065 ext 4161

Board of Supervisors

County of El Dorado

Reference: RFP 12-986-061 Copier Rental Program

**Dear Supervisors,**

Thank you for your careful consideration of RFP 12-986-061 Copier Rental Program. We request your support of an award to the Ray Morgan Company.

Please find below a summary of the critical reasons why Ray Morgan is the best solution for the County:

Products: Canon and Samsung are the # 1 and #2 producers of print engines in the world. Canon and Samsung have market share of 21% vs. Kyocera at 2.9% in the United States in 2011. That is the testament to what customers think about the respective brands. Canon and Samsung are world leaders in technology research and development ensuring the County has the best technology. A concern was expressed about the different product interfaces however we can be customize the interfaces like you customize your cell phone. Additionally Ray Morgan network engineers will be glad to handle the device connectivity installation for printing and scanning for the County.

Ray Morgan Service: Ray Morgan has been providing excellent service for 56 years. Ray Morgan provides the best service in the area. This is validated by our customers by the Net Promoter Score. An independent service analysis organization Pros Elite confirms that Ray Morgan is the best in the area.

Ray Morgan Support in South Lake Tahoe: Ray Morgan has a full service team based in the area. We will not be servicing SLT from Sacramento area or using another company. Local support in the area is the only way to provide service excellence.

Customers: Ray Morgan works with the Cities of Reno, South Lake Tahoe, Elk Grove, Folsom, Roseville, Davis, Rancho Cordova, Counties of Nevada and Amador, UC Davis, Chico State, and El Dorado Superior Court. The references from the competitor are all from the Bay Area.

Financial Analysis: Please review the financial analysis of the bids you are considering. Unlike the analysis completed by the County this reflects all the segments contained in the RFP, and uses real world usage volumes based on our averages from over 12,000 units in use today. It is not realistic to use the same volumes for all units from small to large.

Local: Ray Morgan is based in California, locally owned with monies staying in California economy. We will support the County from our current offices in Nevada City, Roseville, and Reno. We have committed in writing to opening an office in El Dorado County upon award! (See attached letter)

Thank you for your considerat

Copier Costs 7/2/2012  
(Prices exclude taxes)

Ray Morgan, Canon-Samsung Printers

Copier	Vendor	PM-BW	PM-C	Base Chg	BW Chg	CPM
						<b>10000</b>
Class A	CA	75	50	\$275.61	\$0.00550	\$55.00
Class B	CA	55	50	\$190.31	\$0.00550	\$55.00
Class C	CA	45	45	\$183.07	\$0.00550	\$55.00
Class D	SS	35	35	\$121.02	\$0.00660	\$66.00
Class E	SS	25	25	\$97.70	\$0.00660	\$66.00
Class F	CA	105		\$353.74	\$0.00310	\$31.00
Class G	CA	95		\$251.00	\$0.00310	\$31.00
Class H	CA	85		\$247.36	\$0.00310	\$31.00
Class I	CA	75		\$195.59	\$0.00399	\$39.90
Class J	CA	65		\$172.76	\$0.00399	\$39.90
Class K	CA	55		\$134.82	\$0.00399	\$39.90
Class L	SS	45		\$107.35	\$0.00550	\$55.00
Class M	SS	35		\$97.01	\$0.00650	\$65.00
Class N	SS	45		\$37.70	\$0.00650	\$65.00
Class O	SS	28		\$14.71	\$0.01100	\$110.00
Class P	SS	23		\$14.71	\$0.01100	\$110.00
Class Q	SS	18		\$12.43	\$0.01100	\$110.00

Discovery Office Systems

Copier	Vendor	PM-BW	PM-C	Base Chg	BW Chg	CPM
						<b>10000</b>
Class A	Kyocera	75	75	\$290.29	\$0.00400	\$40.00
Class B	Kyocera	55	55	\$170.08	\$0.00450	\$45.00
Class C	Kyocera	45	45	\$142.27	\$0.00450	\$45.00
Class D	Kyocera	35	35	\$104.64	\$0.00450	\$45.00
Class E	Kyocera	30	30	\$125.66	\$0.00490	\$49.00
Class F	Kyocera	160		\$491.18	\$0.00400	\$40.00
Class G	Kyocera	80		\$245.59	\$0.00400	\$40.00
Class H	Kyocera	80		\$214.89	\$0.00400	\$40.00
Class I	Kyocera	80		\$245.59	\$0.00400	\$40.00
Class J	Kyocera	65		\$206.87	\$0.00400	\$40.00
Class K	Kyocera	55		\$149.63	\$0.00400	\$40.00
Class L	Kyocera	34		\$107.35	\$0.00490	\$49.00
Class M	Kyocera	35		\$116.55	\$0.00490	\$49.00
Class N	Kyocera	45		\$91.37	\$0.00490	\$49.00
Class O	Kyocera	30		\$53.44	\$0.00700	\$70.00
Class P	Kyocera	25		\$45.96	\$0.00700	\$70.00
Class Q	Kyocera	37		\$14.85	\$0.01500	\$150.00

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<b>Savings if County Partners with RMC</b>		
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Typical CPM per Engine-BW	Typical BW Chg	Color Chg	CPM 1000	Typical CPM per Engine-CLR	Typical CLR Chg	Staples
10000	\$55.00	0.04300	\$43.00	20000	\$860.00	Varies
7500	\$41.25	0.04300	\$43.00	15000	\$645.00	Varies
6000	\$33.00	0.04300	\$43.00	7500	\$322.50	Varies
4000	\$26.40	0.04300	\$43.00	4000	\$172.00	Varies
2000	\$13.20	0.04300	\$43.00	1500	\$64.50	Varies
75000	\$232.50					Varies
65000	\$201.50					Varies
50000	\$155.00					Varies
40000	\$159.60					Varies
30000	\$119.70					Varies
20000	\$79.80					Varies
10000	\$55.00					Varies
7500	\$48.75					Varies
10000	\$65.00					Varies
3000	\$33.00					N/A
2000	\$22.00					N/A
1000	\$11.00					N/A

Typical CPM per Engine-BW	Typical BW Chg	Color Chg	CPM 1000	Typical CPM per Engine-CLR	Typical CLR Chg	Staples
10000	\$40.00	0.04300	\$43.00	20000	\$860.00	Varies
7500	\$33.75	0.04300	\$43.00	15000	\$645.00	Varies
6000	\$27.00	0.04300	\$43.00	7500	\$322.50	Varies
4000	\$18.00	0.04300	\$43.00	4000	\$172.00	Varies
2000	\$9.80	0.04300	\$43.00	1500	\$64.50	Varies
75000	\$300.00					Varies
65000	\$260.00					Varies
50000	\$200.00					Varies
40000	\$160.00					Varies
30000	\$120.00					Varies
20000	\$80.00					Varies
10000	\$49.00					Varies
7500	\$36.75					Varies
10000	\$49.00					Varies
3000	\$21.00					N/A
2000	\$14.00					N/A
1000	\$15.00					N/A

Hole Punch	All Opt.	Total	Typical
		Base	Base
Included	\$130.15	\$373.61	\$1,190.61
Included	\$33.98	\$288.31	\$876.56
Included	\$33.92	\$281.07	\$538.57
Included	\$10.88	\$230.02	\$319.42
Included	\$10.88	\$206.70	\$175.40
Included	\$174.17	\$384.74	\$586.24
Included	\$174.17	\$282.00	\$452.50
Included	\$174.17	\$278.36	\$402.36
Included	\$136.89	\$235.49	\$355.19
Included	\$136.89	\$212.66	\$292.46
Included	\$136.89	\$174.72	\$214.62
Included	\$52.68	\$162.35	\$162.35
Included	\$10.88	\$162.01	\$145.76
N/A	\$5.17	\$102.70	\$102.70
N/A	\$0.00	\$124.71	\$47.71
N/A	\$0.00	\$124.71	\$36.71
N/A	\$0.00	\$122.43	\$23.43
	<b>TOTALS:</b>	<b>\$3,746.59</b>	<b>\$5,922.59</b>

Hole Punch	All Opt.	Total	Typical
		Base	Base
Included	\$62.76	\$373.29	\$1,190.29
Included	\$62.76	\$258.08	\$848.83
Included	\$62.76	\$230.27	\$491.77
Included	\$62.76	\$192.64	\$294.64
Included	\$62.76	\$217.66	\$199.96
Included	\$75.86	\$531.18	\$791.18
Included	\$49.16	\$285.59	\$505.59
Included	\$174.17	\$254.89	\$414.89
Included	\$111.99	\$285.59	\$405.59
Included	\$107.50	\$246.87	\$326.87
Included	\$24.11	\$189.63	\$229.63
Included	\$30.11	\$156.35	\$156.35
Included	\$38.02	\$165.55	\$153.30
N/A	\$27.66	\$140.37	\$140.37
N/A	\$0.00	\$123.44	\$74.44
N/A	\$0.00	\$115.96	\$59.96
N/A	\$0.00	\$164.85	\$29.85

	<b>TOTALS:</b>	<b>\$3,932.21</b>	<b>\$6,313.51</b>
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		<b>\$185.62</b>	<b>\$390.92</b>
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