



COMMONWEALTH OF THE NORTHERN MARIANA ISLANDS
SAIPAN, MP 96950

PURCHASE REQUISITION

REQUESTING OFFICE Pre-Convention Committee	PREPARED BY A. Guerrero	DATE 5/18/95	REQUISITION NO. PCC-95-009
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VENDOR NUMBER, NAME & ADDRESS Island Business System & Supply (IBSS) P. O. Box 167 Saipan, MP 96950	SHIP TO: MARPANDS Lower Base Saipan, MP 96950 Attn: Pre-Convention Committee
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FOB POINT: Saipan	SHIP VIA	DELIVERY TIME: ASAP
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ITEM NO.	FUND/ ORG	SUB ACCT	COST CENTER	QTY	UNIT	UNIT PRICE	DISCOUNT PRICE	NET/TOTAL	DESCRIPTION
1	1594			1	ea.	\$21,037.50		\$21,037.50	Canon copier, Model No. NP-6060BSBI RDF w/sorter and automatic document feeder.
2	1594			3	ea.	\$160.00		\$480.00	Toner cartridge (37,500 copies)
									SUB-TOTAL
									FREIGHT & HANDLING
									OTHER
TOTAL REQUISITION AMOUNT								\$21,517.50	

JUSTIFICATION: **Purchase of a copier machine for Constitutional Convention use. Purchase based on cheapest proposal offered to Convention and in best interest of CNMI Government.**

APPROVED BY (Department Head/Expenditure Authority) <i>Herman T. Guerrero</i> HERMAN T. GUERRERO, CHAIRMAN Pre-Convention Committee	DATE 5/24/95	FUND CERTIFICATION AND CONTROL (Name, Title) DEPARTMENT OF FINANCE David M. Apatang, Acting Director	DATE
DIRECTOR PROCUREMENT AND SUPPLY Edward B. Palacios			DATE

CANON COPIER PROPOSAL

MODEL:

NP-6060BSB1 RDF

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CASH TERM:

RETAIL	\$ 24,750.00
LESS SPECIAL DISCOUNT	3,712.50

	\$ 21,037.50
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TONER PRICE (NPG-3-37,500 COPIES)	\$ 160.00
COST PER COPY (\$0.004 CENTS)	

- *DELIVERY, INSTALLATION, TRAINING ARE PROVIDED FREE
- *SAME DAY SERVICE RESPONSE CAPABILITY WITH 3 TECHNICIANS ON-ISLAND.
- *PARTS & SUPPLIES AVAILABLE ON-ISLAND ANYTIME.

INITIAL INSTALLATION INCLUDES:

2X250 SHT. CASSETTE TRAY	SORTER (20-BIN)
RECEIVING TRAY	TONER
RE-CIRCULATING DOC. FEEDER	PEDESTAL

- *PROVIDES MONTHLY PREVENTIVE MAINTENANCE FOR ONE YEAR.

CANON COPIER PROPOSAL

MODEL:

NP-6060BSB1 RDF

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NO DOWN LEASE TERM:

RETAIL	\$ 24,750.00
LESS SPECIAL DISCOUNT	1,500.00

	\$ 23,250.00
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36 EQUAL PAYMENTS OF \$ 936.50

OPTION TO PURCHASE \$ 990.00

TONER PRICE (NPG-3=37,500 COPIES) \$ 160.00
COST PER COPY (\$0.004 CENTS)

- *DELIVERY, INSTALLATION, TRAINING ARE PROVIDED FREE
- *SAME DAY SERVICE RESPONSE CAPABILITY WITH 3 TECHNICIANS ON-ISLAND.
- *PARTS & SUPPLIES AVAILABLE ON-ISLAND ANYTIME.

INITIAL INSTALLATION INCLUDES:

2X250 SHT. CASSETTE TRAY	SORTER (20-BIN)
RECEIVING TRAY	TONER
RE-CIRCULATING DOC. FEEDER	PEDESTAL

- *PROVIDES MONTHLY PREVENTIVE MAINTENANCE THE WHOLE LEASE PERIOD.



THE DOCUMENT COMPANY
XEROX

FaxFlash
Saipan Branch Office

From: Jack Lunsford - Saipan Sales
Return Fax: (670)233-6007 / Phone (670)233-5193

To: Mr. Jeff Stein - Management & Budget Office , CNMI Govt.
Fax: 322-4017 Sent: 5/5/95 Page 1 of 3

Dear Jeff,

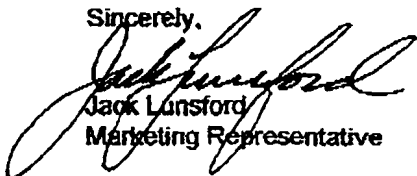
This is the absolute "Best" deal going on our new 5365FIN copier! Since your office operates one of these fine machines, you are already familiar with what a great masterpiece of engineering technology the it is. No need to expand on that - right?

Now here is the good news! I can now offer the 5365FIN (same as M&B) on a "Federal Site Plan". This GSA contract not only (greatly) reduces the price of the machine, is also provides for a Flat Rate Maintenance cost of \$456 per month (no per copy charges). To give you an example of the savings, The Management & Budget machine is on a 60 month contract @ \$855 per month. Your present copy volume is 23,000 copies per month @ a per copy charge of .0118¢ - or - \$271.40 per month. Your combined cost is \$926.40, or .04¢ per copy. If you compare that cost to the new proposal on the 60 month plan (same volume), there is a savings of \$27.69 per month.

Now, consider a copy volume of 70,000 copies - which is closer to what the Con Con will be doing. Your M&B machine would cost \$1,481 total (\$826 in copy charges) - and the new plan would cost the same \$898.71 or, a savings of \$582.29 per month. It would be nice if, after the Con Con, the new 5365 could be utilized by the Legislature. Greg Sablan has been trying to get the funding to replace the two Canon copiers for two years now. Their volume is 70 to 80 thousand - per machine! Then, later, he could trade both Canon's in on another 5365FIN and be set (just a thought).

If you choose to "Outright Purchase" the 5365FIN, your only cost would be the \$456 plus supplies. As always, I am prepared to provide further information or answer any questions you may have. If your wish to proceed with an order, please give me as much advance notice as possible so I can ensure delivery on the date you request.

Sincerely,


Jack Lunsford
Marketing Representative

Herman,

The maintenance on this
is \$456.00 per month.

Outright Purchase	\$ 20,130.00
Maintenance (1 year)	\$ 5,472.00
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	\$ 25,602.00