

RESOLUTION NO. _____

A RESOLUTION OF THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, ACCEPTING THE RECOMMENDATION OF THE CITY MANAGER TO AWARD AN AGREEMENT, PURSUANT TO INVITATION TO NEGOTIATE (ITN) NO. 2017-015- JC FOR MANAGED PRINT SERVICES; AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH CANON SOLUTIONS AMERICA; FURTHER, IF THE ADMINISTRATION IS NOT SUCCESSFUL IN NEGOTIATING AN AGREEMENT WITH CANON SOLUTIONS AMERICA, AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.; FURTHER, IF THE ADMINISTRATION IS NOT SUCCESSFUL IN NEGOTIATING AN AGREEMENT WITH KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC., AUTHORIZING THE ADMINISTRATION TO ENTER INTO NEGOTIATIONS WITH SHARP ELECTRONICS CORPORATION; FURTHER AUTHORIZING THE MAYOR AND CITY CLERK TO EXECUTE AN AGREEMENT UPON CONCLUSION OF SUCCESSFUL NEGOTIATIONS BY THE ADMINISTRATION; AND FURTHER, AUTHORIZING THE CITY MANAGER TO EXTEND THE EXISTING AGREEMENT WITH SHARP ELECTRONICS CORPORATION, ON A MONTH-TO-MONTH BASIS, UNTIL SUCH TIME AS THE NEW AGREEMENT IS EXECUTED.

WHEREAS, on July 26, 2017, the City Commission approved the issuance of Invitation to Negotiate (ITN) No. 2017-015-JC Managed Print Services; and

WHEREAS, Proposals received pursuant to this ITN were evaluated in a two-phased process; Phase I responses were received on November 20, 2017; and

WHEREAS, the City received proposals from the following eight (8) firms: Canon Solutions America, Inc.; DEX Imaging, Inc.; HP, Inc.; Konica Minolta Business Solutions U.S.A., Inc.; Print Operations Group (POG); Sharp Electronics Corporation; Toshiba America Business Solutions, Inc.; Tinlof Technologies/Xerox; and

WHEREAS, the proposal received from Print Operations Group (POG) was deemed non-responsive and received no further consideration; and

WHEREAS, the Evaluation Committee, appointed by the City Manager via LTC # 528-2017, convened on February 2, 2018 to consider the proposals received under Phase I; and

WHEREAS, the Committee was provided an overview of the project, information relative to the City's Cone of Silence Ordinance and the Government Sunshine Law, general information on the scope of services and a copy of each proposal; and

WHEREAS, the Committee was instructed to score and rank each proposal pursuant to the evaluation criteria established in the RFQ; and

WHEREAS, the evaluation process resulted in the ranking of proposers as follows: Konica Minolta Business Solutions U.S.A., Inc., was the top ranked proposer, Toshiba America Business Solutions, Inc. as the second ranked proposer, Canon Solutions America, Inc. as the third ranked proposer, Sharp Electronics Corporation as the fourth ranked proposer, Tinlof Technologies / Xerox as the fifth ranked proposer, DEX Imaging, Inc., as the sixth ranked

proposer, and HP, Inc., as the seventh ranked proposer; and

WHEREAS, on April 6, 2018, the Procurement Department issued Phase II of the ITN process to the short-listed proposers; and

WHEREAS, on April 5, 2019, the City received proposals in response to Phase II of the ITN from the following short-listed proposers; and

WHEREAS, DEX Imaging, Inc. did not submit a proposal for Phase II of the Project; the proposals received from HP, Inc. and Tinlof Technologies / Xerox were deemed non-responsive and received no further consideration.; and

WHEREAS, the Evaluation Committee, appointed by the City Manager via LTC # 213-2019, convened on May 10, 2019 to consider the technical proposals received under Phase II; and

WHEREAS, the Committee was provided an overview of the project, information relative to the City's Cone of Silence Ordinance and the Government Sunshine Law, general information on the scope of services and a copy of each proposal; and

WHEREAS, the Committee was instructed to score and rank each proposal pursuant to the evaluation criteria established in the RFQ; and

WHEREAS, the evaluation process resulted in the ranking of proposers as follows: Canon Solutions America, was the top ranked proposer, Konica Minolta Business Solutions U.S.A., Inc. as the second ranked proposer, Sharp Electronics Corporation as the third ranked proposer, Toshiba America Business Solutions, Inc. as the fourth ranked proposer; and

WHEREAS, after reviewing all of the submissions and the Evaluation Committee's rankings and commentary, the City Manager concurs with the Evaluation Committee and recommends the authorization of negotiations with Canon Solutions America, which provided the best overall combination of experience/qualifications, approach and methodology, and cost for Managed Print Services.

NOW, THEREFORE, BE IT DULY RESOLVED BY THE MAYOR AND CITY COMMISSION OF THE CITY OF MIAMI BEACH, FLORIDA, that the Mayor and City Commission hereby accept the recommendation of the City Manager relating to Invitation to Negotiate (ITN) NO. 2017-015-JC for Managed Print Services; authorize the Administration to enter into negotiations with Canon Solutions America; further, if the Administration is not successful in negotiating an agreement with Canon Solutions America, authorize the Administration to enter into negotiations with Konica Minolta Business Solutions U.S.A., Inc.; further, if the Administration is not successful in negotiating an agreement with Konica Minolta Business Solutions U.S.A., Inc., authorize the Administration to enter into negotiations with Sharp Electronics Corporation; further authorize the Mayor and City Clerk to execute an Agreement upon conclusion of successful negotiations by the Administration; and further, authorize the City Manager to extend the existing agreement with Sharp Electronics Corporation, on a month-to-month basis, until such time as a new agreement is executed.

PASSED AND ADOPTED this _____ day of _____ 2019.

ATTEST:

RAFAEL E. GRANADO, CITY CLERK

DAN GELBER, MAYOR

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APPROVED AS TO
FORM & LANGUAGE
& FOR EXECUTION

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City Attorney RAP Date