

Boone County Purchasing

Liz Palazzolo
Senior Buyer



5551 S. Tom Bass Road
Columbia, MO 65201
Phone: (573) 886-4392

NOTICE OF AWARD MEMORANDUM

TO: Melinda Bobbitt, Director and File
FROM: Liz Palazzolo, CPPO, C.P.M.
DATE: June 13, 2025
RE: Award of C001012 from RFB 13-30APR25 -Managed Print Services,
Term and Supply for the Boone County IT Department

Request for Bid 13-30APR25 solicited bids for Managed Print Services for the Boone County IT Department. Two bids and three “No Bids” were received:

- 1) SumnerOne, Inc. of St. Louis, Missouri
- 2) Marco Technologies of Jefferson City, Missouri
- 3) Goo Goz, Inc. of Walnut Creek, CA (No Bid)
- 4) Xerox Business Solutions Southwest of San Antonio, Texas (No Bid)
- 5) Parking Company of America of Kansas City, Missouri (No Bid)

The bids have been reviewed by the Purchasing Department and the IT Department.

The bid from Marco Technologies presents the lowest pricing, however certain provisions in the bid did not comply with RFB requirements and so the bid was removed from further consideration for award. The bid from Marco Technologies is non-responsive for the following reasons: On page 3 of 6, attribute #15, Marco indicates that it is offering coverage only on devices that are “...in life and not discontinued.” Marco Technologies clarified that “Any equipment that is 7 years past discontinuation and the manufacturer no longer has parts; we will not be able to service.” RFP paragraph 2.1 requires the contractor to provide “failed device replacement” and Marco Technologies is not stating that it is providing replacements. Clarification from Marco Technologies identified 9 devices listed for service coverage in Attachment One of the RFB that Marco Technologies said it will not service: “Here are the machines we will not cover as they do not have parts or security updates:

- a. HP 2200
- b. HP 2100
- c. HP 4050
- d. Lexmark T520
- e. Lexmark T620

- f. Lexmark T430
- g. Lexmark T
- h. IBM 4317
- i. IBM IP1332.”

The IT Department and Purchasing Department agree that these exceptions make the bid from Marco Technologies non-compliant with RFB requirements. The other competitor, SumnerOne, has not noted any exceptions to RFB requirements. SumnerOne is the current incumbent contractor performing services for the IT Department.

The award of contract C001012 has been prepared to go to SumnerOne, Inc. of St. Louis, Missouri as the “lowest and best” bid and pursuant to IT’s recommendation (see attached e-mail from Victoria Walter of the IT Department dated 6/09/25).

This is a Term and Supply contract for the Boone County IT Department. Payments for services will reference the following coding with the corresponding budgeted amounts:

Department	Description	Object Code	Description	2025 Budget
1172	GF IT Hardware & Software	60051	IT Equipment Service Contract	\$29,875.00
1420	GF Community Services Admin	60051	IT Equipment Service Contract	\$150.00
2160	CSF Community Servies Admin	60051	IT Equipment Service Contract	\$225.00
1263	Prosecuting Attorney Child Support Enforcement	60051	IT Equipment Service Contract	\$375.00
2012	ASR IT Hardware & Software	60051	IT Equipment Service Contract	\$1,600.00
2083	Road & Bridge Hardware & Software	60051	IT Equipment Service Contract	\$180.00
2708	911/EM IT Hardware & Software	60051	IT Equipment Service Contract	\$520.00
6107	Facilities Management IT Hardware & Software	60051	IT Equipment Service Contract	\$160.00

Attachments: Bid Tabulation
/lp