

PROCUREMENT SUMMARY
DIGITAL PRINTING PRESS / PS134472000

1.	Contract Number: PS134472000	
2.	Recommended Vendor: Konica Minolta Business Solutions U.S.A., Inc.	
3.	Type of Procurement (check one): <input type="checkbox"/> IFB <input type="checkbox"/> RFP <input type="checkbox"/> RFP-A&E <input checked="" type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	Procurement Dates:	
	A. Issued: September 1, 2025	
	B. Advertised/Publicized: N/A	
	C. Pre-Proposal Conference: N/A	
	D. Proposals Due: September 22, 2025	
	E. Pre-Qualification Completed: Pending	
	F. Ethics Declaration Forms submitted to Ethics: September 23, 2025	
	G. Protest Period End Date: January 20, 2026	
5.	Solicitations Downloaded: 1	Proposals Received: 1
6.	Contract Administrator: Antwaun Boykin	Telephone Number: (213) 922-1056
7.	Project Manager: Robert Hartert	Telephone Number: (213) 418-3206

A. Procurement Background

This Board Action is to approve Contract No. PS134472000 to Konica Minolta Business Solutions U.S.A., Inc. (Konica Minolta) for the purchase of a large format digital printing press in support of Metro's Print Shop.

This is a non-competitive procurement issued in accordance with Metro's Acquisition Policy and the contract type is firm fixed price. The Diversity & Economic Opportunity Department did not recommend a Disadvantaged Business Enterprise (DBE) goal due to a lack of subcontracting opportunities.

Metro's in-house Print Shop produces all bus and rail timetables, maps, customer communications brochures, bus car cards, posters and other printed transit materials. The Shop's current printing press is more than 45 years old, exceeding the expected 15-20-year lifespan for this equipment and is prone to frequent breakdowns.

To effectively continue producing customer information and communications materials, the current printing press must be replaced with similar, modern digital equipment. This equipment must be compatible with the technical/electrical requirements, as well as the floor plan configuration of the Print Shop. Furthermore, the new digital printing press must be compatible with the existing equipment used in the Print Shop. This will minimize training time needed and eliminate compatibility issues.

B. Evaluation of Proposal

The proposal submitted by Konica Minolta was found to be responsive to the requirements of the scope of services.

The AccurioJet KM-1e LED UV Inkjet Production digital press (KM-1) is manufactured, sold and serviced solely by Konica Minolta. Its electrical specifications are compatible with the electrical requirements of the existing equipment at the Print Shop and with Prinect, the pre-flight software currently being used in the Print Shop. Further, KM-1's footprint fits within the current floor plan configuration of the Print Shop.

C. Price Analysis

The recommended price has been determined to be fair and reasonable based on the Independent Cost Estimate (ICE), price analysis and technical analysis. Konica-Minolta's pricing reflects a 43% government discount off its published pricing.

Proposer Name	Proposal Amount	Metro ICE	Recommended Amount
Konica Minolta Business Solutions U.S.A., Inc.	\$1,268,105	\$1,118,950	\$1,268,105

The variance between the ICE and the recommended amount is due to the ICE not accounting for sales tax and delivery charges.

D. Background on Recommended Contractor

Konica Minolta Business Solutions U.S.A., Inc. (Konica Minolta), founded in 1873, is headquartered in Ramsey, New Jersey. It offers a wide range of services, including IT services, enterprise content management (ECM), managed print services, and industrial and commercial printing solutions. The company focuses on digital transformation and AI-driven solutions to help businesses streamline operations and enhance productivity.

Konica Minolta has been providing goods and services to Metro since 1996, and performance has been satisfactory.