



City of Boynton Beach Agenda Item Request Form

Meeting Date: 03/18/2025

Proposed Resolution No. R25-072- Approving a piggyback contract with Konica Minolta Business Solutions U.S.A., Inc. piggybacking the NASPO 187962 & State of Florida Contract #44100000-24-NASPO-ACS that expires on July 31, 2026, for Multi-Function Devices, Copiers, and Related Software and Services Citywide for an annual expenditure of \$120,000.

Requested Action: Staff recommends approval of Proposed Resolution No. R25-072.

Explanation of Request: The City has been using Konica Minolta Business Solutions U.S.A., Inc. "Konica Minolta" copiers pricing through the State of Florida agreement for the past few years and have been satisfied with their performance. The contract with the State expired in July of 2024, and the State of Florida recently secured a new contract with Konica Minolta, which now expires on July 31, 2026.

Piggybacking on the Konica Minolta State of Florida Contract # 44100000-24-NASPO-ACS is a strategic advantage that allows organizations to leverage pre-negotiated terms, pricing, and service agreements without requiring an extensive procurement process.

The discount from the list pricing is 76% lower, 43.39% lower than the published SOF price for the mainframe, and 31.74% lower than the published SOF pricing for the entire sample configuration.

This approach streamlines the acquisition of high-quality copiers and related services by utilizing competitive pricing and established contracts that have already been vetted and approved.

By piggybacking, entities can quickly secure the best available deals, reduce administrative costs, and avoid the delays associated with issuing new bids or negotiating individual contracts, all while ensuring compliance with state and national purchasing regulations. This efficient method also supports consistent service and support standards across multiple agencies and departments.

The City is forecasting spending around \$120,000 on these copies per year. Therefore, Staff would like to request the ability to spend \$120,000 in FY25 and \$120,000 in FY26 pending the State's renewal of the contract in July 2026.

How will this affect city programs or services? NA

Budgeted Item: Yes

Account Line Item and Description: Citywide expenditure.

Fiscal Impact: This is a budgeted item.

Attachments:

[R25-072 Agenda_Item_2562-](#)

[2023_Piggyback_Agreement_with_Konica_Minolta_Business_Solutions__U.S.A.__Inc._-
_Final__2_.docx](#)

[Exhibit A to Resolution - Piggyback Agreement Konica Minolta Final.pdf](#)

[EXHIBIT A - Master Agreement - 1702416714_92087063_Konica Minolta Master
Agreement_effective 08.01.2024 \(1\).pdf](#)

[EXHIBIT B - Participating Addendum - Konica Minolta - 44100000-24-NASPO-ACS Fully
Executed.pdf](#)

[NEW STATE OF FLORIDA KONICA MINOLTA PA 12.2024.pdf](#)