

DALLAS COUNTY BID TABULATION		VENDOR #1	VENDOR #2	VENDOR #3																																																												
<b>BID NO: 2011-086-5654</b> <b>ANNUAL CONTRACT FOR DOCUMENT DESTRUCTION SERVICES</b> <b>OPENING DATE: JULY 11, 2011</b> <b>CONTRACT PERIOD: August 30, 2011 thru August 29, 2012</b>		<b>AMERICAN SHREDDING</b> Paul Simonette, Risk Manager 2441 W. Commerce Street Dallas, TX 75212 469-865-0838 Fax: 214-920-5007 paul@american shredding.com www.americanshredding.com	<b>ACTION SHRED OF TEXAS</b> Bethany Criado, Sales Manager 2835 Congressman Lane Dallas, TX 75220 214-352-0113 Fax: 214-357-0261 bethany@actionshred.com www.actionshred.com	<b>IRON MOUNTAIN INFORMATION MANAGEMENT, INC.</b> Mike Gordon, Vice President 1402 Lakeway Drive, Lewisville 75029 214-551-7763 Fax: 972-436-6327 michael.gordon@ironmountain.com www.ironmountain.com																																																												
<b>M/WBE STATUS</b> <b>OTHER MINORITY CERTIFICATION</b> <b>TAXPAYER STATUS</b> <b>BID NOTIFICATION</b> <b>ADDENDUM INCLUDED</b>		Non M/WBE None Dallas County Taxpayer Dallas County website/Letter Yes	Non M/WBE None Dallas County Taxpayer Letter from Purchasing Department Yes	Non M/WBE None No response Dallas County website Yes																																																												
<table border="1"> <thead> <tr> <th>DESCRIPTION</th> <th>ESTIMATED QUANTITY</th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> </tr> </thead> <tbody> <tr> <td>I. Paper shredding shall be quoted as price per standard 1 box. (On-site paper shredding shall be quoted as price per standard records storage box - 1.2 cubic foot).</td> <td>20,000</td> <td>Box</td> <td>0.00</td> <td>No Charge</td> <td>0.00</td> <td>\$</td> <td>-</td> <td>3.90</td> <td>\$ 78,000.000</td> </tr> <tr> <td>II. Paper shredding shall be quoted as price per standard 1 box. (Off Site Paper shredding shall be quoted as price per standard records storage box -1.2 cubic foot).</td> <td>20,000</td> <td>Box</td> <td>0.00</td> <td>No Charge</td> <td>0.00</td> <td>\$</td> <td>-</td> <td>0.60</td> <td>\$ 12,000.000</td> </tr> <tr> <td>III. Paper shredding shall be quoted as price per pound. (On-Site paper shredding shall be quoted as price per pound.)</td> <td>40</td> <td>Pound/Box</td> <td>0.00</td> <td>No Charge</td> <td>0.00</td> <td>\$</td> <td>-</td> <td>0.13</td> <td>\$ 5.200</td> </tr> <tr> <td>IV. Paper shredding shall be quoted as price per pound (Off-Site paper shredding shall be quoted as price per pound.</td> <td>40</td> <td>Pound/Box</td> <td>0.00</td> <td>No Charge</td> <td>0.00</td> <td>\$</td> <td>-</td> <td>0.020</td> <td>\$ 0.800</td> </tr> <tr> <td>V. Discount or residual for recycled materials</td> <td>1</td> <td>Pound</td> <td></td> <td>Vendor pays On site \$30 per ton Vendor pays Off site \$50 per ton</td> <td>\$05.5 cents per pound off site \$03.5 cnts per pound onsite</td> <td></td> <td></td> <td>No Bid</td> <td>\$ -</td> </tr> </tbody> </table>		DESCRIPTION	ESTIMATED QUANTITY									I. Paper shredding shall be quoted as price per standard 1 box. (On-site paper shredding shall be quoted as price per standard records storage box - 1.2 cubic foot).	20,000	Box	0.00	No Charge	0.00	\$	-	3.90	\$ 78,000.000	II. Paper shredding shall be quoted as price per standard 1 box. (Off Site Paper shredding shall be quoted as price per standard records storage box -1.2 cubic foot).	20,000	Box	0.00	No Charge	0.00	\$	-	0.60	\$ 12,000.000	III. Paper shredding shall be quoted as price per pound. (On-Site paper shredding shall be quoted as price per pound.)	40	Pound/Box	0.00	No Charge	0.00	\$	-	0.13	\$ 5.200	IV. Paper shredding shall be quoted as price per pound (Off-Site paper shredding shall be quoted as price per pound.	40	Pound/Box	0.00	No Charge	0.00	\$	-	0.020	\$ 0.800	V. Discount or residual for recycled materials	1	Pound		Vendor pays On site \$30 per ton Vendor pays Off site \$50 per ton	\$05.5 cents per pound off site \$03.5 cnts per pound onsite			No Bid	\$ -	<b>RECOMMEND FOR AWARD</b>		
DESCRIPTION	ESTIMATED QUANTITY																																																															
I. Paper shredding shall be quoted as price per standard 1 box. (On-site paper shredding shall be quoted as price per standard records storage box - 1.2 cubic foot).	20,000	Box	0.00	No Charge	0.00	\$	-	3.90	\$ 78,000.000																																																							
II. Paper shredding shall be quoted as price per standard 1 box. (Off Site Paper shredding shall be quoted as price per standard records storage box -1.2 cubic foot).	20,000	Box	0.00	No Charge	0.00	\$	-	0.60	\$ 12,000.000																																																							
III. Paper shredding shall be quoted as price per pound. (On-Site paper shredding shall be quoted as price per pound.)	40	Pound/Box	0.00	No Charge	0.00	\$	-	0.13	\$ 5.200																																																							
IV. Paper shredding shall be quoted as price per pound (Off-Site paper shredding shall be quoted as price per pound.	40	Pound/Box	0.00	No Charge	0.00	\$	-	0.020	\$ 0.800																																																							
V. Discount or residual for recycled materials	1	Pound		Vendor pays On site \$30 per ton Vendor pays Off site \$50 per ton	\$05.5 cents per pound off site \$03.5 cnts per pound onsite			No Bid	\$ -																																																							
Specify the name and telephone number of the account representative who will be handling this account:		Paul Simonette 469-865-0838	Bethany Criado 214-352-0113	Lauren Abeyta 214-551-7763																																																												
Specifications require all employees handling destruction are employees of the company (not third party). Does your company meet that requirement?		Yes	Yes	Yes																																																												
Specifications require that a background check be performed annually (at a minimum). Please state how often background checks are performed		Annually	Annually	Every three years																																																												
Specifications require information on the security measure, security mapping to include a timeline. Is this information included with your response?		Yes	Yes	Yes																																																												
Specifications require that Vendor location must meet minimum NAID facility requirements. Does your location meet those requirements?		Yes	Yes	Yes																																																												
Specifications require the vendor to provide a sample copy of the certificate of destruction. Is this sample included with your proposal?		Yes	Yes	Yes																																																												
Specifications require the vendor to provide a sample of shred product. Is this included with your proposal?		Yes	Yes	Yes																																																												
Does your company accept PO's and solicitations via email:		Yes @ paul@americanshredding.com	Yes bethany@actionshred.com	Yes																																																												
Will you allow other governmental agencies to utilize this contract?		Yes but must be within 40 miles of our facility	Yes	Yes, must be located in DFW metroplex																																																												

DALLAS COUNTY BID TABULATION	VENDOR #1	VENDOR #2	VENDOR #3
<b>BID NO: 2011-086-5654</b> <b>ANNUAL CONTRACT FOR DOCUMENT DESTRUCTION SERVICES</b> <b>OPENING DATE: JULY 11, 2011</b> <b>CONTRACT PERIOD: August 30, 2011 thru August 29, 2012</b>	<b>AMERICAN SHREDDING</b> Paul Simonette, Risk Manager 2441 W. Commerce Street Dallas, TX 75212 469-865-0838 Fax: 214-920-5007 paul@americanshredding.com www.americanshredding.com	<b>ACTION SHRED OF TEXAS</b> Bethany Criado, Sales Manager 2835 Congressman Lane Dallas, TX 75220 214-352-0113 Fax: 214-357-0261 bethany@actionshred.com www.actionshred.com	<b>IRON MOUNTAIN INFORMATION MANAGEMENT, INC.</b> Mike Gordon, Vice President 1402 Lakeway Drive, Lewisville 75029 214-551-7763 Fax: 972-436-6327 michael.gordon@ironmountain.com www.ironmountain.com
<b>M/WBE STATUS</b> <b>OTHER MINORITY CERTIFICATION</b> <b>TAXPAYER STATUS</b> <b>BID NOTIFICATION</b> <b>ADDENDUM INCLUDED</b>  Dallas County may offer periodic "shred days" for employees. Would you provide an on-site shredder and staff for a 2-3 hr minimum period on a weekend? Would there be any costs?  Specify any additional comments/cost/etc. included with your bid proposal, if applicable  Does your company provide health insurance coverage to its employees?  Does the company share in the cost a minimum of 75% for employee only coverage and 50% for family coverage?  Is the coverage comparable to the services provided by Dallas County as described in the summary plan description?  Does each of the subcontractors provide health insurance coverage to their employees that compares to Dallas County's health insurance coverage and share in the cost?	Non M/WBE None Dallas County Taxpayer Dallas County website/Letter Yes  Yes to onsite shredder. No costs to County.  We will provide 4 shred days per year free and pay \$30 a ton for paper recycling for that day.  Yes  Yes  Yes  N/A	Non M/WBE None Dallas County Taxpayer Letter from Purchasing Department Yes  Yes to shred days, No costs  Action Shred will pay \$05.5 cents per lb on material shred off-site and \$03.5 cents per lb on material shred onsite. We will also provide a DVD of shred for offsite shredding, supply shrink wrap and return boxes if requested by Dallas County  Yes  No  Yes  N/A	Non M/WBE None No response Dallas County website Yes  Yes to shred days, No Cost  Iron Mountain took exceptions to various items in the boilerplate  Yes  No  Yes  N/A

DALLAS COUNTY BID TABULATION		VENDOR #4	VENDOR #5	VENDOR #6
<b>BID NO: 2011-086-5654</b>		<b>MAGIC SHRED</b>	<b>MARSHALL SHREDDING CO</b>	<b>SHRED DOCUMENT DESTRUCTION dba BALCONES SHRED</b>
<b>ANNUAL CONTRACT FOR DOCUMENT DESTRUCTION SERVICES</b>		Brian J. Downe, Owner 624 W. University Drive Denton, TX 76201 940-783-6580	Beth Houser, Vice President P.O. Box 91139 San Antonio, TX 78209 210-653-2227	Heather Shimala 13921 Senlac Dr #200, Dallas 75234 972-247-3500
<b>OPENING DATE: JULY 11, 2011</b>		Fax: 940-497-2966 info@magicshred.com	Fax: 210-653-2228 beth@marshallshredding.com	Fax: 972-906-1500 heather@balconesshred.com
<b>CONTRACT PERIOD: August 30, 2011 thru August 29, 2012</b>		www.magicshred.com	www.marshallshredding.com	www.balconesshred.com
<b>M/WBE STATUS</b>		Non M/WBE	Non M/WBE	Not Submitted
<b>OTHER MINORITY CERTIFICATION</b>		None	None	None
<b>TAXPAYER STATUS</b>		Other County Taxpayer	Other County Taxpayer	Dallas County Taxpayer
<b>BID NOTIFICATION</b>		Letter from Purchasing Department	Dallas County website	Dallas County website
<b>ADDENDUM INCLUDED</b>		No (submitted bid prior to issuance)	Yes	No
<b>DESCRIPTION</b>	<b>ESTIMATED QUANTITY</b>			
I. Paper shredding shall be quoted as price per standard 1 box. (On-site paper shredding shall be quoted as price per standard records storage box - 1.2 cubic foot).	20,000 Box	3.00 \$ 60,000.00	2.00 \$ 40,000.00	1.75 \$ 35,000.00
II. Paper shredding shall be quoted as price per standard 1 box. (Off Site Paper shredding shall be quoted as price per standard records storage box -1.2 cubic foot).	20,000 Box	No bid \$ -	1.80 \$ -	0.00 \$ -
III. Paper shredding shall be quoted as price per pound. (On-Site paper shredding shall be quoted as price per pound.)	40 Pound/Box	No bid \$ -	0.06 \$ 2.40	0.05 \$ 2.00
IV. Paper shredding shall be quoted as price per pound (Off-Site paper shredding shall be quoted as price per pound.	40 Pound/Box	No bid \$ -	0.06 \$ -	0.00 \$ -
V. Discount or residual for recycled materials	1 Pound	No bid \$ -	\$2.00 per box	0.00 \$ -
Specify the name and telephone number of the account representative who will be handling this account:		Brian Downe	Beth Houser 210-862-8517	Heather Shimala 817-600-1083
Specifications require all employees handling destruction are employees of the company (not third party). Does your company meet that requirement?		Yes	Yes	Yes
Specifications require that a background check be performed annually (at a minimum). Please state how often background checks are performed		Annually	Annually	Annually
Specifications require information on the security measure, security mapping to include a timeline. Is this information included with your response?		Yes	Yes	Yes
Specifications require that Vendor location must meet minimum NAID facility requirements. Does your location meet those requirements?		Yes, all items shred at your site	Yes	Yes
Specifications require the vendor to provide a sample copy of the certificate of destruction. Is this sample included with your proposal?		Yes	Yes	Yes
Specifications require the vendor to provide a sample of shred product. Is this included with your proposal?		Yes	Yes	Yes
Does your company accept PO's and solicitations via email:		Yes info@magicshred.com	Yes, beth@marshallshredding.com	Yes
Will you allow other governmental agencies to utilize this contract?		Yes	Yes	Yes

DALLAS COUNTY BID TABULATION	VENDOR #4	VENDOR #5	VENDOR #6
<b>BID NO: 2011-086-5654</b> <b>ANNUAL CONTRACT FOR DOCUMENT DESTRUCTION SERVICES</b> <b>OPENING DATE: JULY 11, 2011</b> <b>CONTRACT PERIOD: August 30, 2011 thru August 29, 2012</b>	<b>MAGIC SHRED</b> Brian J. Downe, Owner 624 W. University Drive Denton, TX 76201 940-783-6580 Fax: 940-497-2966 info@magicshred.com www.magicshred.com	<b>MARSHALL SHREDDING CO</b> Beth Houser, Vice President P.O. Box 91139 San Antonio, TX 78209 210-653-2227 Fax: 210-653-2228 beth@marshallshredding.com www.marshallshredding.com	<b>SHRED DOCUMENT DESTRUCTION dba BALCONES SHRED</b> Heather Shimala 13921 Senlac Dr #200, Dallas 75234 972-247-3500 Fax: 972-906-1500 heather@balconesshred.com www.balconesshred.com
<b>M/WBE STATUS</b> <b>OTHER MINORITY CERTIFICATION</b> <b>TAXPAYER STATUS</b> <b>BID NOTIFICATION</b> <b>ADDENDUM INCLUDED</b>	Non M/WBE None Other County Taxpayer Letter from Purchasing Department No (submitted bid prior to issuance)	Non M/WBE None Other County Taxpayer Dallas County website Yes	Not Submitted None Dallas County Taxpayer Dallas County website No
Dallas County may offer periodic "shred days" for employees. Would you provide an on-site shredder and staff for a 2-3 hr minimum period on a weekend? Would there be any costs?	Yes to shred day, yes there are costs involved.	Yes to shred days, no costs involved	Yes to shred day, yes there will be additional costs
Specify any additional comments/cost/etc. included with your bid proposal, if applicable	No weight scale is used. Flat rate per box. The minimum charge is \$75 each time, so you will want at least 25 boxes to be most efficient		Non paper items will be destroyed at a rate of \$0.25 per pound
Does your company provide health insurance coverage to its employees?	Yes	Yes	Yes
Does the company share in the cost a minimum of 75% for employee only coverage and 50% for family coverage?	No	No	Yes
Is the coverage comparable to the services provided by Dallas County as described in the summary plan description?	No	Yes	Yes
Does each of the subcontractors provide health insurance coverage to their employees that compares to Dallas County's health insurance coverage and share in the cost?		N/A	N/A