

**Town of Mendon
2025 Local Government Records Management Grant
Quotes Received**

Company Name	Preferred Source Vendor?	M/WBE Certified w/ State	Contact	Location	Scanning	EDMS	Indexing	Scanner	Total Quote	Previous Experience with Company?	Notes
ABEV Integrations - Laserfiche	N	N	Anthony Bevelacqua	Blauvelt, NY (NYC)		\$ 6,600.00	\$ 7,500.00		\$14,100.00	No	Provides Laserfiche but is not local and thus will be remote. Did not include pricing for Records Retention Automation and has limited indexing. We have not worked with them previously.
GRM - Visual Vault	N	N	Jonathan Abrahamian	Jersey City, NJ	\$ 155,580.00	\$ 39,000.00	\$ 14,480.00		\$209,060.00	No	Very high price. Includes everything except scanner but EDMS (Visual Vault) is unverified and has a monthly fee of \$2,500/month. We have not worked with them previously. Did not provide information regarding the security of their storage and whether or not information will be able to be accessed.
Higher Information Group	N	N	Michael Glaser	Harrisburg, PA				\$ 13,438.75	\$13,438.75	Mendon has, MRB does not	Scanning services are not local. Did not provide an itemized cost estimate with total prices, making it difficult to compare services provided. MRB has not had another municipality work with them previously. Did not provide information regarding the security of their storage and whether information will be able to be accessed.
ICC Code - Laserfiche	N	N	Liz Mistretta, Suzanne Owens	Rochester, NY		\$ 7,895.00	\$ 7,600.00		\$15,495.00	Yes	Local to Rochester and able to provide in-person services. Provides Laserfiche. Included pricing for Records Retention Automation and has broken down indexing costs comprehensively. Have worked with on previous projects and have had success. ICC Code is a large entity and provides other services that can be integrated at a later date. Price is slightly higher than ABEV but includes additional services.
Innovative Contracting Services	N	N	Jaclynn Paetsch	Rochester, NY	\$ 49,760.40				\$49,760.40	No	Local to Rochester. Certified as an M/WBE but only by the County, so will not count towards M/WBE goals for grant. Price is low compared to others. We have not worked with them previously. Did not provide information regarding the security of their storage and whether or not information will be able to be accessed.
InStream	Y	N	Sal Alfano	Buffalo, NY	\$ 74,990.00				\$74,990.00	Yes	Local to Buffalo. NYSID Preferred Source Vendor, meaning that unless otherwise demonstrated, state agencies/local governments are required to use their services. We have previous experience working with them and they have completed projects successfully and on time. Higher price compared to ICS. Sal is willing to reduce the quote down to account for the price of EDMS and Scanner, so that Town can scan up to the \$75k amount of the grant. Records available within 2 business hours if needed. Records stored in InStream on-premise fireproof, Class A, DOD vault.
PS2G	N	N	Kevin Collins	Washington D.C.	\$ 69,094.16	\$ 62,000.00	\$ 28,175.00	\$ 11,454.00	\$170,723.16	No	Very high price. Not local to New York (located in Washington DC). Scanning price is similar to others received but EDMS pricing and training price is very high. Scanner is close to what was expected. Higher than Toshiba's quote for a scanner but we can compare and see what the Town would like best.
Toshiba	N	N	Amy Bodwell	Rochester, NY	\$ 121,600.15			\$ 8,776.77	\$130,376.92	No	Local to Rochester. High price for scanning. Provided only quote received for scanner. Did not provide information regarding the security of their storage and whether or not information will be able to be accessed.
Xerox / BXI	N	Y	Brian Charlton	Buffalo, NY	\$ 121,688.00	Price not given			\$121,688.00	No	Local to Buffalo. State-certified M/WBE but gave very high price for scanning in comparison to others. Did not provide information regarding the security of their storage and whether or not the information will be able to be accessed.