



**INVITATION FOR BID NO. GSA-049-16**  
**60-MONTH LEASE AGREEMENT FOR COPIER**  
**April 19, 2016**

**Questions submitted by All Star Quality Business Systems dated April 13, 2016**

**Inquiry 1:** Item no. 1.0 and 2.0 states that it is a "60 Month Lease Agreement". As a document solutions provider, we recommend GSA and the end user to request for a for a 360-month lease with an option to renew for the additional 24-months upon satisfactory performance from the Vendor. Many government and commercial institutions today opt for a 36-month lease term with option to renew for additional 24-months. We highly recommend this because of the following reasons: *(Reasons identified in length)*

**Response:** After consultation with the end-user, 60-Month Lease term remains. No changes to bid specifications in this regard.

**Inquiry 2:** ITEM NO. 1.0 state "print resolution of 1200 X 2400 dpi". This print resolution is very specific to Xerox brand. This limits other copier vendors to participate in the copier bids (since Xerox is the only one with this bid specification). To promote open and fair competition, we kindly request GSA and the end user to accept a minimum print resolution of 600 x 600.dpi. This will open the bid to more than one vendor.

**Response:** See Amendment no. 1.

**Inquiry 3:** Item no. 1.0 states "On board anti-virus protection". We request GSA and the end user to clarify if this is referring to the Anti-Virus software that will be installed on the work stations connected to the copier. Please clarify.

**Response:** To clarify, on Board Anti-virus protection shall be installed on equipment.

**Inquiry 4:** ITEM NO. 1.0 and 2.0 specifies "All consumable supplies except for paper and staples". We recommend GSA and the end user to include paper and staples in this contract. A document solution company that provides high end copiers should also be responsible for providing consumables such as paper and staples. As a complete document solutions provided, , All Star requests GSA and the end user to add a monthly allowance for paper (letter, legal or ledger), staples for off-line stapler and staples for finisher/booklet maker.

**Response:** Your request to provide a monthly allowance for paper and staples is denied. Such supplies are immeasurable; thus, will result in exorbitant lease price.

**Inquiry 5:** Please clarify the monthly pooled print allowance of Black: 100,000 and Color: 11,000. for Item 1.0 will be shared by all the 8 devices.

**Response:** Monthly pooled print allowance is to be shared by nine (9) units. See Amendment No. 1

**Inquiry 6:** Item No. 2.0 does not specify black and color print allowance. Please clarify the black and color print allowance for Item no. 2.0.

**Response:** See response to Inquiry 5.

**Inquiry 7:** ITEM NO. 2.0 state "minimum rate speed of 47 prints/copies per minutes in black". This print resolution is very specific to Xerox brand. This limits other copier vendors to participate in the copier bids (since Xerox is the only one with this bid specification). To promote open and fair competition, we kindly request GSA and the end user to accept a minimum print/copy speed of 40ppm. This will open the bid to more than one vendor.

**Response:** See Amendment no. 1

**Inquiry 8:** ITEM NO. 1.2 state "scan speed of up to 54 ipm". This scan speed is very specific to Xerox brand. This limits other copier vendors to participate in the copier bids (since Xerox is the only one with this bid specification). To promote open and fair competition, we kindly request GSA and the end user to accept a minimum scan speed of 40 ipm. This will open the bid to more than one vendor.

**Response:** The specification states, "scan speed of up to 54 ipm" which allows the bidders a range from 0 up to 54 ipm. Scan speed of 40 is within this range. No changes to bid specifications in this regard.

**Inquiry 9:** ITEM NO. 2.0 states "up to 2350 sheet minimum Total Paper Capacity". The sheet capacity spec is very specific to the Xerox brand. This limits other copier vendors to participate in the copier bids (since Xerox is the only one with this bid specification). To promote open and fair competition, we request GSA and the end user to accept a minimum 2,000 sheet capacity. This will open the bid to other vendors for participation.

**Response:** "Up to 2350 sheet minimum Total Paper Capacity" allows the bidders a range from 0 up to 2180 sheets. The "2,000 sheet" is within this range. No changes to bid specifications in this regard.

**Questions submitted by Xerox Corp. dated April 13, 2016**

**Inquiry 1:** Page 29 Item 1.0 Product Specifications indicate "Monthly Print Allowance: Black 100,000 Color: 11,000 and Page 30 Item 2.0 specifications do not indicate print allowances.

- a. Can you please confirm if the indicated monthly pooled print allowances for black and color prints in Item 1.0 are to be shared between Item Nos. 1.0 and 2.0 requested in the bid. (i.e. ONE pool for 9 total units with a monthly pooled allowance of 100,000 and monthly pooled color allowance of 11,000)?"
- b. If it is confirmed that on ONE pool consisting of 5 total units (Items 1.0 & 2.02) is required, Xerox request that the bid forms be amended to reflect one line item area that should be completed to reflect the monthly, annual and 60 month extended pooled costs for all 9 units as a "pool".

**Response:** Identified Monthly print allowances are to be shared amongst 9 machines. See Amendment no. 1.

**Inquiry 2:** Page 30, Item 2.0 Specifications indicates "Multifunction Color /copier Printer/scanner/Fax Machine and indicates a minimum rated speed of 47 prints/copies per minute in Black and in color"

- a. Xerox requests that the minimum rated black and color print speed for Item 2.0 be reduced from "47 prints/copies per minute in black and in color" to "45 prints/copies per minute in Black and in color". The minimal 2 prints per minute reduction in speed is negligible from a user experience perspective and will allow consideration of more potential models to be offered that meet the speed requirement.

**Response:** See Amendment no. 1.

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