



**INVITATION FOR BID NO. GSA-045-16**  
**60-MONTH LEASE AGREEMENT FOR COPIER-DPHSS**

**April 18, 2016**

**Questions submitted by All Star Quality Business Systems dated April 12, 2016**

**Inquiry 1:**

The bid 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. 1.1 and 2.1 state "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 3:** ITEM NO. 1.1 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 4:** ITEM NO. 1.1 and 1.2 specifies "Free installation and delivery of all supplies, except for paper and staples". We recommend GSA and the end user to include paper and staples in this contract. As a complete document solution provider, All Star humbly 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 add or provide allowance for paper and staples is denied. Such supplies are immeasurable; thus, will result in exorbitant lease price.

**Inquiry 5:** ITEM NO. 1.2 does not specify color print speed. Please clarify the color print speed for Item no. 1.2

**Response:** See Amendment No. 1

**Inquiry 6:** Please clarify the monthly pooled print allowance for Item 1.2 is Black: 80,000 and Color: 3,000.

**Response:** See Amendment no. 1

**Inquiry 7:** ITEM NO. 1.2 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 40. 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. 1.2 state "up to 1250 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 1,000 sheet capacity. This will open the bid to other vendors for participation.

**Response:** "Up to 1250 sheet minimum Total Paper Capacity" allows the bidders a range from 0 up to 1250 sheets. The "1,000 sheet" is within this range. No changes to bid specifications in this regard.

**Inquiry 10:** ITEM NO. 1.2 states "Searchable PDF Formats". We would like to know if the end user would like to have this feature on the copier. Activating the Searchable PDF feature slows down the scanning speed and process creating inconvenience for the users. If Searchable PDF is not a necessity, we humbly request GSA and the end user to eliminate it from the bid specifications.

**Response:** This feature is necessary for our use; therefore, no changes to bid specifications.

### **Questions submitted by Xerox Corp. dated April 12, 2016**

**Inquiry 1:** Page 29 Item 1.1 Product Specifications indicate "Monthly Print Allowance: Black 80,000 Color: 3,000

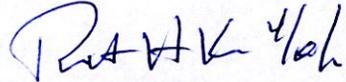
- a. Can you please confirm if the indicated black and color print allowances are to be shared between Item Nos. 1.1 and 1.2 requested in the bid (i.e. ONE pool for 5 total units with a monthly pooled allowance of 80,000 and monthly pooled color allowance of 3,000)?"
- b. OR are there TWO separate pools? (One 3 unit pool describe in Item 1.1 and one 2 unit pool described in Item 1.2 having a Monthly Pooled Print Allowance of 80,000 black prints and 3,000 color prints)
- c. If it is confirmed that on ONE pool consisting of 5 total units (Items 1.1 & 1.2) 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 5 units.

**Response:** Identified Monthly print allowances for Item 1.1 is to be shared with Item 2.1. See Amendment no. 1.

**Inquiry 3:** Page 30 Item 1.2 Specifications indicate "Multifunction Color Copier/Printer/Scanner/Fax Machine" and on Page 31 indicates a minimum speed of 47 prints/copies per minute in black."

a. Can you please provide the color print speed required?

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



CLAUDIA S. ACFALLE  
Chief Procurement Officer