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July 20, 2026

Invitation for Bid
GSA-009-26
Outright Purchase of a Multifunction Printer

Questions and Concerns received from Xerox Corporation on June 24, 2026.

1. With regard to the Print Speed: "Minimum 40 pages per minute (ppm) or greater.", Xerox kindly requests that the print speed be amended to allow a range of "35 to 40 prints per minute (ppm) or greater". This will allow more models to be considered in response to the IFB.

Response: See Amendment #3.

2. With regard to the Automatic Document Feeder: "Up to 320-sheet capacity", Xerox kindly requests a reduction to the minimum ADF capacity from 320 sheets to 130 sheets. This adjustment aligns with industry-standard ADF capacities while still supporting high-volume workflows through features such as job build. (The job-build feature allows multiple sections of a copy or a scan job to be scanned via the ADF before submitting as a single copy or scan job effectively making the ADF capacity virtually unlimited.)

Response: Bid specification will remain the same. It does not establish a minimum capacity for the Automatic Document Feeder (ADF).

3. With regard to the Paper Handling: "Paper Weight: 14 lb. bond to 115 lb. index", Xerox kindly requests a change to the range of supported paper weight from 14 lb. bond to 115 lb. index to "16 lb. bond to 115 lb. index." This reflects practical operating ranges; standard office environments typically use 20 lb. bond media.

Response: Bid specification will remain the same. These specifications identify the agency's minimum requirements and do not preclude the submission of products with higher capabilities.

4. With regard to "Warm-Up Time: 60 seconds or less." Xerox kindly requests that the requirement of "60 seconds" warm-up time be revised to allow a warm-up time of "90 seconds or less". This will allow more models to be considered in response to the IFB.

Response: Bid specification will remain the same. These specifications identify the agency's minimum requirements and do not preclude the submission of products with higher capabilities.

5. With regard to the Paper Handling: Minimum of four (4) trays and one (1) bypass tray, Xerox kindly requests that the number of trays be reduced from a minimum of four (4) to a minimum of three (3) trays plus one bypass tray, with a total capacity of at least 2, 150 sheets (including bypass). This ensures equivalent functionality without unnecessarily limiting acceptable paper tray configurations.

Response: See Amendment #3.

6. Security Requirements:

- A.) With regard to Security Requirements: "Manufacturer-provided onboard security (no third-party)", Xerox requests that "third party" security protections be allowed.

Many manufacturers include integrated/device-embedded third party security solutions from established third party cybersecurity partners like Trellix (fka McAfee), Bitdefender, and Cisco. These OEM-integrated security technologies enhance – not replace – core device security.

Response: Bid specification will remain the same. This requirement reflects the agency's minimum-security need. All security features and protections must be OEM-native, fully integrated, and supported directly by the Original Equipment Manufacturer (OEM) as part of the standard device solution.

- B.) With regard to Security Requirements: "Federal Information Protection Standard for Data Encryption", Xerox requests that Federal Information Protection Standard be made "optional" or allow "Common Criteria Certification" as an equivalent and recognized security standard for multifunction devices.

Response: See Amendment #3.

Please Note: Follow-up/Clarification to the Questions and Concerns responses dated 7/20/2026 must be submitted to the General Services Agency via email to bids@gsadoa.guam.gov no later than 5:00 PM, Monday, July 27, 2026.



Andriana Quitugua
Acting Chief Procurement Officer

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