

# Xerox Response to Bid

Company Name: Xerox Corporation

Authorized Proposer: Paula Lopez Date: 3/24-19

Where is the location of your service organization assigned to handle this account.  
Atlanta GA and surrounding NW GA Counties

Is the service location servicing this account owned and a part of your Company? Yes

On a different page describe the method of collecting the number of copies used on a monthly basis.

See the following section.

*The vendor is to indicate if the proposed copier complies with the specifications listed for each copier level. (see individual Copier Level Bid Sheets)*

The proposed products comply. See attached Bid Sheets.

*Pricing – a monthly lease price (both 36 and 48 months) shall be quoted on each level of copier specified. Additionally, if specified features, such as: using copier as network printer, G3 Fax, etc. can be optional on the specified machine then list the cost associated with each feature. Each copier may be ordered with one or more of the features specified or with no features. If features are eliminated in the ordering process the cost of said feature will adjusted in arriving at a final lease price.*

See attached Bid Sheets.

*THE COUNTY Expects: The vendor to invoice the County – on one invoice per month - detailing individual copier charges. The County will NOT accept individual invoices per copier. Terms are 60 day payments unless early pay discount are applied by the vendor.*

*The County will pay contractor within 15 days if contractor accepts American Express as payment and does not impose fees or misc. charges for accepting American Express.*

*All payments are due within 31-days of the invoice date. Restrictive covenants on payment instruments will not reduce Customer's obligations.*

*Upon termination of awarded contract: The County expects the vendor to remove vendor supplied copiers at no charge to the county.*

Xerox will comply. Xerox does not charge for removal of equipment at the end of the lease.

*The lease charge is to include all parts, labor, service charge, maintenance, initial set up, training and toner – no misc. charges or fuel surcharges or other charges shall be charged in addition to the stated lease charge.*

Xerox agrees and will comply.

# Pricing

**The prices are to include 150,000 copies/prints/scans black and white per month total for all leased copiers. If the total of all copies/prints/scans for all copiers is less than or equal to 150,000 copies in any one month – then no per page copy overage charge will apply for black & white copies.**

Please specify how many types of toner cartridges will be required with your bid for all copiers. Color units have 5. BW units have 2.

Black & White Copy Overage Charge .0057 per page.

Color Charge .0496 per page.

Staples Cost Included

Maximum time to respond to a service call. Standard response is 1 hour phone reply and onsite response 4 hours on average across the fleet.

# Bid Sheet

The proposed devices include the following:

- ✓ TCP/IP for Windows and Unix environments including HTTPS, IPPS, FTPS, SNMP(v3), POP3S, SMTPS, IPX/SPX for Novell environments and EtherTalk for Macintosh environments will be supported for networking.
- ✓ Interface type = Ethernet connection; 10/100 BaseT; USB 2.0
- ✓ Windows XP, NT4.0 (with SP5 or later), Windows 2000, Windows Server 2003, Windows Vista, Windows 7 and 8, Unix®, Novell®, Netware® 3x/4x/5x, MAC OS 9x, MAC® OSX network operating systems shall be supported.
- ✓ PCL6/PCL5c compatible, optional PS3 page description language supported.

Each copier installed with network printing, e-mail capability and/or fax capability software shall be installed on the copier to facilitate the specified capability. The County IT Department will only need to provide network access and/or phone access to the copier. Xerox will complete the necessary setup to implement the specified features and train the users at no additional cost to the County.

The local Xerox team consists of sales, service technicians, network analyst, trainers and management support staffs, who will work with the County to implement the devices with consistency across the County locations with minimal disruption to your daily activities.

This team has successfully delivered technology and services similar to the requirements requested in your RFP to thousands of clients and has extensive experience in delivering solutions across multiple client locations and geographies.

Training will be conducted by a certified Trainer to small groups of users, including the individual(s) responsible for maintaining the equipment, to enhance the learning experience and provides an opportunity for users to ask questions and program jobs.

The training is recommended for key operators, walk-up users, client users, and System Administrators

The completed Bid Sheets are on the following pages.

**Level I – Copier**

**Copier being bid WC7855PT Copier – Printer – Scan to Network Email**

**Minimum Specifications:**

**Comply**

Color and Black & White Copier	X
Minimum 50 Copies per minute Black & White	26k
Estimated toner yield black 35,000 images @ 6% coverage	X
Minimum 35 Copiers per minute Color	15k
Estimated toner yield Color 25,000 images @ 6% coverage	600 x 600
Minimum Copy Resolution 1200 x 600	X
Minimum paper size 5.5" x 8.5"	X
Maximum paper size 11" x 17"	<u>Note Attached</u>
Minimum 500 sheet document feeder	300k
Minimum Duty Cycle 80,000 pages per minute	X
Paper weights handled 17lb to 32lb	100
Minimum 50 sheet stack bypass	X
Minimum 2 GB Memory	X
Scanning Resolution 600 x 600	X
Ability to store scanned documents in network folders	
Address Book of a minimum of 100 addresses	1000
Two 500 page paper cassettes 20lb paper	X
Option Paper capacity 2500 page 20 lb paper	X
Installed Fax capability (G3)	X
Installed Scan capability to popular formats such as TIFF, JPEG, PDF	X
Ability to Scan-to-Email/desktop/FTP	X
Minimum 40 ipm scanning speed	80
Finisher/Stapler – 50 sheet letter 30 legal & 8.5 x 17	X
Ability to be used as a network printer	X
Shrink 8.5 x 14 to 8.5 x 11	X
Shrink 8.5 x 17 to 8.5 x 11	X
Cabinet	X

**Lease Charges Monthly**

**36 Month**

**48 Month**

Basic Copier	279.89	238.90
Memory	Included	Included
Duplex	Standard	Standard
Fax (G3)	13.11	10.39
Scan, storage and e-mail capability	Included	Included
Staple Capability OFFICE FINISHER	17.10	13.56
Collate	Included	Included
Network Printer Capability	Included	Included
Ability to Shrink Copies	Standard	Standard
Cabinet	NA	NA
Other		
Other:		

**Pricing Includes 10,000 Black and White Copies/Prints – BW Excess .0057 per print charge – Color .0496 per print charge**

**Level II – Copier**

**Copier being bid WC7835PT Copier – Printer – Scan to Network - Email**

**Minimum Specifications:**

	<b>Comply</b>
Color and Black & White Copier	X
Minimum 35 Copies per minute Black & White	X
Estimated toner yield black 35,000 images @ 6% coverage	X
Minimum 25 Copiers per minute Color	X
Estimated toner yield Color 25,000 images @ 6% coverage	X
Minimum Copy Resolution 1200 x 600	X
Minimum paper size 5.5" x 8.5"	X
Maximum paper size 11" x 17"	X
Minimum 500 sheet document feeder	Note attached
Minimum Duty Cycle 80,000 pages per minute	110k
Paper weights handled 17lb to 32lb	X
Minimum 50 sheet stack bypass	100
Minimum 2 GB Memory	X
Scanning Resolution 600 x 600	X
Ability to store scanned documents in network folders	X
Address Book of a minimum of 100 addresses	1000
Two 500 page paper cassettes 20lb paper	X
Option Paper capacity 2500 page 20 lb paper	X
Installed Fax capability (G3)	X
Installed Scan capability to popular formats such as TIFF, JPEG, PDF	X
Ability to Scan-to-Email/desktop/FTP	X
Minimum 40 ipm scanning speed	70 ipm
Finisher/Stapler – 50 sheet letter 30 legal & 8.5 x 17	X
Ability to be used as a network printer	X
Shrink 8.5 x 14 to 8.5 x 11	X
Shrink 8.5 x 17 to 8.5 x 11	X
Cabinet	X

<b>Lease Charges Monthly</b>	<b>36 Month</b>	<b>48 Month</b>
Basic Copier	234.49	197.30
Memory	Included	Included
Duplex	Standard	Standard
Fax (G3)	13.11	10.39
Scan, storage and e-mail capability	Included	Included
Staple Capability <b>INTEGRATED FINISHER</b>	12.59	9.99
Collate	Included	Included
Network Printer Capability	Included	Included
Ability to Shrink Copies	Included	Included
Cabinet	NA	NA
Other		
Other:		

**Pricing Includes 5,100 Black and White Copies/Prints – BW Excess .0057 per print charge – Color .0496 per print charge**

**Level III – Copier**

**Copier being bid WC5855APT Copier – Printer – Scan to Network Email**

**Minimum Specifications:**

	<b>Comply</b>
<b>Black &amp; White Copier</b>	
Minimum 50 Copies per minute Black & White	55
Estimated toner yield black 56,000 images @ 6% coverage	76K
Minimum Copy Resolution 1200 x 600	X
Minimum paper size 5.5" x 8.5"	X
Maximum paper size 11" x 17"	X
Minimum 500 sheet document feeder	200 single pass
Minimum Duty Cycle 100,000 pages per minute	200k
Paper weights handled 17lb to 32lb	X
Minimum 50 sheet stack bypass	100
<b>Features:</b>	
Minimum Two 500 page paper cassettes 20lb paper	X
Option Paper capacity 2500 page 20 lb paper	X
Minimum 2 GB Memory	X
Two sided output automatically – no manual re feeding (duplex)	X
Collater	X
Installed Fax capability (G3)	X
Installed Scan capability to popular formats such as TIFF, JPEG, PDF	X
Scanning resolution 600 x 600	X
Ability to store scanned documents in network folders	X
Ability to Scan-to-Email/desktop/FTP	X
Address book of a minimum 100 addresses	1000
Minimum 50 ipm scanning speed	200 ipm
Finisher/Stapler – 50 sheet letter 30 legal & 8.5 x 17	X
Ability to be used as a network printer	X
Shrink 8.5 x 14 to 8.5 x 11	X
Shrink 8.5 x 17 to 8.5 x 11	X
Cabinet	

**Lease Charges Monthly**

**36 Month**

**48 Month**

Basic Copier	241.72	209.88
Memory	Included	Included
Duplex	Included	Included
Fax (G3)	13.11	10.39
Scan, storage and e-mail capability	Included	Included
Staple Capability <b>OFFICE FINISHER</b>	17.10	13.56
Collate	Included	Included
Network Printer Capability	Included	Included
Ability to Shrink Copies	Included	Included
Cabinet	NA	NA
Other		
Other:		

**Pricing Includes 12,000 Black and White Copies/Prints – BW Excess .0057 per print charge**

**Level IV – Copier**

**Copier being bid W5355 Copier and WC5355 Copier-Printer – Scan to E-mail**

<b>Minimum Specifications:</b>	<b>Comply</b>
Black & White Copier	X
Minimum 35 Copies per minute Black & White	X
Estimated toner yield black 20,000 images @ 6% coverage	X
Minimum Copy Resolution 1200 x 600	600 X 600
Minimum paper size 5.5" x 8.5"	X
Maximum paper size 11" x 17"	X
Minimum 500 sheet document feeder	Note Attached
Minimum Duty Cycle 60,000 pages per minute	150k
Paper weights handled 17lb to 32lb	X
Minimum 50 sheet stack bypass	X
<b>Features:</b>	
Minimum Two 500 page paper cassettes 20lb paper	X
Minimum 1 GB Memory	X
Two sided output automatically – no manual re feeding (duplex)	X
Collater	X
Installed Fax capability (G3)	X
Installed Scan capability to popular formats such as TIFF, JPEG, PDF	X
Scanning resolution 600 x 600	X
Ability to store scanned documents in network folders	X
Ability to Scan-to-Email/desktop/FTP	X
Address book of a minimum 200 addresses	2k
Minimum 30 ipm scanning speed	55 ipm
Finisher/Stapler – 50 sheet letter 30 legal & 8.5 x 17	X
Ability to be used as a network printer	X
Shrink 8.5 x 14 to 8.5 x 11	X
Shrink 8.5 x 17 to 8.5 x 11	X
Cabinet	X

<b>Lease Charges Monthly</b>	<b>36 Month</b>	<b>48 Month</b>
Basic Copier	130.62	114.75
Memory	NA	NA
Duplex	Included	Included
Fax (G3)	14.74	11.69
Scan, storage and e-mail capability	Included on NW	Included on NW
Staple Capability <b>INTEGRATED FINISHER</b>	13.68	10.85
Collate	Included	Included
Network Printer Capability	24.85	20.71
Ability to Shrink Copies	Included	Included
Cabinet	Included	Included
Other		
Other:		

Pricing Includes 5,300 Black and White Copies/Prints – BW Excess .0057 per print charge

**Level V – Copier**

**Copier being bid WC3615DN Copier – Printer – Scan - Fax**

**Minimum Specifications:**

	<b>Comply</b>
Black & White Copier	X
Minimum 20 Copies per minute Black & White	X
Estimated toner yield black 15,000 images @ 6% coverage	X
Minimum Copy Resolution 1200 x 600	X
Minimum paper size 5.5" x 8.5"	X
Maximum paper size 8.5" x 14"	X
Minimum 50 sheet document feeder	X
Minimum Duty Cycle 40,000 pages per minute	X
Paper weights handled 17lb to 32lb	X
Minimum 50 sheet stack bypass	X
Features:	
Minimum Two 500 page paper cassettes 20lb paper	X
Minimum .5 GB Memory	X
Two sided output automatically – no manual re feeding (duplex)	X
Collater	X
Installed Fax capability (G3)	X
Installed Scan capability to popular formats such as TIFF, JPEG, PDF	X
Scanning resolution 600 x 600	X
Ability to store scanned documents in network folders	X
Ability to Scan-to-Email/desktop/FTP	X
Address book of a minimum 100 addresses	X
Minimum 20 ipm scanning speed	X
Finisher/Stapler – 50 sheet letter 30 legal & 8.5 x 14	X
Ability to be used as a network printer	X
Shrink 8.5 x 14 to 8.5 x 11	X
Cabinet	

**Lease Charges Monthly**

	<b>36 Month</b>	<b>48 Month</b>
Basic Copier	69.90	61.43
Memory	Included	Included
Duplex	Included	Included
Fax (G3)	Included	Included
Scan, storage and e-mail capability	Included	Included
Staple Capability	Na	Na
Collate	Included	Included
Network Printer Capability	Included	Included
Ability to Shrink Copies	Included	Include
Cabinet	Included	Included
Other: Additional 550 Sheet Tray	Included	Included
Other:		

**Pricing Includes 1,650 Black and White Copies/Prints – BW Excess .0057 per print charge**



# Exceptions and Deviations

## Xerox Clarifications to Bid

We have reviewed the Gordon County Board Of Commissioners Bid and have prepared the requested / enclosed 36 & 60-month FMV Lease Proposal for your consideration. Our contract offering is based on the prices, and terms and conditions of the TCPN #R5008 Contract that is available for your use as a member of this cooperative purchasing organization. Although the TCPN #R5008 Contract includes requirements that are similar to those included in the Gordon County Board Of Commissioners Bid, the TCPN #R5008 Contract does include some deliverables that are slightly different. Those differences are addressed in this document and our Proposal, which establishes the TCPN #R5008 Contract as the basis of our contract offer. A copy of the TCPN #R5008 Contract is included for your review.

Please note that our team is prepared to discuss our Proposal and the TCPN #R5008 Contract in detail, and adjust our proposed equipment, support services, and/or price offering based on the Gordon County Board Of Commissioners final requirements. Upon award of this Bid, Xerox agrees to negotiate a final Contract that incorporates the mutually agreed terms contained in the TCPN #R5008 Contract, our Proposal, and any additional negotiated item(s).

### **Xerox's Clarifications to the Gordon County Board Of Commissioners Bid**

Xerox provides the following clarifications and comments to the below listed Bid requirements.

#### **Invoicing**

All payments are due within 31-days of the invoice date. Restrictive covenants on payment instruments will not reduce Customer's obligations. Xerox does accept American Express as a form of payment.

**FUNDING.** Xerox recognizes the Gordon County Board Of Commissioners right to terminate the Agreement due to fiscal year-funds non-appropriation. Xerox expects the Gordon County Board Of Commissioners to pay the Minimum Lease Payment, Print Charges and all other sums due under the Agreement (including, but not limited to, any non-typical delivery or removal expenses) for the full term of the Agreement if funds are legally available. The Agreement consists of an original term commencing on the equipment's installation date and continuing until the end of the Gordon County Board Of Commissioners current fiscal year (the "Original Lease Term") and for Additional Lease Term of 12-months until the entire 60-month lease obligation is completed. "Additional Lease Terms" shall consist of fiscal periods, the first of which shall commence at the end of the Original Lease Term or the preceding Additional Lease Term, and continue until the end of such fiscal period or shorter period within which all Minimum Lease Payment, Print Charges and all other sums due hereunder are paid in full. Not less than 90 days before the end of the Original Lease Term or any Additional Lease Term, the Gordon County Board Of Commissioners may give written notice to Xerox of the Gordon County Board Of Commissioners intention to discontinue the Agreement, and in such event the Agreement shall terminate and expire at the end of the Original Lease Term or Additional Lease Term then in effect on the date of Customer's notice of discontinuation and the Gordon County Board Of Commissioners agrees to return all of the equipment to Xerox in the same condition as when delivered, reasonable wear and tear excepted.

Notwithstanding the foregoing, the Agreement shall otherwise be automatically renewed for the ensuing Additional Lease Term unless the Gordon County Board Of Commissioners takes affirmative action to terminate the Agreement by the passage of a specific ordinance or resolution so terminating the Agreement. The failure to renew the Agreement will not be an event of default.

BID SHEET Equipment requirement:

Minimum 500 sheet document feeder.

Devices quoted do not support this amount of pages in the document feeder at one time. The machines are equipped with a feature called JOB BUILD that will allow the input of pages to accumulate this volume in a copy or scan job.

# Acceptance Terms of Agreement

## GORDON COUNTY BOARD OF COMMISSIONERS COPIER BID

### Acceptance of Terms of this Agreement

Company:

Xerox Corporation

Contact Person:

Gale Melton – Applied Document Solutions

Address:

2161 Newmarket Parkway, Suite 218

City/State/Zip:

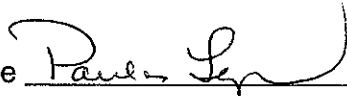
Marietta, GA 30067

Telephone: 678-627-0404

Fax: 866-462-6177

E-mail: gale@applieddocuments.com

Authorized Signature



Title: Pricing & Contracts Manager

Name Printed: Paula Leger

Date: 3/24/14

It is agreed by the above signed proposer that the signature and submission of this proposal represents the proposer's acceptance of all terms, conditions, and requirements of the proposal specifications and, if awarded, the proposal will represent the agreement between the parties.

The proposer agrees that the cost of any work performed, materials furnished, services provided, or expenses incurred, which are not specifically delineated in the proposal documents, but which are incidental to the scope, intent, and completion of this contract, shall be deemed to have been included in the prices for the various items scheduled.

**Note: Upon award of this Bid, Xerox agrees to negotiate a final Contract that incorporates the mutually agreed terms contained in the TCPN #R5008 Contract, our Proposal, and any additional negotiated item(s).**