



INVITATION FOR BID NO. GSA-046-16

60-MONTH LEASE AGREEMENT FOR COPIER

April 18, 2016

Questions submitted by All Star Quality Business Systems dated April 13, 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 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 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 state "To include 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: ITEM NO. 1.1 state "up to 2180 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 2180 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

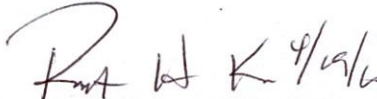
Inquiry 1: Page 29 Item 1.1 Product Specifications indicate "Monthly Pooled Print Allowance: Black 24,000 Color: 250
a. Can you please the quantity requested is (1) unit. If so, Xerox requests this section be amended to reflect a Monthly Print Allowance Black 2,400, Color: 250" since a "pooled" print allowance typically indicates an allowance shared between two or more units.

Response: This bid is for One (1) unit only; therefore, print allowance is not shared in pool.

Inquiry 2: Page 30 Item 1.2 Specifications indicate "To include training of machine network setup and insurance coverage should it be damage to natural disaster cause by acts of god, typhoon, et...."

- a. Xerox requests that the requirement for insurance coverage be instead stated as "risk of loss shall be borne by the vendor" which results in the same protections to the Government of Guam. As such, Xerox requests that the identified requirement be restated as:
"To include training of machine and network setup. Risk of loss for damage resulting from natural disasters caused by acts of God (Typhoon, etc.) shall be borne by the vendor."

Response: See Amendment no. 1.


CLAUDIA S. ACFALLE
Chief Procurement Officer