



INVITATION FOR BID NO. GSA-048-16

60-MONTH LEASE AGREEMENT FOR COPIER April 20, 2016

Questions submitted by All Star Quality Business Systems dated April 14, 2016

Inquiry 1: Item 1.0 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 36-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 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: ITEM NO. 1.0 states "Scan to PC desktop software suite". Please clarify if this is referring to the Scan to PC and Scan to FTP feature.

Response: See response below (Xerox's Inquiry 1) and See Amendment no. 1

Questions submitted by Xerox Corp. dated April 13, 2016

Inquiry 1: Page 29 Item 1.0 Product Specifications indicates "Scan to PC desktop software suite."

- a. Can you please indicate what software applications (i.e. specific name or "like" software) is to be included in the software suite?
- b. How many license seats are needed for the software suite? (e.g. 10 seats, 20 seats, etc.)

Response: 10 seats, i.e. Paper Port or any equivalent software. See Amendment no. 1


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