



ADDENDUM

Solicitation Number: RFP 20-102 Addendum 3 Page 1 of 12

Offer Due Date: Tuesday, December 1, 2020 by 2:00 p.m. Arizona Time

CITY OF PHOENIX
Procurement Division
251 W. Washington Street
8th Floor
Phoenix, AZ 85003
Phone: (602) 495-6927

REQUEST FOR PROPOSAL (RFP) 20-102 DIGITAL COLOR PRODUCTION PRESS

(Offerors' questions are shown as received)

CHANGE:

Section I – Instructions, Item 12.2, Submission of Offer (Page 7) is now changed to read:

12.2 **Paper** offers must be submitted in a sealed envelope and the below information should be noted on the outside of the envelope. **Electronic** offers must be submitted via email as an attached PDF document with the below information noted in the body of the email.

- 12.2.1. Offeror's Name
- 12.2.2. Offeror's Address (as shown on the Certification Page)
- 12.2.3. Solicitation Number
- 12.2.4. Solicitation Title
- 12.2.5. Offer Opening Date

All **paper** offers must be completed in ink or typewritten. Include the number of copies that are required as indicated in the Submittal Section. No duplicate copies are necessary if submitting an **electronic** offer. The Bid Price Schedule accompanying an **electronic** offer must be a separate PDF attachment and must be separate from all other submittal documents.

CHANGE:

Pricing, under Tab 6 – Pricing and Financing & Lease Agreement (Page 47), is now changed to read:

- **Pricing:**
 - o The pricing evaluation will be based on the Offeror's submission of section 5 of Section VI – Submittals, "Bid Price Schedule."
 - o For a **paper** submission, this tab must include a hard copy **and** electronic copy (such as a flash drive). Both hard copy **and** electronic copy must be submitted in a sealed, opaque, separate envelope from the rest of the proposal submission.
 - o For an **electronic** submission, this tab (Bid Price Schedule) must be submitted via email as a PDF document and separate from all other submittal documents.



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CHANGE:

Section III – Special Terms and Conditions, “19. Warranty” (Page 29), is now changed to read:

19. WARRANTY: ~~All equipment~~ **The Digital Color Production Press** supplied under this contract shall be fully guaranteed by the contractor for a minimum period of one (1) year from the date of acceptance by the City. **Any Optional Items supplied under this contract shall be fully guaranteed by the contractor for a minimum period of ninety (90) days from the date of acceptance by the City.** Any defects of design, workmanship, or materials that would result in non-compliance with the contract specifications shall be fully corrected by the contractor (including parts and labor) without cost to the City.

REPLACE:

Section VI – Submittals “5. Bid Price Schedule” is replaced with Revised Bid Price Schedule, Attachment A, on pages 11 and 12 of this addendum.

OFFERER INQUIRIES AND CITY’S RESPONSES:

Question 1: Will you forward existing or new jobs from Freeflow as PDF exports or Postscript files or both?

City’s Response: Both, and/or whatever DFE server the offeror is proposing. As stated in 4.1, as long as it can forward and accept jobs from existing workflow with full job integrity.

Question 2: What variable data software do you currently use now and will that stay available?

City’s Response: We currently use PlanetPress software and Printshop Mail (from Objectiflune) and will still be needed as long as we are printing tax statements and addressing postcards and other variable data projects.

Question 3: Can you explain in detail 3.1.12 (auto inspect) with regards to streaks and defects? What is the expectation for auto correction and purging?

City’s Response: Current equipment has a feature that detects streaks on print output before they occur. From an operator's perspective, the functionality alleviates the need to constantly be in front of the machine for press checks since machine is supposed to fix image density inconsistencies without operator intervention. The expectation is for the offeror to propose a solution that will correct image and color inconsistencies on printed pieces produced on the fly. The City will rely on the equipment to produce top quality images and automatically apply fixes if there are discrepancies. The operator will be the second eye for press checks.



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Question 4: If a minimum criterion is not met, how will that be scored? For example, if there are 10 criteria with a value of 150 points possible, are all criteria scored equally at 15 points per criteria? If not, how are they weighted?

City's Response: The evaluation panel will solely reach a consensus score for each evaluation criteria.

Question 5: In order to facilitate accounting by job or department, is the operator willing to input a code when submitting a specific job and also is there even a desire to account for the specific jobs? Is there a requirement to provide accounting data on a job by job basis including a specific name for the job? Can accounting data be exported to excel to meet the criteria?

City's Response: Our process is internal accounting only to account for how long it took a printed job to finish, retrieve actual color or b/w impressions for the completed job, processing and rip time, actual sheets used, etc., when customer(s) requests a detailed estimate and cost of the job printed. Not every job ordered by customers will require accounting of every processes for billing. We do not want the operator to input any code when running a specific job, having an accounting feature that is available will hopefully capture all the specifications for the particular job. All job history should be part of the accounting feature to include specific details about a particular job including job name.

Question 6: If the digital press prints at a resolution higher than 600dpi, this impacts the number of screens available. If the press prints at a much higher resolution than 600dpi, and uses multiple screens but not specifically staccato or classic, but does give multiple additional image options, does that meet the minimum criteria?

City's Response: We currently have a printer that produces a resolution of 600 dpi. Offeror can offer a printer that produces higher resolution. Digital color production printers output different line screens. Use of screens other than staccato or classic would not disqualify an offer as long as it met other minimum criteria.

Question 7: If the system includes a utility to dial in and set pantone colors upstream to the end users satisfaction and the press can then maintain color consistency through an auto inspection process and rejection process, will this meet the minimum criteria?

City's Response: 3.1.17 requires the ability to calibrate itself during long runs for color consistency, if proposed solution satisfies the requirement through different means as offered, it will be evaluated in its own merit.

Question 8: Pricing and Financing & Lease agreement: page 47 lists that hard copy and electronic copy such as cd or flash drive must be submitted. Page 7 #12 dictates that offers must be hand submitted in hardcopy in ink. On page 4, it is noted that due to covid 19, submittals my be done electronically. Please confirm that the covid 19 reference overrides the other submittal requirements. Also Please clarify if there has to be a separate electronic file for the financial aspect of the RFP response or if the responding company can submit 1 file with all of the information electronically over email or web submission?



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City's Response: See "Change" section of this addendum.

Question 9: bid price schedule: If the minimum requirement is for the system to print 13 x19, why is the minimum price schedule charging 1 price for 12 x 18 and a different price for 13 x 19 and larger? Wouldn't it make sense to include the 150,000 impressions at up to 13 x19 and then charge for impressions larger than 13 x 19 to simplify the responses?

City's Response: The minimum price schedule is based on the City's current usage, which is approximately 150,000 color impressions per month that are 12"x18" or smaller. We print comparatively fewer 13"x19" impressions. Since larger impressions/bigger sheets typically result in higher maintenance and consumable costs, we have requested pricing that reflects our current usage. The Bid Price Schedule does not preclude the vendor from offering base pricing that includes larger impressions (and offering 13"x19" impressions at no additional cost), but all proposals will be evaluated based on the assumption the base pricing is for impressions 12"x18" or smaller.

Question 10: What is meant by manufacturer and product number including evaluative literature as a Price \$each on the bid price schedule?

City's Response: This item of the Bid Price Schedule has been removed, as seen on Attachment A of this addendum.

Question 11: There are many options in the rfp that are requested. Can other options that enhance the capabilities and functionality of the digital press be submitted and priced out as well as options in addition to what is listed?

City's Response: Additional optional items can now be added under the amended Bid Price Schedule as seen on Attachment A of this addendum.

Question 12: What is meant by equipment must be able to print 1mm or 2mm on both sides?

City's Response: Current equipment's maximum image area is 2 mm less than sheet size (1 mm border on all sides). Offeror's proposal must meet or exceed current equipment's configuration.

Question 13: Will the City be able to provide an internet access to the Vendor for external access to the press?

City's Response: Current equipment has Internet connectivity. When RFP is awarded to the most responsive offeror, site, connectivity, electrical and other requirements will be addressed and communicated with respective departments from the city such as Public Works and Information Technology Services.



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Question 14: Are there any unique substrates other than paper that the City would like to print on? Like Teslin or plastics.

City's Response: Current equipment prints on polyester, never tear and magnet sheets. Any other substrates that the offeror can produce in their proposed equipment will be advantageous to the city as they can offer more possible solutions to its customers.

Question 15: Do you have the exact dimensions of the digital room?

City's Response: 53' L x 30' W

Question 16: I know the print facility location has a loading dock. Can there be confirmation that there is a forklift on site and someone authorized to drive it for the City that would be available for delivery?

City's Response: See page 29 of the RFP, Section III - Special Terms and Conditions, item 22, "Equipment Installation."

Question 17: Is it the City's intention to commit to the Xerox proprietary work flow rather than take advantage of the industry accepted platforms that are open to multiple workflows? You reference the City's infrastructure, has Xerox been vetted by IT for Security?

City's Response: The City is not committed to any specific platform and will consider all solutions that meet the minimum requirements and have the capability to integrate with the other equipment used in production. IT personnel are involved in a security review of all new technology implemented at the City.

Question 18: Speed: You have mandated a speed of 130 A4 pages monochrome simplex per minute. What percentage of your total work does this represent? This metric is not a complete or accurate indicator of machine productivity as it does not address the following critical factors that have an effect on total page throughput:

1. Duplex pages vs. Simplex
2. Color vs. Monochrome
3. 11x17 or larger sheets vs. A4
4. Size and type of the print file
5. Whether it has variable data or not
6. Time it takes to send, RIP and image the file prior to printing commencement
7. Does the print device perform regular toner / image cycling which results in the cessation of printing?
8. Do you do booklets with heavier stock covers
9. Do you do print mixed weight print jobs
10. Will you accept a response with under 130 Pages per minute if we can show effective throughput of rate of production requirement?



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City's Response: 3.1.1 states 130 ppm or faster 4/0 - CMYK- 4 colors 1-sided NOT monochrome simplex per minute. The equipment we are requiring vendors to propose is a COLOR not MONOCHROME printer. Percentage of total color based on current overall counts is 97% color prints and 3% monochrome prints. Current equipment numbers are as follows: 16,154,981 color and 460,010 monochrome prints. We use the basis of at least 130 A4 4/0 color pages as the speed for the printer we are requiring. We do not keep the data of impressions produced on A4 or other size stock used, as well as #4, #5 and #6. We do have the accounting feature built in, in the workflow where it answers these particular questions (1 - 6). This feature provides the information being asked from 1-6 individually per job. The current print device prints while loading toner and will perform print quality adjustments while running but equipment will not cease printing. We do not have booklet making capability in the current configuration we have but we included it as an option item. We do print booklets uncollated and run them through our collator for finishing. Most booklets we print are on cover stock for covers. On booklet printing, we normally run cover weight on covers and the guts are printed on text weight. When we run collated jobs, they normally are printed on mixed weight prints. 10.) Offeror may submit solutions that your firm believes is best suited for the scope of work requirements. Please see page 12, item 25, "Evaluation Criteria" for details.

Question 19: "Maximum sheet size of at least 13" x 19"" is stated - are you saying you do not want ability to print larger than that?

City's Response: The intent is for offerors to offer maximum sheet size of AT LEAST 13" x 19". Current equipment allows for a 14" x 20" configuration. We do want the ability to print larger sheet but it cannot be less than 13" x 19".

Question 20: Section 3.1.6. Can you please clarify. Do you mean printer should be able to print at least these distances from the edge of the media?

City's Response: See response to item 12.

Question 21: Sections 3.1.7, 3.1.11, 3.1.13, 3.1.14 all seem to be requesting the same thing. These reference color measurement and control. What is the accepted color used by the City? What are your acceptable Delta E variances?

City's Response: We are requiring that proposed equipment has in-line built spectrophotometer or densitometer-based calibration system or whatever calibration and adjustment system proposed equipment uses. We understand that proposed equipment might have proprietary calibration and adjustment system specific to the printer. For this solicitation, a Delta E between 3 and 6 will be considered an acceptable number.

Question 22: Section 3.1.8. What do you mean by module? Will you accept a roll fed device?

City's Response: 3.1.8 states an output (stacker) module which basically states we need a unit. For the sake of this question, a stacker unit. Offeror can offer a roll fed device for feeder input but when it comes out of the stacker, it needs to be cut sheet.



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Question 23: Section 3.1.10. Gray Scale Calibration is an industry accepted standard. If gray can be printed properly it ensures that all other colors will be properly balanced. Why are you precluding it?

City's Response: The main function of the equipment we are requiring offerors to propose is a color printer. 97% of printed output on the existing equipment is color NOT monochrome/b/w or grayscale. Current configuration of existing color printer is to calibrate CMYK not grayscale. We also said MAY not MUST use a grayscale calibration method.

Question 24: Section 3.1.12. What do you mean by closed loop controls? What are your testing criteria for image defect correction? Is this a zero tolerance? As for auto correction do you expect that jobs will be inspected, identified and corrected in real time without any intervention? Is this an optical / camera inspection system for every print and every pixel on every print?

City's Response: See response to item 3.

Question 25: Section 3.1.14. What is your acceptable Delta E variance?

City's Response: See response to item 21.

Question 26: Section 3.1.23. What is a module?

City's Response: It is a feeder unit.

Question 27: Section 3.1.25. Are you currently using these now? What volumes of each of these substrates do you print each month?

City's Response: We have used all of these substrates. Daily use are the usual coated, uncoated, text and cover weight stocks. Specialty stocks are used when customer's job requires it. Accounting feature of the existing workflow software provides a breakdown and characteristics of a particular job. see response on item #18.

Question 28: Section 3.1.27. What volume do you expect per month of white ink images?

City's Response: The volume is unknown as this is an optional item.

Question 29: Section 3.1.28. Are you currently using these now? What volumes of each of these substrates do you print each month? Which Fluorescent colors?

City's Response: The volume is unknown as this is an optional item.



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Question 30: Same like printer output? – Is there a need to match or close enough output on multiple color printers.

City's Response: We expect to output all color printed pieces in this color printer only. There is no matching or close enough output on multiple color printers since proof from this printer is what will be given to customer for "press proof" or "final approval".

Question 31: Will the City accept optional solutions with multiple units to meet or exceed the Publishing System Requirements as described in Section 3?

City's Response: Offeror may submit solutions that your firm believes is best suited for the scope of work requirements. Please see page 12, item 25, "Evaluation Criteria" for details.

Question 32: Are the current Xerox Print Servers generating either DJDE/RDO files and is there a library of said files?

City's Response: The Xerox Nuvera 157 monochrome printer located offsite generates RDO files and there is a library of said files.

Question 33: Will the City accept alternative make ready options that are vendor agnostic?

City's Response: Offeror can propose their own proprietary make ready option. The City is not asking for a Freeflow software from offerors. We are asking for a workflow solution compatible with two (2) more of our existing FreeFlow/DocuSP software.

Question 34: Will the City accept alternative technologies to provide a "fully automated color calibration and adjustment system" as described in Publishing System Requirements Section 3.1.11? Specifically, if a different technology used in lieu of the inline spectrophotometer.

City's Response: Offeror may submit solutions that your firm believes is best suited for the scope of work requirements. Please see page 12, item 25, "Evaluation Criteria" for details.

Question 35: Will the City accept near line alternative for profiling and calibration, as long as measurement is automated near line?

City's Response: Offeror may submit solutions that your firm believes is best suited for the scope of work requirements. Please see page 12, item 25, "Evaluation Criteria" for details.

Question 36: How many workflows/queues are currently setup in the Xerox FreeFlow Print Server?

City's Response: There are more than 20 job specific queues setup in the existing Xerox FreeFlow Print Server.



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Question 37: Do you currently have a centralized print management tool that manages output to all the devices?

City's Response: No.

Question 38: Is the ability to print AFP/IPDS data currently a requirement?

City's Response: No.

Question 39: 7.8 on page 24 states that all product material- etc. purchased under this contract belongs to the city. However this is not an outright purchase, it is a lease. Do we have to do a lease to own, or can we price as a fair market value lease?

City's Response: The City will not be leasing-to-own a Digital Color Production Press. The equipment will only be leased.

Question 40: 19. Warranty on page 29. In the options section there are several 3rd party items not manufactured or supported by the vendor listed. Those items may not have a 1 year warranty. They may only have a 90 day warranty. Since they are not part of the award criteria, how should those be handled in the rfp? Other 3rd party items may have an annual charge for 1 year of service that is optional and cannot be included in the lease agreement. They must be separately charged on a separate service agreement, how should those be handled in the rfp response?

City's Response: See "Change" section of this addendum.

Question 41: In regards to section 4.7. Maximum Prices - CSA is proposing the highest-quality products and services for City of Phoenix's requirements as detailed in the RFP 20-102 (KB) for Digital Color Production Press – Requirements Contract at pricing that we believe to be highly competitive and that will give the maximum value and efficiency for City of Phoenix. Because no two of our customers have identical needs and our products and services solutions for our customers are accordingly customized, it is difficult for us to make simple value-to price comparisons among our customers, and therefore if we are to be held to this clause, it may preclude us from submitting a proposal. We respectfully request that the language be modified so that the contract requirement states "Contractor shall provide competitive pricing that will give maximum value to City of Phoenix while adhering to the City of Phoenix's unique requirements.

City's Response: Offerors may submit redlines with proposal response and the City may discuss and negotiate exceptions with the highest scoring proposer. Please also see page 14, Section I-Instructions, 30. Discussions with Offerors in the competitive range, Item. 30.3.

Question 42: Regarding Sections 8. Contract Termination, 4.1 Defense and Indemnification, 2.1 Liability, 5.2 Assignment, 3.19 Warranty would you be willing to negotiate changes to any of those sections?



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City's Response: Offerors may submit redlines with proposal response and the City may discuss and negotiate exceptions with the highest scoring proposer. Please also see page 14, Section I-Instructions,30. Discussions with Offerors in the competitive range, Item. 30.3.

Question 43: "Section IV refers to insurance/contractors and subcontractors. If a 3rd party optional item is leased by the City will 3rd party technicians be allowed or do they have to be deemed as subcontractors and fall under our insurance? Can they provide proof of insurance themselves if any third party option is chosen?"

City's Response: If the third party optional item is covered in Contractor scope of service (i.e. there is an agreement between the Contractor and 3rd party for the equipment and service for that optional item) those service technicians would be considered sub-contractors under the City's contract with the Contractor. Section IV, item 2.5 "Subcontractors" details what is required for insurance in that case.

The balance of the specifications and instructions remain the same. Bidder must acknowledge receipt and acceptance of this addendum by signing and returning the entire addendum with the bid or proposal submittal.

Name of Company: _____

Address: _____

Authorized Signature: _____

Print Name and Title: _____



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ATTACHMENT A (pg. 1 of 2)

5. REVISED BID PRICE SCHEDULE:

FOR THE LEASE OF ONE DIGITAL PRODUCTION PRESS WITH MAINTENANCE AND CONSUMABLE SUPPLIES:

Item Number	Description	Pricing per Unit
1	Calendar monthly lease rate (this rate is to include all charges and interest rate, including up to 150,000 (all printed sizes up to 12" x 18" monthly color impressions)	\$ per month
2	Maintenance and consumable supply charge for color impressions: up to 12 x 18 (over 150,000)	\$ each
3	Maintenance and consumable supply charge for color impressions: 13 x 19 and above	\$ each
4	Black and white impression, all printed sheet sizes	\$ each
5	Labor rate for service requested after 5:00 p.m. on business days and on weekends	\$ per hour
Grand Total:		



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ATTACHMENT A (pg. 2 of 2)

OPTIONAL ITEMS:

Item Number	Description	Pricing per Unit
6	Expanded color capabilities (5, 6, or 7 on press ink stations)	\$ each
7	Fifth imaging unit to create 5-color print	\$ each
8	In-line UV coating solution	\$ each
9	Offline clear coater or UV coater	\$ each
10	Special effects kit (emboss, de-emboss, raised ink, clear ink spot coating)	\$ each
11	Scoring, cutting, slitting and perforating	\$ each
12	Document Handling of sheet size larger than 14" X 20	\$ each
13	Upgrade option for hardware	\$ each
14	High Capacity Stacker	\$ each
<i>(additional optional items can be input below)</i>		
15		
16		
17		
18		
19		
20		
21		
22		
23		