



Addendum # 2

RFP #2020-07 - Printing Services Department Solutions

SAN BERNARDINO COMMUNITY COLLEGE DISTRICT ANSWERS TO VENDOR QUESTIONS

1. Does your print shop have additional floor space for copiers? **Yes.**
2. How many Print Shop employees are there? **Six.**
3. Are you open Monday-Friday, 8-5? Are you currently working 4/10's? **Normally Monday-Friday 8-5, currently 4/10's for the Summer months.**
4. How has your service experience been with Xerox? **Excellent.**
5. What functions would you like to have that you currently do not have? **Stapling and punching together on the b/w.**
6. Do your booklet makers offer face trim or full trim? **Face trim.**
7. Do you have any special media requirements? **We currently print on uncoated and coated up to 100 lb.**
8. How many scanners do you require? **One.**
9. Do you send any print work out to other vendors? **No.**
10. Do you prefer a 35 or 50 page Plockmatic Booklet maker? **35 is fine, 50 is a plus.**
11. Are you using Freeflow across all devices? Is it adequate? **Yes and yes.**
12. Are you doing variable data work? Is this something you would need in the future? On what type of jobs? **Not currently printing variable data, we would like to offer basic variable data at some point in the future.**
13. What are you doing for color management? **Nothing other than current equipment.**
14. How much all color work do you do on the Versant 180? **80,000 per month.**
15. Do you use the rollaway cart on the Nuvera 144 stacker? **Yes, but not often.**
16. Does your print shop stay cool? Do you have humidity controller? Do you run into problems on dry days? **Our print shop is air conditioned and has no humidity control.**
17. How many square ft. is the Print Shop area? **Approximately 3800 sq ft of print shop space.**
18. Does the Litho (Ryobi 524) Press run daily? **About 2-3 times a week.**
19. How do you receive print orders? **Print Shop Pro.**
20. Do you own Print Shop Pro? Are you keeping it? **Yes and yes.**
21. Are you using Freeflow work flow? **Yes.**
22. How often do techs come out to service current equipment? **About once a week.**
23. Is there any device serviced more than others? **Yes, the Nuvera 144 because it is used a lot more than other equipment.**
24. What are your peak times on the machines? **Mid July-Mid September, January and May.**
25. Are customers satisfied with your current print quality? **Yes.**
26. Is the bid coming down to price or vendor qualifications? **This solicitation is a RFP, so all RFP requirements will be considered.**
27. How long has Xerox been your vendor? Who was your vendor before that? **We have had our current Xerox equipment for 2 years and before that we had Konica Minolta equipment.**
28. Do you want to continue scanning to email? **Yes.**
29. If you select Xerox will they replace the current equipment or keep the current equipment there? **This will depend on proposals received.**
30. Do you have offline equipment you use with current copier equipment? **No.**
31. Are you using digital equipment to proof for Litho Press? **Yes.**
32. How important is recycling and green aspects? **SBCCD has green technology initiatives and level of importance can vary by project.**
33. Would it be beneficial to replace your Nuvera 144 with two pieces of equipment? **Not sure.**



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- 34. Is the Versant 180 adequate for your stock needs? Would you like to be able to run heavier stocks? **The stocks we currently run are adequate and we don't see a need to run heavier stocks.**
- 35. What is the maximum sheet size you would like to run? **19"x13"**.
- 36. Would you like to Print embellishments? Are there any other colors you would like to print that you are not currently able to? **We are printing what we need. Being able to print white or silver would be a plus.**
- 37. How many impressions are you printing per month? **400,000 on b/w and 80,000 on color.**
- 38. Are there any other options you would like to add to the Versant? Stock capability? Print Quality? **An option would be a bigger booklet maker.**
- 39. Are you looking at a 5 year lease? **SBCCD can lease for a period not exceeding 5 years.**
- 40. What paper weight do you regularly run on the Nuvera? **20# and 70# text.**
- 41. What do you mean by improve customer service, in the RFP? **Have less down time.**
- 42. Is your run time currently meeting the 93%? **Yes.**
- 43. Bid stipulates 1 b/w, 1 color copier but what about the D95? **It's preferred but not a must.**
- 44. Would it be beneficial to have additional finishing options on the D95? **No.**
- 45. Could you kindly confirm that the following serial #'s below are your current, installed equipment:

#: 4BP809658	#: B9H313381	#: BG2959224	#: 1AB193170	#: TB7005938
N: V180FFPS	N:	N: D95CP	N: V180P	N: DPS144
S: SA				

Yes.

- 46. Is the Xerox on a Rental and/or is there a Buyout to consider? **Lease that ended June 30, 2020.**
- 47. Is there no Penalty Clause in the Xerox Contract for the return of the Printers back to Xerox? **No.**
- 48. What Contract did you use (e.g. San Bernardino Contract)? **District Contract.**
- 49. If Xerox uptime is at 93%. Please describe what "Better Uptime" looks like? **The closer we can get to 100% the better.**
- 50. What Print volume commitments and Base Charges if any, are in the Xerox Contract? **Base charges b/w \$.0029, color \$.0389, 45,000 impressions included in Versant 180, 100,000 impressions included in D95.**
- 51. What are the key applications ran on the Nuvera/D95? **Freeflow, booklet making, squarefold, 3HD, coil punch, gbc punch, scan.**
- 52. How much of work is duplexed on Mono devices? **70%.**
- 53. What are key applications ran on Versant **Freeflow, booklet making, squarefold, 3HD.**
- 54. Are there any applications that are desired and not able to print currently? **N/A.**
- 55. What are the desired upgrades to capabilities regarding booklets (sheet amount, not pages, thickness of stock) **Increased sheet amount and 100 lb cover.**
- 56. What is the thickest type of stock that you would like to be able to print (16pt/18pt/ + ?) **12 pt.**
- 57. How often is registration an issue? **Currently only on Versant 180 2 sided 50% of the time.**
- 58. How often is color density/consistency an issue? **Currently not an issue.**
- 59. How often are the machines calibrated? **Once a month.**
- 60. Regarding envelopes, do you want or currently produce b/w envelopes? **SBCCD runs some color envelopes on the Versant 180.**
- 61. Is there a need or current application for Variable Data? **Not at this time.**
- 62. Your current configuration has 3 production units, D95, V180, N144, and your bid states you would like 1 Color Device 80ppm and 1 B/W Device min 120ppm, would you like to add a replacement for the D95? Or that unit will not be replaced? **One high capacity b/w and one color device would suffice a 3rd b/w back up unit would be good but not necessary.**
- 63. For the bid, would there be a consideration for a preference for if using a Small Business or Disabled Veterans Company as a subcontractor? **Please see Appendix E.**



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64. Would 3 configuration options be acceptable for evaluation as part of the bid response? **Yes.**
65. Would it be ideal or desired to keep the same technicians you currently have for the production units? **It is preferred to have unit vendor certified repair technicians.**
66. In regards to leasing, is SBCCD open for manufacturer to use third party financing? **Yes, open.**
67. For the Local Vendor Designation, does the use of a local vendor as a subcontractor qualify for the "Local Vendor Preference"? **Please see Appendix E for requirements.**
68. What type of cooperative purchasing contract was used for this current contract in place? **N/A.**
69. Outside of normal and glossy media, are you using any NCR or other unique media? **SBCCD does print some NCR on current devices.**
70. Is there a minimum input tray requirement? If so, how many do you need? **4 with at least two high capacity and 2 inserters for the b/w and 4 with at least 2 high capacity and 1 inserter for the color.**
71. Please list the types of jobs you are setting up in Freeflow? Such as, booklets, tabs, etc. **SBCCD only has freeflow as a work server not workflow.**
72. Are you calibrating your color unit from time to time? If so, what is your calibration process? **Only the Versant 180, there is a calibration feature on the machine.**
73. The bid states email of proposal is fine, but do you also want the traditional package with usb drive dropped off in addition to the email version? **Yes, please refer to RFP sections 1.1 and 1.8.**
74. If you are only accepting the bids electronically or are you asking to also have Hard Copies delivered the office as well. **Yes, please refer to RFP sections 1.1 and 1.8.**
75. Is the proposal for replacement of all three machines (Xerox Versant, Xerox Nuvera & Xerox D95)? **Yes, but one high speed b/w device could replace D95 and Nuvera.**
76. Will the district accept two machines as opposed to three if the capability meets the current work load? **Yes.**
77. Is the lease term 60 months? **SBCCD can lease for a period not exceeding 5 years.**

END.