



Hamtramck Public Schools

Technology Department
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Response to MFP RFP Inquiries as of 8/23/2024

Did you decide if it is due on the 3rd or the 9th? I haven't received response from everyone yet to move the date. Hopefully by next week.

Do you have a list of the serial numbers for the old Konica? (they're needed to see if there is any trade-in value) Yes. Please see below with this response of the list of printers from the papercut database.

Printer Type/Model	Printer Serial Number
KONICA MINOLTA bizhub 308e	AA6W011002869
KONICA MINOLTA bizhub C308	A7PY017008858
KONICA MINOLTA bizhub 308e	AA6W011002141
KONICA MINOLTA bizhub 368e	AA6V011004080
KONICA MINOLTA bizhub 308e	AA6W011002817
KONICA MINOLTA bizhub 558e	AA6T011003637
KONICA MINOLTA bizhub 558e	AA6T011003676
KONICA MINOLTA bizhub 454e	A61E011019231
KONICA MINOLTA bizhub 458e	AA6U011005257
KONICA MINOLTA bizhub 558e	AA6T011003693
KONICA MINOLTA bizhub 368e	AA6V011004044
KONICA MINOLTA bizhub 458e	AA6U011006222
KONICA MINOLTA bizhub 308e	AA6W011002498
KONICA MINOLTA bizhub 308e	AA6W011002537
KONICA MINOLTA bizhub 363	A1UE011107319
KONICA MINOLTA bizhub 308e	AA6W011003098
KONICA MINOLTA bizhub 308e	AA6W011003018
KONICA MINOLTA bizhub 308e	AA6W011002472
KONICA MINOLTA bizhub 458e	AA6U011004952
KONICA MINOLTA bizhub 808	A8KN011008327
KONICA MINOLTA bizhub 808	A8KN011008426
KONICA MINOLTA bizhub 368e	AA6V011004043
KONICA MINOLTA bizhub 458e	AA6U011006248
KONICA MINOLTA bizhub 308e	AA6W011002720
KONICA MINOLTA bizhub 308e	AA6W011002755
KONICA MINOLTA bizhub 368e	AA6V011004088
KONICA MINOLTA bizhub 658e	AA6R011001951
KONICA MINOLTA bizhub 368e	AA6V011000335
KONICA MINOLTA bizhub 958	A796011002329

Would you mind sharing your estimated monthly, or annual volume? For the entire fleet, or per unit, whichever would be easiest for you. Neither. I am sorry I cannot derive that data accurately.

In building our RFP response that provides comparable models in our lineup to your K-M models, we noticed that the 808 and 958 models you had listed as "color" appear as mono devices when we looked them up using a popular model comparison tool. Attached is what we found from our research. We have one 308C that is color in the district. Color notations in the printer list are to inform bidders of where we would like to have color capabilities.

You had these 808/958 models listed in the Teacher's Lounge (2), the High School Print Center (3) and the Conant Building Copier Room (1). I require clarification of this statement.

Can you please clarify if all these should be all be high speed color, high speed mono, or some mix? We would like the speeds to follow the requests in the RFP as close as possible.

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Was there a spreadsheet provided for Appendix C in RFP.?
I didn't see one attached.

This is an example of the build and materials requirement spreadsheet that needs to be provided with your response.

Please advise,

Hi Marc,
Did the due date get extended.
Please advise.

I didn't receive confirmation from every bidder, so no I didn't send out the change confirmation email.



Response to MFP RFP inquiries as of 8/15/2024

Can you provide a report from FM Audit showing historic printer volumes by device? **No.**

Your listing of devices appears incomplete. Can you provide an update of the specific model with speeds and finishing options? **Yes, the existing Konica Models are listed in the RFP**

You indicate that you wanted stapling capabilities. Can you specify which central office devices needed saddle stitch stapling, so that we quote properly? **Only one of PRC requires saddle stitch and book options. Stapling needs to be capable on all machines.**

Do you require hole-punch capabilities for any of your devices. **Just the PRC devices.**

You wanted a purchase price, plus an FMV and \$1 out monthly lease for 36, 48 and 60 months. Can we quote TELP for the \$1 out lease rates, so that you can avoid PPT? See the 9 options below. **We have done the \$1 out in the past.**

PaperCut questions:

Do all devices use PaperCut licenses? **Yes.**

When does your current PaperCut maintenance and support expire? Did you want us to extend the M&S for PaperCut for 5 years after hardware purchase? **September 22nd. Yes, we want papercut for the duration of the lease.**

What RFID card technology do you currently use? P, PI or OmniCard
We use HID ProxCard II

What fax technology do you currently use? Do we have to integrate fax technology into the PaperCut configuration? **Yes, we require fax cards in the main office machines and counseling office machine.**

Do you have any space constraints in your copier locations that would prevent the installation of a copier with an external finisher console? **Not that I am aware of.**

What is the electrical setup at your location? Do you have, or will you be able to provide 20A 120V supply with NEMA 5-20 plugs? 20AMP yes. NEMA-5-20 not everywhere. Prep for supplying surge suppressor with adapters.

We expect to quote new devices that are at least 25% than most of what you have. In your document you mention that you would like to reduce the number of units. Can you please specify at which locations you want to consolidate devices, to eliminate ambiguity? We are not looking to reduce number, we are looking to maintain consistency in models provided.

You had requested purchase pricing plus various leases.

Below you can see all my lease rates below. Honestly, unless you and your Business Manager have a specific requirement for a specific lease type, most of our K-12 districts stick with the 60-month TELP (which is \$1 out without your paying PPT). It always provides the lowest monthly lease. I think this is generally what we go with. And we sell or recycle at eth end of term.

Could you please advise which of the options below would work for you? Granted, we could quote an outright purchase with the nine options, but that could we eliminate the complexity and simplify your review

TELP

36 Months = 0.03151

48 Months = 0.02446

60 Months = 0.02048

\$1 Out

36 Months = 0.03446

48 Months = 0.02714

60 Months = 0.02280

FMV

36 Months: $0.031760 + .001758 \text{ (ppt)} = 0.033518$

48 Months: $0.025750 + .001642 \text{ (ppt)} = 0.027392$

60 Months: $0.021380 + .001544 \text{ (ppt)} = 0.022924$

Will you be providing a list of models and configurations of the devices before the walkthrough? Yes, a list is in the RFP



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We would also like to know if due to the holiday if you could extend the deadline to Monday, September 9th? **Yes, if all companies that sent an intent to bid confirm receipt the date change in an email to me.**

Do you have the cloud-hosted PaperCut or is your server on-prem?

We host it on prem.

Existing copiers:

Are these purchased or leased? **Leased to own with a nominal buyout.**

If leased, is there an existing end of term removal from the previous vendor, or does the winning vendor pick up?

Winning Vendor Removes during Install of new MFPs

Also, if the winning vendor picks up, do they return them to the original vendor or lease company? **I will double check the contract, but they usually are property of the district and will need to be removed and recycled or sold at your discretion.**

Is there a specific date that you will be posting all of the Q & A's?

8/15/2024

When does your current papercut license end? (term date) We need to determine when to start ours. **September 22nd.**

Do you want to include maintenance and support from PaperCut? Do you want it to be based on the length of the term? (ie 60 month lease term = 5 years Maintenance & support from PaperCut) **Yes.**

Do all units require PaperCut/card readers? **Yes, we use RFID cards.**

Would the district consider a municipal lease agreement? This is the most aggressive lease rate, no property tax, and you own it at the end (tax-exempt) The district will own the equipment at end of term. **I think this is what we normally do.**

You mention requiring a performance bond. Do you just want the normal 5% Bid Bond? **The normal bond is acceptable.**

Are you requiring a 48-hour response time (from the time of call, to the time a technician is on site) **yes, but we usually get a four hour.**

Does the district own the current Konica fleet? Would you like for us to remove it upon delivery of the new hardware? **Yes and Yes.**

Do you want all 3 of the Print Center units to have color capabilities? **No. One should be adequate.**

During the walk through, I noticed all of the MFD's had 4 paper drawers. Is this a requirement? Or is 3 drawers acceptable? **Three is acceptable.**

Do any of the units require a fax option? Do you have POTS lines, or do you have a cloud-base solution for faxing? **Yes, the office machines require a fax card to interface with our OBI (office at hand) VOIP Services. This is an RJ11 interface.**