



Defense Automation & Production Service answers to questions sent in by vendors on Solicitation SA4705-09-Q-0013 - Small Format B&W Copier/Printer Production Equipment

1) Will DAPS consider offers to supply image manipulation and JDF capable software that will run on an industry standard personal computer without also supplying the personal computer? Based on current marketplace prices and practices for that class of hardware that would appear to be an economical approach that would be in the Government's interest.

Response: [No, for this solicitation personal computers should be incorporated in your response.](#)

2) Sections 4 & 5 indicate various security accreditation & technical support for deployment, sustainment to meet Information Assurance requirements. How will DAPS determine whether an offeror's price is reasonable when line item cost are not required for these tasks in Attachment 3 ("Black & White Pricing Scheme")?

Response: [The cost for security accreditation & technical support for deployment, sustainment to meet Information Assurance requirements should be included in the price.](#)

3) Can a CLIN item be included to identify these security tasks over the contract period?

Response: [As this is not an optional item and is an Information Assurance requirement a CLIN will not be added. The Information Assurance requirements are considered inclusive.](#)

4) Section 3.1: Are staples required to be included as a consumable supply in the offered maintenance plans?

Response: [No, staples are not required to be included as a consumable supply. Consumable supplies are defined as toner, developer, fuser oil. All consumable supplies necessary for device operation \(excluding paper and staples\).](#)

5) Section 4.1 requires the vendor to provide, at no additional cost for up to 75 days, one model of each type to allow DAPS to test and evaluate the offered equipment. Assuming a satisfactory test and evaluation, will DAPS consider using the specific pieces of equipment provided for test and evaluation to then fulfill Delivery Orders issued in the first 90 days of the BPA?

Response: [DAPS would consider using the specific pieces of equipment provided for test and evaluation to fulfill Delivery Orders issued with the first 90 days of the BPA provided DAPS is not held financially responsible for any of the moving cost.](#)

6) Section 6.0, "Training Requirements," implies a significant number of potential additional training events could be requested over the contract term up to 6,800 events at a minimum. (340 devices times 4 per year equals 1,360, times 5 years totals 6,800 training events).

a. Is the estimate for the additional training requirement overstated?

Response: [The additional training requirements are dependent on the quality and level of initial training provided, employee turnover and system required upgrades. As all of the variables are not controlled by DAPS it is impossible to say this is an overstatement or understatement.](#)

b. Can the additional training requirement be met with online web based training curriculum?

Response: DAPS will not agree to online web based training.

c. What is the minimum number of personnel to be trained at each occurrence and minimum number of hours per training occurrence?

Response: Training requirements are dependent on the quality and level of initial training provided, employee turnover and system required upgrades. As all of the variables are not controlled by DAPS it is impossible to provide static numbers as to number of trainees, occurrences, and hours.

d. Attachment 3 ("Black & White Pricing Scheme") notes on the ADMIN worksheet tab, under row 4 ("Training"), Offerors are to fill-in the "Quantity and Bid Amount". The information does not agree with Section 6.0 requirements when the quantity is omitted. Can DAPS indicate the quantity of training events required in the pricing section to ensure each vendor being measured fairly?

Response: IAW the Section 6.0 additional training would not exceed 4 additional training sessions during a 12 month period for each device placed. So the quantity of training events required in the pricing section would be 6800.

7) Will DAPS be applying any price evaluation preferences for small business offerors

Response: For this solicitation no Small Business price evaluation preferences will be used.

8) The response time on this solicitation is short due to the Thanksgiving Holiday; can you please extend the due date to at least December 5, 2008?

Response: RFQ has been extended. The new closing date is now December 5, 2008.

9) Do you require a hard copy response or can the response for this solicitation be sent via email on the due date?

Response: A hard copy response is not required. Your response to this solicitation will be sent via email by the due date stated on the RFQ.

10) In attachment 1 - Location and Placement - Can you please provide a listing of the unit size per locations? For example: what is the unit size expected to be installed in Guam?

Response: The unit size is dependent on the requirement at the time of the contract award. There is no way to project workload for a future date.

11) In section 1.2 - "It is estimated that approximately 30% of the devices will be ordered from date of award through initial 3 months." When are the rest of the units in this solicitation going to be installed?

Response: On an as needed basis across the duration of the BPA

12) In section 3.4 - "DAPS estimates 30% of the devices will be designated critical machines" Can you advise which locations will need mission critical response? Where will these units be located?

Response: Critical sights are designated on an as needed basis determined by customer requirements which are not in our control to predict.

13) In section 7.3 - "The Contractors' Administrative POC and the Contractors' Service POC shall attend a four (4) hour Monthly Equipment meeting held at DAPS Mechanicsburg, PA" Can this meeting be accomplished via a conference call?

Response: No. The contractor needs to be present for Monthly Equipment meeting held at DAPS Mechanicsburg, PA.

14) In attachment 2 - What does 1 Purchase, 1 Lease, 2 Purchase, 2 Lease etc. mean? Do you want a purchase price and a lease price for each volume band?

Response: Yes. A purchase price and a lease price should be provided for each device and for each configuration.

15) For the Band 12 and 13 would it be acceptable to offer fully integrated and tandem connected units to meet the minimum speed requirements? For example, if the speed is 165 cpm can a 135 cpm unit and tandem and connected 135 cpm, equaling 270cpm, be accepted?

Response: Tandem connected units are not acceptable.

16) Can you define which locations are considered "critical" and will require a 4 hour on-site response?

Response: The exact location of critical machines is not stagnant. The designation of critical is based on the requirements within any given DAPS location. As the needs of the war fighter are not predictable the devices designated as critical are also not predictable. As indicated in the Statement of Work, it is estimated that no more than 30% of the devices will be designated as critical at any given point.

17) Can you define "automatic supply replenishment"?

Response: Automatic Supply Replenishment is a process whereby, based on average monthly volume or maintenance plans and overages ordered, the consumable supplies other than paper and bindery are automatically delivered for each device at each location requiring no intervention or placement of orders by DAPS personnel. In emergency cases DAPS personnel should have access to an ordering system but for normal operations all consumables excluding paper and bindery consumables would be automatically delivered on a monthly basis.

18) On line z folding- we would respectfully ask that you consider off line z folding solutions, in several customer scenarios we have been able to increase overall productivity by taking the folding off line. Many of the other vendors systems will slow considerably when folding is on line, some to even ½ of the rated speed of the unit.

Response: Printing speed is not the only consideration for completing a product. DAPS is interested in the overall time required as apposed to just the printing portion. Although online bindery may slow the printing process it increases the overall efficiency of a production environment and reduces staffing requirements. Online folding remains as a requirement as indicated in the Statement of Work.

19) Could you provide an approximate percentage of leased units vs. purchased?

Response: 95% Purchase 5% Leased

20) Many of our large clients are not permitted to put references in writing (the federal government is one of them), however, many are allowed to verbally give references. Would an alternate form of communication for references be permissible?

Response: No. Due to the evaluation process written responses are required

21) In relation to the jdf software, we really need detail on what you are looking to accomplish.

Response: JDF stands for "Job Definition Format." It is an industry standard designed to simplify information exchange between different applications and systems in and around the Graphic Arts industry. To that end JDF builds on and extends beyond pre-existing partial solutions, such as CIP3's Print Production Format (PPF) and Adobe Systems' Portable Job Ticket Format (PJTF). It also enables the integration of commercial and planning applications into the technical workflow.

JDF is based on a special form of Extensible Markup Language (XML), a nonproprietary information carrier that can link and refer files to multiple production devices. Using JDF, you can describe the intent of a printed piece, as well as each process step required to achieve that intent. Think of it as a smart, self-directed electronic job jacket that holds not only the job content, but also instructions to interact with other JDF-enabled devices, automatically routing the job through each workflow step from creation to final print production for greater automation, speed, cost efficiency, and ease of use.

In addition to streamlining print production tasks, JDF expands workflow integration beyond the pressroom and into the enterprise itself. JDF-enabled systems can facilitate estimating and materials ordering and interface with other databases such as CRM software and supply chain information. With this capability, JDF further integrates the business of printing (process steps) with the print business (enterprise).

22) What actions do you require the image manipulation software to perform?

Response: Image manipulation requirements include but are not limited to, cropping, enlarging/reducing, image shifting, document merging, page insertion, automatic ticket conversion i.e., standard document format to a signature document (booklet format), multiple image per page, i.e., 2 up, 3 up etc. depeckle, deskew, adding page numbers, adding text, adjusting brightness and contrast, inserting tab pages.

23) The RFQ allows for travel in the response (admin tab, attach 3), we are unsure of how measure this requirement, please define.

Response: DAPS cannot establish vendor measurements. Vendor travel is an expense only the vendor can determine.

24) Is there a current internal military transportation system we could utilize to send parts and supplies to Guam or do we need to set up an export arrangement?

Response: A commercial vender should not rely on the government to provide transportation of vender supplies and parts.