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Header

General Information

Contact

Default Values

Discount

Document Information

Procurement Folder: 319814

SO Doc Code: CRFQ

Procurement Type: Central Purchase Order

SO Dept: 0432

Vendor ID: VS000002766

SO Doc ID: DCH180000002

Legal Name: Analogue Imaging LLC

Published Date: 7/21/17

Alias/DBA: AARON J BURKEL

Close Date: 7/27/17

Total Bid: \$68,250.00

Close Time: 13:30

Response Date: 07/26/2017

Status: Closed

Response Time: 12:40

Solicitation Description: Addendum 1 - Overhead, Archival Document Scanner, Lg Format

Total of Header Attachments: 9

Total of All Attachments: 9

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Overhead, Archival Document Scanner, large format.	1.00000	EA	\$68,250.000000	\$68,250.00

Comm Code	Manufacturer	Specification	Model #
43211711			

Extended Description :	Overhead, Archival Document Scanner, large format.
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Comments: Unit Price of \$68,250.00 Includes ALL Shipping, Delivery, installation, Training, Software, and Three (3) Year Manufacturers Warranty.



July 25, 2017

West Virginia Division of Culture and History

Re: Bid # CRFQ 0432 DCH180000002

Overhead, Archival Document Scanner, Large Format

Attn: Michelle L. Childers, Buyer

To Whom It May Concern,

Analogue Imaging LLC would like to offer the SMA Scan Master 1 Book Scanner for Bid# CRFQ 0432 DCH180000002. The SMA Scan Master 1 not only meets the required specifications, but significantly exceeds your requests in the overall quality of the digital images achieved.

The SMA Scan Master 1 has the ability to become fully automated, page turning robotic scanners, as an upgrade, at any time in the future. The SMA Scan Master 1 offers TRUE 600 dpi OPTICAL resolution. The SMA Scan Master 1 is able to produce perfect uniform scans in ANY lighting situation, it is the only overhead scanner on the market today that TRULY operates independent of ambient light. In addition, the SMA Scan Master 1 includes a three (3) year on-site Full manufacturer's warranty and lifetime software upgrades throughout the lifetime of ownership at no additional cost to your entity.

The most important specification to consider, when purchasing a scanner, is the TRUE optical resolution. The SMA Scan Master 1 produces a real (TRUE) optical resolution GREATER THAN 600dpi x 400dpi on format A1. To ask for an optical resolution of 600dpi x 400dpi limits you to a maximum of 400dpi TRUE OPTICAL. The SMA Scan Master 1 produces a real (TRUE) optical resolution of 600dpi x 600dpi on a format A1 or 600dpi TRUE OPTICAL.

Today, you may only have a need for 400dpi optical, but as file size standards inevitably grow, as has been proven throughout time, you will not have to replace your machine to meet higher optical resolution standards. When preserving/scanning historical originals, it is imperative to handle the originals as little as possible, therefore to initially scan at the highest resolution possible is always in the best interest of your entity and the originals.

The SMA Scan Master 1 is equipped with scan heads that produce the highest TRUE OPTICAL resolutions possible on the market today. The SMA Scan Master 1 also offers V3D scanning capabilities. V3D technology increases the depth of field significantly and offers perfect reproductions of nearly any structured surface (ex. artwork, fabrics, coins, metals, seals, etc.). In addition to books, this capability offers your entity a much wider range of historical and cultural originals that can be scanned on the SMA Scan Master 1 making it a highly versatile scanner for your entity.



The SMA Scan Master 1 is the only scanner on the market that truly operates independent of ambient light. Fluorescent ceiling lights and/or sunlight from windows does not interfere with the SMA scanning process at all. The SMA Scan Master 1 has the ability to produce perfect scans in any lighting situation and will not harm the operator's eyes or the original throughout the scanning process.

Analogue Imaging LLC includes a three (3) year Full manufacturer's warranty with telephone support in the purchase price of the SMA Scan Master 1. Analogue Imaging LLC prides itself on quick response times resulting in little to no "down time" of your product. In addition to a (2) year Full manufacturer's warranty, Analogue Imaging offers lifetime upgrades of our scanning software, Batch Scan Wizard. It is extremely important to calculate the costs of yearly software updates and warranties beyond the typical 90 days in competing products. Analogue Imaging LLC offers TURN KEY pricing, no hidden charges.

Upon request, Analogue Imaging LLC can offer you real world examples and an online demonstration of the SMA Scan Master 1. Analogue Imaging LLC can provide a Tel-Net online demonstration where your entity can fully control an SMA Scan Master in Germany and receive examples of the high-quality scans. If you are able to part with an original, Analogue Imaging would cover all shipping, and digitize your original to show you the image quality you would be achieving with the SMA Scan Master 1.

Thank you for your consideration and the opportunity to place a bid on this RFP. Please contact Analogue Imaging LLC for any clarification or questions you may have regarding this product.

Thank you for your consideration,

Jill Baldwin

Sales Executive
Analogue Imaging LLC
262-751-9529
jbaldwin@analogueimaging.com





DATE: July 25, 2017

QUOTE #: 7252017001

CRFQ #: DCH1800000002

Michelle L Childers
 michelle.l.childers@wv.gov
 WV Division of Culture & History
 304-558-2063

QTY	PRODUCT #	DESCRIPTION	UNIT PRICE	TOTAL
1	SMA	SMA SCAN MASTER 1 (25" x 36")	\$68,250.00	\$68,250.00
				0
		*Price Includes Book Scanner, 35 cm Book		0
		Cradle, V3D Scan Head for Visual 3D, Foot Pedal,		0
		Application Software, Lifetime Upgrades		0
		On Software - Batch Scan Wizard and Intranada,		0
		Training, Shipping, Delivery, Installation, and		0
		(3) Three Year On-Site Manufacturers Warranty		0
		with Telephone Support		0
				0
		***SCAN MASTER is upgradable to a		0
		fully robotic, page turning ROBOSCAN at		0
		anytime in the future.		0
			SUB-TOTAL	\$68,250.00
			TAX	n/a
			FREIGHT	included
			TOTAL DUE	\$68,250.00

Price Valid: 60 days

TERMS:

Analogue Imaging LLC
 Toll Free: 800-747-2026
 N73 W23354 Fontaine Circle
 Sussex, WI 53089 USA

Jill F. Baldwin
 Phone: (262) 751-9529
 jbaldwin@analogueimaging.com
 www.analogueimaging.com



Attn: Michelle Childers
Re: Overhead, Archival Document Scanner, Large Format
CRFQ 0432 DCH1800000002

GENERAL REQUIREMENTS:

3.1 Mandatory Contract Item Requirements: Contract Item must meet or exceed the mandatory requirements listed below.

3.1.1 Overhead Digital Document Scanner

3.1.1.1 Overhead Scanning Device

3.1.1.1.1 The Scanning device should contain CCD Line Sensors.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 contains a CCD Line Sensor array.

3.1.1.1.2 The Scanning device must have an internal, 36-bit scan mode with an output in:

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with an external 36-bit scan mode.

3.1.1.1.2.1 24 bit Color

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with an external (output) 24-bit scan mode.

3.1.1.1.2.2 8 bit Gray

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with an 8-bit Grey Scale scan mode.

3.1.1.1.2.3 1 bit Black/White

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with a 1-bit Black & White scan mode.

3.1.1.1.3 The Scanning device should have two (2) cameras for book curve correction.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 has two (2) cameras for book curve correction.



3.1.1.1.4 The Scanning device must produce a real optical resolution no less than 600dpi x 400dpi on format A1.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 produces a real optical resolution greater than 600 x 400 dpi on format A1. It is important to note that an optical resolution is only as strong as its weakest link. The SMA Scan Master 1 produces a real (TRUE) optical resolution of 600 x 600 dpi on format A1.

This is the most important specification to consider when purchasing a book scanner.

Optical resolution is a mathematical calculation: The axis (25" side) that the scan head travels on can optically increase, by slowing down the scan head, taking more pictures, and raising the optical resolution on that axis only.

The "fixed" axis (36" side) or the length of the scan head (CCD line sensor array), cannot be enhanced or manipulated because each scan head has a maximum number of pixels it can capture.

Optical resolution = Pixels available divided by length of fixed axis of scan bed

Examples:

SMA Scan Master 1

Scan bed area is 25" x 36". The CCD line sensor array, or scan head, is 36" long, and is able to capture 22,500 pixels maximum. The scan head travels back and forth perpendicular to the spine of the book, or on the 25" side.

Optical resolution = $22,500/36 = 625$ OPTICAL dpi

Zeutschel OS 12000 A1

Scan bed area is 23.662" x 33.307". The CCD line sensor array, or scan head, is 33.307" long, and is able to capture 10,800 pixels maximum. The scan head travels back and forth perpendicular to the spine of the book, or on the 23.662" side.

Optical resolution = $10,800/33.307 = 324.25$ OPTICAL dpi

The Zeutschel OS 12000 A1 DOES NOT meet the optical resolution specifications.

Zeutschel OS 14000 A1

Scan bed area is 23.662" x 33.307". The CCD line sensor array, or scan head, is 33.307" long, and is able to capture 21,600 pixels maximum. The scan head travels back and forth perpendicular to the spine of the book, or on the 23.662" side.

Optical resolution = $21,600/33.307 = 648.51$ OPTICAL dpi



Again, optical resolution is only as strong as its weakest link. We realize this can be slightly confusing. If your entity would like more information from one of our certified engineers, we would be more than happy to organize a conference call for your clarification.

By using the proven mathematical equation, the Zeutschel OS 12000 A1 does not meet the minimum 600 x 400 dpi real optical resolution specification.

The Zeutschel 14000 A1 is the only Zeutschel A1 product that meets the minimum 600 x 400 dpi real optical resolution specification, but it fails to meet another important speed specification.

Today, you may only have a need for 400 dpi optical, but as file size standards inevitably grow, as has been proven throughout time, you will not have to replace your machine to meet your higher optical resolution standards.

When preserving/scanning historical originals, it is imperative to handle the originals as little as possible, therefore, to initially scan at the highest resolution possible is always in the best interest of your entity and the originals.

The SMA Scan Master 1 is equipped with scan heads that produce the highest TRUE OPTICAL resolutions possible on the market today. The SMA Scan Master 1 also offers V3D (Visual 3D) scanning capabilities. V3D technology increases the depth of field significantly and offers perfect reproductions of nearly any structured surface (ex. artwork, fabrics, coins, metals, seals, etc.). In addition to books, this capability offers your entity a much wider range of historical and cultural originals that can be scanned on the SMA Scan Master 1, making it a highly versatile scanner for your entity.

3.1.1.1.5 The scan speed should be six (6) seconds or less at 300dpi.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 scans an A1+ area at 300dpi in five (5) seconds and scans an A1+ area at 600 dpi in ten (10) seconds.

Analogue Imaging refers to scan speed as “button-to-button.” This refers to the amount of time that is required before the next scan is able to be engaged.

This is the most accurate number of real world productivity for the end user.

The Zeutschel OS 14000 A1 states, in their brochure, a scan speed of 6.5 seconds at 300dpi and 12.3 seconds at 600dpi.

The Zeutschel OS 14000 A1 DOES NOT meet the scan speed specifications.





Due to the difference in scan heads and the need for post processing required due to the ‘problem area,’ one will run into ‘button-to-button’ speeds near 20 seconds. The actual passing of the scan head over the original may only take 6.5 seconds, but the ability to press the scan button again will be close to 20 seconds due to post processing.

Because of the high optical resolution capabilities of the SMA Scan Master 1, there is no post processing or interpolation required, therefore the “button-to-button” speeds are extremely productive. Please verify this information with the references provided.

3.1.1.1.6 The scanning capture direction should be perpendicular to a book fold to insure the capture of whole information deep in the book spine.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 scans in a capture direction that is perpendicular to a book fold to insure the capture of whole information deep in the book spine.

3.1.1.1.7 The Optical axis of the Scanning Device shall be arranged to avoid reflection from glossy documents into the scanner optic.

Analogue Imaging LLC: Yes, the scanning device of the SMA Scan Master 1 is arranged to avoid reflection from glossy documents in the scanner optic. The distance between the original and the scanning device (scan head) is referred to as the ‘problem area.’ The larger the ‘problem area,’ the greater the possibility of reflection from glossy originals. The SMA Scan Master 1 has a ‘problem area’ of 3/8” or the thickness of the glass. The Zeutschel OS 14000 has a ‘problem area’ of roughly 24”. Because the proximity of the scanning device on the SMA Scan Master 1 is 3/8” away from the original, there are absolutely no issues of reflection when scanning glossy materials, holograms, metals, seals, etc... Please verify this information with the references provided.

3.1.1.1.8 The Scanner shall come equipped with a glass plate for flattening documents or books for scanning.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with a glass plate for scanning. Within the hardware, the user is easily able to adjust the book columns to allow scanning without the glass plate coming in contact with the original.

3.1.1.1.8.1 The glass plate or book cradle shall raise or lower manually, using buttons or foot pedals.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 has an intelligent book cradle that will raise and lower manually, using buttons or foot pedals. The book cradle moves up to the glass. Once the scan is complete, the book cradles begin to lower and as soon as the cradles begin lowering, the user can turn the page and engage the next scan.

The SMA Scan Master 1 was designed specifically with the safety of the original being of highest priority. The entire surface area of the book gently meets the glass plate at exactly the same time, causing no undue pressure to one specific part of the book. The Zeutschel OS 14000 A1 uses a hinged glass plate where it first applies pressure to the very top center (spine) of the open book as the glass



plate is closing. Pressure is then applied to that area of the book more than any other area. Not only does this cause a bubbling effect to the top middle of the pages, it creates damage to the original with the repetitive process of initial pressure to that specific area while scanning the entire book.

3.1.1.1.9 To secure color accuracy, the Scanner shall provide two (2) ICC profiles, one for scanning with glass over the document, one scanning without glass over the document.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 will provide two (2), or any necessary ICC profiles needed to meet your requirements.

3.1.1.1.9.1 During document scanning the ICC profiles shall activate automatically.

Analogue Imaging LLC: Yes, during document scanning the ICC profiles activate automatically in the SMA Scan Master 1.

3.1.1.1.10 To insure consistent image quality the Scanner shall be equipped with an automatic calibration process that runs repeatedly without intervention by the user.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with an automatic calibration process that runs automatically without intervention by the user.

3.1.1.1.11 The Scanner table worktop dimension must be a minimum of 846 mm (33-5/16 inches) wide x 600 mm (23-5/8 inches) deep to allow for the scanning of large format documents such as newspapers and architectural prints.

Analogue Imaging LLC: The SMA Scan Master 1 has a worktop dimension of 925 mm (36 inches) wide x 635 mm (25 inches) deep to allow for the scanning of large format documents such as newspapers and architectural prints.

3.1.1.1.12 The Scanner should be compliant with FADGI, NARA, and METAMORFOZE preservation imaging guidelines.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is compliant with FADGI, NARA, and METAMORFOZE preservation imaging guidelines

3.1.1.2 Lighting

3.1.1.2.1 The Scanner must have an integrated lighting system independent from ambient light.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 has an integrated lighting system independent from ambient light.



The SMA Scan Master 1 is the only scanner on the market that TRULY operates independent of ambient light. Bright sunlight and intense overhead lights NEVER interfere in the scanning process. There will be no need for blinds, curtains, or modifications to any room that other book scanners on the market will require in order to achieve uniform digitizations.

****** A scanner that truly operates independent of ambient light can be operated in the middle of a parking lot day or night, in direct sunlight or dark, and all scans will be perfectly evenly lit and uniform.***

Due to the large distance between the scan head and the original, the 'problem area,' the Zeutschel OS 14000 A1 will not create even scans when placed near a window or in certain lighting situations. Please verify this information with the references provided.

3.1.1.2.2 The Scanner must use LED cold light with no infrared or ultraviolet emissions.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with an LED cold light illuminator with no infrared or ultraviolet emissions.

3.1.1.2.3 The integrated lighting system must only be on when a document is scanned to avoid excessive lighting charge to the document.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with an integrated lighting system that is only on when a document is scanned to avoid excessive lighting charge to the document. In addition, the lighting system creates NO IMPACT on the user at anytime (shining or reflecting in the user's eyes).

3.1.1.2.4 The lighting charge should be no more than two (2) lux/hour to avoid light exposure damage to Archival documents.

Analogue Imaging LLC: Yes, the lighting charge in the SMA Scan Master 1 is significantly less than 2 Lux/hour to avoid light exposure damage to archival documents. At 300 dpi the light charge is 0.6 Lux/hour, at 600 dpi the light charge is 1.2 Lux/hour. It is important to note that when truly using Cold LED's that are free of UV and IR rays, this specification is irrelevant.

3.1.1.2.5 The lighting system of the Scanner shall be arranged to avoid reflection from glossy documents into the scanner optic.

Analogue Imaging LLC: The SMA Scan Master 1 is equipped with a lighting system that is arranged to avoid reflection from glossy documents into the scanner optic. The distance between the original and the scanning device (scan head) is referred to as the 'problem area.'
The larger the 'problem area,' the greater the possibility of reflection from glossy originals. The SMA Scan Master 1 has a 'problem area' of 3/8" or the thickness of the glass. The Zeutschel OS 14000 has a 'problem area' of roughly 24". Because the proximity of the scanning device on the SMA Scan Master 1 is 3/8" away from the original, there are no issues of reflection when scanning glossy materials, holograms, metals, seals, etc...



3.1.2 Book Cradle

3.1.2.1 The Book Cradle shall provide a gentle treatment of archival originals.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with an intelligent book cradle. The motorized book cradles have the capabilities to adjust themselves in accordance to the pages of a scanned book being flipped.

The left cradle plate lowering and the right plate raising as the book weight shifts from one side to the other as the pages are flipped from right to left providing a gentle treatment of archival originals. The SMA Scan Master 1 allows books to meet the glass plate with evenly distributed pressure that is user controlled (pressure can be set very high or no pressure at all).

*****The safety of the original is the highest priority*****

3.1.2.2 The Book Cradle must handle a book thickness of at least 170 mm (6-11/16 inches).

Analogue Imaging LLC: The SMA Scan Master 1 has a book cradle that is able to accommodate books larger than the required specifications. The SMA Scan Master 1 can accommodate books up to 350mm (13 inches) in thickness.

3.1.2.3 The Book Cradle must have independent left and right plates that can be moved laterally and vertically,

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with independent left and right plates that can move laterally and vertically to accommodate for the book thickness and spine on either side.

3.1.3 Digital Document Scanner Capturing Software

3.1.3.1. The Capturing software shall be compatible with Windows 7 64-bit, Windows 8 64-bit, and Windows 10 64-bit.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that is compatible with Windows 7 64-bit, Windows 8 64-bit, and Windows 10 64-bit.

3.1.3.2. The software should be able to export images in different formats like, TIFF, TIFF G4, TIFF Multipage, JPG, JPEG 2000, PNG, BMP, PCX, PDF, PDF/A, PDF Multipage and XML

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that is able to export images in different formats like, TIFF, TIFF G4, TIFF Multipage, JPG, JPEG 2000, PNG, BMP, PCX, PDF, PDF/A, PDF Multipage and XML.

3.1.3.3. The software shall be able to create multiple images from one scan.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that is able to create multiple images from one scan.



3.1.3.4. The numbering of the pages shall be free, configurable and support up to thirty (30) digits or characters, including an incremental counter of up to five (5) digits.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software where the numbering of the pages shall be free, configurable and support up to thirty (30) digits or characters, including an incremental counter of up to five (5) digits.

3.1.3.5. The software shall have the capability of working under ICC standard rules to allow for a real visualization of the image colors.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the capability of working under ICC standard rules to allow for a real visualization of the image colors.

3.1.3.6. The software shall have the capability of integrating an ICC profile for the connected devices like the Digital Document Scanner, monitors and printers.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the capability of integrating an ICC profile for the connected devices like the Digital Document Scanner, monitors and printers.

3.1.3.7. The software shall have book curve correct capability.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has book curve correct capability.

3.1.3.8 Software Capture Workflow:

3.1.3.8.1. Software shall have the ability to generate multiple clips with a minimum of at least two clips.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the ability to generate multiple clips.

3.1.3.8.1.1. Each clip shall have the capability of being configured with its own resolution, format, and image treatment.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the capability of being configured with its own resolution, format, and image treatment to each clip.

3.1.3.8.2. Software shall have the ability to read book pagination (Arabic numerals) to recognize if a page is missing or unnumbered.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the ability to read book pagination (Arabic numerals) to recognize if a page is missing or unnumbered.

3.1.3.9 Image Treatment:

3.1.3.9.1. Software must have the ability to adjust Image Treatment “on the fly” during scanning process.



Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the ability to adjust Image Treatment “on the fly” during scanning process.

3.1.3.9.2. Software must be able to treat image with a dedicated ICC profile.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that is able to treat the image with a dedicated ICC profile.

3.1.3.9.3. Software shall have image treatment filters such as deskew, despeckle, sharpen, unsharp mask, gamma correction and insertion of a document stamp.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has image treatment filters such as deskew, despeckle, sharpen, unsharp mask, gamma correction and insertion of a document stamp.

3.1.3.10 Metadata

3.1.3.10.1 Software shall allow option of automatic or manual integration of Metadata.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that allows the option of automatic or manual integration of Metadata.

3.1.3.10.2 Software shall have the capability of inserting information on document structure during the capture process.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the capability of inserting information on document structure during the capture process.

3.1.3.11 Quality Control:

3.1.3.11.1 Software shall have the capability of presenting a scanned image to a separate, calibrated monitor for quality control.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the capability of presenting a scanned image to a separate, calibrated monitor for quality control.

Thank you for your consideration,

Jill Baldwin - Sales Executive
Analogue Imaging LLC
262-751-9529
jbaldwin@analogueimaging.com



SMA

Book Scanners

Robotic Upgrades Available



 Analogue
Imaging^{LLC}

of **Book Scanning** is here!

SMA is proud to introduce the most comprehensive line of high end book scanners on the market. The entire SMA SCAN MASTER family is now the first product line in the world that can be upgraded to become a fully robotic page turning book scanner... Introducing the SMA ROBOSCAN.

The SMA SCAN MASTER is the most versatile book scanner available worldwide. The SCAN MASTER and ROBOSCAN are most commonly used for books, yet the scanners can easily convert to a flatbed scanner for newspapers, photographs, maps, architectural drawings and other documents.

- **Increased Performance**

The SMA SCAN MASTER can be upgraded to a fully robotic page turning book scanner ROBOSCAN at anytime. Not only will your productivity dramatically increase with the ROBOSCAN, but the operator is able to handle multiple scanning stations or handle other tasks such as entering metadata or indexing.

- **V3D Scanning**

All SMA SCAN MASTER and ROBOSCAN are equipped with a VISUAL 3D camera head. V3D technology significantly increases the depth of field and offers perfect digital reproductions.



- **Total Convenience**

The SCAN MASTER includes a motorized pull-out book cradle to handle large and heavy originals. The book cradle is equipped with pressure sensors allowing the operator to eliminate all pressure between the original and the glass. Operation can be easily engaged via the foot pedal, touch panel, mouse, or keyboard.

- **The Need for Speed**

The SMA SCAN MASTER and ROBOSCAN were designed for applications where superior resolution quality and speed is critical. The utilized Gigabit Ethernet interface guarantees the highest possible image transfer rates resulting in increased productivity.

STEP 1



STEP 2



STEP 3



German Quality Innovation

Like all SMA scanners, the SCANMASTER operates independent of ambient light, bright sunlight or intense fluorescent ceiling light does not interfere in the scanning process. High quality images based on state of the art technology produces optical resolutions of up to 600 x 1200 dpi in bi-tonal, grey scale, and color. The SCAN MASTER utilizes LED lighting, completely free of any ultraviolet or infrared radiation, this guarantees harmless and uniform illumination to the original.

	SCAN MASTER 2 ROBOSCAN 2	SCAN MASTER 1 ROBOSCAN 1	SCAN MASTER 0 ROBOSCAN 0
Scanning Range	17.7" x 25" (450mm x 635mm)	25" x 36" (635mm x 925mm)	36" x 50" (915mm x 1270mm) 38" x 48" (optional)
Maximum Resolution	1200 dpi		
Scan Speed - full speed	300 dpi color: 3 seconds 600 dpi color: 5 seconds	300 dpi color: 5 seconds 600 dpi color: 10 seconds	300 dpi color: 10 seconds 600 dpi color: 20 seconds
Robotic Scanning Speed - up to A1	700 pages/hour at max. format Smaller books increase productivity	500 pages/hour at max. format Smaller books increase productivity	500 pages/hour at max. format Smaller books increase productivity
Camera System	Sealed and fully dust-proof		
Light Source	White LEDs, classified IEC 60825-1: class 1 free or IR and UV emission		
Scan Model/Color Depth	Color 36/24 bit Color 36/8 bit Grey Scale Bi-Tonal		
Interface	TCP/IP Protocol/Gigabit Ethernet		
Operating Systems	Windows 2000 / XP / Vista / 7 / 8 / 10		
Included Software	Batch Scan Wizard Other software options available		
Standard Book Cradle	Motorized, pull out, 35cm		
Book Cradle Options	Motorized, pull out, 50cm		
Other Options	TV Stand for Large Format Monitor		
Ambient Conditions	Temperature 41° F to 104° F (+5°C to +40° C) Humidity 20 to 80% (non-condensed)		
Dimensions (WxDxH)	33" x 33" x 41"	47" x 41" x 41"	67" x 48" x 41"
Weight	155 lbs. (without PC & monitor)	239 lbs. (without PC & monitor)	375 lbs. (without PC & monitor)

- **Meet the Rest of the Family!**

SMA: The ideal supplier for complete solutions of scanning and preservation. For safely digitizing large originals, SMA offers a full line of large format flatbed scanners. If you have demand for long-term preservation, SMA offers an extensive line of Archive Writers.



- **VERSASCAN Flatbed Family**

SMA proudly presents the VERSASCAN with V3D scanning technology. V3D or Visual 3D increases the depth of field offering perfect reproductions of nearly any structured surface. Like all SMA scanners, the VERSASCAN operates independent of ambient light and can be utilized in all lighting environments. SMA is the only company in the world that offers a full line of large format flatbed scanners varying from A1+ to Double A0+. The utilized Gigabit Ethernet interface guarantees the highest possible image transfer rates resulting in increased productivity. High quality images based on state of the art technology produce optical resolutions of up to 600 x 1200 dpi in bi-tonal, grey scale, and color.



- **ROBOSCAN Family**

SMA proudly presents the ROBOSCAN, the first large format book scanner with automatic page turning function. Like all SMA scanners, the ROBOSCAN operates independent of ambient light and can be utilized in any lighting environment. The utilized Gigabit Ethernet interface guarantees the highest possible image transfer rates resulting in increased productivity. High quality images based on state of the art technology produce optical resolutions of up to 600 x 1200 dpi in bi-tonal, grey scale, and color.



- **ARCHIVE WRITER Family**

SMA offers the most complete line of Archive Writers to backup your digital files. Save your essential data subject to long-term archiving requirements with minimum effort. Cost Effective: SMA Archive Writers do not require the use of proprietary microfilm; any standard silver halide microfilm will create superior image quality in bi-tonal grey scale, and color. SMA products can be upgraded in the future as your requirements change. Film options available from 16mm to 16/35mm to microfiche.

Distributed in North America by:

Analogue Imaging, LLC

phone: 800-747-2026

email: sales@analogueimaging.com

www.analogueimaging.com • www.sma-edocument.com



July 25, 2017

West Virginia Division of Culture and History

Re: Bid # CRFQ 0432 DCH1800000002

Overhead, Archival Document Scanner, Large Format

Attn: Michelle L. Childers, Buyer

Offeror: Analogue Imaging LLC – SMA Scan Master 1 (25” x 36”)

N73 W23354 Fontaine Circle, Sussex, WI 53089

800-747-2026

SMA Electronic Document GmbH is a pioneer in analogue and digital large format document management. SMA (formerly SMA Schaut GmbH) was the groundbreaking company for microfilm cameras, with the concept by founder Josef Schaut in 1966. With his patented invention of the microfilm camera head system, SMA quickly became an international success, with over 5,000 A0 cameras sold and installed by 1976.

In 1989, Schaut and SMA once again surprised the Library and Archives industry and presented the first book scanner at the CeBIT exhibition in Hannover, Germany. SMA not only introduced the first book scanner to the world but also designed and patented its own scanning concept, making book scanning possible completely independent from ambient light (room lighting, windows/sunlight). To date, SMA is still the only company in the world that manufactures scanners where ambient light truly has no impact on your scans.

In 2007, Ralph Fuchs and Peggy Zilian acquired SMA. Today, SMA E-Document GmbH is represented in more than 105 countries worldwide and is the only manufacturer that maintains a product range covering book scanners and flatbed scanners from DIN A3 up to double A0, as well as the most complete line of Archive Writing devices in the world.

Constant research and development, ground breaking innovation and superior quality have kept SMA a worldwide leader in the large format scanning sector. At CeBIT 2014, SMA created a sensation by presenting the world's first A1 (25"x36") large format robotic book scanner. The invention of the ROBOSCAN – the world's first robotic book scanner for originals up to DIN A0 – offers entirely new possibilities in book digitization and productivity.

In 1999, Analogue Imaging LLC was awarded the master distributorship in North America for all SMA products. This partnership has allowed Analogue Imaging LLC to offer North America the most complete range of digital scanning products and archival equipment. Over forty North American Archives are currently using SMA GmbH products, yearly service, and warranties distributed by Analogue Imaging LLC. Over seventy North American based Universities, Libraries, and service bureaus are currently using SMA GmbH Archive Writers, Book Scanners, and Large Format Flatbed Scanners, yearly service, and warranties distributed by Analogue Imaging LLC.



Analogue Imaging LLC is located 1 hour north of Chicago's O'Hare International airport. Analogue Imaging LLC is specifically located in this area to allow convenient daily flights to anywhere in North America, at a very short notice.

Analogue Imaging LLC currently has (3) fully certified service technicians. All service technicians have gone through extensive training at the SMA headquarters in Wolfersheim, Germany. In addition, they are continuously traveling to Germany for training on all new products, technical education updates, and follow up courses to ensure complete up to date knowledge on Scanner enhancements and software improvements on all SMA GmbH products. In addition, Analogue Imaging's technical service team is committed to offering a thorough training to any number of employees at the time of installation, as well as extensive explanations and usage examples of the particular product. Telephone and Tel-Net dial-in support is also available during the warranty period. Our Service team prides itself on a core philosophy of "least amount of down time possible on your product", and we have met the needs of Analogue Imaging's entire customer base, for more than 16 years.

Analogue Imaging LLC has an extraordinary sales team. We listen to the needs of our customers, and guide them to the most productive, highest quality, and most cost effective product that will meet their needs. In addition, we continue to offer consulting services throughout the lifetime of our products to ensure maximum efficiency and guidance for all of your future projects. We have found that when the sales and service teams work together closely, the customer/end user is benefitted greatly. With this in mind, Analogue Imaging LLC requires our sales team to attend installations and trainings. Visiting these installations helps provide our sales team with first hand knowledge of the inner workings of various libraries, archives, and service bureaus and contributes to the high quality customer service we deliver, from all aspects of our business.

Thank you for your consideration,

Jill Baldwin
Sales Consultant
262-751-9529
jbaldwin@analogueimaging.com
www.analogueimaging.com





Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Quotation
 27 - Miscellaneous

Proc Folder: 319814

Doc Description: Addendum 1 - Overhead, Archival Document Scanner, Lg Format

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2017-07-21	2017-07-27 13:30:00	CRFQ 0432 DCH1800000002	2

BID RECEIVING LOCATION

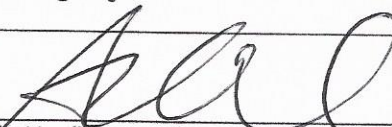
BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Name, Address and Telephone Number:
 Analogue Imaging
 N73 W23354 Fontaine Circle
 Sussex, WI 53089 USA
 1-800-747-2026

FOR INFORMATION CONTACT THE BUYER

Michelle L Childers
 (304) 558-2063
 michelle.l.childers@wv.gov

Signature X  FEIN # 75-3228969 DATE 7/24/17

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION:

Addendum

Addendum No. 01 issued to publish and distribute the attached information to the vendor community.

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Division of Culture and History to establish a contract for the one time purchase of a Large Format Book/Document Scanner and related Digital Capturing Software.

INVOICE TO		SHIP TO	
RECEIVING DEPARTMENT DIVISION OF CULTURE & HISTORY CULTURAL CENTER 1900 KANAWHA BLVD E CHARLESTON WV 25305-0300 US		RECEIVING DEPARTMENT DIVISION OF CULTURE & HISTORY CULTURAL CENTER 1900 KANAWHA BLVD E CHARLESTON WV 25305-0300 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Overhead, Archival Document Scanner, large format.	1.00000	EA	\$68,250.00	\$68,250.00

Comm Code	Manufacturer	Specification	Model #
43211711	SMA	Book scanner	Scanmaster 1

Extended Description :

Overhead, Archival Document Scanner, large format.

SOLICITATION NUMBER: CRFQ DCH1800000002
Addendum Number: 01

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

Applicable Addendum Category:

- | Modify bid opening date and time
- | Modify specifications of product or service being sought
- | Attachment of vendor questions and responses
- | Attachment of pre-bid sign-in sheet
- | Correction of error
- | Other

Description of Modification to Solicitation:

This addendum is issued to modify the solicitation per the attached documentation and the following:

1. To publish the vendor questions and agency answers.

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

ATTACHMENT A

Vendor Questions and Agency Answers

CRFQ DCH180000002

Overhead Document Scanner

Q1) There is no documentation of requested warranties. Is there a particular time frame or standard warranty you would like included in quotations?

A1) 3 year warranty or any extended warranty that is available.

Q2) What is the largest size scan of Book?

A2) A1 size which is 23.39in. x 33.11in.

Q3) What was the product name that the Bid was requested around? That will allow true match of features.

A3) Purchasing Rules do not allow for naming specific products; the agency conducted market research and composed a specification based on this research and the needs of the Agency.

Q4) Ask to interface with other programs (for the need to complete what?)

A4) After reviewing the specification documents for the RFQ we do not see "to interface with other programs" in the document. Please supply the Paragraph or sub paragraph that the question refers to.

Q5) Over Head capture and says large format --that's the need to know what is the agency call being large format what size is the phrase large format.

A5) A1 size format is what we are looking for. A1 size is 23.39in. x 33.11in.

Q6) The phrase Digital capture Software wide open question -- what is the software name and all its required features.. two single items 1- scanner 2- Software?

A6) The digital capture software refers to the software, usually supplied with the equipment by the manufacturer, that allows a user to interface with the scanner.

Q7) -Asking to insert Information on a scanned document structure during the capture process,

Concern is this bid is a conflict-- 1st asking for a ARCHIVE Type Scanner then asking to alter the Scan Archive process, If so then you do not have an Archive Scanner ??

A7) This is the software's ability to allow the user to insert metadata into the image before scanning.

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.: _____

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

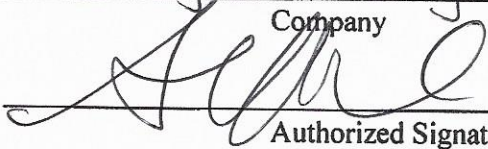
Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|---|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input checked="" type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input checked="" type="checkbox"/> Addendum No. 7 |
| <input checked="" type="checkbox"/> Addendum No. 3 | <input checked="" type="checkbox"/> Addendum No. 8 |
| <input checked="" type="checkbox"/> Addendum No. 4 | <input checked="" type="checkbox"/> Addendum No. 9 |
| <input checked="" type="checkbox"/> Addendum No. 5 | <input checked="" type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Analogue Imaging

Company


Authorized Signature
7/24/17

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.
Revised 6/8/2012

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

MANDATE: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: Analogve Imaging
Authorized Signature: [Signature] Date: 7/25/17

State of WI

County of Waukesha, to-wit:

Taken, subscribed, and sworn to before me this 25th day of July, 2017.

My Commission expires 9/4, 2017.

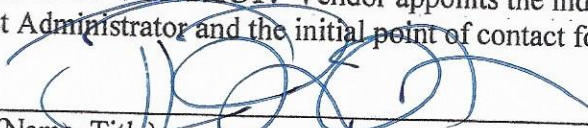
AFFIX SEAL HERE

NOTARY PUBLIC [Signature]

Purchasing Affidavit (Revised 08/01/2015)

JAMES A VICK
NOTARY PUBLIC
STATE OF WISCONSIN

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.



 (Name, Title)
 Jill Baldwin Sales Manager

 (Printed Name and Title)
 N73 W23354 Fontaine Circle

 (Address)
 (262) 751-9529


 (Phone Number) / (Fax Number)
 jbaldwin@analogueimaging.com

 (email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Analogue Imaging LLC

 (Company)



 (Authorized Signature) (Representative Name, Title)

Aaron Berkel manager

 (Printed Name and Title of Authorized Representative)

7/24/17

 (Date)

414/628-3805

 (Phone Number) (Fax Number)

State of West Virginia VENDOR PREFERENCE CERTIFICATE

Certification and application* is hereby made for Preference in accordance with *West Virginia Code*, §5A-3-37. (Does not apply to construction contracts). *West Virginia Code*, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the *West Virginia Code*. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.

1. **Application is made for 2.5% vendor preference for the reason checked:**

Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,

Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or 80% of the ownership interest of Bidder is held by another individual, partnership, association or corporation resident vendor who has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification; or,

Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; or,

2. **Application is made for 2.5% vendor preference for the reason checked:**

Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,

3. **Application is made for 2.5% vendor preference for the reason checked:**

Bidder is a nonresident vendor employing a minimum of one hundred state residents or is a nonresident vendor with an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia employing a minimum of one hundred state residents who certifies that, during the life of the contract, on average at least 75% of the employees or Bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; or,

4. **Application is made for 5% vendor preference for the reason checked:**

Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; or,

5. **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**

Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; or,

6. **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**

Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.

7. **Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with *West Virginia Code* §5A-3-59 and *West Virginia Code of State Rules*.**

Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) reject the bid; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

Under penalty of law for false swearing (*West Virginia Code*, §61-5-3), Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.

Bidder: Analogix Imaging

Signed: [Signature]

Date: 7/24/17

Title: Manager

Exhibit "A"
Pricing Page
Overhead Digital Book/Document Scanner and Software

ITEM	Description	Quantity	Total Bid Amount
1	Overhead Digital Book/Document Scanner and related Digital Capturing Software per specification.	1	\$68,250.00

* to include all Shipping, Transportation, set-up, and configuration costs



EQUIPMENT MAINTENANCE AGREEMENT

Covered Equipment

Proposed SMA Scan Master 1

Serial Number: TBD

(3) One Year On-Site Equipment Maintenance Agreement

Analogue Imaging LLC agrees to provide maintenance service including up to one maintenance call annually and interim calls as required at the installation address specified above on the equipment listed. All charges specified are those currently in effect and are subject to change only at the time of subsequent annual renewal. If the charges are increased, the customer may, as of the effective date of such increase, terminate this Agreement by written notice to Analogue Imaging. Otherwise, the new charges shall become effective upon the date specified in the renewal invoice. Analogue Imaging LLC service calls hereunder are restricted to the normal working hours of Analogue Imaging LLC.

The Maintenance Service

The Supplier Shall:

- (a) Inspect, test and diagnose (either by attendance at the location or remotely) the fault reported on the Equipment and;
- (b) Carry out such repairs, replacement of unserviceable parts, lubrication or adjustment, as the Supplier considers necessary to remedy the fault, including all freight charges for parts movement.

The supplier shall use its best endeavors to respond to the Customer's report of a breakdown within 24 hours. The Maintenance Service shall be provided during normal working hours Monday to Friday (excluding bank and other public holidays). Maintenance Service under this Agreement will only be carried out at the request of the Customer and if no service is required during any annual period this will not entitle the Customer to any refund of payment made to the supplier.

Liabilities

- (a) Supplier shall not be liable for any failure to render service due to circumstances beyond its control.
- (b) The Supplier shall not be liable to the Customer for death or personal injury arising out of the Supplier's negligence.
- (c) The Supplier shall not be liable for any loss or damages, consequential or otherwise arising under this Agreement.
- (d) The Supplier shall perform the Maintenance Service with reasonable care and skill and all other conditions, Warranties express or implied by statute or otherwise in respect of the performance by the Supplier of the Maintenance Services are excluded.



The Exclusions

The Maintenance Service shall not include:

- (a) Service outside the location;
- (b) Any time or expense arising out of the Customer's misuse of the Equipment, failure to operate the Equipment in accordance with the manufacturer's instructions, alterations or maintenance of the Equipment by any other party, the use of defective or inappropriate supplies, parts or software in the Equipment or the Customer's failure to allow the Supplier proper access to the Equipment;
- (c) The provision of supplies, custom software or accessories for use with the Equipment;
- (d) The replacement of lamps, glass parts or consumable items and the replacement or refurbishment of the main cabinet;
- (e) Repair of damage resulting from accident, the Customer transporting the Equipment, neglect or cause other than ordinary use.

All service commenced outside of Analogue Imaging LLC's "normal" working hours will be charged at published rates for service time and expense only.

Optimum performance of the equipment covered by this Agreement can be expected only if supplies provided by or meeting the specifications of Analogue Imaging LLC are used. Analogue Imaging LLC shall have full and free access to the equipment to provide service thereon. If persons other than Analogue Imaging LLC's representatives perform maintenance or repairs, and as a result further work is required by Analogue imaging LLC to restore the equipment to operating condition, such repairs will be billed at Analogue Imaging LLC's published time and material rates then in effect.

For service as specified above on the equipment listed, the undersigned agrees to pay in advance the total annual charge specified below to Analogue Imaging LLC, in accordance with the terms specified on the face of the invoice.

There shall be added to the charges provided for in this Agreement amounts equal to any taxes, however designated, levied or based on such charges or on this Agreement, or on the services rendered or parts supplied pursuant hereto, including State and Local privilege or excise taxes based on gross revenue, and any taxes or amounts in lieu thereof paid or payable by Analogue Imaging LLC in respect of the foregoing, exclusive, however, of taxes based on net income.

The undersigned represents that he is the Owner of the equipment, or that he has the Owner's authority to enter into this agreement.

This Agreement is subject to acceptance by Analogue Imaging LLC, at its Home Office. It takes effect on the date written above and continues in effect for one year and will remain in force thereafter, with automatic annual renewal at the prevailing rates, until cancelled in writing by either party. If cancelled by Analogue Imaging LLC the unearned portion of any advance payment will be credited to the customer.

Date _____

By _____ Signature _____

Date _____

By _____ Signature _____





July 25, 2017

West Virginia Division of Culture and History

Re: Bid # CRFQ 0432 DCH1800000002

REFERENCE LIST

Maryland State Archives

Contact: Corey Lewis

Address: 350 Rowe Blvd, Annapolis, MD 21401

Phone: 410-260-6455

Email: corey.lewis@maryland.gov

Spartanburg Public Library

Contact: Jennifer Land

Address: 151 S. Church Street, Spartanburg, SC 29306

Phone: 864-596-3500 X1209

Email: jenniferl@infodepot.org

Dalhousie University Archives

Contact: Michael Mooseberger

Address: 6225 University Ave, Killiam Library, Halifax, Nova Scotia, Canada B3H 4R5

Phone: 902-494-5176

Email: Michael.Moosberger@Dal.Ca

All of these references have either used both pieces of equipment you are considering or have conducted extensive research on both pieces of equipment. Please contact them regarding real world user examples and overall quality.

Thank you for your consideration,

Jill Baldwin

Sales Executive

Analogue Imaging LLC

262-751-9529

jbaldwin@analogueimaging.com