

03/03/23 09:30:33
WV Purchasing Division



CRFI HSC2300000003

Request for Information – Security Paper Standardization

VeriTrace, Inc.
9487 Dry Fork Road
Harrison, Ohio 45030
p. 513-202-0790
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Contact Person:
Jim Columbus
815-735-1159
jcolumbus@veritrace.com

Best Regards,



James D. Columbus
V.P. Security Document Sales



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February 27, 2023

Ms. Roberta A. Wagner
Purchasing Director 304.356-4116
Health and Human Resources
Bureau for Public Health Central Finance
350 Capital St, RM 206
Charleston WV 25301-3717

Dear Ms. Wagner,

4.1.1. Agency will test security paper provided by vendor physically in various laser printers and photocopiers to ensure compatibility. Vendor must submit no less than 10 sheets of security paper per sample to be evaluated.

VeriTrace understands the requirements and is providing 4 State specific documents along with 10 generics for testing. The stock provided is currently used by 18 States and over 600 local offices. Total annual documents exceed 10,000,000 forms provided by VeriTrace.

4.1.2. Vendor should provide information about their proposed paper and any restrictions for use in any available printer/photocopier types.

There are no restrictions in any available printers or photocopiers with our paper.

All are 28LB high security stock not commercially available. One Eagle watermark virgin. One Eagle watermark 100% PCW. One flag watermark virgin.

All contain the following:

1. Watermark security paper

Paper will contain a two tone fourdrinier security watermark duplicating the stars and stripes or eagle with the words Vital Record in repeated format and continuous format running diagonally down the sheet left to right. Fourdrinier means its embedded in the paper during the paper process and is not printed on the sheet.

2. Optically dead, and chemically sensitive

Optically dead allows for the inclusion of ultraviolet (blacklight print). The paper is also chemical sensitive so any attempt to alter the document using a chemical agent will deface it by staining it immediately. The color of the stain allows enforcement the ability to know what chemical was used.

3. Security fibers

Security fibers are embedded in the paper during the paper making process. The fibers are two visible one invisible. Colors of the fibers are determined by the watermark choice.

4. Toner retention treated.

Paper is treated both sides to significantly enhance toner adhesion during the laser printing process. The heat from the printer activates a chemical reaction that fuses the ink to the paper during the personalization process.

4.1.3. Agency will analyze and test paper to ensure minimum security features are present and functional. Vendor should provide a listing of all features present in their proposed security paper for proper testing by the agency. Vendors are encouraged to exceed minimum security requirements.

See the list of proposed security features provided on attached letter re: security paper features to prevent against fraud and identity theft. This puts the State in line with 18 other States and exceeds states regulation and NASPO and NAPHSIS recommendations. Intaglio provides ease of verification. Excellent security as it's the same process used in currencies, Visas, and passports. It cannot be successfully altered or duplicated.

4.1.4. Agency will analyze the timeliness of vendor delivery of security paper after orders are placed. Vendor should provide an example of timeline of delivery after receipt of order for their proposed security paper. Order quantities will not exceed 125,000 pages per order due to storage space at agency.

VeriTrace would recommend a custom plate and with the input from your team will help design a certificate admired not only for its security but also its beauty. A high security generic plate in stock is also available for use. It is currently used by two other states. A timeline utilizing a custom plate is as follows. Design creation on the border is two weeks. Once approved the plate process takes 3 weeks to make/ grow the nickel plate. This is only in reference to the first run. After that, the plate would be removed from our vault for future runs. The production phase in currently 5 weeks due to our volume. Transit an estimated 3 days so in total 10 weeks. With permission from the State, it would be our intent to always have 125,000 ready in our class 5 vault to pull. Once the plate has been produced and on future orders the timeline is as follows. Two days for proof. Once approved 5 weeks production plus transit. The same timeline for the generic high security plate.

4.4.1. Vendors proposed security paper must be successfully utilized in at least three (3) state or federal agencies for the purpose of vital record printing. Vendor must identify a minimum of three (3) state or federal agencies in which they have provided proposed security paper. Name of agency, name of contact, address and phone numbers are to be submitted with delivery of commodity. Vendor proposed security paper will not be selected for standardization if this requirement is not met.

VeriTrace currently holds 18 full State Contract and ships to over 600 Counties direct. We provide 98% of the US intaglio market and ship over 12,000,000 vital records annually. We currently hold the Texas contract which is the largest US contract. We ship to over 54 county offices in California and hold contracts with LA Health and Recorder, San Diego Health, and Recorder. These are two largest consumers in the State of California. In addition, we provide all the Death and Birth records used in Quebec Canada. At VeriTrace vital records are our core business and not just an extension to what we produce. With the threaded stock no longer produced in the US we are engaged with 4 other States transitioning to an intaglio solution. The thread was a minimum recommended security feature 4 years ago by NASPO and recognized by NAPHSIS. Intaglio is and has always been revered as the GOLD standard in the industry.

Iowa Department of Public Health
Melissa Bird
321 E. 12th Street
Des Moines, IA 50319
515-281-6762
Melissa.bird@idph.iowa.gov
\$1.27 million 5-year contract

Arizona Department of Health Services
Kristi Parker
1818 West Adams
Phoenix, AZ 85007
602-364-1757
Kristi.kane@azdhs.gov
\$700,000 5-year contract

Oregon Health Authority
Jennifer Woodward
800 NE Oregon St. Suite 225
Portland, OR 97232
971-673-1185
jennifer.a.woodward@state.or.us
\$918,750 5-year contract

Colorado Department of Public Health and Environment
Alex Quintana
4300 Cherry Creek Drive South
Denver, CO 80246
Alex.quintana@state.co.us
\$1.66 million 5-year contract

4.4.2. Vital Record Security Paper used to produce certified copies of vital records shall be obtained from a printing company with offices located within the United States or Canada and be printed within the United States or Canada.

Our physical location is 9487 Dry fork RD. Harrison Ohio. We are both NASPO and ISO certified and approved to print currency in the state of an emergency.

4.4.3. Security paper shall include the minimum-security features required for acceptance by federal agencies as specified in regulations promulgated under the Information Reform Act or similar federal statutes and shall include: Sensitized security paper, a background security design, a copy void pantograph, and consecutive numbering. (See Attachment A Senate Bill SB 339 64-5-1 ©.)



9487 Dry Fork Road
Harrison, OH 45030 USA
Ph. +1 513.202.0790
Fax +1 513.202.0593
www.veritrace.com

We understand the requirements and meet or exceed all.

Thank you.

Best Regards,

James D. Columbus
V.P. Document Security

February 27, 2023

Ms. Roberta A. Wagner
Purchasing Director 304.356-4116
Health and Human Resources
Bureau for Public Health Central Finance
350 Capital St, RM 206
Charleston WV 25301-3717
US

Re: Security Paper Features to prevent against fraud and identity theft

Distinguished Panel

VeriTrace currently provides intaglio documents to 18 full State contracts and ships direct to over 600 County offices. We have contracts and ship directly to 54 California County offices including LA Health, Recorder San Diego Health and Recorder which are the largest contracts in the State of California. In addition, we also provide all the death and birth records used in Quebec Canada. We have also provided over 8,000,000 records for the State of Texas. Several years ago, NASPO on behalf of NAPHSIS made a minimum-security recommendation for vital records in the US. That is the paper should at least contain a security thread along with other features. With the closing of Appvion papers in the US that thread is no longer available from a US mill. Therefore, many States are looking to transition to intaglio which is still considered the gold standard and used in currencies, visas, and passports. The recommended standards below reflect a mid-range high security solution. It is not only secure it also has a pleasing appearance.

SECURITY PAPER FEATURES TO PREVENT AGAINST FRAUD AND IDENTITY THEFT

Our paper meets or exceeds the minimum required standard as stated by NASPO and is recognized by Homeland security and the Vital Record industry. It is printed entirely on site in our NASPO and ISO certified high security facility.

Our proposed security features which protect the document from duplication or alteration.

1. Engraved Intaglio printing. Fine line border via intaglio process as used in currency and other high security processes. This process is performed using steel engraved plates. Intaglio has a recognizable raised print, tactile property that cannot be replicated by any other printing method or electronically reproduced by copiers or scanners. Elements can be added which represent. Virginia.
2. Engraved intaglio true latent images. They will be in the top left and right corners of the border. Normally they contain the letters V and R but can be any letter specified by the State. Intaglio is the only method of print that a latent can be produced as you are shutting off light when viewing at an angle.
3. Engraved vital record micro text. Also, part of the engraving will be a continuous repeated micro- line It will read VITAL RECORD or alternative preferred by the State. It will be both positive and negative and can only be viewed with a magnifying glass.

4. Void copy background. Our copy void provides excellent anti-copy protection. It not only displays the word VOID when copied the internal letters and numbers turn to dots thereby deterring the forger from attempting to use copied documents as counterfeits.
5. Prismatic Print This is a method we use in our offset printing process. By dividing the ink fountain in our press inking fountain the press person creates a background of varying colors which merge gradually. Copiers and photo copiers have a hard time replicating the subtle color migrations.
6. Screened State or County department seals. This is on the face of the document in a half tone which allows the State or County to over print with personalization in that area. It is done during the offset process typically in blue or black. The legal will also be printed at this time.
7. Erasure sensitive inks the ink is sensitive to mechanical abrasion. Attempts to remove or alter the data will remove the ink also causing voids thereby evidencing tampering of the document.
8. Sequential Control numbering and barcoding. We also add an invisible corresponding number to either process. Numbering range determined by the State. NO MISSING OR DUPLICATE NUMBERS. Barcode on the back per the State's request with an additional invisible number in blue above it. Can be altered per your specifications.
9. Watermark security paper. Paper will contain a two tone Fourdrinier security watermark duplicating the stars and stripes or eagle with the words Vital Record in repeated format and continuous format running diagonally down the sheet left to right. The paper will be 28lb high security.
10. Optically Dead, and Chemically Sensitive Optically dead paper allows for the inclusion of ultraviolet (blacklight print). The paper is also chemical sensitive so any attempt to alter the document using a chemical agent will deface the document by staining it immediately. On this certificate we are offering a UV corresponding number and UV embedded invisible fibers. No other UV print is offered.
11. Security fibers are embedded in the during the paper production process. They are both visible and invisible.
12. Paper Treated with toner retention. Paper is treated to significantly enhance toner adhesion during the laser printing process. The heat from the printer activates a chemical reaction that fuses the ink to the paper during the personalization process.

VeriTrace will work with your team to provide and customize a certificate that would be admired throughout the industry for its appearance and security.

Packaging would be in 500 packs all with labels containing beginning and ending numbers shrink wrapped. There will be 4 packs to a master box which weighs 32 lbs. Those boxes will be closed with security tape. Every Master box will contain a label with the beginning and ending number.

Boxes can be placed on a skid with low to high or high to low based on your preference.



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Typical lead time with custom plate is as follows. 2 weeks design and approval. 3 weeks for the plate production and 5 weeks actual production.

VeriTrace can assist with the RFP by providing several State examples followed by any questions or clarification procurement may want.

Thank you for considering intaglio as your solution. I am happy to clarify specifications after review. The standards above meet or exceed the recommendations by NASPO, NAPHSIS or Homeland security. I think you will find our service and quality outstanding.

I look forward to expanding our conversations as we consider it a privilege. We not only manufacture we partner with our customers in a team environment. We understand the responsibilities associated to producing these documents and consider it a privilege. At VeriTrace vital records are our core business and not just an extension to what we produce.

Thank you.

Best Regards,

James D. Columbus
V.P. Document Security

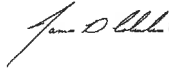
CRFI HSC2300000003
STANDARDIZATION NOTICE
Request for Information
WV DHHR, BPH, HSC, Office of Vital Records Security Paper

By signing below, I certify that I have reviewed this Request for Information in its entirety; understand the requirements, terms and conditions, and other information contained herein; that I am submitting this proposal for review and consideration; that I am authorized by the bidder to execute this proposal or any documents related thereto on vendor's behalf.

VeriTrace, Inc.

(Company)

Jim Columbus, V.P. Security Document Sales



(Representative Name, Title)

815-735-1159

(Contact Phone/Fax Number)

02/27/2023

(Date)

CERTIFICATION OF VITAL RECORD

07 "V" Latent Image

04 Certification of Vital Record Outline Text & State Name (Optional)

02 "R" Latent Image



VERITRACE®



SECURITY FEATURES

(See Reverse For Definitions)




01 Engraved Intaglio Printing

- 01 Engraved Intaglio Printing
- 02 Engraved Intaglio Latent Images ("V" and "R")
- 03 Engraved "Vital Record" Micro-Print Line
- 04 Engraved State Name & Certification Of Vital Record Outline Text
- 05 Engraved State/County /Departmental Seals
- 06 "Void" Copy Background
- 07 Prismatic Print
- 08 Screened State/County /Departmental Seal
- 09 Erasure Sensitive Inks
- 10 Sequential Control Numbering & Barcoding
- 11 Watermark Paper
- 12 Security Fibers
- 13 Optically Dead, Chemically Sensitive Security Paper
- 14 Paper Treated With Laser Toner Retention

08 Screened State/County & Departmental Seal

10 Sequential Control Numbering → 123456

10 Sequential Barcoding →  VT39876522

PRINTED IN THE USA

05 State/County/ Departmental Seal

03 Engraved Micro-Print Line



WE ARE THE
INDUSTRY LEADER
IN VITAL DOCUMENTS

ABOUT VERITRACE

VeriTrace is a security printer and integrator of anti-counterfeit, authentication and asset protection technologies. We are committed to designing, testing and producing security labels, tapes, seals, markers and documents that address customer needs and exceed expectations.

OUR COMMITMENT

VeriTrace offers an ever expanding line of anti-counterfeit and tamper indicating security solutions. We offer a multitude of technology options that have been field tested & can be customized to meet your specific needs.

We are here for you in those emergency situations. Our team offers the fastest overt & covert intaglio design to print turnarounds in the industry. We assure that you will get the documents you need when you need them.



- | | |
|---------------------|------------------------------------|
| • Labels & Seals | • Diplomas |
| • Tapes | • Transcripts |
| • Documents | • QR Verification |
| • Tax Stamps | • QR Track & Trace Software |
| • Visas | • Measure, Manage & Track Software |
| • Vital Records | • Marketing Support Software |
| • MCOs | |
| • Stocks and Bonds | |
| • Secure Stationery | |

CONTACT US TODAY
TO DISCUSS YOUR
OBJECTIVES.

 jcolumbus@veritrace.com

CERTIFICATION OF VITAL RECORD

SPECIMEN

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ANY ALTERATION OR ERASURE VOIDS THIS CERTIFICATE

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CERTIFICATION OF VITAL RECORD

SPECIMEN

STATE OF IOWA

SPECIMEN

This is to certify that this is a true and correct reproduction of the original record as recorded in this state, issued under the authority of Chapter 144, Code of Iowa.
This copy is not valid unless prepared on engraved border displaying state seal and signature of the Registrar or Designee.

THIS COPY NOT VALID UNLESS UNALTERED AND PREPARED ON CERTIFIED SECURITY PAPER

DATE ISSUED

Kim Reynolds
GOVERNOR, STATE OF IOWA
Adam Gregg, Lt. Governor

Melissa R. Lind
DEPUTY STATE REGISTRAR

FORM #588-03285 (Rev. 09/2019)

STATE OF ARIZONA

CERTIFICATION OF VITAL RECORD

Specimen



This is a true certification of the facts on file with the Arizona Department of Health Services, Bureau of Vital Records, PHOENIX, ARIZONA. Revised 07/2016

Krystal Colburn

KRYSTAL COLBURN
ASSISTANT STATE REGISTRAR

This copy not valid unless prepared on a form displaying the State Seal and impressed with the raised seal of the issuing agency.

ANY ALTERATION OR ERASURE VOIDS THIS CERTIFICATE

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ARIZONA DEPARTMENT
OF HEALTH SERVICES

STATE OF COLORADO

CERTIFICATION OF VITAL RECORD



SPECIMEN

DATE ISSUED

THIS IS A TRUE CERTIFICATION OF NAME AND FACTS AS RECORDED IN THIS OFFICE. Do not accept unless prepared on security paper with engraved border displaying the Colorado state seal and signature of the Registrar. PENALTY BY LAW, Section 25-2-118, Colorado Revised Statutes, 1982, if a person alters, uses, attempts to use or furnishes to another for deceptive use any vital statistics record. NOT VALID IF PHOTOCOPIED.

A. Alex Quintana
A. ALEX QUINTANA
STATE REGISTRAR



REV 01/19

ANY ALTERATION OR ERASURE VOIDS THIS CERTIFICATE

STATE OF VERMONT

CERTIFICATION OF VITAL RECORD

Specimen

THIS IS TO CERTIFY THAT THIS IS A TRUE AND CORRECT COPY OF THE INFORMATION ON THE ORIGINAL CERTIFICATE ON FILE IN THE VERMONT DEPARTMENT OF HEALTH OR CUSTODIAL AGENCY.

DATE ISSUED:

ATTEST:

This copy not valid unless prepared on engraved border displaying state seal of Vermont.

ANY ALTERATION OR ERASURE VOIDS THIS CERTIFICATE

