



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER  
**AGR0904**

PAGE  
**1**

ADDRESS CORRESPONDENCE TO ATTENTION OF  
**KRISTA FERRELL  
 304-558-2596**

RFQ COPY  
 TYPE NAME/ADDRESS HERE

**XEROX**

DEPARTMENT OF AGRICULTURE  
 ADMINISTRATIVE SERVICES  
 BUILDING 2, ROOM 106  
 4720 BRENDA LANE  
 CHARLESTON, WV  
 25312 304-558-2221

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
11/06/2008				

BID OPENING DATE: **12/02/2008** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	EA		985-26-01-001		265,700
<p><b>DIGITAL COLOR PRESS</b></p> <p><b>REQUEST FOR QUOTATION</b></p> <p>THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA DEPARTMENT OF AGRICULTURE, IS SOLICITING BIDS TO PROVIDE THE AGENCY WITH (1) DIGITAL COLOR PRESS: CANON IMAGEPRESS C7000VP OR EQUAL PER THE ATTACHED SPECIFICATIONS.</p> <p>TECHNICAL QUESTIONS CONCERNING THIS REQUEST FOR QUOTATION (RFQ) MUST BE SUBMITTED IN WRITING TO KRISTA FERRELL IN THE WEST VIRGINIA STATE PURCHASING DIVISION VIA FAX AT 304-558-4115 OR VIA EMAIL AT KRISTA.S.FERRELL@WV.GOV. DEADLINE FOR ALL TECHNICAL QUESTIONS IS NOVEMBER 18, 2008 AT THE CLOSE OF BUSINESS. ALL TECHNICAL QUESTIONS RECEIVED, IF ANY, WILL BE ANSWERED BY ADDENDUM AFTER THE DEADLINE.</p> <p>QUESTIONS CONCERNING THE PROCESS BY WHICH A VENDOR MAY SUBMIT A BID TO THE STATE OF WEST VIRGINIA ARE NOT CONSIDERED TO BE TECHNICAL QUESTIONS AND MAY BE SUBMITTED AT ANY TIME PRIOR TO THE BID OPENING AND IN ANY FORMAT.</p> <p>CLICK CHARGES WILL BE ADDED BY CHANGE ORDER UPON THE DELIVERY, INSTALLATION, AND ACCEPTANCE OF THE EQUIPMENT BY THE AGENCY.</p> <p>THE BELOW EXHIBIT APPLIES TO THE CLICK CHARGES ONLY.</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Beth Marcum</i>	TELEPHONE <i>304-345-5800</i>	DATE <i>12-22-08</i>
TITLE <i>Acct Executive</i>	FEIN <i>160468020</i>	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS**  
**REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
5. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this Contract may be deemed null and void, and terminated without further order.
14. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
15. **WEST VIRGINIA ALCOHOL & DRUG-FREE WORKPLACE ACT:** If this Contract constitutes a public improvement construction contract as set forth in Article 1D, Chapter 21 of the West Virginia Code ("The West Virginia Alcohol and Drug-Free Workplace Act"), then the following language shall hereby become part of this Contract: "The contractor and its subcontractors shall implement and maintain a written drug-free workplace policy in compliance with the West Virginia Alcohol and Drug-Free Workplace Act, as set forth in Article 1D, Chapter 21 of the West Virginia Code. The contractor and its subcontractors shall provide a sworn statement in writing, under the penalties of perjury, that they maintain a valid drug-free work place policy in compliance with the West Virginia and Drug-Free Workplace Act. It is understood and agreed that this Contract shall be cancelled by the awarding authority if the Contractor: 1) Fails to implement its drug-free workplace policy; 2) Fails to provide information regarding implementation of the contractor's drug-free workplace policy at the request of the public authority; or 3) Provides to the public authority false information regarding the contractor's drug-free workplace policy."

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**INSTRUCTIONS TO BIDDERS**

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in case of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130



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 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
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ADDRESS/CORRESPONDENCE TO ATTENTION OF  
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 304-558-2596**

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DEPARTMENT OF AGRICULTURE  
 ADMINISTRATIVE SERVICES  
 BUILDING 2, ROOM 106  
 4720 BRENDA LANE  
 CHARLESTON, WV  
 25312 304-558-2221

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
11/06/2008				

BID OPENING DATE: **12/02/2008** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p><b>EXHIBIT 3</b></p> <p><b>LIFE OF CONTRACT:</b> THIS CONTRACT BECOMES EFFECTIVE ON ACCPTANCE OF MACHINE &amp; EXTENDS FOR A PERIOD OF ONE (1) YEAR OR UNTIL SUCH "REASONABLE TIME" THEREAFTER AS IS NECESSARY TO OBTAIN A NEW CONTRACT OR RENEW THE ORIGINAL CONTRACT. THE "REASONABLE TIME" PERIOD SHALL NOT EXCEED TWELVE (12) MONTHS. DURING THIS "REASONABLE TIME" THE VENDOR MAY TERMINATE THIS CONTRACT FOR ANY REASON UPON GIVING THE DIRECTOR OF PURCHASING 30 DAYS WRITTEN NOTICE.</p> <p><b>UNLESS SPECIFIC PROVISIONS ARE STIPULATED ELSEWHERE IN THIS CONTRACT DOCUMENT, THE TERMS, CONDITIONS AND PRICING SET HEREIN ARE FIRM FOR THE LIFE OF THE CONTRACT.</b></p> <p><b>RENEWAL:</b> THIS CONTRACT MAY BE RENEWED UPON THE MUTUAL WRITTEN CONSENT OF THE SPENDING UNIT AND VENDOR, SUBMITTED TO THE DIRECTOR OF PURCHASING THIRTY (30) DAYS PRIOR TO THE EXPIRATION DATE. SUCH RENEWAL SHALL BE IN ACCORDANCE WITH THE TERMS AND CONDITIONS OF THE ORIGINAL CONTRACT AND SHALL BE LIMITED TO TWO (2) ONE (1) YEAR PERIODS.</p> <p><b>CANCELLATION:</b> THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM TO THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p><b>OPEN MARKET CLAUSE:</b> THE DIRECTOR OF PURCHASING MAY AUTHORIZE A SPENDING UNIT TO PURCHASE ON THE OPEN MARKET, WITHOUT THE FILING OF A REQUISITION OR COST ESTIMATE, ITEMS SPECIFIED ON THIS CONTRACT FOR IMMEDIATE DELIVERY IN EMERGENCIES DUE TO UNFORESEEN</p>						

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 304-558-2596**

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DEPARTMENT OF AGRICULTURE  
 ADMINISTRATIVE SERVICES  
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 CHARLESTON, WV  
 25312 304-558-2221

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BID OPENING DATE: **12/02/2008** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>CAUSES (INCLUDING BUT NOT LIMITED TO DELAYS IN TRANSPORTATION OR AN UNANTICIPATED INCREASE IN THE VOLUME OF WORK.)</p> <p>QUANTITIES: QUANTITIES LISTED IN THE REQUISITION ARE APPROXIMATIONS ONLY, BASED ON ESTIMATES SUPPLIED BY THE STATE SPENDING UNIT. IT IS UNDERSTOOD AND AGREED THAT THE CONTRACT SHALL COVER THE QUANTITIES ACTUALLY ORDERED FOR DELIVERY DURING THE TERM OF THE CONTRACT, WHETHER MORE OR LESS THAN THE QUANTITIES SHOWN.</p> <p>ORDERING PROCEDURE: SPENDING UNIT(S) SHALL ISSUE A WRITTEN STATE CONTRACT ORDER (FORM NUMBER WV-39) TO THE VENDOR FOR COMMODITIES COVERED BY THIS CONTRACT. THE ORIGINAL COPY OF THE WV-39 SHALL BE MAILED TO THE VENDOR AS AUTHORIZATION FOR SHIPMENT, A SECOND COPY MAILED TO THE PURCHASING DIVISION, AND A THIRD COPY RETAINED BY THE SPENDING UNIT.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p>THE TERMS AND CONDITIONS CONTAINED IN THIS CONTRACT SHALL SUPERSEDE ANY AND ALL SUBSEQUENT TERMS AND CONDITIONS WHICH MAY APPEAR ON ANY ATTACHED PRINTED DOCUMENTS SUCH AS PRICE LISTS, ORDER FORMS, SALES AGREEMENTS OR MAINTENANCE AGREEMENTS, INCLUDING ANY ELECTRONIC MEDIUM SUCH AS CD-ROM.</p> <p>REV. 04/11/2001</p> <p>EXHIBIT 10</p> <p style="text-align: right;">REQUISITION NO.: .....</p>						

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ADDRESS CORRESPONDENCE TO ATTENTION OF  
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RFQ COPY  
 TYPE NAME/ADDRESS HERE

VENDOR

BUYER

DEPARTMENT OF AGRICULTURE  
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 BUILDING 2, ROOM 106  
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<p><b>ADDENDUM ACKNOWLEDGEMENT</b></p> <p>I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.</p> <p>ADDENDUM NO.'S:</p> <p>NO. 1 .....</p> <p>NO. 2 .....</p> <p>NO. 3 .....</p> <p>NO. 4 .....</p> <p>NO. 5 .....</p> <p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>VENDOR MUST CLEARLY 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.</p> <p style="text-align: right;"> <i>Beth Marc</i>            .....            SIGNATURE  <i>Xerox Document Solutions</i>            .....            COMPANY         </p>						

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**AGR0904**

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ADDRESS CORRESPONDENCE TO ATTENTION OF:  
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 304-558-2596**

**RFQ COPY  
 TYPE NAME/ADDRESS HERE**

VENDOR

SHIP TO

**DEPARTMENT OF AGRICULTURE  
 ADMINISTRATIVE SERVICES  
 BUILDING 2, ROOM 106  
 4720 BRENDA LANE  
 CHARLESTON, WV  
 25312 304-558-2221**

DATE PRINTED	TERMS OF SALE	SHIP VIA	FOB	FREIGHT TERMS
11/06/2008				

BID OPENING DATE: **12/02/2008** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>.....            DATE</p>						
<p>REV. 11/96</p> <p style="text-align: center;"><b>NOTICE</b></p> <p><b>A SIGNED BID MUST BE SUBMITTED TO:</b></p> <p style="text-align: center;"> <b>DEPARTMENT OF ADMINISTRATION            PURCHASING DIVISION            BUILDING 15            2019 WASHINGTON STREET, EAST            CHARLESTON, WV 25305-0130</b> </p> <p><b>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</b></p> <p><b>SEALED BID</b></p> <p><b>BUYER: KRISTA FERRELL-FILE 21</b></p> <p><b>RFQ. NO.: AGR0904</b></p> <p><b>BID OPENING DATE: 12/02/2008</b></p> <p><b>BID OPENING TIME: 1:30 PM</b></p> <p><b>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY</b></p>						

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ADDRESS CORRESPONDENCE TO ATTENTION OF  
**KRISTA FERRELL  
 304-558-2596**

RFQ COPY  
 TYPE NAME/ADDRESS HERE

DOUGLASS

SHOOT

DEPARTMENT OF AGRICULTURE  
 ADMINISTRATIVE SERVICES  
 BUILDING 2, ROOM 106  
 4720 BRENDA LANE  
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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
TO CONTACT YOU REGARDING YOUR BID:						
				304-720-7899		
CONTACT PERSON (PLEASE PRINT CLEARLY):						
				Beth Marcum		
***** THIS IS THE END OF RFQ AGR0904 ***** TOTAL: _____						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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**DIGITAL COLOR PRESS SPECIFICATIONS**  
**Canon Imagepress C7000VP or Equal**

1. Must print full color copies at 70 ipm (letter), 35 ipm (11x17) and 31 ipm (13x19.2). Equipment must run at the full rated speed on 17 lb. bond to 110 lb. cover paper stocks (64 – 300 gsm), with a maximum image area of 12.72" x 19" and a maximum monthly production volume of 500,000 impressions.
2. Must print at a maximum resolution of at least 1200 dpi and scan up to 11"x17" black & white and color images at 600 dpi.
3. Must perform automatic calibration using a spectrophotometer or densitometer, with measurements performed every other page and adjustments made with no operator intervention.
4. Must have independent RGB, CMYK and PANTONE control, support auto gray, GCR replacement, custom simulation targets, SWOP, sRGB and Adobe RGB through ICC profiles, and provide trapping and overprinting. Equipment must have color calibration, color editor, color profile manager and provide SpotOn and ColorCAL or equal color management software with HKS, Toyo and DIC spot color support. Equipment must include graphic arts features with auto trapping, halftone screening, unlimited separations, paper simulation and soft proofing.
5. Must provide advanced job reorder, archiving, auto duplex support, booklet maker wizard, continuous print, cover mode, custom page sizes, face-down delivery, image shift, PDF editing, PPML support, print/process next, document merge, reverse order printing, RIP while print, print scheduling, slip sheeting, suspend on mismatch, tab inserting and transparency interleaving.
6. Must have image settings that control brightness, color graphics/line, density, smoothing, halftone simulation, image compression, resolution, sharpness and toner reduction and saving.
7. Must be compatible with Windows XP/Vista, be fully integrated with the agency computer network, support Adobe Postscript 3 and Adobe Acrobat 9. Must be an open system designed and licensed to run on any Postscript device.
8. Must have five paper input trays. Tray 1: 1,000 sheets, tray 2: 1,000 sheets, tray 3: 1,000 sheets, tray 4: 1,000 sheets, tray 5: 2,000 sheets. All trays must support 7.2"x7.2" to 13"x19.2" paper sizes, 64 - 300 gsm page weights, and air suction feeding must be standard. Must have the output capacity to stack 5,000 sheets, with 2 removable dollies and a 1,000 sheet capacity proof tray.
9. Must have double sheet detection standard on all trays, with escape trays for double-sheet feeds.
10. Must utilize waxed based toner.
11. Must be able to auto duplex 7.2"x7.2" to 13"x19.2" at all weights (64 – 300 gsm), including any custom sizes from engine drawers. When duplexing, must have the ability to adjust the 2nd side size to compensate for paper size changes (post fuser). Must have front to back registration technology to ensure that images register on a duplexed job.
12. Must have saddle stitch finisher that accepts 64 - 200 gsm paper stock in 11x17, 8½x14 and 8½x11, staple capacity up to 20 sheets 80gsm paper including one cover sheet, coated: 15 sheets 80gsm paper.
13. Must have booklet trimmer with an output capacity of 30 booklets through a conveyor system.



14. Must have ability to print full color envelope printing, with the ability to print variable data that includes; names/addresses, graphic objects, postal permits, and barcodes needed for postal discounts and is compatible with current Pitney-Bowes SmartMailer 7 software.
15. Must feed #10, 9"x12", and 10"x13" envelopes with a 3 line address code at a print speed of 9,000 per hour. The feeder must accommodate at least 200 #10 envelopes and the stacker must accommodate 300 #10 envelopes and print at a maximum monthly production volume of 77,000 envelopes.
16. Must have duplexing automatic document feeder with a tray capacity of 100 20 lb. bond sheets. Must accept originals up to 11x17 with paper stocks from 50-216 gsm.
17. Must have an Intel Core 2 Dual E6700 2.66GHz processor or equal, with (2) 1 GB DDR2 memory, (1) 1066 MHz front side bus, (2) 160GB SATA hard drives, and (1) Internal DVD/CD-RW drive.
18. Must be fully compatible with existing Planet Press variable data software, run all existing Planet Press applications and include an additional printer license for the current Planet Press variable data software.
19. Must have a local systems analyst with Planet Press forms design and variable data application experience that is certified by the variable data software manufacturer.
20. Must have local factory trained service technicians that must respond to a service call within one hour by phone and be on-site within two hours. Factory trained service certification certificates must be made available upon request. Vendor must have 24 hour toll free technical support hotline
21. Vendor must provide 3 references from current customers for which the vendor provides on-site maintenance and support for the product bid.
22. Bid must include cost for 5 and 7 years, with all labor, parts and supplies (excluding staples) included in the per click charge (all images must be single click, regardless of size).
23. Vendor must provide specifications and terms of the manufacturer's warranty.
24. Delivery time frame must be within 30 days of award.

## Cost Sheet AGR0904

Vendors are to complete the below cost sheet.

<b>A: Equipment:</b>			<b>Unit Cost</b>
(1) Canon Imagepress C7000VP (or equal) **If bidding and equal product, please list manufacturer and model number on the line below. Model literature should be included with your bid.			<u>\$ 265,700</u>
Equipment Bid			
** Manufacturer	<u>XEROX</u>		
** Model Number	<u>DC 7000 AP Digital Press</u>		
<p>The Options below will be added to the above total for the equipment for evaluation purposes. The agency will add Option B or Option C at the agency's discession to get the best value to the State of West Virginia. The quantities provided are for bid evaluation purposes and will vary depending on the actual usage by the agency.</p>			
<b>Option B: 5 Year Rates</b>	<b>Unit Cost</b>	<b>Estimated Quantity</b>	<b>Extended Cost</b>
Color Click Charge (5 year)	Includes 70,000 2870. (per click)	Per month 70000	5 YRS. Total \$ 172,200 (per click)
Black and White Click Charge (5 year)	6450 .0129 (per click)	Per month 5000	\$ 3,870 (per click)
Sub-Total for Evaluation Purposes			\$ 176,070

color clicks over 70,000 .059

Option c: 7 Year Rates	Unit Cost	Estimated Quantity	Extended Cost
Color Click Charge (7 year)	Includes 70,000 2,870 (per click)	Per month 70000	7 yrs. 70,000 per month \$ 241,080 (per click)
Black and White Click Charge (7 year)	.0129 (per click)	Per month 5000	5,418 (per click)
Sub-Total for Evaluation Purposes			\$ 246,498

A: Equipment \$ 265,700  
 Subtotal: Option B 5 Year \$ 126,070  
 Total (A + B) \$ 441,770

A: Equipment \$ 265,700  
 Subtotal: Option C 7 Year \$ 246,498  
 Total (A + C) \$ 512,198

Rev. 09/08

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 Resident Vendor Preference, if applicable.

1. **Application is made for 2.5% resident 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% resident 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% resident 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% resident 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% resident 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% resident 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.

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: Xerox - Document Solutions      Signed: Beth Moore  
 Date: 12-22-08      Title: Acct Executive

\*Check any combination of preference consideration(s) indicated above, which you are entitled to receive.

RFQ No. \_\_\_\_\_

STATE OF WEST VIRGINIA  
Purchasing Division

## PURCHASING AFFIDAVIT

### VENDOR OWING A DEBT TO THE STATE:

**West Virginia Code §5A-3-10a** provides that: 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 the debt owed is an amount greater than one thousand dollars in the aggregate.

### PUBLIC IMPROVEMENT CONTRACTS & DRUG-FREE WORKPLACE ACT:

**West Virginia Code §21-1D-5** provides that: Any solicitation for a public improvement construction contract shall require each vendor that submits a bid for the work to submit at the same time an affidavit that the vendor has a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the West Virginia Code. A public improvement construction contract may not be awarded to a vendor who does not have a written plan for a drug-free workplace policy in compliance with Article 1D, Chapter 21 of the West Virginia Code and who has not submitted that plan to the appropriate contracting authority in timely fashion. For a vendor who is a subcontractor, compliance with Section 5, Article 1D, Chapter 21 of the West Virginia Code may take place before their work on the public improvement is begun.

### ANTITRUST:

In submitting a bid to any agency for the state of West Virginia, the bidder offers and agrees that if the bid is accepted the bidder will convey, sell, assign or transfer to the state of West Virginia all rights, title and interest in and to all causes of action it may now or hereafter acquire under the antitrust laws of the United States and the state of West Virginia for price fixing and/or unreasonable restraints of trade relating to the particular commodities or services purchased or acquired by the state of West Virginia. Such assignment shall be made and become effective at the time the purchasing agency tenders the initial payment to the bidder.

I certify that this bid is made without prior understanding, agreement, or connection with any corporation, firm, limited liability company, partnership or person or entity submitting a bid for the same materials, supplies, equipment or services and is in all respects fair and without collusion or fraud. I further certify that I am authorized to sign the certification on behalf of the bidder or this bid.

### LICENSING:

Vendors must be licensed and in good standing in accordance with any and all state and local laws and requirements by any state or local agency of West Virginia, including, but not limited to, the West Virginia Secretary of State's Office, the West Virginia Tax Department, West Virginia Insurance Commission, or any other state agencies or political subdivision. Furthermore, the vendor must provide all necessary releases to obtain information to enable the Director or spending unit to verify that the vendor is licensed and in good standing with the above entities.

### CONFIDENTIALITY:

The vendor agrees that he or she will not disclose to anyone, directly or indirectly, any such personally identifiable information or other confidential information gained from the agency, unless the individual who is the subject of the information consents to the disclosure in writing or the disclosure is made pursuant to the agency's policies, procedures and rules. Vendors should visit [www.state.wv.us/admin/purchase/privacy](http://www.state.wv.us/admin/purchase/privacy) for the Notice of Agency Confidentiality Policies.

Under penalty of law for false swearing (West Virginia Code §61-5-3), it is hereby certified that the vendor acknowledges the information in this said affidavit and is in compliance with the requirements as stated.

Vendor's Name: Xerox- Document Solutions

Authorized Signature:  Date: 12-22-08



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER  
 AGR0904

PAGE  
 1

ADDRESS CORRESPONDENCE TO ATTENTION OF:  
 KRISTA FERRELL  
 304-558-2596

VENDOR

\*709004042 304-345-5800  
 XEROX CORPORATION  
 C/O DOCUMENT SOLUTIONS  
 716 LEE ST  
 CHARLESTON WV 25301-1707

SHIP TO

DEPARTMENT OF AGRICULTURE  
 ADMINISTRATIVE SERVICES  
 BUILDING 2, ROOM 106  
 4720 BRENDA LANE  
 CHARLESTON, WV  
 25312 304-558-2221

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
12/15/2008				

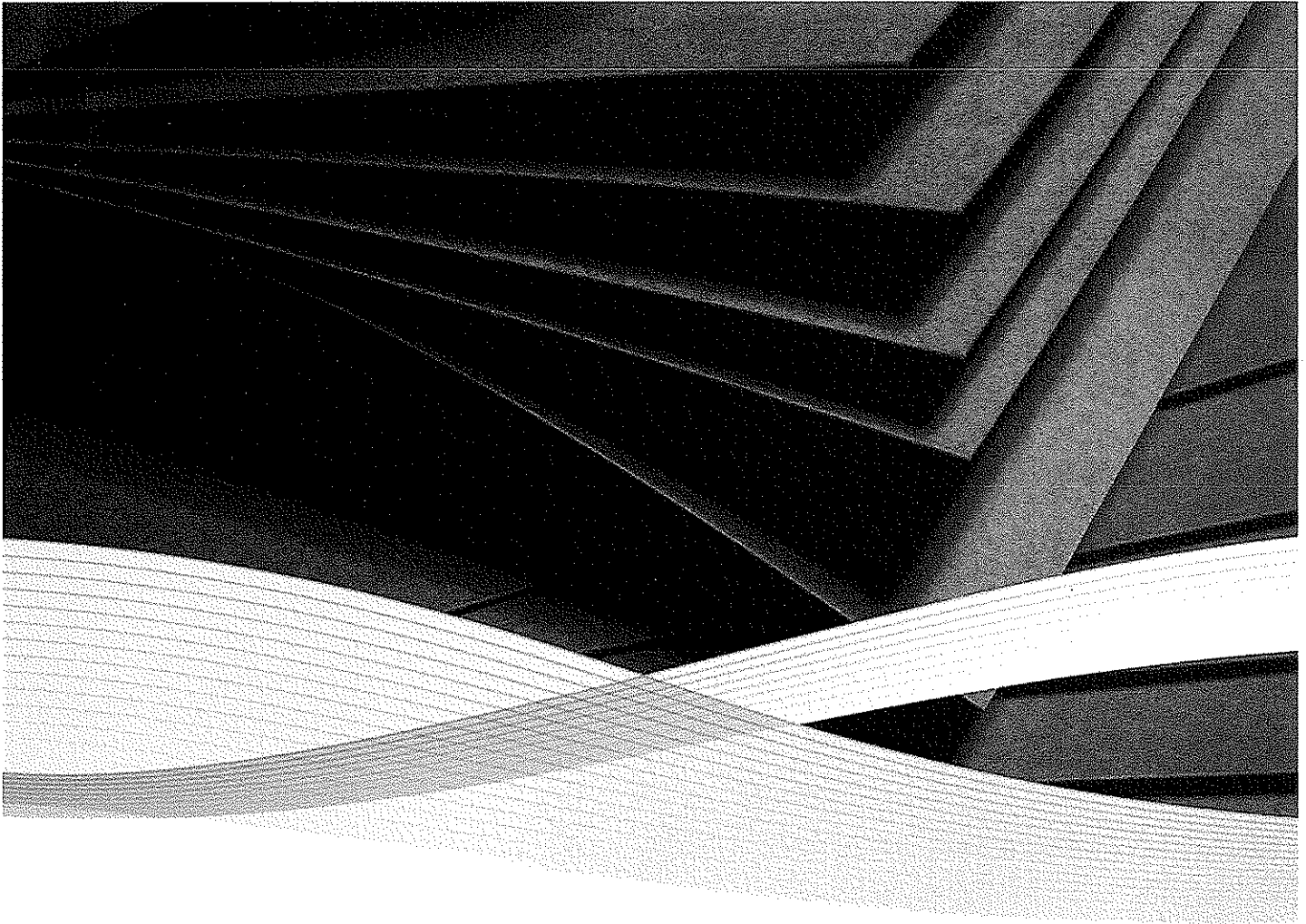
BID OPENING DATE: 12/22/2008 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
				ADDENDUM #03		
				THIS ADDENDUM IS ISSUE TO DELETE THE FOLLOWING SPECIFICATIONS:		
				ITEM 14: "MUST HAVE ABILITY TO PRINT FULL COLOR ENVELOP PRINTING, WITH THE ABILITY TO PRINT VARIABLE DATAT THAT INCLUDES: NAMES/ADDRESSES, GRAPHIC OBJECTS, POSTAL PERMITS, AND BARCODES NEEDED FOR POSTAL DISCOUNTS AND IS COMPATIBLLE WITH CURRENT PITNEY-BOWES SMARTMAILER 7 SOFTWARE."		
				AND		
				ITEM 15: "MUST FEED #10, 9" X 12", AND 10" X 13" ENVELOPES WITH A 3 LINE ADDRESS CODE AT A PRINT SPEED OF 9,000 PER HOUR. THE FEEDER MUST ACCOMODATE 300 #10 ENVELOPES AND PRINT AT A MAXIMUM MONTHLY PRODUCTION VOLUME OF 77,000 ENVELOPES."		
				ALSO, TO EXTEND THE BID OPENING DATE.		
				BID OPENING DATE IS EXTENDED TO: 12/22/2008		
				BID OPENING TIME REMAINS: 1:30 PM		
				***** END ADDENDUM NO. 3 *****		
0001		EA		985-26-01-001		
	1			DIGITAL COLOR PRESS		

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Beth Mauer</i>	TELEPHONE 304-345-5800	DATE 12-22-08
TITLE <i>Acct Executive</i>	FEIN 160468020	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



# Proposal for State of West Virginia

Prepared by Beth Marcum

December 18, 2008



## **Xerox Solution**

Based on our understanding of your current objectives, we recommend installing the following:

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Product	Qty	Location
DC7000AP Digital Press	1	Charleston, WV
With High Capacity Stacker With 2 <sup>nd</sup> Feed Module With Finisher Interface Unit With Standard Horizon Colorworks 7000	1 (ea)	Charleston, WV
EXP7000AP Fiery Controller	1	Charleston, WV

## Bid Response Specifications

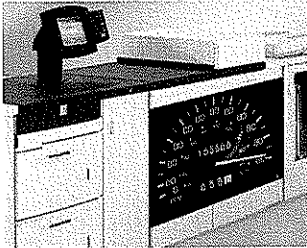
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1. The proposed Xerox system meets and exceeds the noted criteria. Xerox device prints at 70ppm for letter sized paper, and 35ppm for oversize sheets. The Xerox 7000AP will print on stock up to 13x19in with a maximum image size of 2mm inside the edge of the paper. The stated monthly duty cycle is well within the range of operation for this digital press.
2. The Xerox 7000AP will print at 2400x2400dpi.
3. The Xerox 7000AP comes with a Spectrophotometer attached to the EFI controller. The press constantly monitors and adjusts image quality to insure that it performs to the calibrated specifications. After calibration, no operator intervention is required at the press.
4. The capabilities provided with this press will allow a customer to consistently match a wide range of color libraries over both long and short production runs, over a wide range of media, with both automatic and operator discretionary control.
5. While the specification terminology in #5 is proprietary to the "Canon Device Quoted", the Xerox 7000AP will allow a user to optimize overall production, job quality, and prioritization in a deadline oriented workplace.
6. The Xerox 7000AP is fully compliant with the stated specifications.
7. With the integration of the Xerox 7000AP into your environment, the product will be integrated into your computer network and the device will be linked for job access and control.
8. The Xerox 7000AP as configured will have (4) input trays with capability to run 7.2x7.2 to 12.6x19.2 stock at 64-300gsm. All trays are air fed and friction pulled. High Cap stacker will hold 3,750 sheets with a 500 sheet top tray.
9. Fully compliant to this specification.
10. The Xerox 7000AP uses revolutionary EA toner particles that are smaller and more precise than conventional toner. This toner is pre-mixed with developer allowing the product to hold image quality over time as well as deliver image quality to 2400x2400dpi.
11. The Xerox 7000AP will auto duplex oversize sheets at rated speed regardless of paper weight. Front to back registration is superior on this product and it has built in adjustment capability to insure accurate front to back registration.
12. Please see attached specification sheet for specific capabilities of the Colorworks 7000 finisher.
13. Please see attached specification sheet for specific capabilities of the Colorworks 7000 finisher.



14. The DC7000AP has the capability to print envelopes, USPS bar code fonts, and variable data for names and addresses. Further clarification and testing would be needed to determine integration with existing mailing software and current version and SW levels.
15. The DC7000AP has the capability to print envelopes, USPS bar code fonts, and variable data for names and addresses. Further clarification and testing would be needed to determine integration with existing mailing software and current version and SW levels.
16. This product does not come equipped with a DADF feeder. The product can be attached to a Xerox Free Flow scanning system which would allow for a gamut of scanning and workflow automation capability. Further discussion and clarification would be needed to determine if this was an appropriate solution for your environment.
17. The specifications quoted are again proprietary to the device quoted in the specifications. Current Xerox customers using this level of hardware and software have found the capabilities on the EFI server to be more than sufficient for jobs of longer runs and increased variable data content than quoted in the bid specs.
18. Xerox has the ability to integrate with Planet Press software as well as support the licensing and maintenance of our products integrated into this environment. Further discussion will be needed to understand more about your environment, applications, workflow and needs prior to a quotation for support of this software and workflow.
19. Xerox has the ability to integrate with Planet Press software as well as support the licensing and maintenance of our products integrated into this environment. Further discussion will be needed to understand more about your environment, applications, workflow and needs prior to a quotation for support of this software and workflow.
20. Xerox service locally has consistently met and exceeded these specifications for service. The Xerox guaranteed service response time is a call back from a local technician within 1 hour and physically on site within 4 hours. This service is based on a 30 day average of all the calls that are placed at our welcome center.
21. References have been provided in the attached document.
22. Costs quoted are for a cash sale of the device, controller, and finisher with ongoing costs for maintenance and consumables. The costs will not differ with 5 and 7 year commitments.
23. Warranty, Total Satisfaction Guarantee, and specifications are included with this document.
24. Delivery can be expected within 30 days of Xerox's receipt of a PO or signed agreement.

## Product Overview: Xerox DocuColor<sup>®</sup> 7000AP/7000AP Digital Press



### Benefits

- ✓ *Consistent speed and productivity help you meet your business goals*
- ✓ *Increases your ability to differentiate yourself as a leader in your marketplace*
- ✓ *Sophisticated features enhance productivity and profitability—supports faster turnarounds*
- ✓ *Benchmark versatility and reliability address business challenges such as tighter registration, industry convergence, and the growing demand for variable information*
- ✓ *Three optional Color Servers provide a choice of workflow to suit your business applications and needs*
- ✓ *Combines with the Xerox FreeFlow Digital Workflow collection to enable highly efficient, profitable short-run and variable information printing*

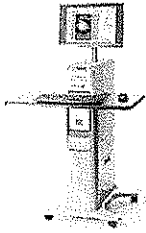
The Xerox DocuColor 7000AP/7000AP (Advanced Productivity) Digital Press is a 70/80 ppm digital-color, cut-sheet duplex printer and offers the flexibility of multiple configurations and value-added options. It supports a wide range of high-value applications and environments:

- Print-on-demand and Web-to-print
- Unified offset and digital printing
- Book printing
- Personalized marketing
- Cross media and 1-to-1 publishing
- Transactional promotional communications
- Catalogs, brochures, manuals, presentations, newsletters
- Variable information printing
- Complex mixed-media jobs

Xerox offers a choice of the Xerox FreeFlow<sup>®</sup> Print Server, the Xerox CX Print Server, Powered by Creo<sup>™</sup>, or the Xerox EX Print Server, Powered by Fiery<sup>™</sup>. The choice depends on the workflow and applications. By combining the individual nature of three distinctly different networked print servers, Xerox can offer a solution unique to business needs. The DocuColor 7000AP/7000AP integrates into existing workflows (e.g., DocuTech, DigiPath/FreeFlow Print Server, Prinergy, Brisbane) while protecting past investments and avoiding staff re-training.

### Product Highlights

- Prints at the full rated speed – 80 ppm (8.5" x 11" or A4) on all types and weights of media
- Outstanding 2400 dpi resolution and digital halftone screens – Achieved through engineering advancements; color consistency, front-to-back registration, registration technology
- Variety of finishing options – Includes thermal binding, punching, stacking, and booklet making, deliver professional results
- Toner Load While Run – Reservoir produces up to 5,000 prints while you load new toner cartridges
- Fully automated output decurler – Programmable settings define parameters for specific stocks
- Corotron Cleaning Assembly – Improves image quality by keeping the corotron wires clean
- Optional Xerox Productivity Plus Program (XPP) – Increases uptime and enables control over image quality and productivity



PRODUCT SPECIFICATIONS

# Xerox EX Print Server, Powered by Fiery™

## Hardware/Platform

- Specifications are a minimum configuration and are subject to change
- Intel® Dual Core Xeon® 5160 3.0Ghz, 1333 Mhz FSB LGA 771 Package (x2)
  - 1 x 80 Gb SATA Hard drive for OS, 2 x 250 GB SATA Hard drives Raid "0" for Data
  - 22" Wide Screen LCD
  - 2.0GB high-speed memory
  - CD-DVD R/W
  - Video interface cables
  - Fiery® Advanced Controller Interface
  - EFI® ES-1000 spectrometer
  - Furniture stand, integrated Fiery® Workstation
  - Windows® XPe OS SP2
  - Fiery® System 8 Release 2 software
  - 2 USB ports
  - Microsoft® WHQL certification for printing
  - EFI® System 8 software, Windows® XP
  - Removable hard drive allows a customer to lock up a drive (options)

## Image Quality and Color Management

- Fiery® ColorWise® Pro Tools enable in-RIP total color management
- Color Editor and Profile Manager enable you to download and manage ICC profiles, simulations, and device profiles and customize ICC profiles and color curves
- The Fiery® Print Calibrator™ provides a simple interface to basic and advanced calibration methods
- Post-RIP calibration enables files to be printed on different devices without re-RIPping
- Fiery® Spot-On to automatically match PANTONE®, RGB, CMYK, lab, and spot color, even when they are mixed on the same page
- EFI® Fiery® Graphic Arts Package, Premium Edition, groups together expert tools for managing color, achieving power proofing, and controlling color workflow
- EFI® Color Profiler Suite successfully creates, visualizes, tests and edits color profiles with a single profiling solution
- Composite overprint of CMYK and spot color
- Print gray as black
- Image viewer for local and remote soft proofing with intuitive color editing capabilities

## Workflow

- Advanced Job Management includes production automation features such as Rush Printing, Schedule Print, Suspend on Mismatch, and Job Reorder Quick Doc Merge
- Hot folders for PC include Microsoft® Office Filters which allow for an automated job submission for all users
- Impose v2.7 has new gang-up styles of imposition, and the most extensive and flexible capabilities for VDP imposition
- Virtual Printers
- Support for PDF/X Objects on a per-job basis
- Sample Print
- Hot Folder v2.2
- EFI® Compose provides make-ready tools and advanced Visual Workflow for complex document composition
- Fiery® Command WorkStation® for total workflow control in a local or remote clients
- EFI® Driver 3.0
- Booklet Maker v2.1

## Variable Information

- The Variable Data Resource Manager enables the operator to effectively manage available memory on the EX Print Server and easily keep track of Variable Data Printing (VDP) resources
- VDP Record-Level Finishing is a server-dependent function that allows the operator to apply finishing to a VDP job at record level
- EFI® Impose™ offers unlimited imposition capabilities and includes raster preview, sample proof printing and Control Strip for minimized waste
- Define Sets or Split to Records allows PS and PDF files to be processed as a VDP job of fixed record length
- Record Information for VDP allows the VDP user to define the number of records inside the job and the length of each record

## Variable Information Format Support

- VIPP® 5.3
- Fiery® FreeForm™/Fiery® FreeForm™ 2.1
- PPML 2.2
- VPS

## File Format Support

- Adobe® PostScript® Level 1, 2, 3, PDFX
- Adobe® Acrobat® 8; Native PDF 1.7
- TIFF, TIFF/IT, SRT, PS, DCS2, JPEG
- EPS
- CT/LW

## Network Environments/Protocols

- TCP/IP, IPP, AppleTalk®
- Support for 10/100/1000 Ethernet
- EtherTalk® Phase II
- Novell® IPX iPrint
- LPR/LPD
- SMB print sharing (over TCP/IP)
- SNMP v3

## Client Environments

- Windows® 2000XP/XPe/Vista™
- Macintosh® OS X or higher

## Dimensions/Weight (Unit)

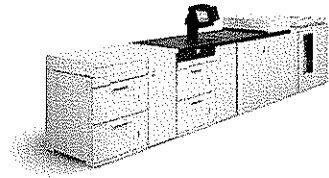
- |                            |                                |
|----------------------------|--------------------------------|
| Print Server:              | Furniture Stand:               |
| • Height 17 in. (44 cm.)   | • Height 60.5 in. (1536.3 mm.) |
| • Width 7 in. (18 cm.)     | • Width 35.4 in. (900 mm.)     |
| • Depth 21.65 in. (55 cm.) | • Depth 36.8 in. (935.8 mm.)   |
| • Weight 45 lb. (20.5 kg.) | • Weight 62 lb. (25 kg.)       |

## Power

- Autoswitching 100-240 V, 60/50 Hz for global use
- Processor 100-240 V, 60/50 Hz, 5 A
- Monitor 100-240 V, 60/50 Hz, 0.65A @ 100 V, 0.30A @ 240 V
- 203.9 W (maximum)
- 696 BTU/hr.

## Security Features

- IP Filtering lets user accept or deny connections from a specific IP address
- Safe Erase security feature overwrites file three times during job deletion
- Backup and Restore
- Windows® XPe SP2 now utilized for more secure operation
- Removable hard drive (option)
- Security updates available through automated system updates
- User Authentication via LDAP
- IP Sec Support provides security to IP Protocols through encryption and an authentication mechanism
- SSL/TLS support
- Certificate Management
- Encryption of critical information
- IPv6 support



PRODUCT SPECIFICATIONS

**Xerox® DocuColor® 7000AP/ 7000AP**

**Resolution**

- 2400 x 2400 dpi (1-bit depth)
- Line Screens:
  - 150 Clustered Dot
  - 200 Clustered Dot
  - 200 Rotated Line Screen
  - 300 Clustered Dot
  - 600 Clustered Dot
  - Stochastic

**Technology**

- Customizable Electronic Aligner Adjustments
- Custom Paper Setup
- Charge Corotron Cleaning Assembly
- New Imaging System with VCSEL Technology
- Enhanced Feeding
- Customer Service Platform<sup>®</sup>
- Floating Aligner Transport for tight front-to-back registration

**7000AP/8000AP Productivity/Print Speeds—AWM\***

- 70/80 ppm (8.5" x 11", A4), 60 – 300 g/m<sup>2</sup>, (16 lb. Bond to 110 lb. Cover)
- 4200/4800 full process color A4 (letter) 4/0 impressions per hour
- 2100/2400 SRA3 (tabloid) 4/0 impressions per hour

**Paper Format/Sizes**

- Maximum Sheet Size 12.6" x 19.2" (320 x 488 mm)
- Minimum Sheet Size 7.2" x 7.2" (182 x 182 mm)
- Maximum Imageable Area 12.4" x 18.9" (315 x 480 mm)

**Paper Flexibility/Weights**

- Coated and uncoated papers, bright papers, carbonless, DocuCard<sup>®</sup>, labels, business cards, glossy brochures, window decals, durable/synthetic, greeting cards, polyesters, and custom solutions
- Mixed-stock jobs supported
- 16 lb. Bond/60 g/m<sup>2</sup> up to 110 lb. Cover/300 g/m<sup>2</sup>

**Paper Capacity and Handling**

- Paper trays—2000 sheets each 7.2" x 7.2" (182 x 182 mm) to 12.6" x 19.2" (320 x 488 mm), 16 lb. Bond to 110 lb. Cover (60 to 300 g/m<sup>2</sup>)  
*Note: Tray capacity is based on 24 lb. (90 g/m<sup>2</sup>) substrate*
- Automatic Tray Switching
- Offsetting Output Tray:
  - 500 sheets with automatic offsetting sets
- Duplex
  - automatic duplexing (4/4 impressions) from all trays up to 220 g/m<sup>2</sup>

**Options**

- 4,000-sheet Secondary Feeder Module
- 2,250-sheet Stacker Stapler
- Xerox<sup>®</sup> Productivity Plus
- Xerox<sup>®</sup> DB 120-D
- Standard Horizon ColorWorks 8000
- 3,750-sheet High-Capacity Stacker (HCS)
- Xerox<sup>®</sup> FreeFlow<sup>®</sup> Scanner 665E
- GBC Fusion Punch II

\*All weights mode

**Choice of Color Servers**

- Xerox<sup>®</sup> FreeFlow<sup>®</sup> Print Server
- Xerox<sup>®</sup> EX Print Server, Powered by Fiery<sup>™</sup>
- Xerox<sup>®</sup> CX Print Server, Powered by Creo

**Electrical**

- Base Configuration: 200-240 VAC, 50/60 Hz, 30A (sole use)
- Additional electrical required for Print Server, feeding/finishing devices, and scanner:
  - 115 VAC 15 Amp for 60 Hz or 220 VAC 10 Amp for 50 Hz (Western Hemisphere)
  - 200–240 Volts, 10 Amp, 50 Hz (Europe)

**Size**

- Base Printing System (without RIP and/or feeding/finishing devices):
  - 100" (W) x 44" (L) x 56" (H)
  - 2,540 mm (W) x 1,105 mm (L) x 1,413 mm (H)
  - Weight: 2,200 lbs. (1,000 kg)

**Xerox FreeFlow Scanner 665E**

- Automatic Document Feeder Capacity:
  - up to 100 20 lb. 5.5" x 6.5" (140 mm x 165 mm) to 11.69" x 17" (297 mm x 432 mm) sheets
- Automatic Document Feeder Paper Weights:
  - 13 lb.–32 lb. (49 g/m<sup>2</sup>–120 g/m<sup>2</sup>) simplex
  - 16 lb.–32 lb. (61 g/m<sup>2</sup>–120 g/m<sup>2</sup>) duplex
- Optical resolution: 600 x 600 dpi (36 bits/pixel internal)
- Output resolution: 600 x 600 dpi
- Monochrome Scan Rate:
  - up to 65 simplex images/minute
  - up to 20 duplex images/minute
- Color Scan Rate:
  - up to 60 simplex 400 dpi images/minute and 40 simplex 600 dpi images/minute
  - up to 20 duplex 400 dpi images/minute and 20 duplex 600 dpi images/minute

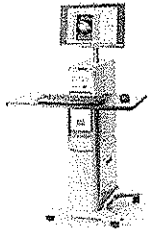
**Duty Cycle**

- |                           |                           |
|---------------------------|---------------------------|
| <b>DocuColor 8000AP</b>   | <b>DocuColor 7000AP</b>   |
| • Average Monthly Volume: | • Average Monthly Volume: |
| - 100,000 to 400,000      | - 75,000 to 300,000       |
| • Duty Cycle:             | • Duty Cycle:             |
| - 1.5 million             | - 1.0 million             |

**Optional FreeFlow Collection**

- FreeFlow<sup>®</sup> Print Manager
- FreeFlow<sup>®</sup> Process Manager
- FreeFlow<sup>®</sup> Output Manager
- FreeFlow<sup>®</sup> Web Services
- FreeFlow<sup>®</sup> VI Suite
- FreeFlow<sup>®</sup> Makeready

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**PRODUCT SPECIFICATIONS**

**Xerox EX Print Server, Powered by  
Fiery™**

**Hardware/Platform**

- Specifications are a minimum configuration and are subject to change
- Intel® Dual Core Xeon® 5160 3.0Ghz, 1333 Mhz FSB LGA 771 Package (x2)
  - 1 x 80 Gb SATA Hard drive for OS, 2 x 250 GB SATA Hard drives Raid "0" for Data
  - 22" Wide Screen LCD
  - 2.0GB high-speed memory
  - CD-DVD R/W
  - Video interface cables
  - Fiery® Advanced Controller Interface
  - EFI® ES-1000 spectrometer
  - Furniture stand, integrated Fiery® Workstation
  - Windows® XPe OS SP2
  - Fiery® System 8 Release 2 software
  - 2 USB ports
  - Microsoft® WHQL certification for printing
  - EFI® System 8 software, Windows® XP
  - Removable hard drive allows a customer to lock up a drive (options)

**Image Quality and Color Management**

- Fiery® ColorWise® Pro Tools enable in-RIP total color management
- Color Editor and Profile Manager enable you to download and manage ICC profiles, simulations, and device profiles and customize ICC profiles and color curves
- The Fiery® Print Calibrator™ provides a simple interface to basic and advanced calibration methods
- Post-RIP calibration enables files to be printed on different devices without re-RIPping
- Fiery® Spot-On to automatically match PANTONE®, RGB, CMYK, lab, and spot color, even when they are mixed on the same page
- EFI® Fiery® Graphic Arts Package, Premium Edition, groups together expert tools for managing color, achieving power proofing, and controlling color workflow
- EFI® Color Profiler Suite successfully creates, visualizes, tests and edits color profiles with a single profiling solution
- Composite overprint of CMYK and spot color
- Print gray as black
- Image viewer for local and remote soft proofing with intuitive color editing capabilities

**Workflow**

- Advanced Job Management includes production automation features such as Rush Printing, Schedule Print, Suspend on Mismatch, and Job Reorder Quick Doc Merge
- Hot folders for PC include Microsoft® Office Filters which allow for an automated job submission for all users
- Impose v2.7 has new gang-up styles of imposition, and the most extensive and flexible capabilities for VDP imposition
- Virtual Printers
- Support for PDF/X Objects on a per-job basis
- Sample Print
- Hot Folder v2.2
- EFI® Compose provides make-ready tools and advanced Visual Workflow for complex document composition
- Fiery® Command WorkStation® for total workflow control in a local or remote clients
- EFI® Driver 3.0
- Booklet Maker v2.1

**Variable Information**

- The Variable Data Resource Manager enables the operator to effectively manage available memory on the EX Print Server and easily keep track of Variable Data Printing (VDP) resources
- VDP Record-Level Finishing is a server-dependent function that allows the operator to apply finishing to a VDP job at record level
- EFI® Impose™ offers unlimited imposition capabilities and includes raster preview, sample proof printing and Control Strip for minimized waste
- Define Sets or Split to Records allows PS and PDF files to be processed as a VDP job of fixed record length
- Record Information for VDP allows the VDP user to define the number of records inside the job and the length of each record

**Variable Information Format Support**

- VIPP® 5.3
- Fiery® FreeForm™/Fiery® FreeForm™ 2.1
- PPML 2.2
- VPS

**File Format Support**

- Adobe® PostScript® Level 1, 2, 3, PDFX
- Adobe® Acrobat® 8; Native PDF 1.7
- TIFF, TIFF/IT, SRT, PS, DCS2, JPEG
- EPS
- CT/LW

**Network Environments/Protocols**

- TCP/IP, IPP, AppleTalk®
- Support for 10/100/1000 Ethernet
- EtherTalk® Phase II
- Novell® IPX iPrint
- LPR/LPD
- SMB print sharing (over TCP/IP)
- SNMP v3

**Client Environments**

- Windows® 2000XP/XPe/Vista™
- Macintosh® OSX or higher

**Dimensions/Weight (Unit)**

- |                            |                                |
|----------------------------|--------------------------------|
| Print Server:              | Furniture Stand:               |
| • Height 17 in. (44 cm.)   | • Height 60.5 in. (1536.3 mm.) |
| • Width 7 in. (18 cm.)     | • Width 35.4 in. (900 mm.)     |
| • Depth 21.65 in. (55 cm.) | • Depth 36.8 in. (935.8 mm.)   |
| • Weight 45 lb. (20.5 kg.) | • Weight 62 lb. (25 kg.)       |

**Power**

- Autoswitching 100-240 V, 60/50 Hz for global use
- Processor 100-240 V, 60/50 Hz, 5 A
- Monitor 100-240 V, 60/50 Hz, 0.65A @ 100 V, 0.30A @ 240 V
- 203.9 W (maximum)
- 696 BTU/hr.

**Security Features**

- IP Filtering lets user accept or deny connections from a specific IP address
- Safe Erase security feature overwrites file three times during job deletion
- Backup and Restore
- Windows® XPe SP2 now utilized for more secure operation
- Removable hard drive (option)
- Security updates available through automated system updates
- User Authentication via LDAP
- IP Sec Support provides security to IP Protocols through encryption and an authentication mechanism
- SSL/TLS support
- Certificate Management
- Encryption of critical information
- IPv6 support



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## Proposed System Costs

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System	Item	
DC7000AP with EFI and Colorworks 7000	Qty: 1	
	Average Monthly Volume	70,000 clr 5,000 bw
	Proposed Cash Price	\$265,700
	Base Maintenance	\$2,870
	# of Copies included	70,000 clr 0 bw
	Excess Copy Charge	\$0.059 clr \$0.0129 bw
	Supply cost per copy	\$INCL in above

## Xerox Total Satisfaction Guarantee (TSG)

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If you are not totally satisfied with any Xerox equipment ordered under this Agreement, Xerox will, at your request, replace it without charge with an identical model or, at the option of Xerox, with a machine with comparable features and capabilities.

This guarantee will be effective for 3 years following initial Equipment delivery, unless the equipment is financed by Xerox for more than 3 years, in which event it will be effective during the entire term of Xerox financing (except for certain previously-installed models which receive coverage for one year). This guarantee applies only to equipment which has been continuously maintained by Xerox or its authorized representatives under a Xerox express warranty or Xerox Maintenance agreement.

Applicable in the United States only.

## Comprehensive Maintenance Programs

Xerox offers a variety of comprehensive maintenance plans and service options to protect your investment in the (product name). Our objective is to ensure maximum operability for your business. Rest assured that Xerox—one of the largest service providers in the nation—provides the maintenance you need to meet your operational requirements.

Our Full Service Maintenance Agreement offers you the following features and benefits:

Feature	Attribute	Benefits
<b><i>Service when you need it, the way you need it</i></b>	<ul style="list-style-type: none"> <li>■ On Call, Online, On-Site</li> <li>■ Available 24 hours a day, 365 days a year</li> <li>■ Certified support centers, Live and personal</li> <li>■ First- and second-level technical support with one call</li> </ul>	Around the clock expert support
<b><i>Highly Skilled Customer Service Engineers</i></b>	<ul style="list-style-type: none"> <li>■ Dedicated to your account for personal attention</li> <li>■ Industry, network and manufacturer-certified</li> <li>■ Instant access to global knowledge sharing database of technical solutions and innovations</li> </ul>	Maximizing Performance and Reliability
<b><i>State of the Art Technology</i></b>	<ul style="list-style-type: none"> <li>■ Wireless laptops deliver information at the point of need</li> <li>■ Remote call dispatching speeds response time</li> <li>■ Radio service networks for instant team communication and support</li> </ul>	Maximizing Responsiveness and Uptime
<b><i>Product Software</i></b>	<ul style="list-style-type: none"> <li>■ The latest software upgrades</li> <li>■ Patches and support</li> <li>■ Diagnostic software</li> </ul>	Maximizing Availability and Productivity

# DC8000AP Customer References

## **Printing Press**

Charleston, WV  
DC7000AP  
Sandy Underwood  
304- 44-7949

## **Answers in Genesis**

Petersburg, KY  
DC8000  
Joel McGee  
859-727-2222

## **May Advertising and Design**

Minneapolis, MN  
DC7000AP  
Gail Johnson  
612- 332-2450

## **NFIB**

Nashville, TN  
DC8000AP  
Debbie Brown  
615-874-4910

## **VA Hospital**

Marion, IN  
DC8000AP  
George Long  
765-674-3321 x73945

## Dayton, Ohio

Kinko's - DC8000  
Mound Printing - DC8000AP  
Wright State University - DC7000AP  
Copeland - DC8000  
Cori Graphics - DC8000AP  
Holmes Printing – DC8000

## Cincinnati, Ohio

Kinko's - DC8000  
DBest - DC7000AP  
Fidelity Investments - DC8000AP (8)  
Great America - DC8000AP  
Jergens KAO Brand - DC8000AP  
Midland - DC8000  
P&G - DC8000