



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
DCH11008

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
SHELLY MURRAY 304-558-8801

VENDOR

Thomas DeMay
 Kirtas Technologies, Inc
 7620 Omnitech Place
 Victor, NY 14564

SHIP TO

DIVISION OF CULTURE & HISTORY
 CULTURAL CENTER
 1900 KANAWHA BOULEVARD, EAST
 CHARLESTON, WV
 25305-0300 558-0220

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
09/20/2010				

BID OPENING DATE: **10/21/2010** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		898-20		
<p>THE WEST VIRGINIA PURCHASING DIVISION, FOR THE AGENCY, THE WEST VIRGINIA DIVISION OF CULTURE & HISTORY, IS SOLICITING BIDS FOR A SCANNING SYSTEM PER THE ATTACHED SPECIFICATIONS.</p> <p>TECHNICAL QUESTIONS MUST BE SUBMITTED IN WRITING TO SHELLY MURRAY IN THE WEST VIRGINIA PURCHASING DIVISION VIA MAIL AT THE ADDRESS SHOWN AT THE TOP OF THIS RFQ, VIA FAX AT 304-558-4115, OR VIA E-MAIL AT SHELLY.L.MURRAY@WV.GOV. DEADLINE FOR ALL TECHNICAL QUESTIONS IS 10/05/2010 AT THE CLOSE OF BUSINESS. ALL TECHNICAL QUESTIONS RECEIVED, IF ANY, WILL BE ADDRESSED BY ADDENDUM AFTER THE DEADLINE.</p> <p>RECEIVED 10/27 A 10:00 PURCHASING DIVISION WV</p> <p>CANCELLATION: 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 WITH THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</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 MODEL/BRAND/SPECIFICATIONS NAMED HEREIN ESTABLISH</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	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. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
4. 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.
5. Payment may only be made after the delivery and acceptance of goods or services.
6. Interest may be paid for late payment in accordance with the *West Virginia Code*.
7. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
8. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
9. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
10. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern the purchasing process.
11. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
12. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, the State may deem this contract null and void, and terminate such contract without further order.
13. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, is available online at www.state.wv.us/admin/purchase/vrc/hipaa.htm and 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.
14. **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. Vendor further agrees to comply with the Confidentiality Policies and Information Security Accountability Requirements, set forth in <http://www.state.wv.us/admin/purchase/privacy/noticeConfidentiality.pdf>.
15. **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, and the West Virginia Insurance Commission. 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.
16. **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 material, 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.

INSTRUCTIONS TO BIDDERS

1. Use the quotation forms provided by the Purchasing Division. Complete all sections of the quotation form.
2. 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. Unit prices shall prevail in case of discrepancy. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
4. 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
5. Communication during the solicitation, bid, evaluation or award periods, except through the Purchasing Division, is strictly prohibited (W.Va. C.S.R. §148-1-6.6).



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VENDOR	RFQ COPY
	TYPE NAME/ADDRESS HERE

SHIP TO	DIVISION OF CULTURE & HISTORY
	CULTURAL CENTER 1900 KANAWHA BOULEVARD, EAST CHARLESTON, WV 25305-0300 558-0220

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09/20/2010				

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<p>THE ACCEPTABLE LEVEL OF QUALITY ONLY AND ARE NOT INTENDED TO REFLECT A PREFERENCE OR FAVOR ANY PARTICULAR BRAND OR VENDOR. VENDORS WHO ARE BIDDING ALTERNATES SHOULD SO STATE AND INCLUDE PERTINENT LITERATURE AND SPECIFICATIONS. FAILURE TO PROVIDE INFORMATION FOR ANY ALTERNATES MAY BE GROUNDS FOR REJECTION OF THE BID. THE STATE RESERVES THE RIGHT TO WAIVE MINOR IRREGULARITIES IN BIDS OR SPECIFICATIONS IN ACCORDANCE WITH SECTION 148-1-4(F) OF THE WEST VIRGINIA LEGISLATIVE RULES AND REGULATIONS.</p> <p style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">DEPARTMENT OF ADMINISTRATION PURCHASING DIVISION BUILDING 15 2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130</p> <p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: SHELLY MURRAY</p> <p>RFQ. NO.: DCH11008</p> <p>BID OPENING DATE: 10/21/2010</p>						

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LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
<p>BID OPENING TIME: 1:30 PM</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: Fax: (585) 924-2441 Phone: (585) 924-2420 x3058</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY): D. Michael Hansen, Regional Sales Manager Kirtas Technologies</p> <p>***** THIS IS THE END OF RFQ DCH11008 ***** TOTAL:</p>						

Please (see attached) proposal

*Equivalent System:
Kirtas SkyView*

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DCH11008 Specifications

Zeutschel OS 1200 A1 Book/Large Format Scanning System or equivalent

The scanner must be a tabletop scanner for books, newspapers and large format documents, legal books, certificates, maps and other large items with a maximum size of A1 or 33" x 23"

The scanning system must be portable and work on a standard 110 electrical outlet.

Resolution: 100 to 600 dpi of full scanner bed area.

Color depth: 36 bit internal/24 bit output

Colors: 24 bit color, 8 bit grayscale and 1 bit black and white

Image formats: All standard formats (i.e. tiff uncompressed, tiff, G4, jpeg, jp2, multi-page tiff, pdf, multi-page tif, bmp, pcs, png)

Data output: OCR, text searchable file formats, XML metadata, etc.

Image processing/image enhancing software must include integrated color management, contrast improvement, image rotation, despeckle, deskewing, cropping, masking, B&W scanning

Must include computer with high speed processor and a minimum 256mb dual DVI graphics card, monitor, keyboard, mouse, and foot pedal for image capture. The scanner should include a motorized book cradle and glass plate.

Must include all hardware, software, training for operation, shipping and installation costs.

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

West Virginia Code §5A-3-10a states: 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.

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.

"Debtor" means any individual, corporation, partnership, association, limited liability company or any other form or business association owing a debt to the state or any of its political subdivisions. "Political subdivision" means any county commission; municipality; county board of education; any instrumentality established by a county or municipality; any separate corporation or instrumentality established by one or more counties or municipalities, as permitted by law; or any public body charged by law with the performance of a government function or whose jurisdiction is coextensive with one or more counties or municipalities. "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.

EXCEPTION: The prohibition of this section does not apply where a vendor has contested any tax administered pursuant to chapter eleven of this 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.

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

WITNESS THE FOLLOWING SIGNATURE

Vendor's Name: Kirtas Technologies, Inc.

Authorized Signature: Ann Marie Farnsworth Date: 10/26/10

State of New York

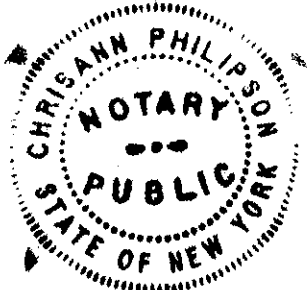
County of Ontario, to-wit:

Taken, subscribed, and sworn to before me this 26th day of October, 2010.

My Commission expires 3/30, 2014.

AFFIX SEAL HERE

NOTARY PUBLIC Chrisann Philipson



CHRISANN PHILIPSON
Notary Public, State of New York
No. 4810139
Residing in Ontario County
My Commission Expires March 30, 2014

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: _____ Signed: _____

Date: _____ Title: _____

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



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LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
----- ADDENDUM NO. 1 -----						
THIS ADDENDUM IS ISSUED TO ADDRESS THE QUESTIONS SUBMITTED PRIOR TO THE QUESTION SUBMISSION DEADLINE OF 10/05/2010.						
ATTACHMENT: QUESTIONS AND RESPONSES						
THE BID OPENING IS EXTENDED:						
FROM: 10/21/2010						
TO : 10/27/2010						
0001	1	LS		898-20		
SCANNING SYSTEMS						
EXHIBIT 10						
REQUISITION NO.:						
ADDENDUM ACKNOWLEDGEMENT						
I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.						
ADDENDUM NO.'S:						

* SEE REVERSE SIDE FOR TERMS AND CONDITIONS

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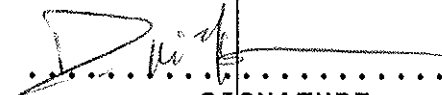
RFQ COPY
 TYPE NAME/ADDRESS HERE

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	NO. 1					
	NO. 2					
	NO. 3					
	NO. 4					
	NO. 5					
<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: center;">  SIGNATURE Kintas Technologies COMPANY 10/26/10 DATE </p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p style="text-align: center;">----- END OF ADDENDUM NO. 1 -----</p>						

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Addendum No. 1

QUESTION:

The specifications state that a resolution of 100-600 dpi of the full scanner bed area. What is the required TRUE optical resolution for the full scanner bed area?

RESPONSE:

100 – 600

QUESTION:

What are the required TRUE optical resolutions for both the vertical and the horizontal axis's?

RESPONSE:

2339 inches x 33.11 inches or higher

QUESTION:

Does the end user care if the vertical or horizontal resolutions are scaled/interpolated to meet the required resolution?

RESPONSE:

The resolutions cannot be scaled or interpolated to meet required resolution.

QUESTION:

What material does the end user plan to scan on the equipment?

RESPONSE:

County Court Records, Photographs, and Newspapers

QUESTION:

Does the client's workflow plan to include a Master Image Capture and a Derivative image as well?

RESPONSE:

Yes

QUESTION:

Does the end user care if images are scaled down or scaled up to achieve a particular resolution?

RESPONSE:

Images can be scaled down from a higher resolution, but not scaled up from a lower one.

QUESTION:

Does the end user require curvature correction software to be included?

RESPONSE:

Yes

QUESTION:

What is the planned budgeted life span usage of the scanner: 3 years, 5 years, or longer?

RESPONSE:

5 years or longer

QUESTION:

Does the client plan to select a set of finalist vendors to send evaluation targets for a final comparison of scanners or does the client prefer bidders send evaluation targets with the RFP?

RESPONSE:

No, this is a Request for Quotation (RFQ) and the equipment must meet the specifications outlined in the RFQ.

QUESTION:

What targets does the client use to evaluate digital scanners? The TL5003, Q13, golden thread from Image Science Associates other?

RESPONSE:

The evaluation of the equipment will be based on the equipments ability to meet the specification in the RFQ.

QUESTION:

Does the end user care if all images must be corrected to remove mathematical optical distortion introduced by the scanner?

RESPONSE:

No

QUESTION:

Would the client like to have an independent image quality evaluation of scanners by the image quality consultant used by NARA and the Library of Congress?

RESPONSE:

No

QUESTION:

You request "Output" to be OCR text searchable yet the books presented to us at the time we did a demonstration of our scanner were mostly hand written and would not lend themselves to "OCR" conversion. Please clarify if the OCR capability is for conversion from text books that are scanned, and not from hand written items, notes & books?

RESPONSE:

The project we will be working will be a combination of handwritten and typed records. The OCR capability would be only for the typed records.

QUESTION:

Define "Portable" as it relates to this product. All book scanners of this size require some disassemble and reassembly to allow for transport to another location. An A1 scanner tends to become quite heavy and is really not portable. Are your staff members capable of this type of mechanical involvement with moving equipment of this nature?

RESPONSE:

Yes, we are well aware of the nature of our project and our staff can handle the situation. The equipment will regularly be taken apart and reassembled on location to scan materials at county court houses. The equipment must be rugged enough to handle this type of use.

QUESTION:

Regarding your requirement for resolution up to "600dpi for the entire scan bed area." Is this requirement based upon true optical resolution for the entire scan area or software enhanced resolution?

RESPONSE:

The requirement is for true optical resolution for the entire scan area.

QUESTION:

Since the PC for use with the book scanner should be available from your State Contract at the best pricing why is this included as part of this bid?

RESPONSE:

The PC is included in the bid because scanners of this type used different processes to acquire and capture images. In some systems the computer and scanner are integrated into the scanner, while others use USB connections and still others use Ethernet connections which would have different requirements from the computer. Each scanner also has different requirements for the processing of very large files that would greatly exceed computers listed on the statewide contract.

QUESTION:

What Operating System do you want for the PC?

RESPONSE:

The operating system should be at least Windows XP or the most current operating system that works with the scanner and its operating software.

QUESTION:

What size and type of Monitor is required?

RESPONSE:

22" or larger

QUESTION:

How much RAM & HD capacity do you want for the PC?

RESPONSE:

The computer will need to meet the recommended requirements to operate the scanner. Below are specs from a Dell machine, but a computer with equal or greater specifications will meet our needs.

Base Unit: Dell Precision T5500 Workstation (224-4858)
 Processor: Dual Quad Core Processor E5506 2.13GHz, 4M, 4.8GT/s, Dell Precision T5500 (317-0297)
 Memory: 4GB DDR3 ECC SDRAM Memory, 1066MHz, 4X1GB, Dell Precision TX500 (317-0327)
 Keyboard: Dell, USB, Quiet KYBD, No Hot Keys, PWS, Black (330-3203)
 Monitor: Dell 22 in Widescreen E2209W Flat Panel, Optiplex Precision and Latitude (320-7183)
 Video Card: 512MB PCIe x16 NVIDIA Quadro FX 580 Dual Monitor DVI + 2DP Dell Precision TX500 (320-7893)
 Hard Drive: 160GB SATA, 10K RPM 3.0Gb/s 2.5inch, SATA2 16MB Data Burst Cache, Dell Precision (341-7143)
 Hard Drive Controller: C2 All SATA Hard Drives Non-RAID for 2 Hard Drives Dell Precision T5500 (341-8795)
 Additional Storage Products: 750GB SATA 3.0Gb/s, 7200RPM Additional NCQ Hard Drive with 16MB Data Burst Cache, Dell Precision (341-7034)
 Floppy Disk Drive: No Floppy Drive, Dell Precision (341-5255)
 Operating System: Windows XP PRO SP3 with Windows Vista Business License English, Dell Precision (420-9559)
 Operating System: Vista Premium Downgrade Relationship Desktop (310-9161)
 Mouse: New Dell USB 2 Button Optical Mouse with Scroll, Black Precision (310-9602)
 TBU: Mini-Tower Chassis Configuration with 1394 Card, Dell Precision TX500 (317-1151)
 CD-ROM or DVD-ROM Drive: 16X DVD+/-RW Data Only Dell Precision TX500 (313-7457)
 CD-ROM or DVD-ROM Drive: Roxio Creator Dell Edition, 9.0 Dell Precision (420-7980)
 CD-ROM or DVD-ROM Drive: Cyberlink Power DVD 8.2, with Media, Dell Relationship LOB (421-0536)
 Speakers: Internal Chassis Speaker Dell Precision (313-3417)

Controller Option: Integrated Intel chipset SATA 3.0Gb/s controller,Dell Precision T3500 and T5500 (341-9289)

Misc: Chassis Intrusion Switch,Dell Precision T5500 (330-3559)



Proposal Submitted to
STATE OF WEST VIRGINIA
Shelly Murray
Buyer, Purchasing Division

Prepared by
D. Michael Hansen
Regional Sales Manager

SkyView
Bookscanning
Equipment

"Moving
Knowledge
From Books
to Bytes"

www.kirtas.com

Kirtas Technologies Inc. | 7620 Omnitech Place | Victor, New York 14564 | 585-924-2420 | fax: 585-924-2441

October 26, 2010

Shelly Murray, Buyer
State of West Virginia,
Dept. of Admin., Purchasing Division
Building 15
2019 Washington Street, East
Charleston, WV 25305-0130

Dear Ms. Murray,

On behalf of Kirtas Technologies, I am pleased to submit our proposal to State of West Virginia for a Kirtas SkyView book digitization system. Buyer has expressed a need to meet growing demands for book foldouts, loose sheet items, oversize books and fragile documents. As a valued partner of Kirtas, we stand ready to support West Virginia in your digitization efforts, and we look forward to complementing and expanding your current digitization workflow.

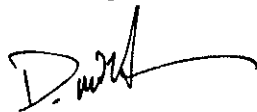
SkyView was designed with versatility in mind for newspapers, oversize books, book foldouts, and other works on paper. SkyView comes equipped with our innovative BookScan Editor software suite for imaging processing, including cropping, auto text block centering, image segmentation, XML metadata and more.

As the worldwide leader in digitization since 2001 with over 500 customers in 30 countries, Kirtas stands prepared with the following:

- A company-wide mission that revolves exclusively around archival imaging and reprinting, not just scanning.
- The ability to prepare rare, unique, and out-of-copy books and other materials and make them available for Print-on-Demand, ePUB (eBooks), and more.
- The ability to collect and create extensive metadata, ensuring that books can be easily searched and recreated in virtually any form at any time.
- Confidence in a continued relationship with a USA manufacturer
- Confidence with a known service provider
- Service support directly from the manufacturer, headquartered locally in Victor, NY
- Fastest capture device available for highest productivity
- Server configuration available for fast image processing, networking, and QC
- Delivery within 4 weeks of PO & deposit

Should you have any questions regarding this proposal, please feel free to reach me directly at (585) 924-2420 x3058. I look forward to serving you.

Kind Regards,



D. Michael Hansen
Kirtas Technologies, Inc.
(585) 924-2420 x3058
mhansen@kirtas.com



KEY BENEFITS

DIGITAL IMAGING

High-resolution imaging equipment.
Fully-trained operators.
At your service.

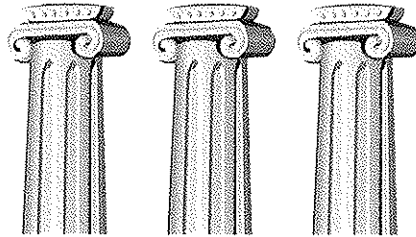
IMAGE PROCESSING

Templates specific to each book.
Quality control at three levels.
Image touch-ups and text enhancement.

READY FOR THE FUTURE

Searchable files, book-tagging,
XML structures—even METS/ALTO
required by the Library of Congress.
Text ready for conversion to ePUB,
the format required for Sony
eReader, Amazon Kindle, Apple
iPad, and more.

Kirtas Philosophy: 3 Pillars of Digitization



PILLAR 1 – IMAGE QUALITY

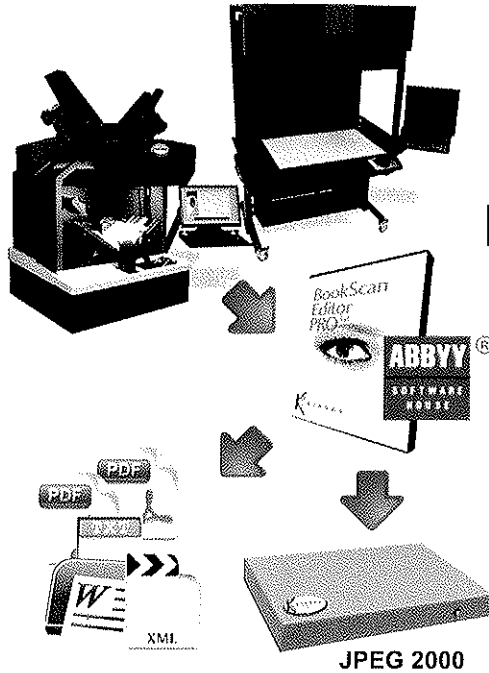
Crisp text. Image segmentation. Kirtas provides high-resolution digital images in color, grayscale, or black & white (bitonal).

PILLAR 2 – OCR (Optical Character Recognition)

Accurate OCR is the key to making text searchable. Kirtas OCR is the most accurate OCR in the industry for over 190 languages, including Arabic.

PILLAR 3 – METADATA

Kirtas collects metadata at each step of the imaging workflow. Metadata is critical for tracking how images were created and repurpose the book's content into other formats. Kirtas keeps track of descriptive, technical, and structural metadata.



Kirtas Imaging Workflow

- Award-winning APT BookScan and SkyView imaging systems, both developed by Kirtas, take advantage of Canon's acclaimed 21.1 megapixel EOS Series digital SLR cameras. Kirtas equipment is motorized to automate the imaging process for a variety of materials.
- All images are processed through BookScan Editor, powerful software developed by Kirtas for templating books, enhancing text quality, touching-up images, and multiple levels of quality control.
- Kirtas gives you multiple output options, including JPEG, TIFF, JPEG 2000, PDF, .doc, .txt, and .xml file formats.

IN-HOUSE:

BOOKS SENT TO US

We have equipment & operators trained for image capturing & image processing.

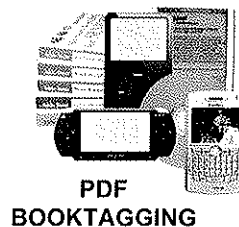
ON-SITE:

AT YOUR LOCATION

We bring people & equipment to your location. Kirtas equipment can also be leased or purchased.

Books of the Future: Logically Structured XML

METS/
ALTO



PDF
BOOKTAGGING

With accurate OCR, text can be extracted from books and reflowed into multiple formats. The future of electronic publishing is headed in this direction. Kirtas can create METS/ALTO structured metadata (from the Library of Congress), PDF book-tagging, and other logical XML schemas. With Kirtas, digitized books are ready for the future.

SkyView

Kirtas SkyView is the latest entry into the expansive Kirtas digitization line. A motorized, gliding overhead camera system, combined with a light-air vacuum table, laser templates, and an extendable sliding bookshelf, is the most versatile all-in-one solution for posters, maps, photographs, oversize books, books with foldouts, even 3-D objects. The SkyView, together with the Kirtas KABIS systems, create a truly comprehensive image capturing workflow, eliminating the need to flatten book spines using traditional bookscanners. The innovation of this revolutionary Kirtas technology can be found in the components listed below:

Digital Imaging System

The SkyView is equipped with one motorized 21.1 megapixel digital camera. Each laser-identified area is photographed sequentially through the camera's EF 24-70 mm Zoom lens (100mm macro lens optional).

- 21.1 MP Canon EOS-5D Mark II with CMOS sensor
- Capture Resolution: 5616 x 3744 pixels
- Up to 400 dpi true optical (or 600 dpi with optional EF 100mm macro lens)
- High-precision stitching software included for created large, high-resolution images

Light Air Vacuum Flattening

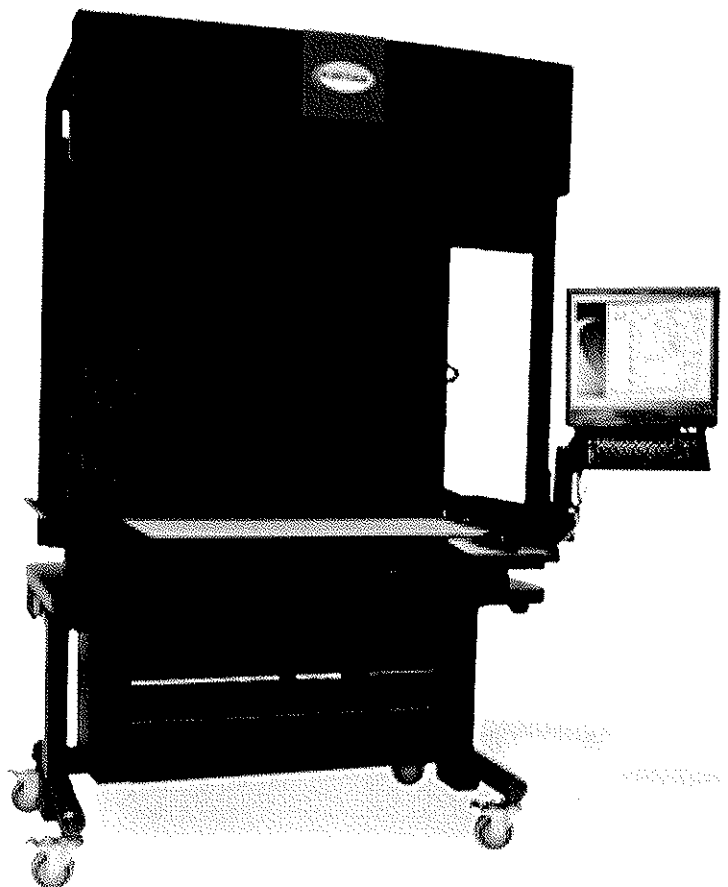
- Uniform negative pressure allows for gentle, adjustable hands-free positioning
- Edge curl elimination
- Capacity range: 25" x 35" maximum image area
- Adjustable sliding bookshelf, perfect for foldouts while protecting book spines

Laser Templates and Camera Motion

- Predefined and custom templates for repeatable imaging accuracy and high productivity
- Laser-guided camera movement minimizes operator effort, producing precise, predictable results

Oversize Book Cradle

- Modular book cradle can be used in place of vacuum table
- Ideal for oversize books up to 19" x 24" with bindings up to 4" thick
- Glass platen used to minimize page curvature



Installation and Maintenance Support

DELIVERY & INSTALLATION

Generally, Kirtas Systems are built and configured once an order is placed and the down payment is received. Typical lead times range from 3-6 weeks.

All Kirtas Systems are delivered after completion of thorough unit testing and quality control inspections. All software and firmware is pre-loaded and tested. Each system takes approximately 2-3 hours for the initial installation.

CUSTOMER TRAINING

Basic Operator Training

Training costs for up to three individuals are available at your facility or in the Kirtas facility (Victor, NY). There will be an additional charge for the instructor's travel and lodging costs. See the cost page for details. Your training class will be scheduled the week when your system is installed.

Advanced Operator Training

We highly recommend that advanced training be scheduled within 30-60 days of delivery of your system or at your discretion. This training is essential for your operators in order to refresh their basic skills as well as enhancing overall productivity.

BSE Software User Training (Web-based)

This next level of skills building is available online at \$150 per each one-hour video session (covered under standard maintenance).

CUSTOMER SUPPORT

Standard Contract

Technical phone support and on-site repair are available between our standard business hours of 8 a.m. - 5 p.m. This includes hardware replacement parts due to mechanical malfunctions and software upgrades. Contracts are available for 1 to 3 years and are subject to the terms and conditions of the Maintenance Agreement. Contract does not include relocation of the system.

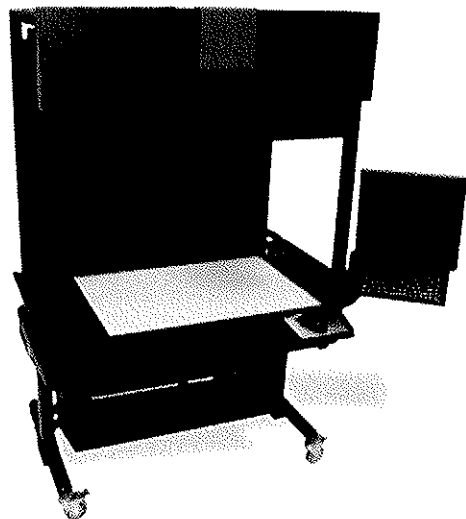
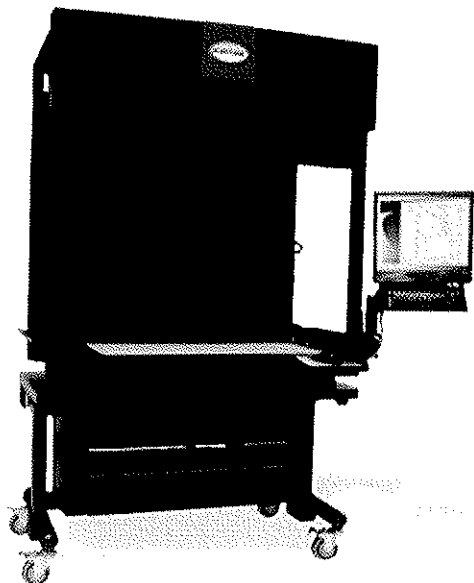
BookScan Editor Maintenance Contract

This includes all software upgrades and user support for a period of one year. Renewable annually and subject to the terms and conditions of the Kirtas Software Maintenance Agreement enclosed.

Customer Requirements

The delivery of contracted maintenance services is contingent upon the customer maintaining the installation site in accordance with specifications. Kirtas must be granted full, free and safe on-site access to the product.

SkyView RA Specifications



SPECIFICATIONS – Quick Glance	SKYVIEW
Canon Camera for System	Canon EOS Series 21.1 megapixel
Camera(s) per System	1 - motorized
CMOS Sensor Size	5616 x 3744 pixels
Lens: 24-70mm zoom	Included
Lens: 100mm macro	Optional (\$1,000 value)
Camera positions	1 with multiple templates
Native Resolutions	up to 400 ppi (600 ppi with added lens)
Book Size Minimum	---
Book Size Maximum	63.5 x 88.9 cm 25" x 35"
Book Cradle	Oversize Book Cradle included (\$3,000 value)
Max Cycle Speed in color at 325 or 400 ppi	Photos: 800 pph Oversize Books / Newspapers 400 - 600 pph
Average Productivity with Book Setup	Photos: 800 pph + Books / Newspapers: 400 pph
Computer Configuration w/Mouse	Kirtas Image Processor
BookScan Editor software	1-user license included (\$6,000 value)
BookScan Editor PRO (OCR) incl. 100,000 images / month	Optional (\$3,000 for 100K images per month)
Server – Remote Access w/Multi-user BSE (5 RA users)	Optional (\$30K value for \$10,000 if requested)
Flatscreen & Mini Keyboard	Included
Barcode Reader	Optional
Operating System	Windows OS
Height-adjustable, ergonomic table	Included (\$3,000 value)
Small Book Extension Kit	n/a
Swing Arm Monitor Mount	Included
Kirtas Mosaic Stitch software	Included
Software for Operation	SkyView Manager Included

Pricing

SYSTEM			
Kirtas Digitization Systems (Lead Time: 4 wks)	List Price	State of West Virginia Price	Maintenance Parts + Labor 1 shift
SkyView with Oversize Book Cradle, Table, Computer and 1 license BookScan Editor software -- with 100 mm macro lens option (\$1,000)	\$69,000 \$1,000	\$69,000 together	\$6,900 1-yr \$18,630 3-yr
BSE Pro (OCR Manager – for OCR + PDF) Activation for 100,000 OCR images/month (higher options also available)	\$4,000	\$4,000	\$800 1-yr \$2,160 3-yr
Server Upgrade (upgrade to SkyView RA) with multi-license BookScan Editor and CALS-5 license for 5 Remote Access users for image processing (see configuration under "Responses to RFQ Line Items" on next page)	\$30,000	\$10,000	\$1,000 1-yr \$2,700 3-yr
<i>Shipping & Training additional (see below) For description of maintenance coverage, see Maintenance Expectations 2010. 1-year warranty on parts & labor.</i>			

MAINTENANCE Technical Support Contracts		
Hardware & Software (entire system) – Warranty	90 days	
Hardware & Software (entire system) – Standard Maint. (1 shift from 08:00 – 17:00) – Covers BSE + BSE Pro software licenses – Covers all equipment + computers + table	1 Year (see pricing above)	3 Year (see pricing above)

Other	
On-site Operator Training – Includes machine operation, BSE & OCR software training – Includes machine installation	\$950 per day + travel Recommended 3 days (\$ 2,850 + travel)
Shipping – Includes packing, crates, transportation, delivery	\$ 800

Responses to RFQ Line Items

We feel our Kirtas SkyView product is at minimum equivalent if not superior to any book digitization system meeting the requirements listed in the State of West Virginia Purchasing Division's RFQ #. Our responses to the RFQ line items, including both RFQ and Addendum, are described below.

Digital Imaging System

The SkyView is equipped with one 21.1 megapixel digital camera. Each laser-identified area is photographed sequentially through the camera's EF 24-70 mm Zoom lens (100mm macro lens optional).

- 21.1 MP Canon EOS-5D Mark II with CMOS sensor
- Capture Resolution: 5616 x 3744 pixels
- Up to 400 dpi (or 600 dpi with optional EF 100mm macro lens)
- High-precision stitching software

Light Air Vacuum Flattening

- Uniform negative pressure allows for gentle, adjustable hands-free positioning
- Edge curl elimination
- Capacity range: 25" x 35" maximum image area
- Adjustable sliding bookshelf, perfect for foldouts while protecting book spines

Laser Templates and Camera Motion

- Predefined and custom templates for repeatable accuracy and high productivity
- Laser-guided camera movement minimizes operator effort, producing precise, predictable results

Oversize Book Cradle

- Modular book cradle can be used in place of vacuum table
- Ideal for oversize books up to 19" x 24" with bindings up to 4" thick
- Glass platen used to minimize page curvature

Sold through EDAC SYSTEMS

EQUIPMENT ACQUISITION

Kirtas systems are sold through EDAC Systems, Inc.

EDAC Systems, Inc.

One EDAC Center, 10970 Pierson Drive, Fredericksburg, VA 22408

Contact: Ann Blevins

annblevins@edacsystems.com

(540) 361-1580

Federal Contract Holder:

GSA Schedule: GS-35F-5840H Schedule 70 (Kirtas will soon be listed on EDAC's schedule)

GSA - Start Date: July 28, 1998

GSA - Expiration Date: July 28, 2013

Woman Owned Small Business

Other Contract Vehicles

SEWP

Navy SEAPORT

MOBIS

ITES-3

EDAC Systems, Inc. is an award-winning value-added reseller, integrator and software developer. We provide document imaging solutions, case management, and data storage systems and services to both government and commercial clients. EDAC Systems offers a complete line of document imaging hardware and software, data storage and archival systems, and the knowledge and subject matter experts and industry experience needed to integrate and support all of the products we offer. For more than twenty years, EDAC has been recognized as an industry leader in providing innovative, cost effective, best-of-business products and support to our clients.

Best-of-Business Solutions

EDAC Systems brings you the very best products the market has to offer. We provide end-to-end document imaging solutions from multiple leading manufacturers for applications such as:

- Enterprise Content Management
- Business Process Management
- Workflow Solutions
- Case Management
- Document / Records Management Systems
- Document & Data Capture
- Storage & Archival Systems
- Document & Data Conversion
- Management Consulting

EDAC has long standing relationships with many vendors and carefully evaluates each and every product added to our offerings. We provide only the best, most functional and dependable products from proven manufacturers. Through a wide variety of high performance, state-of-the-art products, EDAC Systems can act as your single source for system integration expertise, guidance, and support.

Experience

EDAC Systems knows exactly how best to service and support government agencies and commercial clients. Through a complete understanding of the a customer's priorities and procedures, and the role our offerings play in an effective imaging solution, EDAC has consistently provided top tier solutions and support for hundreds of users. EDAC's system design integrity and our dedication to customer service are reflected in the numerous awards received over the years, including:

- Federal Reseller of the Year - Kodak (9 years), Fujitsu, Bell & Howell, Kofax
- Service Excellence Award - Kodak
- Overall Reseller of the Year - Kodak, Fujitsu
- Innovative Leadership Award - Fujitsu
- Best of FOSE - Enterprise Systems Software
- Subcontractor of the Year - Orbital/Fairchild Space Co
- NASA Group Achievement Award

SKYVIEW

Kirtas Technologies, Inc., the company which captivated the world with its award-winning APT (automatic page-turning) imaging systems, proudly introduces yet another fresh, innovative approach to digital imaging. The solution is creativity from the top down—the SkyView.

Superior Image Quality

A flatbed imaging system unlike any other, the SkyView™ 3525 captures a 90x64 cm aerial view with a 21.1 megapixel, high-resolution Canon EOS 5D Mark II digital camera. A special light air vacuum flattening technique ensures that materials remain flat, motionless and calm, with no folds or wrinkles. Even more, an extended shelf slides easily to accommodate oversize books with foldouts and large pages. Digital imaging has never been easier!

Quality Assurance Through Technology

Moving camera, sliding shelf, flowing air—all working seamlessly together to create the perfect image of your important documents. Watch your productivity take-off with a whole new perspective on digital imaging. You've reached a new height with another brilliant Kirtas solution. Enjoy the view.

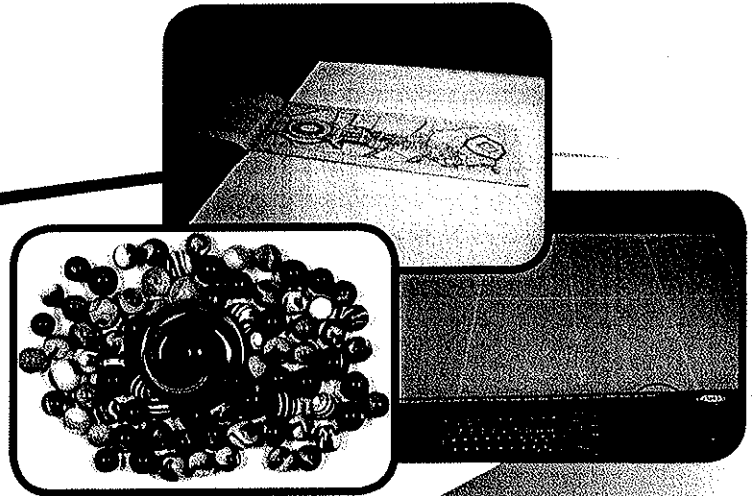
An Ideal Environment For

**BOOKS WITH FOLDOUTS,
NEWSPAPERS, MAPS, POSTERS,
POSTCARDS, OVERSIZED MATERIALS,
3-D OBJECTS & MORE...**



KEY FEATURES

- Maximum imaging area: 35" x 25" (> A1)
- Automated, motorized overhead optical system
- Canon EOS-5D Mark II digital camera w/CMOS sensor
- Adjustable sliding bookshelf for oversize books & foldouts
- Gentle vacuum flattening technique
- Laser-guided imaging templates
- 3-Axis automated microstepped motion
- SkyView Manager™ software
- Integrated, high-precision stitching solution
- Enhanced productivity with repeatable imaging cycles



SPECIFICATIONS: SKYVIEW

Performance		Output	JPEG, CR2; TIFF, image only PDF and PDF/A with BSE Processing
Cycle Speed	up to 1,000 images per hour (for photographs) up to 500 images per hour (for newspapers)	OCR Output	Searchable PDF, PDF/A, XML, Word, TXT
Technical			
Capture	21.1 Megapixel Digital SLR camera with CMOS Sensor 42 → 24-bit RGB (5,616 x 3,744 pixels) up to 600 ppi	Features	<ul style="list-style-type: none"> Automated, motorized overhead camera Laser-guided imaging templates Adjustable sliding bookshelf Gentle vacuum flattening
Tone	24-bit Color	Workstation	<ul style="list-style-type: none"> Quad Core 2 GHz processors 3 GB RAM Two 1 TB hard drive (RAID 10 storage) Windows 7 19" flat panel monitor
Lenses	Canon EF 24-70 mm zoom Canon EF 100 mm fixed (optional)	Included	<ul style="list-style-type: none"> SkyView™ Manager software Height-adjustable, ergonomic table Swing arm monitor mount BookScan Editor™ software OCR Manager for PDF, PDF/A Integrated, high-precision stitching
Image Area	35" x 25" or 90cm x 63.5cm	Optional	<ul style="list-style-type: none"> BookScan Editor™ Pro Upgrade (OCR & Searchable PDF) Arabic (OCR)
Templates	Predefined, Custom		
Dimensions	55" x 44" x 57" (W x D x H) 140 x 112 x 145 cm		
Power	Standard 120-240 VAC, 50/60-Hz 15 Amp Receptacle		
Certification	AN/NZS, CE, CSA, EN, FCC, IEC, RoHS, UL		
Communication	USB, Serial		

Kirtas Technologies, Inc. reserves the right to make changes to specifications of products described in this product sheet at any time without notice and without obligation to notify any person of such changes.



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phone: [585] 924-2420 | fax: [585] 924-2441

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