



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

State of West Virginia  
 Request for Quotation

Proc Folder: 41622

Doc Description: ADDENDUM NO. 2- Color Press

Proc Type: Central Contract - Fixed Amt

Date Issued	Solicitation Closes	Solicitation No	Version
2015-01-05	2015-01-13 13:30:00	CRFQ 1400 AGR1500000008	3

**BID RECEIVING LOCATION**

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

**VENDOR**

Vendor Name, Address and Telephone Number:

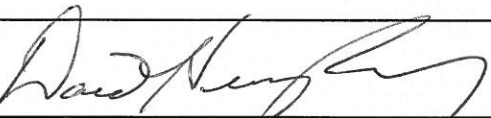
KOMAX, LLC  
 500 D ST.  
 SO. CHARLESTON, WV 25303  
 304-744-7440  
 ATTN: DAVID HUMPHREY

SUBMITTING PRIMARY BID AND ALTERNATE BID AS PER PRICING SHEETS

01/13/15 10:38:37  
 WV Purchasing Division

**FOR INFORMATION CONTACT THE BUYER**

Dean Wingerd  
 (304) 558-0468  
 dean.c.wingerd@wv.gov

Signature X  FEIN # 55-0767809 DATE 1/13/2015

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

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV25305-0173 US		AUTHORIZED RECEIVER 304-558-3708 AGRICULTURE DEPARTMENT OF COMMUNICATIONS DIVISION 391 GUS R DOUGLASS LN, BLDG 15 CHARLESTON WV 25312 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Color Press or equal installation, delivery, training, TCRU	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
45101518			

**Extended Description :**  
C901 Color Press or equal including installation, delivery, training, TCRU KITS

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV25305-0173 US		AUTHORIZED RECEIVER 304-558-3708 AGRICULTURE DEPARTMENT OF COMMUNICATIONS DIVISION 391 GUS R DOUGLASS LN, BLDG 15 CHARLESTON WV 25312 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
2	Color Impression	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81112201			

**Extended Description :**  
Color Impressions

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV25305-0173 US		AUTHORIZED RECEIVER 304-558-3708 AGRICULTURE DEPARTMENT OF COMMUNICATIONS DIVISION 391 GUS R DOUGLASS LN, BLDG 15 CHARLESTON WV 25312 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
3	Black & White Impression	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
81112201			

**Extended Description :**

Black & White Impressions

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV25305-0173 US		AUTHORIZED RECEIVER 304-558-3708 AGRICULTURE DEPARTMENT OF COMMUNICATIONS DIVISION 391 GUS R DOUGLASS LN, BLDG 15 CHARLESTON WV 25312 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
4	Planet Press Software License 1st year	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

**Extended Description :**

Planet Press Software License 1st year

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV25305-0173 US		AUTHORIZED RECEIVER 304-558-3708 AGRICULTURE DEPARTMENT OF COMMUNICATIONS DIVISION 391 GUS R DOUGLASS LN, BLDG 15 CHARLESTON WV 25312 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
5	Planet Press Software License 2nd year	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

**Extended Description :**

Planet Press Software License 2nd year

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV25305-0173 US		AUTHORIZED RECEIVER 304-558-3708 AGRICULTURE DEPARTMENT OF COMMUNICATIONS DIVISION 391 GUS R DOUGLASS LN, BLDG 15 CHARLESTON WV 25312 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
6	Planet Press Software License 3rd year	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

**Extended Description :**  
Planet Press Software License 3rd year

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV25305-0173 US		AUTHORIZED RECEIVER 304-558-3708 AGRICULTURE DEPARTMENT OF COMMUNICATIONS DIVISION 391 GUS R DOUGLASS LN, BLDG 15 CHARLESTON WV 25312 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
7	Planet Press Software License 4th year	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

**Extended Description :**  
Planet Press Software License 4th year

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV25305-0173 US		AUTHORIZED RECEIVER 304-558-3708 AGRICULTURE DEPARTMENT OF COMMUNICATIONS DIVISION 391 GUS R DOUGLASS LN, BLDG 15 CHARLESTON WV 25312 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
8	Planet Press Software License 5th year	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

**Extended Description :**

Planet Press Software License 5th year

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV25305-0173 US		AUTHORIZED RECEIVER 304-558-3708 AGRICULTURE DEPARTMENT OF COMMUNICATIONS DIVISION 391 GUS R DOUGLASS LN, BLDG 15 CHARLESTON WV 25312 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
9	Fiery EFI Software 1st year	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

**Extended Description :**

Fiery EFI Software 1st year

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV25305-0173 US		AUTHORIZED RECEIVER 304-558-3708 AGRICULTURE DEPARTMENT OF COMMUNICATIONS DIVISION 391 GUS R DOUGLASS LN, BLDG 15 CHARLESTON WV 25312 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
10	Fiery EFI Software 2nd year	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

**Extended Description :**

Fiery EFI Software 2nd year

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV25305-0173 US		AUTHORIZED RECEIVER 304-558-3708 AGRICULTURE DEPARTMENT OF COMMUNICATIONS DIVISION 391 GUS R DOUGLASS LN, BLDG 15 CHARLESTON WV 25312 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
11	Fiery EFI Software 3rd year	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

**Extended Description :**  
Fiery EFI Software 3rd year

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV25305-0173 US		AUTHORIZED RECEIVER 304-558-3708 AGRICULTURE DEPARTMENT OF COMMUNICATIONS DIVISION 391 GUS R DOUGLASS LN, BLDG 15 CHARLESTON WV 25312 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
12	Fiery EFI Software 4th year	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

**Extended Description :**  
Fiery EFI Software 4th year

INVOICE TO		SHIP TO	
PROCUREMENT OFFICER 304-558-2221 AGRICULTURE DEPARTMENT OF ADMINISTRATIVE SERVICES 1900 KANAWHA BLVD E CHARLESTON WV25305-0173 US		AUTHORIZED RECEIVER 304-558-3708 AGRICULTURE DEPARTMENT OF COMMUNICATIONS DIVISION 391 GUS R DOUGLASS LN, BLDG 15 CHARLESTON WV 25312 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
13	Fiery EFI Software 5th year	0.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43230000			

**Extended Description :**

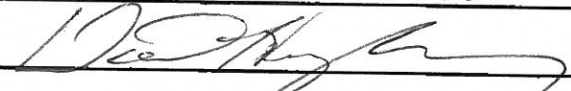
Fiery EFI Software 5th year

<b>AGR150000008</b>	<b>Document Phase</b> Final	<b>Document Description</b> ADDENDUM NO. 2- Color Press	<b>Page 8</b> <b>of 8</b>
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**ADDITIONAL TERMS AND CONDITIONS**

See attached document(s) for additional Terms and Conditions



AGR						
PRICING PAGE						
Quote Item No.	Estimated Quantity	Unit of Measure	Description	Model No/Brand Name	Price per Unit of Measure	Extended Amount
3.1.1	1		C901 Color Press or Equal Installation, Delivery, Training Kits	TCRU Konica Minolta Bizhub Press C1100	\$139,254	\$139,254
3.1.1.14	1		Planet Press Software license 1st year		Included	Included
4.1.1.5	1		Planet Press Software renewal 2nd year		\$1028.00	\$1028.00
4.1.1.6	1		Planet Press Software renewal 3rd year		\$1028.00	\$1028.00
4.1.1.7	1		Planet Press Software renewal 4th year		\$1028.00	\$1028.00
4.1.1.8	1		Planet Press Software renewal 5th year		\$1028.00	\$1028.00
3.1.1.14	1		Fiery EFI software 1st year		Included	Included
4.1.1.5	1		Fiery EFI software renewal 2nd year		\$360.00	\$360.00
4.1.1.6	1		Fiery EFI software renewal 3rd year		\$360.00	\$360.00
4.1.1.7	1		Fiery EFI software renewal 4th year		\$360.00	\$360.00
4.1.1.8	1		Fiery EFI software renewal 5th year		\$360.00	\$360.00
3.2.1.4	1		Color Impressions		\$0.045	\$0.045
3.2.1.4	1		Black and White Impressions		\$.009	\$0.009
					<b>Total</b>	<b>\$144,806.00</b>
<b>Vendor Name/Rep:</b> Komax, LLC - David Humphrey						
<b>Address:</b> 500 D St So. Charleston, WV 25303						
<b>Phone:</b> 304-744-7440						
<b>Email Address:</b> dhumphrey@komaxwv.com						
<b>Signature:</b> 						



Giving Shape to Ideas



- Industry-leading output of 100 ppm in color and B&W
- Long-running reliability, 1,000,000-page monthly duty cycle
- Enhanced Simitri® HD<sup>2</sup> toner for superior halftone and skin-tone reproduction
- Image quality that rivals offset printing at a fraction of the cost
- Optimized 1200 x 1200 dpi resolution with 8-bit processing
- SEAD IV screen processing to continuously maintain image stability over long press runs
- Hybrid decurling function for higher productivity
- Increased paper handling with 13,890-Sheet capacity and weights from 55 to 350 gsm
- Air suction paper handling that ensures virtually jam-free printing
- 200-Page face-trimmed saddle-stitched booklet option
- 600-Page perfect-bound books with post-fusing cover insertion
- 15" Color lcd touch-panel – can be placed anywhere on unit
- Fiery®, Creo® and Konica Minolta image controller options

# bizhub PRESS C1100

FULL COLOR DIGITAL PRODUCTION PRINTER



press



**bizhub PRESS C1100**  
FULL COLOR DIGITAL PRODUCTION PRINTER

**Descriptions**

**bizhub PRESS C1100 Overview** The high-speed bizhub® PRESS C1100 sets a new standard in digital productivity, producing 5,000 or more sides per hour – saving space on your production floor and reducing time and labor costs by incorporating powerful inline finishing options, simple setup and familiar PC-like operation with hand-held mouse.

**System Specifications**

<b>Resolution</b>	1,200 x 1,200 dpi x 8 bit 1,200 x 3,600 dpi equivalent
<b>Paper weight</b>	55–350 gsm
<b>Duplex unit</b>	Non-stack type; 55–350 gsm
<b>Paper sizes</b>	330 x 487 mm (up to 13" x 19.2")
<b>Maximum image area</b>	321 x 480 mm
<b>Paper input capacity</b>	Max.: 13,890 sheets
<b>Paper output capacity</b>	Max.: 13,600 sheets
<b>Main unit dimensions</b>	35.5" x 37.5" x 52" (W x D x H)
<b>Main unit weight</b>	948 lb

**Productivity**

<b>8.5" x 11"</b>	Max. per minute: 100 ppm
<b>11" x 17"</b>	Max. per minute: 53 ppm
<b>12" x 18"</b>	Max. per minute: 50 ppm
<b>8.5" x 11"</b>	Max. per hour: 5,192 pph
<b>11" x 17"</b>	Max. per hour: 2,762 pph
<b>12" x 18"</b>	Max. per hour: 2,581 pph

**Controller**

<b>IC-308</b>	External EFI Fiery Controller
<b>IC-310</b>	External EFI Fiery Controller
<b>IC-312*</b>	External CREO Controller
<b>IC-602</b>	Internal Konica Minolta Controller

**Scanner Specifications**

<b>Scan speed A4</b>	Up to 42 opm
<b>Scan resolution</b>	600 x 600 dpi
<b>Scan modes</b>	TWAIN scan; Scan-to-HDD; Scan-to-FTP; Scan-to-SMB; Scan-to-eMail
<b>Scan formats</b>	TIFF (single and multi page); PDF

**Copier Specifications**

<b>Gradations</b>	256
<b>Magnification</b>	25–400%, in 0.1% steps
<b>Multiple copies</b>	1–9,999

**Options**

<b>HM-101</b>	Humidification unit for RU-511
<b>HT-506</b>	Heating unit for PF-707/8
<b>FD-503</b>	Folding and punching unit
<b>FS-532</b>	100-sheet Stapling unit
<b>GP-501</b>	Multi (GBC) punching unit
<b>GP-502</b>	Auto ring binding unit
<b>LS-506</b>	Stacking unit
<b>PB-503</b>	Perfect binding unit
<b>PF-707</b>	Air suction paper feed unit
<b>PF-708</b>	Air suction paper feed unit with ADF
<b>PI-502</b>	Post inserter for FS-532
<b>PK-522</b>	Punch kit for FS-532
<b>RU-510</b>	Reversing Relay unit
<b>RU-511</b>	Decurling Relay unit
<b>SD-506</b>	Saddle stitch unit
<b>SD-510</b>	Saddle stitch unit for FS-532
<b>WT-512</b>	Working Table

\*Not available at time of launch.



**KONICA MINOLTA**

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KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.  
100 Williams Drive, Ramsey, New Jersey 07446

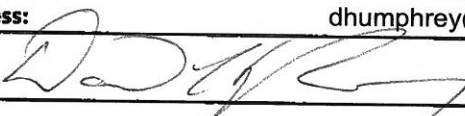
CountOnKonicaMinolta.com



Item #: C1100SS  
6/14

Printed on a **bizhub PRESS**



AGR						
PRICING PAGE						
Quote Item No.	Estimated Quantity	Unit of Measure	Description	Model No/Brand Name	Price per Unit of Measure	Extended Amount
3.1.1	1		C901 Color Press or Equal Installation, Delivery, Training Kits	TCRU Konica Minolta Bizhub Press C1085	\$129,086	\$129,086
3.1.1.14	1		Planet Press Software license 1st year		Included	Included
4.1.1.5	1		Planet Press Software renewal 2nd year		\$1028.00	\$1028.00
4.1.1.6	1		Planet Press Software renewal 3rd year		\$1028.00	\$1028.00
4.1.1.7	1		Planet Press Software renewal 4th year		\$1028.00	\$1028.00
4.1.1.8	1		Planet Press Software renewal 5th year		\$1028.00	\$1028.00
3.1.1.14	1		Fiery EFI software 1st year		Included	Included
4.1.1.5	1		Fiery EFI software renewal 2nd year		\$360.00	\$360.00
4.1.1.6	1		Fiery EFI software renewal 3rd year		\$360.00	\$360.00
4.1.1.7	1		Fiery EFI software renewal 4th year		\$360.00	\$360.00
4.1.1.8	1		Fiery EFI software renewal 5th year		\$360.00	\$360.00
3.2.1.4	1		Color Impressions		\$0.045	\$0.045
3.2.1.4	1		Black and White Impressions		\$0.009	\$0.009
<b>Total</b>						<b>\$134,620.00</b>
<b>Vendor Name/Rep:</b> Komax, LLC - David Humphrey						
<b>Address:</b> 500 D St So. Charleston, WV 25303						
<b>Phone:</b> 304-744-7440						
<b>Email Address:</b> dhumphrey@komaxwv.com						
<b>Signature:</b> 						



KONICA MINOLTA

Giving Shape to Ideas



- Blazing fast output of 85 ppm in color and B&W
- Long-running reliability, 750,000-page monthly duty cycle
- Enhanced Simitri<sup>®</sup> HD<sup>®</sup> toner for superior halftone and skin-tone reproduction
- Image quality that rivals offset printing at a fraction of the cost
- Optimized 1200 x 1200 dpi resolution with 8-bit processing
- SEAD IV screen processing to continuously maintain image stability over long press runs
- Hybrid decurling function for higher productivity
- Increased paper handling with 13,890-Sheet capacity and weights from 55 to 350 gsm
- Air suction paper handling that ensures virtually jam-free printing
- 200-Page face-trimmed saddle-stitched booklet option
- 600-Page perfect-bound books with post-fusing cover insertion
- 15" Color lcd touch-panel – can be placed anywhere on unit
- Fiery<sup>®</sup>, Creo<sup>®</sup> and Konica Minolta image controller options

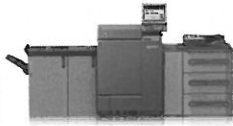
## bizhub PRESS C1085

FULL COLOR DIGITAL PRODUCTION PRINTER

press



press



bizhub PRESS C1085  
FULL COLOR DIGITAL PRODUCTION PRINTER

**Descriptions**

**bizhub PRESS C1085 Overview** The bizhub® PRESS C1085 can boost your output power, improve your color quality and reduce your costs – delivering up to 85 ppm, simplifying production setup and accepting a wide range of paper stocks and pro-quality finishing options to benefit both commercial printers and in-plant print producers.

**System Specifications**

<b>Resolution</b>	1,200 x 1,200 dpi x 8 bit 1,200 x 3,600 dpi equivalent
<b>Paper weight</b>	55–350 gsm
<b>Duplex unit</b>	Non-stack type; 55–350 gsm
<b>Paper sizes</b>	330 x 487 mm (up to 13" x 19.2")
<b>Maximum image area</b>	321 x 480 mm
<b>Paper input capacity</b>	Max.: 13,890 sheets
<b>Paper output capacity</b>	Max.: 13,600 sheets
<b>Main unit dimensions</b>	35.5" x 37.5" x 52" (W x D x H)
<b>Main unit weight</b>	948 lb

**Productivity**

<b>8.5" x 11"</b>	Max. per minute: 85 ppm
<b>11" x 17"</b>	Max. per minute: 46 ppm
<b>12" x 18"</b>	Max. per minute: 43 ppm
<b>8.5" x 11"</b>	Max. per hour: 4,413 pph
<b>11" x 17"</b>	Max. per hour: 2,399 pph
<b>12" x 18"</b>	Max. per hour: 2,243 pph

**Controller**

<b>IC-308</b>	External EFI Fiery Controller
<b>IC-310</b>	External EFI Fiery Controller
<b>IC-312*</b>	External CREO Controller
<b>IC-602</b>	Internal Konica Minolta Controller

**Scanner Specifications**

<b>Scan speed A4</b>	Up to 42 opm
<b>Scan resolution</b>	600 x 600 dpi
<b>Scan modes</b>	TWAIN scan; Scan-to-HDD; Scan-to-FTP; Scan-to-SMB; Scan-to-eMail
<b>Scan formats</b>	TIFF (single and multi page); PDF

**Copier Specifications**

<b>Gradations</b>	256
<b>Magnification</b>	25–400%, in 0.1% steps
<b>Multiple copies</b>	1–9,999

**Options**

<b>HM-101</b>	Humidification unit for RU-511
<b>HT-506</b>	Heating unit for PF-707/8
<b>FD-503</b>	Folding and punching unit
<b>FS-532</b>	100-sheet Stapling unit
<b>GP-501</b>	Multi (GBC) punching unit
<b>GP-502</b>	Auto ring binding unit
<b>LS-506</b>	Stacking unit
<b>PB-503</b>	Perfect binding unit
<b>PF-707</b>	Air suction paper feed unit
<b>PF-708</b>	Air suction paper feed unit with ADF
<b>PI-502</b>	Post inserter for FS-532
<b>PK-522</b>	Punch kit for FS-532
<b>RU-510</b>	Reversing Relay unit
<b>RU-511</b>	Decurling Relay unit
<b>SD-506</b>	Saddle stitch unit
<b>SD-510</b>	Saddle stitch unit for FS-532
<b>WT-512</b>	Working Table

\*Not available at time of launch.



**KONICA MINOLTA**

KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.  
100 Williams Drive, Ramsey, New Jersey 07446

CountOnKonicaMinolta.com



Item #: C1085SS  
6/14

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**Software Attachment**

Attachment

PO#:

This agreement constitutes the entire agreement between the parties, and there are no other terms and conditions applicable to the licenses granted hereunder.

Agreed

 1/13/2015

Signature

Date

STATE CONTRACT MANANGER

Title

KOMAX LLC

Company Name

Signature

Date

Title

Agency/Division

AGREEMENT ADDENDUM FOR SOFTWARE

In the event of conflict between this addendum and the agreement, this addendum shall control:

1. **DISPUTES** - Any references in the agreement to arbitration or to the jurisdiction of any court are hereby deleted. Disputes arising out of the agreement shall be presented to the West Virginia Court of Claims.
2. **HOLD HARMLESS** - Any provision requiring the Agency to indemnify or hold harmless any party is hereby deleted in its entirety.
3. **GOVERNING LAW** - The agreement shall be governed by the laws of the State of West Virginia. This provision replaces any references to any other State's governing law.
4. **TAXES** - Provisions in the agreement requiring the Agency to pay taxes are deleted. As a State entity, the Agency is exempt from Federal, State, and local taxes and will not pay taxes for any Vendor including individuals, nor will the Agency file any tax returns or reports on behalf of Vendor or any other party.
5. **PAYMENT** - Any references to prepayment are deleted. Fees for software licenses, subscriptions, or maintenance are payable annually in advance. Payment for services will be in arrears.
6. **INTEREST** - Any provision for interest or charges on late payments is deleted. The Agency has no statutory authority to pay interest or late fees.
7. **NO WAIVER** - Any language in the agreement requiring the Agency to waive any rights, claims or defenses is hereby deleted.
8. **FISCAL YEAR FUNDING** - Service performed under the agreement may be continued in succeeding fiscal years for the term of the agreement, contingent upon funds being appropriated by the Legislature or otherwise being available for this service. In the event funds are not appropriated or otherwise available for this service, the agreement shall terminate without penalty on June 30. After that date, the agreement becomes of no effect and is null and void. However, the Agency agrees to use its best efforts to have the amounts contemplated under the agreement included in its budget. Non-appropriation or non-funding shall not be considered an event of default.
9. **STATUTE OF LIMITATION** - Any clauses limiting the time in which the Agency may bring suit against the Vendor, lessor, individual, or any other party are deleted.
10. **SIMILAR SERVICES** - Any provisions limiting the Agency's right to obtain similar services or equipment in the event of default or non-funding during the term of the agreement are hereby deleted.
11. **FEES OR COSTS** - The Agency recognizes an obligation to pay attorney's fees or costs only when assessed by a court of competent jurisdiction. Any other provision is invalid and considered null and void.
12. **ASSIGNMENT** - Notwithstanding any clause to the contrary, the Agency reserves the right to assign the agreement to another State of West Virginia agency, board or commission upon thirty (30) days written notice to the Vendor and Vendor shall obtain the written consent of Agency prior to assigning the agreement.
13. **LIMITATION OF LIABILITY** - The Agency, as a State entity, cannot agree to assume the potential liability of a Vendor. Accordingly, any provision in the agreement limiting the Vendor's liability for direct damages is hereby deleted. Vendor's liability under the agreement shall not exceed three times the total value of the agreement. Limitations on special, incidental or consequential damages are acceptable. In addition, any limitation is null and void to the extent that it precludes any action for injury to persons or for damages to personal property.
14. **RIGHT TO TERMINATE** - Agency shall have the right to terminate the agreement upon thirty (30) days written notice to Vendor. Agency agrees to pay Vendor for services rendered or goods received prior to the effective date of termination. In such event, Agency will not be entitled to a refund of any software license, subscription or maintenance fees paid.
15. **TERMINATION CHARGES** - Any provision requiring the Agency to pay a fixed amount or liquidated damages upon termination of the agreement is hereby deleted. The Agency may only agree to reimburse a Vendor for actual costs incurred or losses sustained during the current fiscal year due to wrongful termination by the Agency prior to the end of any current agreement term.
16. **RENEWAL** - Any reference to automatic renewal is deleted. The agreement may be renewed only upon mutual written agreement of the parties.
17. **INSURANCE** - Any provision requiring the Agency to purchase insurance for Vendor's property is deleted. The State of West Virginia is insured through the Board of Risk and Insurance Management, and will provide a certificate of property insurance upon request.
18. **RIGHT TO NOTICE** - Any provision for repossession of equipment without notice is hereby deleted. However, the Agency does recognize a right of repossession with notice.
19. **ACCELERATION** - Any reference to acceleration of payments in the event of default or non-funding is hereby deleted.
20. **CONFIDENTIALITY** - Any provision regarding confidentiality of the terms and conditions of the agreement is hereby deleted. State contracts are public records under the West Virginia Freedom of Information Act.
21. **AMENDMENTS** - All amendments, modifications, alterations or changes to the agreement shall be in writing and signed by both parties. No amendment, modification, alteration or change may be made to this addendum without the express written approval of the Purchasing Division and the Attorney General.

ACCEPTED BY:

STATE OF WEST VIRGINIA

VENDOR

Spending Unit: \_\_\_\_\_

Company Name: KOMAX LLC

Signed: \_\_\_\_\_

Signed: David Humphrey

Title: \_\_\_\_\_

Title: STATE CONTRACT MANAGER

Date: \_\_\_\_\_

Date: 1/13/2015



State of West Virginia

VENDOR PREFERENCE CERTIFICATE

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Bidder: KOMAX LLC

Signed: [Signature]

Date: 1/13/2015

Title: State Contract Manager

STATE OF WEST VIRGINIA  
Purchasing Division

**PURCHASING AFFIDAVIT**

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

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

**DEFINITIONS:**

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

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

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

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

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: Komax LLC

Authorized Signature: *[Signature]* Date: 12-30-14

State of West Virginia

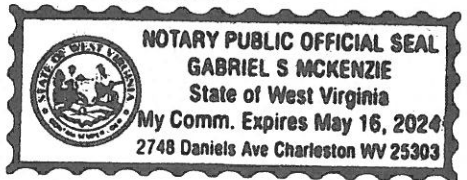
County of Kanawha, to-wit:

Taken, subscribed, and sworn to before me this 30<sup>th</sup> day of December, 2014.

My Commission expires May 16, 2024

**AFFIX SEAL HERE**

NOTARY PUBLIC *[Signature]*



**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: AGR1500000008**

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

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

**Addendum Numbers Received:**

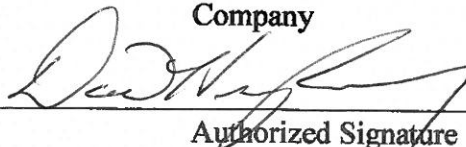
(Check the box next to each addendum received)

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

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

Komax, LLC

Company



Authorized Signature

1-13-15

Date

**NOTE:** This addendum acknowledgment should be submitted with the bid to expedite document processing.

Revised 6/8/2012

**SOLICITATION NUMBER: CRFQ-AGR1500000008**  
**Addendum Number: 2**

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

**Applicable Addendum Category:**

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

**Description of Modification to Solicitation:**

1. To change the bid opening date for this solicitation to January 13, 2015 at 1:30pm.
2. To provide responses to vendor questions regarding this solicitation.
3. To provide Addendum Acknowledgment form.

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

**Terms and Conditions:**

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

**REQUEST FOR QUOTATION #  
C901 Color Press or Equal**

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**SPECIFICATIONS**

1. **PURPOSE AND SCOPE:** The West Virginia Purchasing Division is soliciting bids on behalf of WV Dept of Agriculture to purchase a High-End Digital Color Production Press.
  
2. **DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.
  - 2.1 **“Contract Item” or “Contract Items”** means the list of items identified in Section 3, Subsection 1 below.
  - 2.2 **“Pricing Pages”** means the schedule of prices, estimated order quantity, and totals attached hereto as Exhibit #1 and used to evaluate the RFQ.
  - 2.3 **“RFQ”** means the official request for quotation published by the Purchasing Division.
  
3. **GENERAL REQUIREMENTS:**
  - 3.1 **Contract Items and Mandatory Requirements:** Vendor shall provide Agency with the Contract Items listed below. Contract Items must meet or exceed the mandatory requirements as shown below.
    - 3.1.1 **C901 COLOR PRESS OR EQUAL**
      - 3.1.1.1 Equipment shall be new. Remanufactured or warranted-as-new equipment is unacceptable.
      - 3.1.1.2 Must print black and white and color copies on all sizes
      - 3.1.1.3 Must print a minimum of 90 pages per minute black and white and color. (8½ x11)
      - 3.1.1.4 Printer must have air assisted paper trays for handling thick or glossy stocks
      - 3.1.1.5 Printer must support paper sizes 5.5”X8.5”- 13”X19.2”
      - 3.1.1.6 Must support media weight up to and including 350gsm

**REQUEST FOR QUOTATION #  
C901 Color Press or Equal**

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- 3.1.1.7 Must support duplexing up to and including 350gsm**
- 3.1.1.8 Must be able to print on, but not limited to, the following paper finishes; Gloss, Smooth, Textured and NCR papers**
- 3.1.1.9 Must print at least 600x600 dpi**
- 3.1.1.10 Must run all paper stocks at rated speed /without any loss in productivity.**
- 3.1.1.11 EFI Print Controller System 10 w/Command Workstation 5.5**
- 3.1.1.12 Color Profiler v4.3 with ES-2000 Spectrophotometer**
- 3.1.1.13 EFI Graphics Arts Premium Package**
- 3.1.1.14 Must include all software updates and maintenance for 5 years, including but not limited to Planet Press License, Planet Watch License (current variable data software) and EFI Fiery updates.**
- 3.1.1.15 Must have a High capacity Stacker.**
- 3.1.1.16 Must have a minimum of 4 paper trays, with 6,500 sheet capacity.**
- 3.1.1.17 Must have an inline booklet maker with saddle stitcher and trimmer with a 20 sheet (40 sheet folded) capacity, must exit on a conveyer.**
- 3.1.1.18 Must have multi position stapling.**
- 3.1.1.19 Booklet Finisher Must Support Paper Sizes of 5.5"X8.5"-13"X19.2"**

**REQUEST FOR QUOTATION #  
C901 Color Press or Equal**

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- 3.1.1.20 Must Meet the Following Volume Requirements, In Order to Accommodate Peak Months and Possible Growth:**
- Monthly Maximum Volume Up To 350,000 Impressions
  - Monthly Maximum Duty Cycle Up To 580,000 Impressions

**3.2 Installation, training, maintenance**

- 3.2.1.1 Installation delivery and training shall be included in the price.**
- 3.2.1.2 All operators must be trained on-site within 1 week of installation**
- 3.2.1.3 Maintenance must include all parts, labor, travel and consumables, minus paper and staples. All shipping costs related to these supplies are the vendor's responsibility.**
- 3.2.1.4 Each impression must be billed as one (1) impression, no matter what paper size.**
- 3.2.1.5 Maintenance must have 1-hour service call back time with 4-hour on-site response.**
- 3.2.1.6 The successful vendor must have two (2) trained and certified service technicians for Color Press on its staff. (Certifications required upon request)**
- 3.2.1.7 TCRU Kits must be included (customer replaceable consumables). Please provide a list of these TCRU items. Training must be included for these items.**

**REQUEST FOR QUOTATION #  
C901 Color Press or Equal**

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required that the first, second, third, fourth or fifth years match in price.

**4.1.1.7** Bids to meet the requirements of section (3.1.1.14), but to be for the fourth year of support and maintenance. It is not required that the first, second, third, fourth or fifth years match in price.

**4.1.1.8** Bids to meet the requirements of section (3.1.1.14), but to be for the fifth year of support and maintenance. It is not required that the first, second, third, fourth or fifth years match in price.

**5. CONTRACT AWARD:**

**5.1 Contract Award:** The Contract is intended to provide Agency with a purchase price on all Contract Items. The Contract shall be awarded to the Vendor that provides the Contract Items meeting the required specifications for the lowest overall Total Bid as shown on the Pricing Page.

**5.2 Pricing Pages:** Vendor should complete the Pricing Page by including the per click price for section (3.2.1.4) for color impressions and black and white impressions and all other line items, or vendors may choose to submit their bid electronically via the WV Oasis system. Vendor should complete the Pricing Pages in their entirety as failure to do so may result in Vendor's bids being disqualified.

The Pricing Pages contain a list of the Contract Items and estimated purchase volume. The estimated purchase volume for each item represents the approximate volume of anticipated purchases only. No future use of the Contract or any individual item is guaranteed or implied.

**6. ORDERING AND PAYMENT:**

**6.1 Ordering:** Vendor shall accept orders by regular mail, facsimile, e-mail, or any other written forms of communication. Vendor may, but is not required to, accept on-line orders through a secure internet ordering portal/website. If Vendor has the ability to accept on-line orders, it should include in its response a brief description of how Agencies may utilize the on-line ordering system. Any on-line ordering system must have the capability to restrict prices and available items to conform to



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C901 Color Press or Equal

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the Catalog originally submitted with this RFQ. Vendor shall ensure that its on-line ordering system is properly secured prior to processing Agency orders on-line.

- 6.2 Payment:** Vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.

**7. DELIVERY AND RETURN:**

- 7.1 Delivery Time:** Vendor shall deliver all consumable orders within five working days after orders are received. Vendor shall deliver emergency replacement parts within no more than two working day(s). Vendor shall ship all orders in accordance with the above schedule and shall not hold orders until a minimum delivery quantity is met.
- 7.2 Late Delivery:** The Agency placing the order under this Contract must be notified in writing if orders will be delayed for any reason. Any delay in delivery that could cause harm to an Agency will be grounds for cancellation of the delayed order, and/or obtaining the items ordered from a third party.

Any Agency seeking to obtain items from a third party under this provision must first obtain approval of the Purchasing Division.

- 7.3 Delivery Payment/Risk of Loss:** Standard order delivery shall be F.O.B. destination to the Agency's location. Vendor shall include the cost of standard order delivery charges in its bid pricing/discount and is not permitted to charge the Agency separately for such delivery. The Agency will pay delivery charges on all emergency orders provided that Vendor invoices those delivery costs as a separate charge with the original freight bill attached to the invoice.
- 7.4 Return of Unacceptable Items:** If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to Vendor at Vendor's expense and with no restocking charge. Vendor shall either make arrangements for the return within five (5) days of being notified that items are unacceptable, or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, Vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive a full credit or refund for the purchase price, at the Agency's discretion.

REQUEST FOR QUOTATION #  
C901 Color Press or Equal

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**7.5 Return Due to Agency Error:** Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. Vendor's location. Vendor shall not charge a restocking fee if returned products are in a resalable condition. Items shall be deemed to be in a resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the Vendor's customary restocking fee or 5% of the total invoiced value of the returned items.

**8. MISCELLANEOUS:**

- 8.1 No Substitutions:** Vendor shall supply only Contract Items submitted in response to the RFQ unless a contract modification is approved in accordance with the provisions contained in this Contract.
- 8.2 Vendor Supply:** Vendor must carry sufficient inventory of the Contract Items being offered to fulfill its obligations under this Contract. By signing its bid, Vendor certifies that it can supply the Contract Items contained in its bid response.
- 8.3 Reports:** Vendor shall provide quarterly reports and annual summaries to the Agency showing the Agency's items purchased, quantities of items purchased, and total dollar value of the items purchased. Vendor shall also provide reports, upon request, showing the items purchased during the term of this Contract, the quantity purchased for each of those items, and the total value of purchases for each of those items. Failure to supply such reports may be grounds for cancellation of this Contract.
- 8.4 Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

**Contract Manager:** \_\_\_\_\_  
**Telephone Number:** \_\_\_\_\_  
**Fax Number:** \_\_\_\_\_  
**Email Address:** \_\_\_\_\_

## Addendum # 2

### Questions & Answers AGR15\*8 (Color Press)

1. **Question:** If the bizhub Press C1085 meets the maximum monthly volume and maximum monthly duty cycle, can it be quoted even though it is 85 pages per minute B&W and color (8.5 x 11) instead of 90 ppm?

**Answer:** No, it needs to be at least 90ppm as per the spec (3.1.1.3- must print a minimum of 90 pages per minute black and white and color. (8 ½ x 11)

2. **Question:** Request clarification regarding if the requirement is for the in-line booklet maker to have its own conveyor for output to exit on or does the in-line booklet maker need to exit on an off or near-line conveyor system that is already in place?

**Answer:** It needs to have its own conveyer.

3. **Question:** Request clarification regarding the paper size requirement for the booklet finisher; our saddle stitch unit will support 13 x 19.2 and 5.5 x 8.5 for straight delivery, but only 12.76 x 18.23 and 7.17 x 10.12 for folding, stapling, and trimming. Does this meet the requirement?

**Answer:** It needs to meet the bid spec as stated – (3.1.1.19 - Booklet Finisher Must Support Paper Sizes of 5.5"X8.5"-13"X19.2")

4. **Questions:** What versions of Planet Press and Planet Press Watch are currently installed? The current versions are both 7.

**Answer:** It is version 7

5. **Question:** Are they presently under a maintenance agreement, or have your support contracts lapsed?

**Answer:** It has lapsed

6. **Question:** Other than Watch, are there any other license options installed?

**Answer:** Planet Press and Watch are the only licenses that the winning vendor is required to maintain

7. **Question:** What print engines does the Planet Press workflow drive now, and what will it drive in the future?

**Answer:** Planet Press currently drives a 70 ppm and 110ppm. The Planet Press and Watch requested in this bid will only drive the equipment that is contained in this bid.

8. **Question:** Will we have the opportunity for a pre-bid conference call?

**Answer:** No



Giving Shape to Ideas

Konica Minolta Print Production. Superior Quality, Digital Economy.

**production**



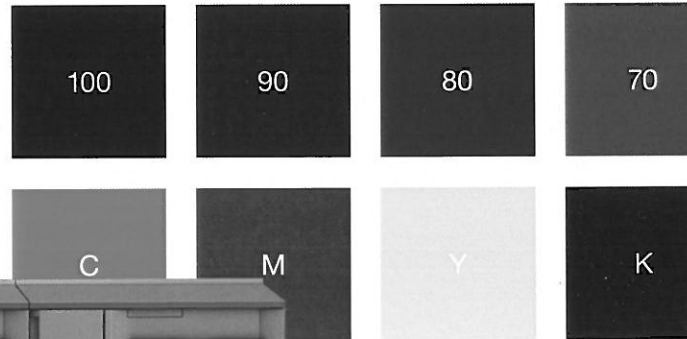
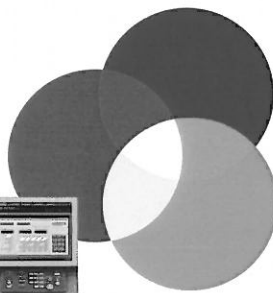
# Professional.

Konica Minolta color and B&W production printers offer superior performance and unsurpassed value for graphics professionals – delivering the power to increase your output, reduce your costs and satisfy your clients. You'll have digital color quality to rival offset prints, with advanced workflow and color management tools for reducing costs and fine-tuning accuracy. High speeds, simple setup and long-run image stability increase your efficiency. Inline finishing options get the job done right. Purpose-built reliability stands up to rugged production demands, with integrated software from leading graphic communication industry providers, IT solutions and more – all from a professional partner you can count on.



## Quality.

Konica Minolta's unique Screen-Enhancing Active Digital (SEAD IV) system combines highly accurate exposure controls, precision pixel placement and advanced screening to achieve resolution equivalent to 3,600 dpi. You'll also have flexible processing and image smoothing control to match the needs of any customer file.



## Color.

Konica Minolta knows color. Our bizhub PRESS professionals can bring you pro-quality digital color at up to 100 ppm – 5,000 impressions or more per hour, through robust monthly duty cycles that stand up to the daily punishment of high-volume production. Whether you're doing small-lot jobs on tight turnaround or long print runs with complex finishing requirements, you'll get them out the door on time – spectacular full-color photo books and product brochures, direct-mail flyers, colorful newsletters, graphics presentations and more.

## Monochrome.

Getting it done in B&W. Konica Minolta high-speed B&W digital presses lead the industry in workhorse performance, high-resolution monochrome image quality and flexible substrate handling – ideal for training and instruction manuals, transactional printing, corporate reports, on-demand book publishing and more. Purpose-built reliability and workhorse production output stands up to rigorous long-run production, with cost-efficiency that protects your bottom line.

## Embedded Control.

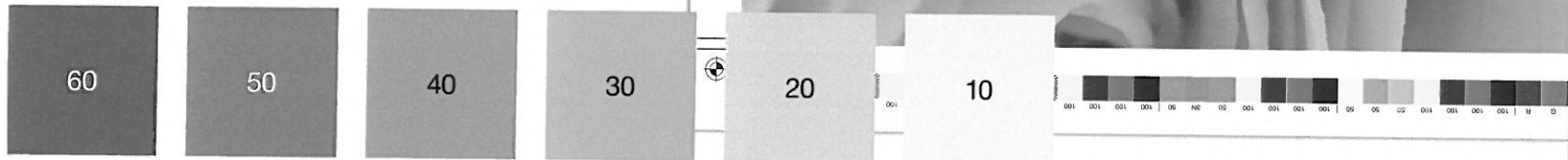
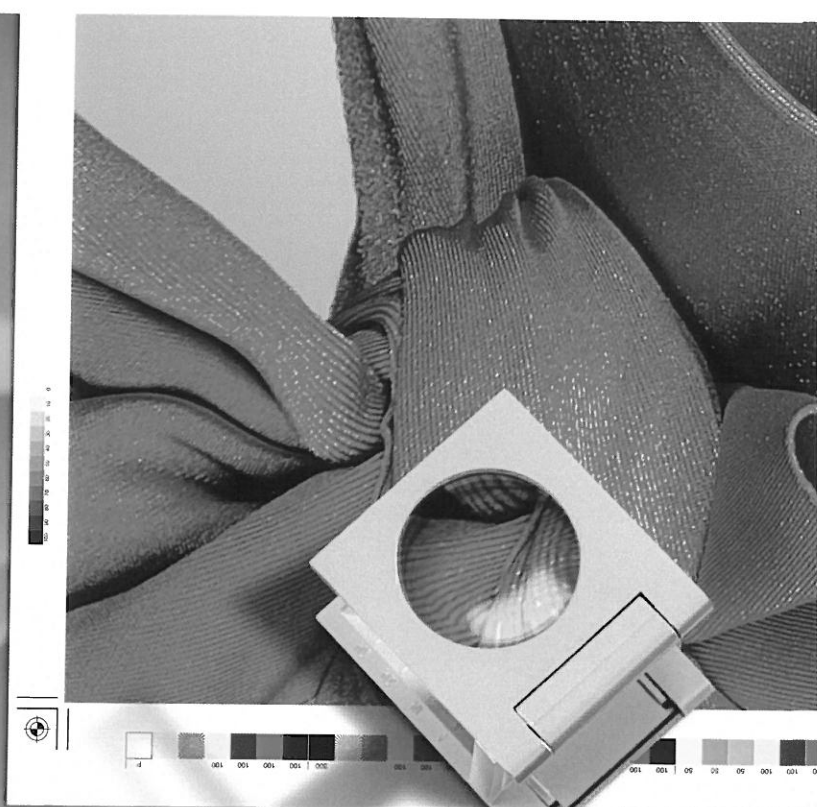
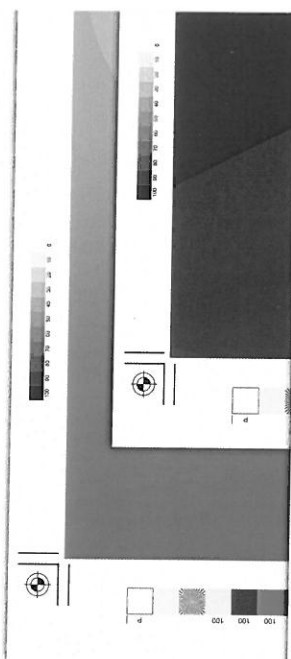
Get the most from your bizhub PRESS. Konica Minolta's internal image controller was developed in-house for powerful, affordable color management. Job Centro functionality lets you hold up to 100 jobs in queue, editing pages and job tickets with drag-and-drop ease – even without special training. Color Centro technology lets you edit color with visible adjustments on screen. You'll have all the color tools you need, including calibration, tone curve adjustment with before-and-after comparison, an expandable library of spot colors (Pantone, Toyo, DIC and HKS) and more.

### Bindery.

Pro-quality options for every need. Stapling and hole-punching. 200-page saddle-stitch booklets. 600-page perfect-bound books. 6 folding options, including inline gatefold. Inline GBC punching and ring binding. A 5,000-sheet stacker with rollaway cart can quickly move your finished output to offline bindery. We also offer near-line full-bleed edge trimming and square folding.

### Alliances.

Best-in-class partners on your team. Konica Minolta's strategic partnerships with production professionals like EFI, Kodak Creo, Watkiss, SDD, Lasermax, PageDNA, Xrite and others extend the range of capabilities we can offer you – another reason why production print professionals count on Konica Minolta for all of their digital printing needs.



### External Control Options.

Advanced color management tools. Fiery and Creo external image control options give graphics professionals advanced color management and production benefits. Fiery delivers improved color performance and upgraded functions, including hot folders, job batching, sample printing and more. Creo features advanced color profiling and destination profiles to spot colors, a complete Pantone GOE library, color sets, and full integration with Kodak Prinergy.

### And More.

A wide array of wide-format printers. As an example of our strategic alliances, we can provide printers for specialized wide-format print applications in graphics, architecture, engineering and construction – giving your shop high-speed wide-format output, cut-sheet feeder options and fully integrated stacking and folding capabilities.

### High-Volume Color

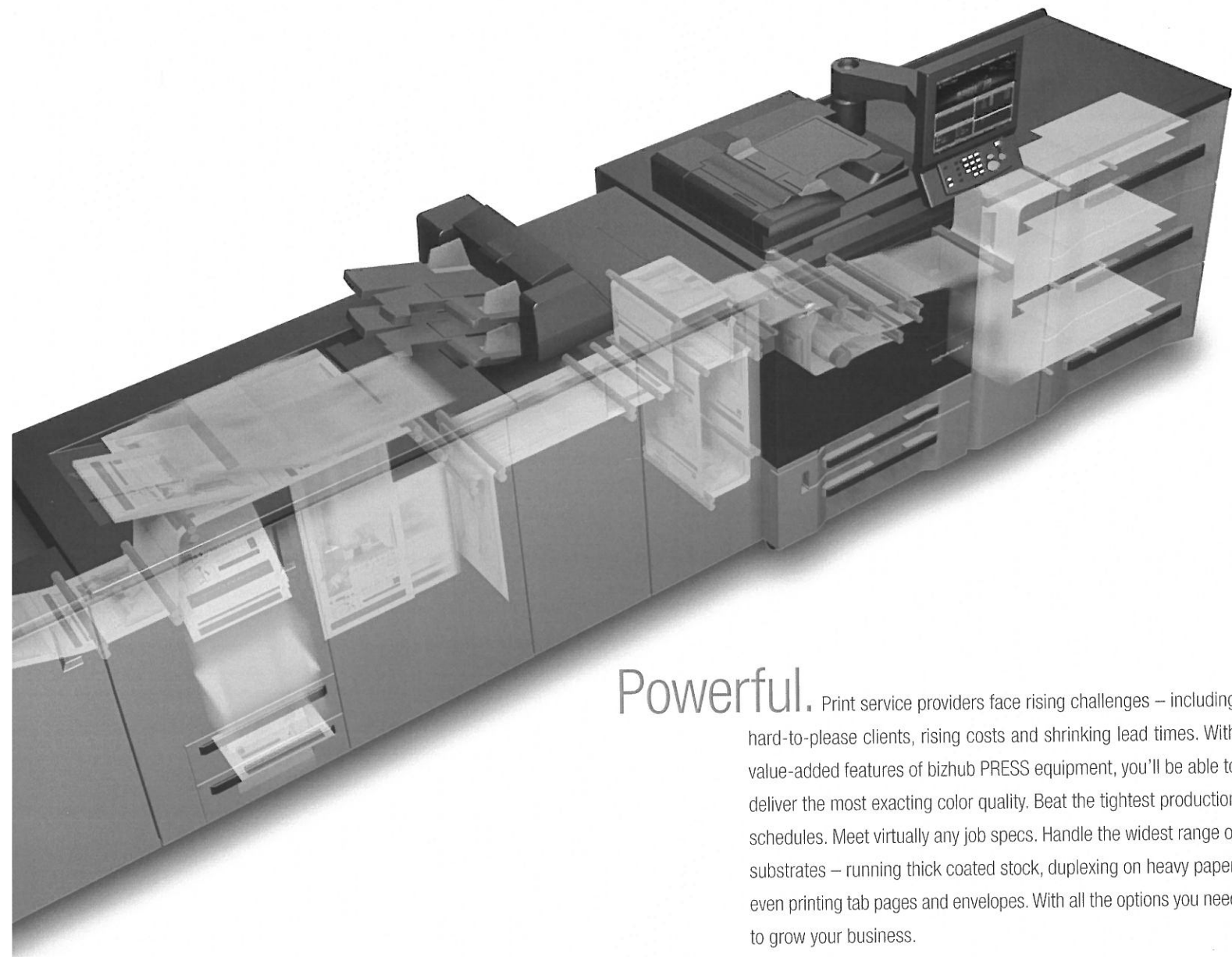
bizhub PRESS C1100  
bizhub PRESS C1085  
bizhub PRESS C70hc  
bizhub PRESS C1070  
bizhub PRESS C1070P  
bizhub PRESS C1060  
bizhub PRO C1060L

### Digital B&W Presses

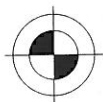
bizhub PRESS 2250P  
bizhub PRESS 1250  
bizhub PRESS 1250P  
bizhub PRESS 1052  
bizhub PRO 951

### Wide-Format Models

KIP C7800  
KIP 9900  
KIP 7970  
KIP 7770  
KIP 7170  
KIP 700



**Powerful.** Print service providers face rising challenges – including hard-to-please clients, rising costs and shrinking lead times. With value-added features of bizhub PRESS equipment, you'll be able to deliver the most exacting color quality. Beat the tightest production schedules. Meet virtually any job specs. Handle the widest range of substrates – running thick coated stock, duplexing on heavy paper, even printing tab pages and envelopes. With all the options you need to grow your business.



**Stability.**

Inline sensing for long-run precision. Automatic density adjustment, improved position accuracy and enhanced front-to-back registration control combine to keep your output stable without operator intervention. Real-time engine calibration is done inline to stabilize color values. Our enhanced color feedback system measures both CMYK and RGB for greater accuracy. The visible result: smoother edges, more legible text, and maximum color density without granularity or moiré distortion.



**High Chroma.**

Amazingly rich, vibrant color. bizhub High Chroma, or "hc", models use a special color toner formula that goes beyond the reproduction capabilities of conventional toner. With High Chroma, your production print output can have rich, fluorescent visuals. Colors become significantly brighter and more vivid. Presentations are more convincing. Packaging jumps off the shelf. And direct-mail campaigns come alive to pull higher response rates.



**Certification.**

Konica Minolta's digital presses were among the first to receive the IDEAlliance Digital Press Certification, passing all requirements for CRACol and G7 gray balance reproduction. G7 signifies a new level of color consistency – a specific colorimetric definition of grayscale balance in mid-range tones, weight and contrast. From highlights to shadows, corporate colors, products and services reproduced on G7 certified systems will look the same, be color-matched across media and on various substrates – even in different locations.



**Experts.**

Helping you get there faster. For print providers, attaining G7 Master Printer status can be an important next step in growing your business – and Konica Minolta has G7 experts available to help you bring your production facility to G7 status. Our team includes specialists who have completed the G7 Expert Training program and are experienced in color management, proofing quality control, prepress, plate making and print processes in offset as well as digital print.



**Strength.**

These are purpose-built professionals. Whichever bizhub PRESS or bizhub PRO model you choose, you'll have robust design combining a powerful iron box-type chassis with long-lasting parts, heavy-duty metal paper trays and high-yield consumables. A manageable overall footprint saves space on your production floor.



**Color Care.**

Accurate, repeatable and easy. Konica Minolta's Color Care Suite is a comprehensive color management solution for measuring, managing and controlling color output. Color Care enables you to maintain consistent, accurate color values without subjective guesswork or complex measurements and manual settings. And our CurveCore option helps you generate gray balance curves that meet the G7 standard. Color Care is a Certified G7 system by IDEAlliance.

**Measurement.**

Precision in the palm of your hand. Add the Konica Minolta FD-5 Spectrodensitometer to your color control system, and you can measure color values more accurately on any substrate. The process is simple, including both UV-included and UV-excluded measurements – and it's also the industry's first spectrodensitometer with an internal measurement light source matching CIE illumination D50 standards (ISO 3664-2009 compliant).

**Simitri HD<sup>E</sup>**

**Brilliance.**

Color that surpasses offset printing. Konica Minolta's next-generation Simitri HD<sup>E</sup> polymerized toner captures an expanded color gamut for superior accuracy. Deep blacks help colors pop. Improved magenta makes reds more vivid and enhanced electro-photographic properties make skin-tones more accurate and natural. Our 3-dimensional polymer structure adheres more precisely to rough paper surfaces. And 10% higher overall percentage of pigment creates rich areas of solid color and a smooth, natural luster on both glossy and matte stock.



### Scanning.

Copy, scan and store. Most bizhub PRESS models offer document copy and scanning capabilities to speed your workflow. Large color touchscreens provide comprehensive user guides, with pull-down menus and point-and-click control for hands-on job management at the machine. Our latest models even provide an on-screen paper catalog with data you can load and update via web-based or USB input.



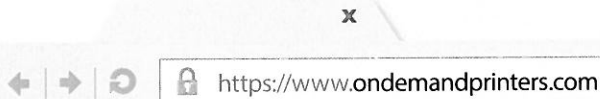
### Process Automation.

Reduce touches, improve productivity, increase profits. Konica Minolta's game-changing automation tool lets you to offer your customers web-enabled, menu-based order control in a fully automated production process. Each customer selects from a secure menu of the print products they need: flyers, brochures, marketing bulletins, newsletters and more. Digital storefronts are fully integrated with your production cycle, through job ticketing, printing and delivery – and you can increase your output and capacity without adding expense to your bottom line.

### Marketing Automation.

Multi-channel marketing tools to grow your business. With support for print, email, web, text messaging, PURLs, QR codes and social media, EngageIT XMedia gives you a fully integrated marketing tool to broaden your reach and realize today's hottest new media opportunities. Pull-down menus allow users to create targeted campaigns. And plug-and-play templates are easy to customize, opening up new opportunities for growth and additional revenue.

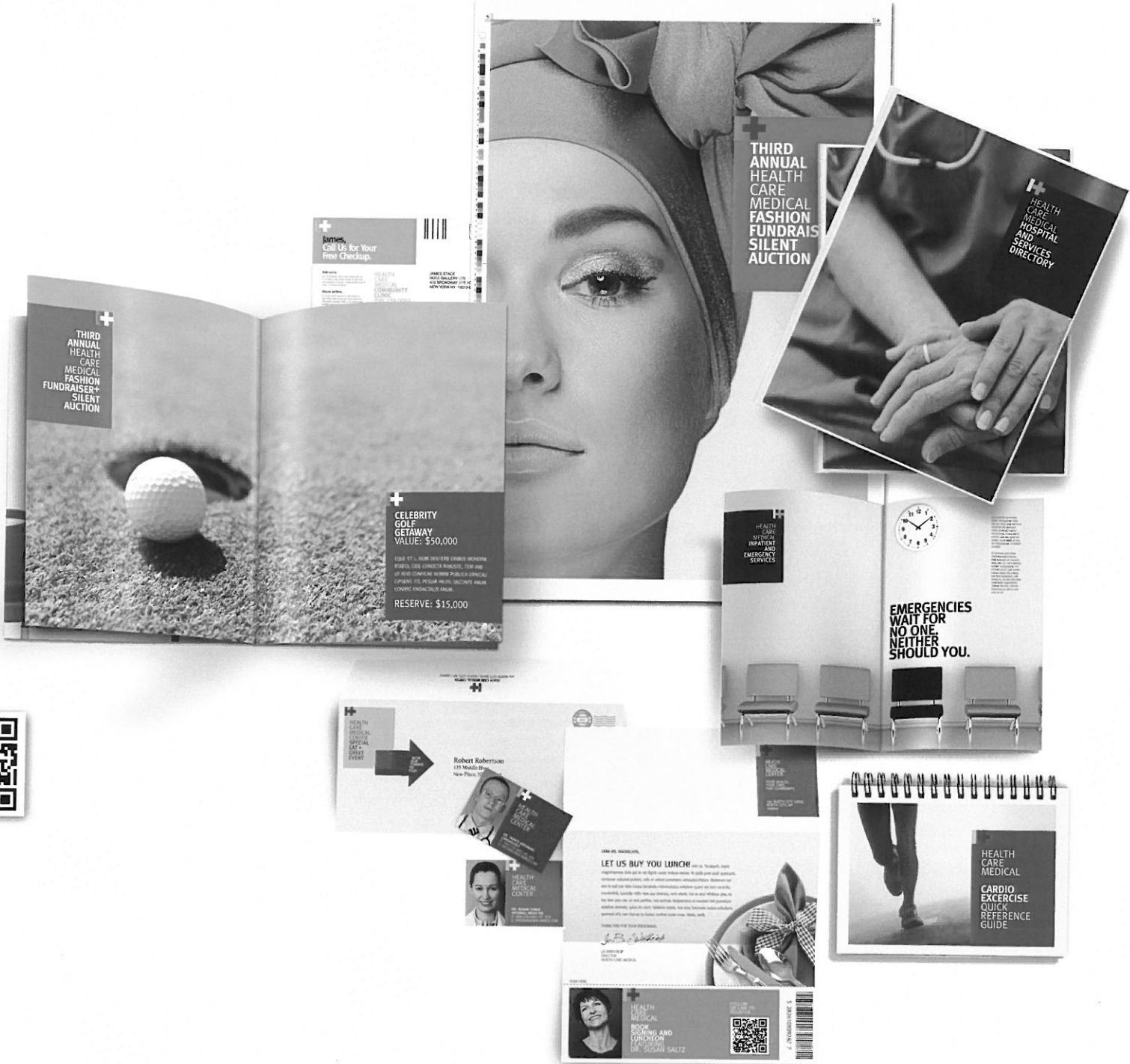
Thank You for signing up and referring a friend! Use promo code #12345 to get 20% off! Reply STOP to opt out.



## Profitable.

Profitable operation depends on more than print quality. You need a system enabling streamlined, automated workflows that allow web job submission to reduce overall manufacturing costs. On your production floor, every bizhub PRESS professional is a perfect fit – small footprint, network integration and touchscreen operation without special training. And together with award-winning automation solutions like EngageIT Automation, you'll have 24/7 job input, job ticketing and a fully integrated production cycle.





**Queue Management.**

The right printer for every job. Printgroove POD Queue helps you optimize device management on your print floor, recommending the most suitable output device based on speed or cost and automatically forwarding jobs to the correct printer. Jobs can also be split up among separate devices for optimal speed and efficiency, then automatically merged together in proper order for finishing.

**Partner Solutions.**

Integrated 3rd-party software. All bizhub PRESS and bizhub PRO devices provide smooth integration with a wide range of 3rd-party production solutions for web-to-print, variable data and more. You can personalize direct-mail flyers, advertising circulars, event announcements and billing statements, all in color at affordable costs – opening up new opportunities to serve your customers and grow your business.

**Substrate Handling.**

The sizes you want, in the capacity you need. With options, your bizhub PRESS and bizhub PRO equipment handles a wide range of sizes and weights – up to 13" x 19.2", in paper stocks from 55 to 350 gsm. You'll be able to load up to 13,500 sheets in multiple paper trays. Air separation helps both thick and thin stocks move more easily. Humidification and de-curling capabilities keep jobs moving quickly for direct-to-bindery operations.

**Data Conversion.**

Handling any print stream. Konica Minolta data conversion software portfolio includes industry-leading applications that enable you to receive mainframe and competitive print streams and output PostScript streams to bizhub PRESS and bizhub PRO equipment.



**Clean Planet.**

Recycling made easier. Konica Minolta's Clean Planet program provides cost-free recycling for all our consumables, including toner cartridges and bottles, imaging units, developer and drums – with prepaid shipping labels and cost-free packaging. We can even arrange pickup from high-volume users.

**Impact.**

Brilliant, vivid color images. Our exclusive Simitri toner formulation uses plant-based biomass material to reduce environmental impact – and also fuses to paper at lower temperatures, saving energy as it improves your image.

**Sustainability.**

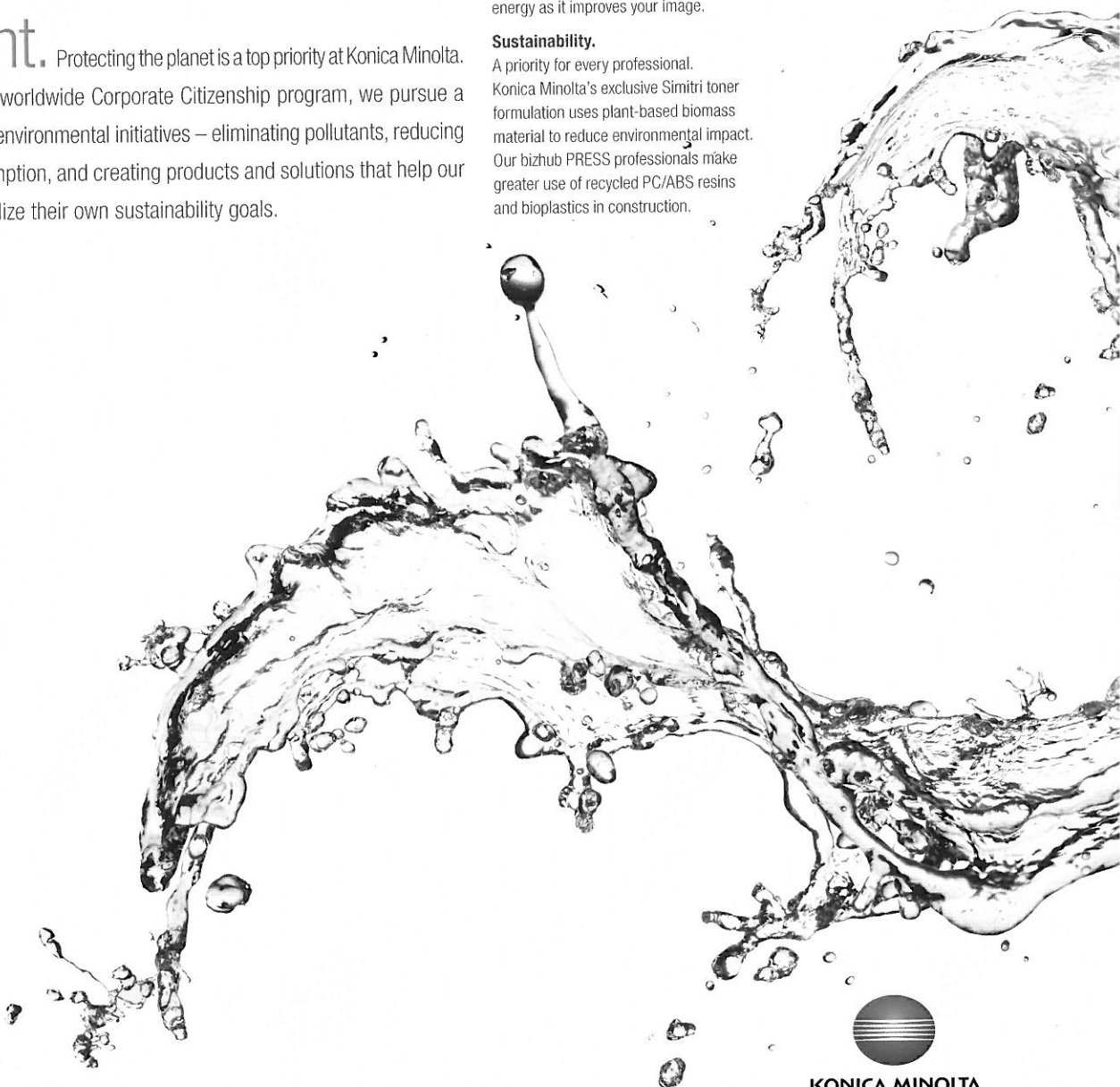
A priority for every professional. Konica Minolta's exclusive Simitri toner formulation uses plant-based biomass material to reduce environmental impact. Our bizhub PRESS professionals make greater use of recycled PC/ABS resins and bioplastics in construction.

**Eco Vision 2050.**

A vision for the future. With Konica Minolta's Eco Vision 2050, we're committed to a mid-century goal of reducing CO<sub>2</sub> emissions by 80% over 2005 levels, minimizing greenhouse gases that may contribute to global warming. We pursue that goal every day – minimizing energy consumption, cutting pollution and using recycled materials in construction.

# Environment.

Protecting the planet is a top priority at Konica Minolta. As part of our worldwide Corporate Citizenship program, we pursue a broad array of environmental initiatives – eliminating pollutants, reducing energy consumption, and creating products and solutions that help our customers realize their own sustainability goals.



**KONICA MINOLTA**

KONICA MINOLTA BUSINESS SOLUTIONS U.S.A., INC.  
100 Williams Drive, Ramsey, New Jersey 07446

[CountOnKonicaMinolta.com](http://CountOnKonicaMinolta.com)



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Printed on a **bizhub PRESS**

# Fiery® Advantage Solutions and Training

## Maximize Your Uptime with FAST!

***A Fast Track offering from EFI to help you with optimizing your investment in Fiery workflow***

Fiery Advantage Solutions and Training (FAST) offers you instant access to multiple EFI expert resources when it matters the most. For as low as \$30 a month, you will have direct access to a EFI Fiery genius to help you with your Fiery workflow questions, eLearning classes and priority response on the Fiery Forum.

FAST maximizes your uptime and keeps you printing. Increase your productivity and sign up today.

### FAST Benefits

- Direct phone and email access to a Fiery genius
- 12 Fiery eLearning courses - a \$300 value
- Fiery Forum priority response
- Fiery Technical Bulletin subscription for the latest tips and tricks
- Fiery customer portal for the latest Fiery knowledge base
- Discount on EFI e-Store purchase



303 Velocity Way  
Foster City, CA 94404

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## FAST eLearning Course Details

12-month access to a selection of Fiery® eLearning courses that cater to new and existing Fiery users in different roles from production sales reps to print operators. The 30-45 minute interactive training sessions enhance your Fiery product knowledge, increase your productivity and optimize your abilities. Upon successful completion you receive a printable personalized Certificate of Completion showing that you have taken and mastered the course materials.

- Introduction to Fiery Command WorkStation
- Managing Print Connections for Your Fiery Controller
- Creating Automated Workflows
- Optimizing Color and Consistency
- Introduction to Fiery Color Workflows
- Creating Spot Colors for use with your Fiery Controller
- Introduction to Fiery Imposition
- An Introduction to Fiery Media Workflows
- Document Assembly and Composition
- Easy Variable Data Printing with Fiery FreeForm™
- Creating Business Cards with your Fiery Controller
- Printing Calendars with your Fiery controller

**The Fiery Advantage Solution and Training Program is available in English in the United States, Canada and Mexico. Hours of operation for direct phone and email access are 9:00 AM – 8:00 PM Eastern Standard Time Monday through Friday.**

\* eLearning courses are available for one user login per contract regardless of the number of Fiery Servers.

\*\*Annual contract required. You will receive an email notification 60 days before the contract expires. The contract will be automatically renewed unless you contact EFI at 888.334.8650, option #1 or [Fierysupport@efi.com](mailto:Fierysupport@efi.com).

303 Velocity Way  
Foster City, CA 94404

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Certified Pro

## Certificate of Completion

In recognition of their commitment to achieve digital print perfection  
Electronics For Imaging, Inc. certifies that

**Shaun Shamblin**

has successfully completed the requirements of the  
**Fiery Professional Certification Program**  
and is now awarded the title of

**Fiery Certified Professional**

This certification is valid until **August 28, 2016**

August 28, 2014

Date of Completion

A handwritten signature in black ink, appearing to read "Guy Gecht".

**Guy Gecht**  
Chief Executive Officer



Certified Pro

## Certificate of Completion

In recognition of their commitment to achieve digital print perfection  
Electronics For Imaging, Inc. certifies that

**John Aiello**

has successfully completed the requirements of the  
**Fiery Professional Certification Program**  
and is now awarded the title of

**Fiery Certified Professional**

This certification is valid until **July 10, 2016**

July 10, 2014  
Date of Completion

A handwritten signature in black ink, appearing to read "Guy Gecht".

**Guy Gecht**  
Chief Executive Officer





January 13, 2015

Dean Wingerd  
WV State Purchasing  
2019 Washington St. East  
Charleston, WV 25305

Mr. Wingerd,

We are submitting two bids for your review on CFRQ# ARG15\*8. I would like to point out the following where the bizhub Press models exceed the requested specs.

- 3.1.1.3 We are 100 ppm, not 90
- 3.1.1.4 We have vacuum paper feed, not air assist
- 3.1.1.16 We have 6 trays not 4 giving a total sheet capacity of 9,260 instead of 6,500
- 3.1.1.17 We can fold and stitch 50 sheets for a 200 page booklet instead of 40 sheets
- 3.1.1.20 Our monthly duty cycle is 1,000,000 (750,000 for C1085) instead of 580,000
- 3.2.1.2 Our EFI support includes: direct phone and email access to EFI, Fiery forum priority response, Fiery customer knowledge base access, 12 Fiery e-learning courses, Fiery technical bulletin subscription, and discounted purchases at on EFI e-store.
- 3.2.1.6 We not only have 2 factory trained techs, we also have two EFI Fiery Certified Professionals

I also included an alternate bid on the bizhub Press C-1085. This model also exceeds all listed specs except for the speed. The state would be spending a lot of extra money just to gain 5 ppm, especially when all other specs will be far succeeded.

I would also like to point out that the current Planet Press system has lapsed in its maintenance coverage. It may be required for the agency to update the current system before any other licenses can be added. It is our understanding that the cost to reinstate the current system would be \$4808.00 with Objectif Lune. This cost has not been included in our bid prices. It was our understanding from the bid specs and addendum #2, that we are not responsible for this cost. If it is deemed that it is included by all other vendors, please add this cost to our total.

Please let me know if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "David Humphrey". The signature is fluid and cursive, with a long horizontal stroke at the end.

David Humphrey  
State Contract Manager  
Komax, LLC