



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

## Header 1

List View

## General Information

## Contact

## Default Values

## Discount

## Document Information

Procurement Folder: 275520

Procurement Type: Central Master Agreement

Vendor ID: 000000101312

Legal Name: LEXMARK INTL INC

Alias/DBA:

Total Bid: \$0.00

Response Date: 01/12/2017

Response Time: 3:56

SO Doc Code: CRFQ

SO Dept: 0212

SO Doc ID: SWC1700000008

Published Date: 1/12/17

Close Date: 1/19/17

Close Time: 13:30

Status: Closed

Solicitation Description: Addendum 6-Statewide Contract for Digital Copiers

Total of Header Attachments: 1

Total of All Attachments: 1



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

State of West Virginia  
Solicitation Response

Proc Folder : 275520

Solicitation Description : Addendum 6-Statewide Contract for Digital Copiers

Proc Type : Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2017-01-19 13:30:00	SR 0212 ESR01111700000003157	1

VENDOR

000000101312

LEXMARK INTL INC

Solicitation Number: CRFQ 0212 SWC1700000008

Total Bid : \$0.00

Response Date: 2017-01-12

Response Time: 03:56:03

Comments:

FOR INFORMATION CONTACT THE BUYER

Charles D Barnette

(304) 558-2566

charles.d.barnette@wv.gov

Signature on File

FEIN #

DATE

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

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Statewide Contract for Digital Copiers	1.00000	LS		

Comm Code	Manufacturer	Specification	Model #
44101501			

Extended Description :	Statewide Contract for Digital Copiers



Charles,

We are sending this correspondence because based on the specifications of the State of West Virginia for Statewide Contract for Digital Copiers, CRFQ 0212 SWC1700000008, Lexmark International, Inc. respectfully declines responding. A review of the criteria including the equipment specifications and the procurement requirements demonstrates a limited opportunity for Lexmark to help the State of West Virginia to save money, reduce printing and free up valuable resources for more mission critical projects.

Lexmark works everyday with our government customers who are:

- Looking for a new path to help with their shrinking budgets
- Want to print less, but always find their organization printing more and more
- Seeking to leverage MFP's to aid digital transformation initiatives

We would like to offer up the following information and considerations should you decide to explore a more strategic output infrastructure in the future.

- Change the A3 device requirement to optional or in proportion to actual need. Industry Trends show that less than 3% of all output is A3. This is validated by both worldwide analysts and manufacturers. In a recent study Lexmark conducted with a large West Virginia State Agency we found that the agency had 79 A3 capable devices. Their total monthly output volume on all of their devices was 1,230,297 pages, of which only 780 pages were 11 x 17(A3) sized. Their A3 printing needs could easily be met by fewer than 79 devices. In Lexmark's experience, this is typical of most state agencies. By allowing the right sizing of equipment to give the end user the same functionality and speed with added capabilities we can offer a smaller footprint and dramatically reduce your overall cost.
- As government entities implement digital transformations, they continue to increase their investments in an infrastructure of Smart MFP's, rather than copiers. Leveraging Smart MFP's as integration points for citizen engagement sets the stage for on-going savings opportunities and continuous improvement. Our Smart MFP's create an essential connection between systems, processes, and your citizens' paperwork by capturing information in real time, at the point of need. An agency worker can now capture supporting documents instantly extracting, perfecting and integrating at the correct point in the business process right at the MFP.

These are two of the many ways you can print less, save money and improve processes. Should your equipment strategy change or if you would like to talk about other ways a different output infrastructure could help save money, print less pages and improve processes for your citizens and employees, Lexmark would welcome an opportunity to meet with you.

Regards,

Michal Stimson