Proc Folder : 265346

Solicitation Description : Overhead, Archival Document Scanner, large format.

Proc Type : Central Purchase Order

Date issued	Solicitation Closes	Solicitation Response	Version
	2016-11-30 13:30:00	SR 0432 ESR11291600000002458	1

VENDOR

VS0000002766

Analogue Imaging LLC

Solicitation Number: CRFQ   0432   DCH1700000010

Total Bid : $59,250.00   **Response Date:**   2016-11-29   **Response Time:**   22:23:28

Comments: Analogue Imaging proposes an "equal or better" large format book scanner.
Analogue Imaging includes a (2) year FULL manufacturers warranty with telephone support in the price of the scanner.
Analogue Imaging highly encourages you to contact the provided references. All are Archives that have either used BOTH of the products you are considering or have conducted extensive research in regards to quality, productivity, ease of use, service provided, longevity, and price.

FOR INFORMATION CONTACT THE BUYER

Michelle L Childers

(304) 558-2063
michelle.l.childers@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	Overhead, Archival Document Scanner, large format.	1.00000	EA	$59,250.000000	$59,250.00

Comm Code	Manufacturer	Specification	Model #	
43211711				

Extended Description :	Overhead, Archival Document Scanner, large format.

Comments: Includes (2) Year FULL manufacturers warranty.
Includes all software with lifetime upgrades at no cost.

November 22, 2016
West Virginia Division of Culture and History
Re: Bid # CRFQ 0432 DCH1700000010
Overhead, Archival Document Scanner, Large Format
Attn: Michelle L. Childers, Buyer

To Whom It May Concern,

Analogue Imaging LLC would like to offer the SMA Scan Master 1 Book Scanner for Bid# CRFQ 0432 DCH1700000010. The SMA Scan Master 1 not only meets the required specifications, but significantly exceeds your requests in the overall quality of the digital images achieved.

The SMA Scan Master 1 has the ability to become fully automated, page turning robotic scanners, as an upgrade, at any time in the future. The SMA Scan Master 1 offers TRUE 600 dpi OPTICAL resolution. The SMA Scan Master 1 is able to produce perfect uniform scans in ANY lighting situation, it is the only overhead scanner on the market today that TRULY operates independent of ambient light. In addition, the SMA Scan Master 1 includes a two (2) year on-site Full manufacturer's warranty and lifetime software upgrades throughout the lifetime of ownership at no additional cost to your entity.

The most important specification to consider, when purchasing a scanner, is the TRUE optical resolution. The SMA Scan Master 1 produces a real (TRUE) optical resolution GREATER THAN 600dpi x 400dpi on format A1. To ask for an optical resolution of 600dpi x 400dpi limits you to a maximum of 400dpi TRUE OPTICAL. The SMA Scan Master 1 produces a real (TRUE) optical resolution of 600dpi x 600dpi on a format A1 or 600dpi TRUE OPTICAL.

Today, you may only have a need for 400dpi optical, but as file size standards inevitably grow, as has been proven throughout time, you will not have to replace your machine to meet higher optical resolution standards. When preserving/scanning historical originals, it is imperative to handle the originals as little as possible, therefore to initially scan at the highest resolution possible is always in the best interest of your entity and the originals.

The SMA Scan Master 1 is equipped with scan heads that produce the highest TRUE OPTICAL resolutions possible on the market today. The SMA Scan Master 1 also offers V3D scanning capabilities. V3D technology increases the depth of field significantly and offers perfect reproductions of nearly any structured surface (ex. artwork, fabrics, coins, metals, seals, etc.). In addition to books, this capability offers your entity a much wider range of historical and cultural originals that can be scanned on the SMA Scan Master 1 making it a highly versatile scanner for your entity.

The SMA Scan Master 1 is the only scanner on the market that truly operates independent of ambient light. Fluorescent ceiling lights and/or sunlight from windows does not interfere with the SMA scanning process at all. The SMA Scan Master 1 has the ability to produce perfect scans in any lighting situation and will not harm the operator's eyes or the original throughout the scanning process.

Analogue Imaging LLC includes a two (2) year Full manufacturers warranty with telephone support in the purchase price of the SMA Scan Master 1. Analogue Imaging LLC prides itself on quick response times resulting in little to no "down time" of your product. In addition to a (2) year Full manufacturers warranty, Analogue Imaging offers lifetime upgrades of our scanning software, Batch Scan Wizard. It is extremely important to calculate the costs of yearly software updates and warranties beyond the typical 90 days in competing products. Analogue Imaging LLC offers TURN KEY pricing, no hidden charges.

Upon request, Analogue Imaging LLC can offer you real world examples and an online demonstration of the SMA Scan Master 1. Analogue Imaging LLC can provide a Tel-Net online demonstration where your entity can fully control an SMA Scan Master in Germany and receive examples of the high-quality scans. If you are able to part with an original, Analogue Imaging would cover all shipping, and digitize your original to show you the image quality you would be achieving with the SMA Scan Master 1.

Thank you for your consideration and the opportunity to place a bid on this RFP. Please contact Analogue Imaging LLC for any clarification or questions you may have regarding this product.

Thank you for your consideration,

Jill Baldwin

Sales Executive
Analogue Imaging LLC
262-751-9529
jbaldwin@analogueimaging.com

November 22, 2016
West Virginia Division of Culture and History
Re: Bid # CRFQ 0432 DCH1700000010

REFERENCE LIST

Maryland State Archives
Contact: Corey Lewis
Address: 350 Rowe Blvd, Annapolis, MD 21401
Phone: 410-260-6455
Email: corey.lewis@maryland.gov

Spartanburg Public Library
Contact: Jennifer Land
Address: 151 S. Church Street, Spartanburg, SC 29306
Phone: 864-596-3500 X1209
Email: jenniferl@infodepot.org

Dalhousie University Archives
Contact: Michael Mooseberger
Address: 6225 University Ave, Killiam Library, Halifax, Nova Scotia, Canada B3H 4RS
Phone: 902-494-5176
Email: Michael.Moosberger@Dal.Ca

All of these references have either used both pieces of equipment you are considering or have conducted extensive research on both pieces of equipment. Please contact them regarding real world user examples and overall quality.

Thank you for your consideration,

Jill Baldwin

Sales Executive
Analogue Imaging LLC
262-751-9529
jbaldwin@analogueimaging.com

SMA Analogue Imaging LLC • Wisconsin, USA • 800-747-2026 (METIS)

www.analogueimaging.com • E-mail: pmartinez@analogueimaging.com

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

State of West Virginia
Request for Quotation
21 — Info Technology

Proc Folder: 265346

Doc Description: Overhead, Archival Document Scanner, large format.

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No		Version
2016-11-02	2016-11-30 13:30:00	CRFQ 0432	DCH1700000010	1

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:

Analogue Imaging LLC
N73 W23354 Fontaine Circle
Sussex, WI 53089
800-747-2026
www.analogueimaging.com

FOR INFORMATION CONTACT THE BUYER

Michelle L Childers
(304) 558-2063
michelle.l.childers@wv.gov

Signature X   FEIN # 75-3228969   DATE 11/28/2016

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

Aaron J. Burkel
OWNER

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the West Virginia Division of Culture and History to establish a contract for the one time purchase of an Overhead Digital Book/Document Scanner Table Top and related Digital Capturing Software.

INVOICE TO	SHIP TO
RECEIVING DEPARTMENT	RECEIVING DEPARTMENT
DIVISION OF CULTURE & HISTORY	DIVISION OF CULTURE & HISTORY
CULTURAL CENTER	CULTURAL CENTER
1900 KANAWHA BLVD E	1900 KANAWHA BLVD E
CHARLESTON WV 25305-0300	CHARLESTON WV 25305-0300
US	US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Overhead, Archival Document Scanner, large format.	1.00000	EA	$59,250.00	$59,250.00 (Includes (2) YR Warranty

Comm Code	Manufacturer	Specification	Model #
43211711	SMA Electronic Document GmbH	SMA Scan Master 1	SMA Scan Master 1 (25x36)

Extended Description :

Overhead, Archival Document Scanner, large format.

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

November 22, 2016
West Virginia Division of Culture and History
Re: Bid # CRFQ 0432 DCH1700000010

3.1.1 OVERHEAD DIGITAL DOCUMENT SCANNER

3.1.1.1.1 The Scanning device must use CCD Line Sensors to convert optical images to digital signals.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 uses CCD Line Sensors to convert optical images to digital signals.

3.1.1.1.2 The Scanning device must have an internal, 36-bit scan mode with an output in:

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with an internal 36-bit scan mode.

3.1.1.1.2.1 24 bit Color

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with an external (output) 24 bit scan mode.

3.1.1.1.2.2 8 bit Gray

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with an 8 bit gray scale mode.

3.1.1.1.2.3 1 bit Black/White

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with a 1 bit Black & White mode.

3.1.1.1.3 The Scanning device must have a minimum of two (2) cameras for book curve correction.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 has a minimum of two (2) cameras for book curve correction.

3.1.1.1.4 The Scanning device must use only one (1) camera for capturing the entire scan area. Image stitching using several cameras is not acceptable.

Analogue Imaging LLC: This specification contradicts the requirements listed in # 3.1.1.1.3 "The Scanning device must have a minimum of two (2) cameras for book curve correction." Anytime more than one (1) camera is being used, stitching is inherent, therefore to state that image stitching using several cameras is not acceptable is not possible. It is important to note that the word staggering, which competing products may use, is the same as the word stitching. In addition, to use

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only (1) camera to capture an area of 23-5/8 inches x 33-5/16 inches limits your overall TRUE OPTICAL resolution capabilities and will not meet your Optical Resolution Specification. TRUE OPTICAL – meaning NO interpolation or adding of false pixels.

The SMA Scan Master 1 uses a CCD line sensor array that captures the entire scan area. The stitching is done within the scan head hardware with 100% accuracy due to the wide range of lens overlap. Because of this, the scanner has the ability to work independently of the included software. This process does not duplicate pixels through interpolation and does not require any user intervention. The scan is completed within the 5 second scan speed at a 300 dpi TRUE OPTICAL resolution, or the 10 second scan speed at a 600dpi TRUE OPTICAL resolution.

3.1.1.1.5 The Scanning device must produce a real optical resolution form 600dpi x 400dpi on format A1.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 produces a real (TRUE) optical resolution GREATER THAN 600dpi x 400dpi on format A1. It is important to note, that an optical resolution is only as strong as its weakest link. Therefore, to ask for an optical resolution of 600dpi x 400dpi limits you to a maximum of 400dpi TRUE OPTICAL. The SMA Scan Master 1 produces a real (TRUE) optical resolution of 600dpi x 600dpi on a format A1.

This is the most important specification to consider when purchasing a book scanner. Optical resolution is a mathematical calculation. The axis (25" side) that the scan head travels on can optically increase, by slowing down the scan head, taking more pictures, and raising the optical resolution on that axis only. The "fixed" axis (36" side) or the length of the scan head (CCD line sensor array) cannot be enhanced or manipulated because each scan head has a maximum number of pixels that it can capture.

Optical resolution= Pixels available divided by length of fixed axis of scan bed

Examples:

SMA Scan Master 1

Scan bed area is 25" x 36". The CCD line sensor array or scan head is 36" long and is able to capture 22,500 pixels maximum. The scan head travels back and forth perpendicular to the spine of the book or on the 25" side.

Optical resolution = 22,500/36 = 625 OPTICAL dpi

Zeutschel OS 12000 A1

Scan bed area is 23.662" x 33.307". The CCD line sensor array or scan head is 33.307" long and is able to capture 10,400 pixels maximum. The scan head travels back and forth perpendicular to the spine of the book or on the 23.662" side.

Optical resolution = 10,400/33.307 = 312.25 OPTICAL dpi

Again, optical resolution is only as strong as its weakest link. We realize this can be slightly confusing. If your entity would like more information from one of our certified engineers, we would be more than happy to organize a conference call for your clarification.

By using the proven mathematical equation the Zeutschel OS 12000 A1 does not meet the 400 dpi real optical resolution specification.

Today, you may only have a need for 400dpi optical, but as file size standards inevitably grow, as has been proven throughout time, you will not have to replace your machine to meet you're the higher optical resolution standards. When preserving/scanning historical originals, it is imperative to handle the originals as little as possible, therefore to initially scan at the highest resolution possible is always in the best interest of your entity and the originals.

The SMA Scan Master 1 is equipped with scan heads that produce the highest TRUE OPTICAL resolutions possible on the market today. The SMA Scan Master 1 also offers V3D scanning capabilities. V3D technology increases the depth of field significantly and offers perfect reproductions of nearly any structured surface (ex. artwork, fabrics, coins, metals, seals, etc.). In addition to books, this capability offers your entity a much wider range of historical and cultural originals that can be scanned on the SMA Scan Master 1 making it a highly versatile scanner for your entity.

3.1.1.1.6 The scan speed must be less than six (6) seconds at 300dpi.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is able to scan an A1+ area at 300dpi in (5) seconds. Analogue Imaging refers to scan speed as "button to button". This is the most accurate number of real world productivity for the end user. When scanning anything over 312 dpi on the Zeutschel OS 12000 A1 one will run into "button-to-button" speeds near 20 seconds, because of the post processing or interpolation (adding of false pixels) that is required to achieve a higher resolution. The actual scanning may only take 6 seconds, but the ability to press the scan button again will be close to 20 seconds because of the interpolation. Because of the high optical resolution capabilities of the SMA Scan Master 1, there is no post processing or interpolation required, therefore the "button-to-button" speeds are extremely productive. Please verify this information with the references provided.

3.1.1.1.7 The scanning capture direction must be perpendicular to a book fold to insure the capture of whole information deep in the book spine.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 scans in a capture direction that is perpendicular to a book fold to insure the capture of whole information deep in the book spine.

3.1.1.1.8 The Optical axis of the Scanning Device shall be arranged to avoid reflection from glossy documents into the scanner optic.

Analogue Imaging LLC: Yes, the scanning device of the SMA Scan Master 1 is arranged to avoid reflection from glossy documents in the scanner optic.

The distance between the original and the scanning device (scan head) is referred to as the "problem area". The larger the "problem area", the greater the possibility of reflection from glossy originals. The SMA Scan Master 1 has a "problem area" of 3/8" or the thickness of the glass. The Zeutschel OS 12000 has a "problem area" of roughly 24". Because the proximity of the scanning device on the SMA Scan Master 1 is 3/8" away from the original, there are absolutely no issues of reflection when scanning glossy materials, holograms, metals, seals etc... Please verify this information with the references provided.

3.1.1.1.9 The Scanner shall come equipped with a glass plate for flattening documents or books for scanning and the scanner shall allow scanning with or without the glass plate.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with a glass plate for scanning. Within the hardware, the user is easily able to adjust the book columns to allow scanning without the glass plate coming in contact with the original.

3.1.1.1.9.1. The glass plate shall raise or lower manually, using buttons or foot pedals, and should automatically raise after completion of scan.

Analogue Imaging LLC: The SMA Scan Master 1 uses different mechanics, the glass plate is stationary and the book cradles raise and lower. The book cradle moves up to the glass, once the scan is complete, the book cradles begin to lower, as soon as the cradles begin lowering, the user is able to turn the page to engage the next scan. The SMA Scan Master 1 is able to accommodate books up to 50cm (19.7") in thickness.

The SMA Scan Master 1 was designed specifically with the safety of the original being of highest priority. The entire surface area of the book gently meets the glass plate at exactly the same time causing no undo pressure to one specific part of the book. The Zeutschel OS 12000 A1 uses a hinged glass plate where it first applies pressure to the very top center (spine) of the open book as the glass plate is closing. Pressure is then applied to that area of the book more than any other area. Not only does this cause a bubbling effect to the top middle of the pages, it creates damage to the original with the repetitive process of initial pressure to that specific area while scanning the entire book.

3.1.1.1.9.2. The glass plate shall be motorized to allow for the different opening angles to optimize turning pages between scans.

Analogue Imaging LLC: The SMA Scan Master 1 uses different mechanics, the glass plate is stationary and the book cradles are motorized. The book cradle moves up to the glass, once the scan is complete, the book cradles begin to lower, as soon as the cradles begin lowering, the user is able to turn the page to engage the next scan.

3.1.1.1.10. To secure color accuracy, the scanner shall provide two (2) ICC profiles, one for scanning with glass over the document and one for scanning without glass over the document.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 will provide two (2), or any necessary ICC profiles needed to meet your requirements.

3.1.1.1.10.1. During document scanning the ICC profiles shall activate automatically.

Analogue Imaging LLC: Yes, during document scanning the ICC profiles activate automatically in the SMA Scan Master 1.

3.1.1.1.11. To insure consistent image quality, the scanner shall be equipped with an automatic calibration process that runs repeatedly without intervention by the user.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with an automatic calibration process that runs automatically without intervention by the user.

3.1.1.1.12. The Scanner table worktop dimension shall be a minimum of 846 mm (33-5/8 inches) wide x 600 mm (23-5/16 inches) deep to allow for the scanning of large format documents such as newspapers and architectural prints.

Analogue Imaging LLC: The SMA Scan Master 1 has a worktop dimension of 925 mm (36 inches) wide x 635 mm (25 inches) deep to allow for the scanning of large format documents such as newspapers and architectural prints.

3.1.1.1.13. The Scanner shall be compliant with FADGI, NARA, and METAMORFOZE preservation imaging guidelines.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is compliant with FADGI, NARA, and METAMORFOZE preservation imaging guidelines.

3.1.1.2. Lighting

3.1.1.2.1. The Scanner must have an integrated lighting system independent from ambient light.

Analogue Imaging LLC: The SMA Scan Master 1 is the only scanner on the market that TRULY operates independent of ambient light. Bright sunlight and intense overhead lights NEVER interfere in the scanning process. There will be no need for blinds, curtains, or modifications to any room that other book scanners on the market will require in order to achieve uniform digitizations. *** A scanner that truly operates independent of ambient light can be operated in the middle of a parking lot day or night, in direct sunlight or dark, and all scans will be perfectly evenly lit and uniform. Due to the large distance between the scan head and the original, the "problem area", the Zeutschel OS 12000 A1 will not create even scans when placed near a window or in certain lighting situations. Please verify this information with the references provided.

3.1.1.2.2. The scanner must use LED cold light with no infrared or ultraviolet emissions.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with an LED cold light illuminator with no infrared or ultraviolet emissions.

3.1.1.2.3. The integrated lighting system must only be on when a document is scanned to avoid excessive lighting charge to the document.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with an integrated lighting system that is only on when a document is scanned to avoid excessive lighting charge to the document. In addition, the lighting system creates NO IMPACT on the user at anytime (shining or reflecting in the users eyes).

3.1.1.2.4. The lighting charge shall be no more than two (2) lux/hour to avoid light exposure damage to Archival documents.

Analogue Imaging LLC: Yes, the lighting charge in the SMA Scan Master 1 is significantly less than 2 Lux/hour to avoid light exposure damage to archival documents. At 300 dpi the light charge is 0.6 Lux/hour, at 600 dpi the light charge is 1.2 Lux/hour. It is important to note that when you are truly using Cold LED's that are free of UV and IR rays, this specification is irrelevant.

3.1.1.2.5. The lighting system of the scanner shall be arranged to avoid reflection from glossy documents into the scanner optic.

Analogue Imaging LLC: The SMA Scan Master 1 is equipped with a lighting system that is arranged to avoid reflection from glossy documents into the scanner optic.

The distance between the original and the scanning device (scan head) is referred to as the "problem area". The larger the "problem area", the greater the possibility of reflection from glossy originals. The SMA Scan Master 1 has a problem area of 3/8" or the thickness of the glass.   The Zeutschel OS 12000 has a problem area of roughly 24". Because the proximity of the scanning device on the SMA Scan Master 1 is 3/8" away from the original, there are no issues of reflection when scanning glossy materials, holograms, metals, seals etc…

3.1.2 Book Cradle

3.1.1.2. The book cradle shall be intelligent: having the capability to adjust itself in accordance to the pages of a scanned book being flipped. The left cradle plate lowering and the right plate raising as the book weight shifts from one side to the other as the pages are flipped from right to left providing a gentle treatment of archival originals.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with a book cradle that is intelligent. The motorized book cradles have the capabilities to adjust themselves in accordance to the pages of a scanned book being flipped. The left cradle plate lowering and the right plate raising as the book weight shifts from one side to the other as the pages are flipped from right to left providing a gentle treatment of archival originals. The SMA Scan Master 1 allows books to meet the glass plate with perfect evenly distributed pressure that is user controlled (pressure can be set very high or no pressure at all).

3.1.2.2. The book cradle shall handle a maximum book thickness of 170 mm (6-11/16 inches).

Analogue Imaging LLC: The SMA Scan Master 1 has a book cradle that is able to accommodate books larger than your required specifications. The SMA Scan Master 1 can accommodate books up to 500mm (19.685 inches) in thickness.

3.1.2.3. The book cradle shall have independent left and right plates that can move laterally and vertically.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 is equipped with independent left and right plates that can move laterally and vertically to accommodate for the book thickness and spine on either side.

3.1.3 Digital Document Scanner Capturing Software

3.1.3.1. The Capturing software shall be compatible with Windows 7 64-bit, Windows 8 64-bit, and Windows 10 64-bit.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that is compatible with Windows 7 64-bit, Windows 8 64-bit, and Windows 10 64-bit.

3.1.3.2. The software should be able to export images in different formats like, TIFF, TIFF G4, TIFF Multipage, JPG, JPEG 2000, PNG, BMP, PCX, PDF, PDF/A, PDF Multipage and XML

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that is able to export images in different formats like, TIFF, TIFF G4, TIFF Multipage, JPG, JPEG 2000, PNG, BMP, PCX, PDF, PDF/A, PDF Multipage and XML.

3.1.3.3. The software shall be able to create multiple images from one scan.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that is able to create multiple images from one scan.

3.1.3.4. The numbering of the pages shall be free, configurable and support up to thirty (30) digits or characters, including an incremental counter of up to five (5) digits.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software where the numbering of the pages shall be free, configurable and support up to thirty (30) digits or characters, including an incremental counter of up to five (5) digits.

3.1.3.5. The software shall have the capability of working under ICC standard rules to allow for a real visualization of the image colors.

Analogue Imaging LLC: *Yes, the SMA Scan Master 1 includes software that has the capability of working under ICC standard rules to allow for a real visualization of the image colors.*

3.1.3.6. The software shall have the capability of integrating an ICC profile for the connected devices like the Digital Document Scanner, monitors and printers.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the capability of integrating an ICC profile for the connected devices like the Digital Document Scanner, monitors and printers.

3.1.3.7. The software shall have book curve correct capability.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has book curve correct capability.

3.1.3.8 Software Capture Workflow:

3.1.3.8.1. Software shall have the ability to generate multiple clips.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the ability to generate multiple clips.

3.1.3.8.1.1. Each clip shall have the capability of being configured with its own resolution, format, and image treatment.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the capability of being configured with its own resolution, format, and image treatment to each clip.

3.1.3.8.2. Software shall have the ability to read book pagination (Arabic numerals) to recognize if a page is missing or unnumbered.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the ability to read book pagination (Arabic numerals) to recognize if a page is missing or unnumbered.

3.1.3.9 Image Treatment:

3.1.3.9.1. Software must have the ability to adjust Image Treatment "on the fly" during scanning process.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the ability to adjust Image Treatment "on the fly" during scanning process.

3.1.3.9.2. Software must be able to treat image with a dedicated ICC profile.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that is able to treat the image with a dedicated ICC profile.

3.1.3.9.3. Software shall have image treatment filters such as deskew,

despeckle, sharpen, unsharp mask, gamma correction and insertion of a document stamp.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has image treatment filters such as deskew, despeckle, sharpen, unsharp mask, gamma correction and insertion of a document stamp.

3.1.3.10 Metadata

3.1.3.10.1 Software shall allow option of automatic or manual integration of Metadata.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that allows the option of automatic or manual integration of Metadata.

3.1.3.10.2 Software shall have the capability of inserting information on document structure during the capture process.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the capability of inserting information on document structure during the capture process.

3.1.3.11 Quality Control:

3.1.3.11.1 Software shall have the capability of presenting a scanned image to a separate, calibrated monitor for quality control.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 includes software that has the capability of presenting a scanned image to a separate, calibrated monitor for quality control.

3.2 Set-up and Configuration:

3.2.1 Upon delivery of the equipment to the agency, the vendor shall assemble the components, load and configure the Digital Document Scanner Captioning Software, test the equipment and software to insure proper operation, and provide instruction to Archival staff.

Analogue Imaging LLC: Yes, upon delivery of the equipment to the agency, Analogue Imaging LLC will assemble the components, load and configure the included scanning software, test the equipment and software to insure proper operation, and provide instruction to Archival staff.

3.3 Warranty:

3.3.1 Overhead Scanner must have a 90-day warranty on: parts; labor; shipping; on-site visits as necessary;24-hour response time; and priority scheduling.

Analogue Imaging LLC: Yes, the SMA Scan Master 1 comes with well over a 90 day warranty. The SMA Scan Master 1 comes with a TWO (2) year FULL manufacturer supported warranty on parts, labor, shipping, on-site visits as necessary, 24-hour response time, and priority scheduling.

Analogue Imaging LLC

DATE: November 29, 2016

QUOTE #: 11292016001

RFP #: DCH1700000010

Michelle L Childers
michelle.l.childers@wv.gov
WV Division of Culture & History
304-558-2063

QTY	PRODUCT #	DESCRIPTION	UNIT PRICE	TOTAL
1	SMA	SMA SCAN MASTER 1 (25" x 36")	$59,250.00	$59,250.00
				0
		*Price Includes Book Scanner, 50 cm Book		0
		Cradle, V3D Scan Head for Visual 3D, Foot Pedal,		0
		Application Software, Lifetime Upgrades		0
		On Software - Batch Scan Wizard and Intranda,		0
		Training, Shipping, Delivery, Installation, and		0
		(2) year On-Site Manufacturers Warranty		0
		with Telephone Support		0
				0
		***SCAN MASTER is upgradable to a		0
		fully robotic, page turning ROBOSCAN at		0
		anytime in the future.		0

SUB-TOTAL	$59,250.00
TAX	n/a
FREIGHT	included
TOTAL DUE	$59,250.00

Price Valid: 60 days

TERMS:

Analogue Imaging LLC
Toll Free: 800-747-2026
N73 W23354 Fontaine Circle
Sussex, WI 53089 USA

Jill F. Baldwin
Phone: (262) 751-9529
jbaldwin@analogueimaging.com
www.analogueimaging.com

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

Jill Baldwin, Sales Executive

_____
(Name, Title)

11/28/16

_____
(Printed Name and Title)

N73 W23354 Fontaine Circle, Sussex, WI, 53089
_____
(Address)

Direct: 262-751-9529   Fax: 262-246-4066
_____
(Phone Number) / (Fax Number)

jbaldwin@analogueimaging.com
_____
(email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Analogue Imaging
_____
(Company)

_____
(Authorized Signature) (Representative Name, Title)

Aaron J Burkel - Owner
_____
(Printed Name and Title of Authorized Representative)

11/28/16
_____
(Date)

Direct: 414-628-3805   Fax: 262-246-4066
_____
(Phone Number) (Fax Number)

ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.:

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)

☐ Addendum No. 1   ☐ Addendum No. 6
☐ Addendum No. 2   ☐ Addendum No. 7
☐ Addendum No. 3   ☐ Addendum No. 8
☐ Addendum No. 4   ☐ Addendum No. 9
☐ Addendum No. 5   ☐ 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.

Analogue Imaging
Company

Aaron Burkel - owner
Authorized Signature

_11-28-16_
Date

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

Exhibit "A"
Pricing Page
Overhead Digital Book/Document Scanner Table Top and Software

ITEM	Description	Quantity	Total Bid Amount
1	Overhead Digital Book/Document Scanner Table Top and related Digital Capturing Software	1	$59,250.00

Total Bid Amount to include all Shipping, Transportation, set-up, and configuration costs

*Includes all software
*Includes (2) Year FULL
manufacturers warranty

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 exceed 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: _Analogue Imaging LLC_

Authorized Signature: _____   Date: _11/28/16_

State of _WI_

County of _Waukesha_, to-wit:

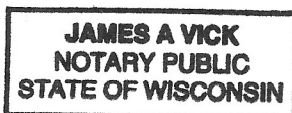Taken, subscribed, and sworn to before me this _28th_ day of _Nov_, 20_16_.

My Commission expires _9/4_, 20_20_.

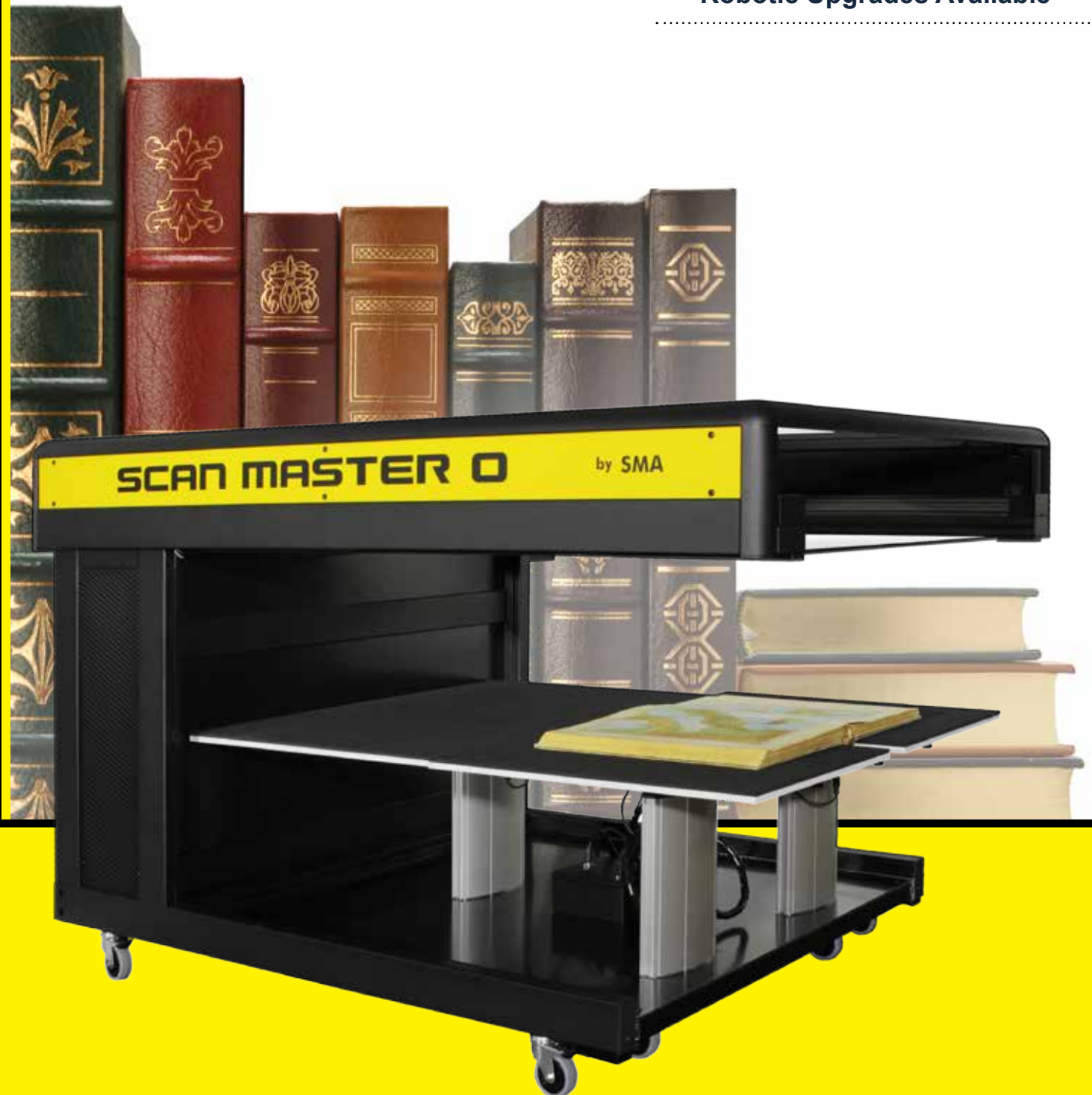**AFFIX SEAL HERE**   **NOTARY PUBLIC** _James A Vick_

Purchasing Affidavit (Revised 08/01/2015)

```
JAMES A VICK
NOTARY PUBLIC
STATE OF WISCONSIN
```

SMA

Book Scanners
Robotic Upgrades Available

SCAN MASTER 0   by SMA

Analogue
Imaging LLC

The NEWEST Dimension

of **Book Scanning** is here!

SMA

SMA is proud to introduce the most comprehensive line of high end book scanners on the market. The entire SMA SCAN MASTER family is now the first product line in the world that can be upgraded to become a fully robotic page turning book scanner... Introducing the SMA ROBOSCAN.

The SMA SCAN MASTER is the most versatile book scanner available worldwide. The SCAN MASTER and ROBOSCAN are most commonly used for books, yet the scanners can easily convert to a flatbed scanner for newspapers, photographs, maps, architectural drawings and other documents.

Increased Performance
The SMA SCAN MASTER can be upgraded to a fully robotic page turning book scanner ROBOSCAN at anytime. Not only will your productivity dramatically increase with the ROBOSCAN, but the operator is able to handle multiple scanning stations or handle other tasks such as entering metadata or indexing.

V3D Scanning
All SMA SCAN MASTER and ROBOSCAN are equipped with a VISUAL 3D camera head. V3D technology significantly increases the depth of field and offers perfect digital reproductions.

Total Convenience
The SCAN MASTER includes a motorized pull-out book cradle to handle large and heavy originals. The book cradle is equipped with pressure sensors allowing the operator to eliminate all pressure between the original and the glass. Operation can be easily engaged via the foot pedal, touch panel, mouse, or keyboard.

The Need for Speed
The SMA SCAN MASTER and ROBOSCAN were designed for applications where superior resolution quality and speed is critical. The utilized Gigabit Ethernet interface guarantees the highest possible image transfer rates resulting in increased productivity.

STEP 1

STEP 2

STEP 3

German Quality Innovation
Like all SMA scanners, the SCANMASTER operates independent of ambient light, bright sunlight or intense fluorescent ceiling light does not interfere in the scanning process. High quality images based on state of the art technology produces optical resolutions of up to 600 x 1200 dpi in bi-tonal, grey scale, and color. The SCAN MASTER utilizes LED lighting, completely free of any ultraviolet or infrared radiation, this guarantees harmless and uniform illumination to the original.

	SCAN MASTER 2 ROBOSCAN 2	SCAN MASTER 1 ROBOSCAN 1	SCAN MASTER 0 ROBOSCAN 0
Scanning Range	17.7" x 25" (450mm x 635mm)	25" x 36" (635mm x 925mm)	36" x 50" (915mm x 1270mm) 38" x 48" (optional)
Maximum Resolution	1200 dpi		
Scan Speed - full speed	300 dpi color: 3 seconds 600 dpi color: 5 seconds	300 dpi color: 5 seconds 600 dpi color: 10 seconds	300 dpi color: 10 seconds 600 dpi color: 20 seconds
Robotic Scanning Speed - up to A1	700 pages/hour at max. format Smaller books increase productivity	500 pages/hour at max. format Smaller books increase productivity	500 pages/hour at max. format Smaller books increase productivity
Camera System	Sealed and fully dust-proof		
Light Source	White LEDs, classified IEC 60825-1: class 1 free or IR and UV emission		
Scan Model/Color Depth	Color 36/24 bit Color 36/8 bit Grey Scale Bi-Tonal		
Interface	TCP/IP Protocol/Gigabit Ethernet		
Operating Systems	Windows 2000 / XP / Vista / 7 / 8 / 10		
Included Software	Batch Scan Wizard Other software options available		
Standard Book Cradle	Motorized, pull out, 35cm		
Book Cradle Options	Motorized, pull out, 50cm		
Other Options	TV Stand for Large Format Monitor		
Ambient Conditions	Temperature 41° F to 104° F (+5°C to +40° C) Humidity 20 to 80% (non-condensed)		
Dimensions (WxDxH)	33" x 33" x 41"	47" x 41" x 41"	67" x 48" x 41"
Weight	155 lbs. (without PC & monitor)	239 lbs. (without PC & monitor)	375 lbs. (without PC & monitor)

SMA

SMA: The ideal supplier for complete solutions of scanning and preservation. For safely digitizing large originals, SMA offers a full line of large format flatbed scanners. If you have demand for long-term preservation, SMA offers an extensive line of Archive Writers.

VERSASCAN Flatbed Family

SMA proudly presents the VERSASCAN with V3D scanning technology. V3D or Visual 3D increases the depth of field offering perfect reproductions of nearly any structured surface. Like all SMA scanners, the VERSASCAN operates independent of ambient light and can be utilized in all lighting environments. SMA is the only company in the world that offers a full line of large format flatbed scanners varying form A1+ to Double A0+. The utilized Gigabit Ethernet interface guarantees the highest possible image transfer rates resulting in increased productivity. High quality images based on state of the art technology produce optical resolutions of up to 600 x 1200 dpi in bi-tonal, grey scale, and color.

ROBOSCAN Family

SMA proudly presents the ROBOSCAN, the first large format book scanner with automatic page turning function. Like all SMA scanners, the ROBOSCAN operates independent of ambient light and can be utilized in any lighting environment. The utilized Gigabit Ethernet interface guarantees the highest possible image transfer rates resulting in increased productivity. High quality images based on state of the art technology produce optical resolutions of up to 600 x 1200 dpi in bi-tonal, grey scale, and color.

ARCHIVE WRITER Family

SMA offers the most complete line of Archive Writers to backup your digital files. Save your essential data subject to long-term archiving requirements with minimum effort. Cost Effective: SMA Archive Writers do not require the use of proprietary microfilm; any standard silver halide microfilm will create superior image quality in bi-tonal grey scale, and color. SMA products can be upgraded in the future as your requirements change. Film options available from 16mm to 16/35mm to microfiche.

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simplifying digitisation

intranda GmbH has been one of the main providers of digitisation software and services since 2003. The company's products cover every aspect of digitisation, from project management and the actual digitisation of source material through to the processing of data and the generation of digitised output for presentation purposes.

Universal Capturing Client

Scanning, metadata capture and lots more

Just one software solution that deals effortlessly with every step of the workflow faster than you can imagine

Scanning, structure data and metadata capture, pagination and publication

Development:

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Bertha-von-Suttner-Str. 9
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SMA

Redefining efficiency
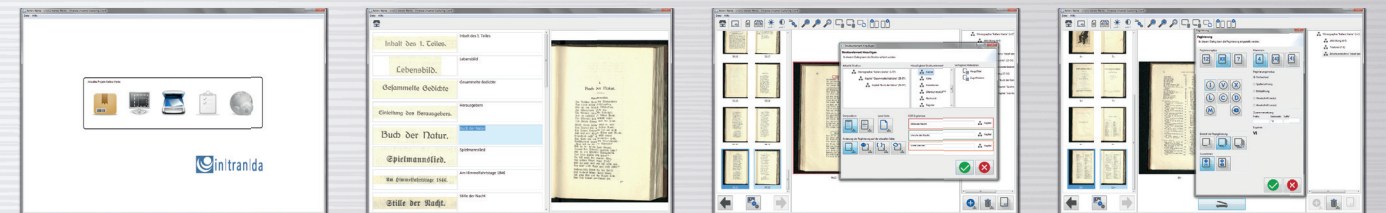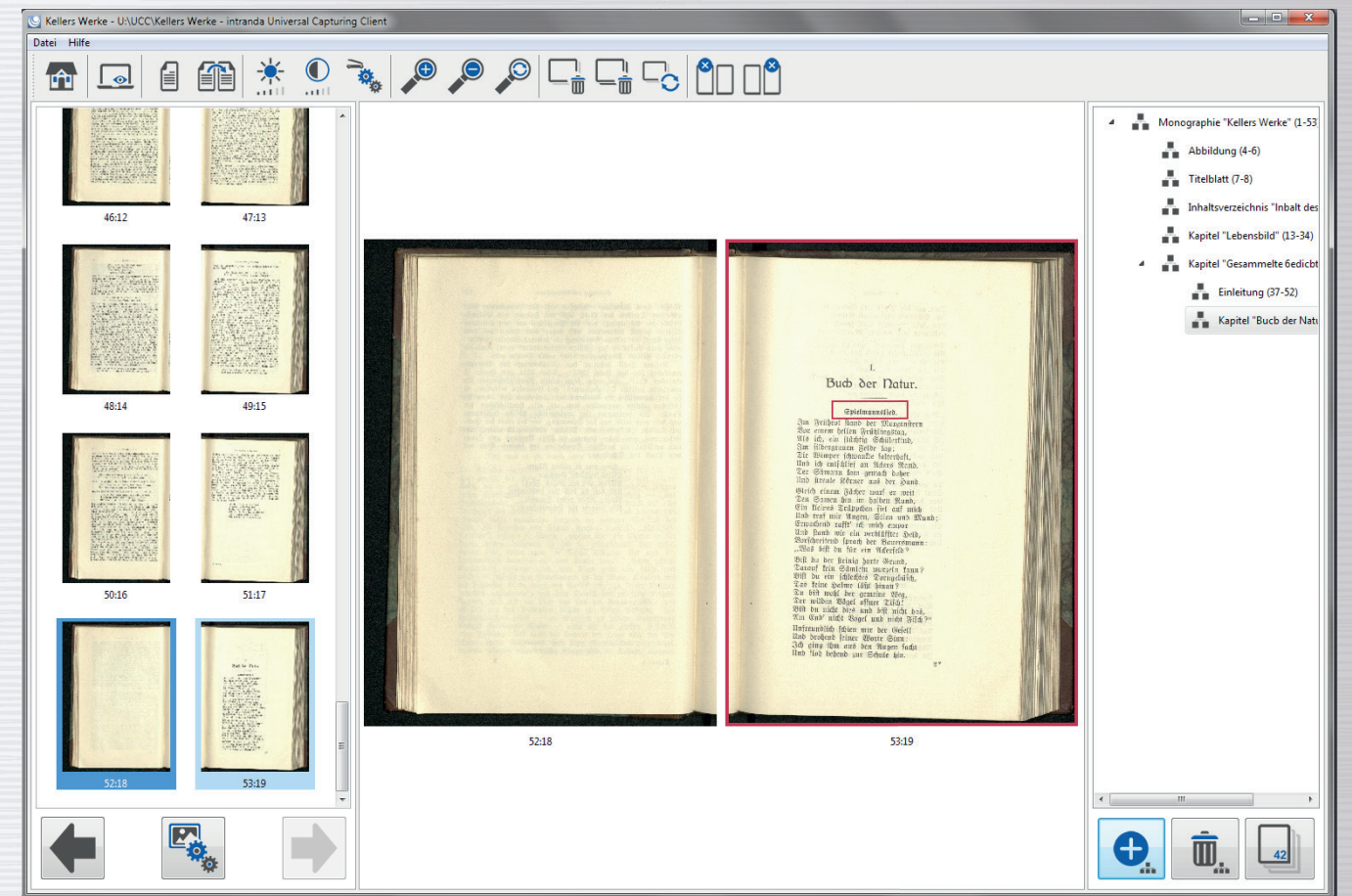
Time is precious ...

Digitalisation projects can be time-consuming. They often involve working your way sequentially through a series of workflow steps. Sometimes, it can even take several days to digitise a single book before it can finally be published online or sent on for additional processing.

When it comes to boosting your efficiency, the Universal Capturing Client has a completely new approach. Valuable staff time is often wasted during the scanning process, but with the right tools, the appropriate expertise and above all the UCC's practical and user-friendly design, you can move up another gear. Say goodbye to all that waiting around while your images are being saved or your data transferred. Why not use that time instead to enrich your scanned images with metadata? Just select the right icons and tap. That's all it takes.

Thanks to macro support, integrated OCR, sophisticated structuring logic and flexible interfaces for exchanging data, you can add real value to your digitised output and turn your file system images into highly enriched and easily retrievable publications.

Structure data, metadata and pagination sequences are not mere buzzwords. They are essential tools for your work. By adding descriptive metadata in standardised data formats you can solve two problems at a time. As well as optimising your digitised material for search engine purposes, you will be increasing satisfaction levels among readers who will be able to spend their time finding what they are looking for rather than searching.

> Structure data and metadata at your fingertips. The UCC makes it easy to enrich your digitised material using the touchscreen.

Simple operation

Many scan programs are overladen with functionality. That not only means they are more complicated to learn; it also makes your job harder than it needs to be. We believe that more is less, so we stick to processing master images without further manipulation. That gives you more time for what matters – additional processing and data enrichment. All at the same time!

Hardware support

We only use quality hardware that we have tried and tested. That includes equipment from well-known manufacturers such as Image Access, SMA, ProServ and e-ImageData. Our hardware support ranges from microfilm scanners and flat-bed or book scanners through to robots. And if your machine is not there, we can always turn to the images in the file system.

Multi-cropping

We have also made some improvements to speed up the scanning process. If you need to scan a large number of individual items rather than large-format cards or books, you can use our multi-cropping tool for maximum efficiency. The tool identifies, straightens and crops individual objects, so you can generate several documents (e.g. for photographs, postcards and stamps) in a single scan.

Metadata capture

Without metadata, there is little point in storing thousands of images on your file system. Much of the data will be effectively invisible.
The UCC allows you to capture a range of structure data and metadata during the actual scanning process. Naturally, you specify what you want and set the rules. It's all very user-friendly, efficient and, above all, fast.

Integrated OCR

The UCC's smart, semi-automated design gives you perfect results - unlike fully automated systems that are prone to error. The integrated OCR saves on typing, and you still get to decide what's important. You simply have more time! You'll be surprised just how fast you can generate flawless metadata. Your users will be delighted, too, because your digitised files will be so much easier to find.

Flexible export

The aim of most digitisation projects is to publish the finished product. Your first choice will be the metadata standard.
Thanks to the UCC's expandable design, you can choose from a range of data formats, e.g. METS/MODS, TIFF or PDF. And you can decide where to export your files: to Goobi, your viewer, or the file system? The UCC does it all!