

The following documentation is an electronicallysubmitted 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.

WOASIS	Jump to: FORMS	Go 🎲 Home 🔑 Personalize 🚳 Accessibility 🛜 App Help 🌾 About
Welcome, Lu Anne Cottrill Solicitation Response(SR) Dept: 0225 ID: ESR1028190000002602		unts Receivable Accounts Payable dified by batch , 10/29/2019
Header 🕕 1		E List View
General Information Contact Default Values Discount Doo Procurement Folder: 632858		Doc Code: CRFQ
Procurement Type: Central Contract - Fixed Amt Vendor ID: 000000161088		SO Dept: 0225 SO Doc ID: PE200000002
Legal Name: FORD BUSINESS MACHINES INC	Publis	ished Date: 10/18/19 Close Date: 10/29/19
Alias/DBA: Total Bid: \$750,000.00		close Time: 13:30
Response Date:10/28/2019Response Time:15:50	Solicitation De	Status: Closed Description: Addendum No. 3 IMAGING SYSTEM
	Total of Header Atta	tachments: 1
	Total of All Att:	tachments: 1



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

State of West Virginia Solicitation Response

	Proc Folder: 632858 Solicitation Description: Addendum No. 3 IMAGING SYSTEM Proc Type: Central Contract - Fixed Amt					
Date issued	Solicitation Closes	Solicita	tion Response	Version		
	2019-10-29 13:30:00	SR	0225 ESR1028190000002602	1		

VENDOR

000000161088

FORD BUSINESS MACHINES INC

Solicitation Number:	CRFQ	0225	PEI200000002
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Total	Bid :	\$750.000.00
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Response Date: 2019-10-28

Response Time: 15:50:32

Comments: Ford Business Machines, Inc. is pleased to present a solution for an Image System, Services & Support for West Virginia PEIA. We fully understand the nature and scope throughout this RFQ and are proud to confirm that our proposed solutions will meet and even exceed the current efficiencies throughout your organization.

By building a partnership with you, it will allow us to better understand your needs and provide the WV PEIA with a world-class solution that you will find enclosed. Our solutions combine the three key components needed to successfully complete a comprehensive contract as outlined: experienced team, a proven implementation, and world-class products.

Ford Business Machines is a family and veteran-owned corporation operating in the Commonwealth of Pennsylvania since 1991. Since Fords inception, the focus has always been to offer customers complete satisfaction with ever-evolving technology. Our product lines include offerings from Canon, Lanier (a Ricoh company,) Konica Minolta, and Hewlett Packard. For software solutions, Ford has partnerships with Square 9 and Print Audit. For your environment, we have selected Square 9, which we feel will best suit your needs.

We are pleased to submit our solution to reduce the cost of operation, reduce your environmental impact, and streamline your operations to drive efficiencies in your organization!

FOR INFORMATION CONTACT THE BUYER

Melissa Pettrey (304) 558-0094 melissa.k.pettrey@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	Scanning System Software + Yr 1 Maintenance/Support				\$65,000.00
Comm Code	Manufacturer	Specification		Model #	
43230000					
Extended Des	scription : Scanning System Softwar	e + Yr 1 Mainten	ance/Support		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	Image Management Software + Yr 1 Maintenance/Support				\$145,000.00

Comm Code	Manufacturer	Specification	Model #
43230000			
Extended Description	: Image Management Softwa	re + Yr 1 Maintenance/Support	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	Implementation				\$90,000.00

Comm Code	Manufacturer	Specification	Model #	
43230000				
Extended Description	on : Implementation			

Comments: Must confirm

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	Scanning System Software Maintenance - Yr 2				\$25,000.00
Comm Code	Manufacturer	Specification		Model #	
43230000					
Extended Des	scription : Scanning System Soft	ware Maintenance - `	Yr 2		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	Scanning System Software Maintenance - Yr 3				\$25,000.00
Comm Code	Manufacturer	Specification		Model #	
43230000					
Extended Des	scription : Scanning System Softw	rare Maintenance - `	Yr 3		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	Scanning System Software Maintenance - Yr 4				\$25,000.00

Comm Code	Manufacturer	Specification	Model #
43230000			
Extended Description	: Scanning System Software	Maintenance - Yr 4	

	t
7 Scanning System Software \$25,000.00 Maintenance - Yr 5 \$25,000.00	

Comm Code	Manufacturer	Specification	Model #	
43230000				
Extended Descrip	otion : Scanning System	Software Maintenance - Yr 5		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
8	Scanning System Software Maintenance - 1st Optional Renewal				\$30,000.00
Comm Code	Manufacturer	Specification		Model #	
43230000					
Extended Des	scription : Year 6- First Optional Ren	ewal			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	Scanning System Software Maintenance - 2nd Optional				\$30,000.00
Comm Code	Manufacturer	Specification		Model #	
43230000					
Extended Des	scription : Year 7- Second Optional	Renewal			

Line Co	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
	Scanning System Software Aaintenance -3rd Optional Renewal				\$30,000.00

Comm Code	Manufacturer	Specification	Model #	
43230000				
Extended Description	n: Year 8- Third opt	onal renewal		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
11	Image Management Software Maintenance - Yr 2				\$35,000.00
Comm Code	Manufacturer	Specification		Model #	

Commit Could	manalaotaloi	epeenieulien	initiati ii	
43230000				
Extended Description	: Image Managem	ent Software Maintenance - Yr 2		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
12	Image Management Software Maintenance - Yr 3				\$35,000.00
Comm Code	Manufacturer	Specification		Model #	
43230000					
Extended Des	scription : Image Management Soft	ware Maintenance	- Yr 3		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
13	Image Management Software Maintenance - Yr 4				\$35,000.00
Comm Code	Manufacturer	Specification		Model #	
43230000					
Extended Des	scription : Image Management So	ftware Maintenance	- Yr 4		

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
14	Image Management Software Maintenance - Yr 5				\$35,000.00
Comm Code	Manufacturer	Specification		Model #	

Comm Code	Manufacturer	Specification	Model #
43230000			
Extended Description	: Image Management Softwa	re Maintenance - Yr 5	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
15	Image Management Software Maintenance - 1st Optional Renewal				\$40,000.00
Comm Code	Manufacturer	Specification		Model #	

Comm Code	Manufacturer	Specification	Model #
43230000			
Extended Description	: Year 6- First Optional I Rene	ewal	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
16	Image Management Software Maintenance - 2nd optional Renwal				\$40,000.00
Comm Code	Manufacturer	Specification		Model #	
43230000					
Extended Des	scription : Year 7- Second Optional R	enewal			

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
17	Image Management Software Maintenance - 3rd Optional Renewal				\$40,000.00
Comm Code	Manufacturer	Specification		Model #	
43230000					
Extended Des	scription : Year 8- Third Optional Ren	ewal			

ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.: PEI200000002

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:

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(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	l]	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 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.

Ford Business Machines, Inc. Company MSKL Authorized Signature 10-28-19 Date

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

10. VENDOR DEFAULT:

10.1. The following shall be considered a vendor default under this Contract.

- 10.1.1 Failure to perform Contract Services in accordance with the requirements contained herein.
- 10.1.2 Failure to comply with other specifications and requirements contained herein.
- 10.1.3 Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.
- 10.1.4 Failure to remedy deficient performance upon request.
- 10.2 The following remedies shall be available to Agency upon default.

10.2.1 Cancellation of the Contract.

10.2.2 Cancellation of one or more release orders issued under this Contract.

10.2.3 Any other remedies available in law or equity.

11. MISCELLANEOUS:

11.1 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:	BRIAN KONKK	
Telephone Number:	10000- 800-633-3673	
Fax Number:	724-628-2722	
Email Address:	bkonck e buyfby.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.

rector Name Title) Divector of Drumen VIAN (Printed Name and Title) Connellsville, HA 15425 Give (Address) (Phone Number) / (Fax Number) (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.

ord Business Machines, Inc.

(Company)

13-16 Director

(Authorized Signature) (Representative Name, Title)

Brian Kowick Director of Document Manacen

(Printed Name and Title of Authorized Representative)

10-28-19

(Date)

724-628-2722 800 633 3673

(Phone Number) (Fax Number)