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Header 2

List View

General Information

Contact

Default Values

Discount

Document Information

Clarification Request

Procurement Folder: 1459086

SO Doc Code: CRFQ

Procurement Type: Central Contract - Fixed Amt

SO Dept: 0231

Vendor ID: VS0000016653

SO Doc ID: OOT2500000001

Legal Name: DMT SOLUTIONS GLOBAL CORPORATION

Published Date: 7/16/24

Alias/DBA:

Close Date: 7/25/24

Total Bid: \$657,340.00

Close Time: 13:30

Response Date: 07/25/2024

Status: Closed

Response Time: 11:09

Solicitation Description: Addendum No 1 - Mail Inserter Machine (OT25001)

Responded By User ID: Mel.Norris

Total of Header Attachments: 2

First Name: Jacob

Total of All Attachments: 2

Last Name: Halbur

Email: jacob.halbur@bluecrestinc.co

Phone: 8472126890



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

State of West Virginia
Solicitation Response

Proc Folder: 1459086
Solicitation Description: Addendum No 1 - Mail Inserter Machine (OT25001)
Proc Type: Central Contract - Fixed Amt

Solicitation Closes	Solicitation Response	Version
2024-07-25 13:30	SR 0231 ESR07092400000000194	1

VENDOR
VS0000016653
DMT SOLUTIONS GLOBAL CORPORATION

Solicitation Number: CRFQ 0231 OOT2500000001
Total Bid: 657340
Response Date: 2024-07-25
Response Time: 11:09:32
Comments:

FOR INFORMATION CONTACT THE BUYER
Toby L Welch
(304) 558-8802
toby.l.welch@wv.gov

Vendor		
Signature X	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	4.1.1 - High-Speed Mail Inserting Machine	1.00000	EA	452848.000000	452848.00

Comm Code	Manufacturer	Specification	Model #
44102100			

Commodity Line Comments:

Extended Description:

4.1.1 - High-Speed Mail Inserting Machine

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	4.1.2 - Cut-Sheet Feeder	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
44102100			

Commodity Line Comments: Included in line #1 total cost

Extended Description:

4.1.2 - Cut-Sheet Feeder

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
3	4.1.3 - Postage Meter	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
44102100			

Commodity Line Comments: Included in line #1 total cost. The proposed MSE Series mail inserter will include an upgrade of the current DM Infinity meter base that is used on the OFT FX mail inserter. The upgrade will enable the repurposed DM Infinity base to use a readily available HP print head and postage ink.

Extended Description:

4.1.3 - Postage Meter

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
4	4.1.4 - Maintenance and Support - YR1	12.00000	MO	4102.000000	49224.00

Comm Code	Manufacturer	Specification	Model #
81112201			

Commodity Line Comments:

Extended Description:

4.1.4 - Maintenance and Support - YR1

*Enter a monthly fee in the unit cost field and let the system automatically figure the yearly cost. For example, \$1.00 per month x 12 months = \$12.00 yearly cost.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
5	4.1.4 - Maintenance and Support - YR2	12.00000	MO	4212.000000	50544.00

Comm Code	Manufacturer	Specification	Model #
81112201			

Commodity Line Comments:

Extended Description:

4.1.4 - Maintenance and Support - YR2
*Enter a monthly fee in the unit cost field and let the system automatically figure the yearly cost. For example, \$1.00 per month x 12 months = \$12.00 yearly cost.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
6	4.1.4 - Maintenance and Support - YR3	12.00000	MO	4310.000000	51720.00

Comm Code	Manufacturer	Specification	Model #
81112201			

Commodity Line Comments:

Extended Description:

4.1.4 - Maintenance and Support - YR3
*Enter a monthly fee in the unit cost field and let the system automatically figure the yearly cost. For example, \$1.00 per month x 12 months = \$12.00 yearly cost.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
7	4.1.4 - Maintenance and Support - YR4	12.00000	MO	4417.000000	53004.00

Comm Code	Manufacturer	Specification	Model #
81112201			

Commodity Line Comments:

Extended Description:

4.1.4 - Maintenance and Support - YR4
*Enter a monthly fee in the unit cost field and let the system automatically figure the yearly cost. For example, \$1.00 per month x 12 months = \$12.00 yearly cost.

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
9	4.1.5.6 - Shipping, Installation, and Training	1.00000	EA	0.000000	0.00

Comm Code	Manufacturer	Specification	Model #
78121603			

Commodity Line Comments: Included in line #1 total cost, however if there is any rigging and/or upending required to get the proposed MSE Series inserter to it's final installation position, the State of WV would be responsible for any extra costs associated with rigging and/or upending.

Extended Description:

4.1.5.6 - Shipping, Installation and Training
Lump sum pricing. Enter total amount in the unit price field.
Please see section 4.1.5 of the specifications



“Data To Delivery Solutions”

July 25, 2024

State of West Virginia
Office Of Technology
Charleston, WV

Re: CRFQ 0231 OOT2500000001
High-speed mail inserting system

Dear Mr. Welch,

DMT Solutions Global Corporation, dba BlueCrest, is pleased to provide you with the following proposal response to the State of WV CRFQ 0231 OOT2500000001 for a high-speed production console mail inserting system with a high productivity cut-sheet input. Based upon decades of providing State of WV OFT with production mail inserting solutions, you can trust that BlueCrest understands the types of mail inserting applications that our proposed solution will need to be able to process. Critical to a successful implementation of a new mail inserting system is the need to “seamlessly” integrate into the current OFT print to mail production workflow processes that includes providing postage use data to the Pitney Bowes Business Manager accounting system. The proposed system has features like the two primary production MSE Series inserters currently in use at the OFT site in Charleston. The learning curve for staff to be able to process large quantities of mail inserting work on the proposed system will be very short, with some training needed to get your operators familiar with new features that our engineers have added over the years.

In terms of the ability to connect into the File Based integrity platform that is used for secure processing of the Work Force applications, the proposed system will be able to “seamlessly” integrate into a File Base environment. However, integration will require a detailed Scope of Effort review with OFT, plus connectivity to the File Base Mail Server would need to be provided by OFT. As noted in the introductory paragraph, the proposed system will be able to connect to the Pitney Bowes Business Manager postage accounting environment with an update to the DM Infinity postage meter base from the FX mail inserter that will be repurposed for the proposed mail inserter.

BlueCrest is proposing an updated Mail Stream Evolution (MSE) Series production mail inserter with our Mid-tier input cut sheet feeder, single accumulator and Automated folder for this RFQ. In addition to the Mid-tier components, the MSE will have a Portrait to Landscape buffer with a Twist No Twist (TnT) module to enable all cut sheet applications to be fed in the same fashion/orientation as is done on the two existing MSE inserters without operator intervention needed.

Specific job modes will be programmed to enable the TnT to “twist”/reorient folded sheets from face up to face down or to not “twist” if the folded sheets are already face down after exiting the folder. To further automate job specific setup, the folder will automatically set for 8.5 x 11 inch paper tri-fold (C or Z), half-fold and 8.5 x 14 inch paper double fold based upon how the mode is pre-programmed.

Once an operator chooses a mode, the MSE will use the saved mode settings to automatically adjust the fold rollers for the appropriate fold and activate the TnT if needed. The insert engine would require an operator two to four minutes of time for adjustment when changing from a standard trifold #10 application to a half-fold 6 x 9 job.

As you evaluate your options, please do not hesitate to contact me if you have any additional questions or need additional information.

Thank you in advance for your time.

Doug Bernhardt
BlueCrest Senior Government Account Executive



"Where message meets momentum"

CRFQ 0231 OOT2500000001
Response

Mail Stream Evolution Series

Inserting System Proposal

For

State of WV



Douglas Bernhardt
DMT Account Representative
Originated July 18, 2024

ORGANIZATION / LOCATION

Company Name:

DMT Solutions Global Corporation, dba BlueCrest

Headquarters Address:

37 Executive Drive
Danbury CT 06810

Contact Name, Title, Phone, and E-mail:

Doug Bernhardt
Senior Gov't Account Executive
Tel: 315.359.0584
E-mail: doug.bernhardt@bluecrestinc.com

Web Site:

www.bluecrestinc.com



MAXIMUM THROUGHPUT THROUGH SELF-OPTIMIZATION CAPABILITIES

BlueCrest Mailstream Evolution™ inserter includes the technology needed to self-optimize to meet the needs of individual applications. The **use of servo motor control technology enables** dramatic productivity improvements, minimize material damage and reduce integrity issues when operators have to handle mail due to jams on the platform.

Examples include:

- **Self-adjusts** with a 'soft' insertion cycle at start up to reduce jams, then automatic acceleration to normal processing speeds
- **System self-optimizes inserting speed** for thick collations by slowing the collation prior to being delivered to the outside mailing envelope. The system would adjust back to the previous operating speed on an envelope-by-envelope basis to maximize productivity and to reduce potential damage to critical constituent mail.
- **Self-controls dynamic chassis speed** to automatically adjust to the optimal insertion speed for each specific application, based on media and collation sizes

EFFECTIVE INSERTER CONTROL TECHNOLOGY

Your Mailstream Evolution™ Inserter will utilize Direct Connect Screen to control the inserter and to provide real-time decision making about mail processing. Direct Connect Screen's PC-based control offers a number of features that are typically associated with high-end platforms:

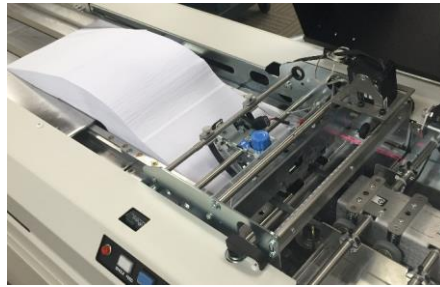
- Interactive, automated application setup and job management
- Unified, integrated subsystem control and monitoring, with built-in diagnostics

Direct Connect Screen provides all of the fundamental integrity and flexibility features that have made Direct Connect one of the industry's leading inserter control systems by which all others are judged.

Direct Connect Screen helps create new opportunities for your organization by allowing you to process a wide range of integrity and more personalization – on less equipment. The information for processing different types of jobs is stored in the system as unique operating modes that can be simply loaded and used as often as needed. This helps ensure fast, accurate job setup. As new types of jobs need to be added to the system, additional operating modes are created quickly and easily from a series of dialog boxes. No machine reprogramming is required.

High-Capacity Cut Sheet Feeder Module

The High-Capacity Mid-tier Input module with a sheet feeder that is a bottom vacuum feed mechanism of the control document that can be continuously loaded with sheets as the inserter is processing work. It singulates, feeds, and scans cut sheet printed paper at speeds of up to 30,000 pages per hour.



Input Scanner

The cut sheet feeder systems will be configured with one (1) camera scanning system that will be able to read D or 2D bar code.

Automated Folder

With Automated Fold Capability, fold settings are established as part of the job setup parameters, eliminating the requirement to manually adjust or replace fold plates to accommodate different fold types.

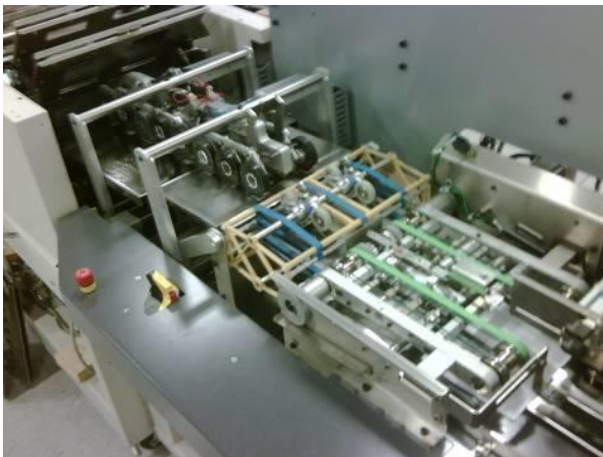


3 Stage Buffer (With No Changeover & Twist No Twist Feature)

The buffer acts as an interface between the input and the chassis to improve processing performance by acting as a queue. The transport can hold up to three (3) sets, ready for the chassis. This buffering enables the input to feed additional sets, even if the chassis is not ready to take them.

In addition, the system can be updated with (Optional) No Changeover software feature that allows half fold sheets/sets to be rotated 180 degrees and flat, unfolded sheets/sets to be rotated 90 degrees to dramatically reduce the time required to change from processing standard #10 or 6 x9 letter size mail to flat processing in to an envelope that is up to 10" x 13" in size.

This Buffer is a design that allows the customer to better utilize the MSE chassis, yield higher productivity, consistency and repeatability of the changeover.



The No Changeover Module feature will enable greater application flexibility by rotating the collated material from a portrait orientation to a landscape needed orientation of the chassis eliminating the feeding orientation constraints that typically require costly change over or more complex and costly input configuration. As a result, mail operations can have greater flexibility of equipment usage to achieve SLA attainment, increase productivity, while increasing flexibility.



6 STATION CHASSIS

The proposed configuration will consist of a 6-station chassis with six (6) friction feeders



FRICTION FEEDERS

BlueCrest systems are designed to handle a wide range of insert types. With the “friction” feeder technology the MSE chassis can process the widest range of inserts available in the marketplace today.

Our feeders are designed to run from a maximum to minimum load by controlling the pack pressure at the separator mechanism. This results in the lower portion of the stack maintaining a consistent pressure against the separator regardless of stack height. Additionally, every feeder has its own control motor(s). This allows every feeder, including the mailing envelope feeder, to make multiple attempts to feed marginal materials.

OUTPUT CONFIGURATION

The Output Section on the inserter completes the processing of the envelopes now containing the inserted material.

Sealer

The sealer module closes the flap and seals each envelope independently. The sealer has the capability of operating in a selective mode and can be disabled for individual mail pieces based on processing errors or post inserting processes as needed.

Outsort Stackers (Divert Stackers)

The system will be configured with two (2) intelligent out sort stackers. They can be used to divert integrity errors, exceptions and overweight pieces. The use of the stackers is completely site configurable according to the customer's needs.

Mailing Machine (Repurposed from OFT FX mail inserter)

Due to mandates from the US Postal Service to require all postage meters to be compliant with Intelligent Mail Indicia (IMI) requirements and a decision by your postage meter vendor, Pitney Bowes, to not design an IMI compliant postage meter for high speed mail inserting systems, BlueCrest is proposing an update to the postage ink delivery system for the DM Infinity base that is on the FX mail inserter that will be replaced. To meet the need to apply postage to mail pieces, the MSE will have a DMIV201 ink delivery system included to be installed on the FX mail inserter's DM Infinity digital postage meter base. The DMIV201 upgrade will enable the DM Infinity base to be used with the Pitney Bowes postage meter until June 30, 2026, when the PB meter will no longer be able to be used.

Envelope Power Stacker

The system will be configured with an envelope stacker that will be mounted at a right angle to the output section, placing the machine in a "J" footprint configuration. The stacker will automatically advance each mail piece. This creates a smaller footprint and makes it easier for the operator for mail handling.

Proposed MSE Series Mail Inserter Footprint with Dimensions

