

RFQ – Leased Printing Machines for on-campus Printing services

Questions and Answers

Note to all Proposers: In response to the questions posed, Tennessee Tech has made some modifications to the RFP, specifically in Section 4, Attachment B, and Attachment C. Revised RFP will be posted to the Purchasing and Contracts webpage. Please submit your Proposals in accordance with the revised RFP.

Q1. Is this for student printing?

A1. No, not directly. Students may place personal orders, but this is not for university-wide fleet machines or printing kiosks that students print classwork on. This bid is for the university print shop.

Q2. Who is your current vendor and manufacturer?

A2. RJ Young is current vendor for the leased machines, and the manufacturer is Ricoh.

Q3. If it will save the university money, will you allow for quotes using an approved contract (such as TBR or Sourcewell) with favorable terms and conditions, but may vary slightly from those stated in the bid?

A3. Yes, we will consider this option.

Q4. What is the estimated yearly or monthly volume per device or overall, for the TTU Print Center?

A4. Color volume for last 12 months averages 90,000-100,000 clicks per month. Black and white volume for last 12 months averages 150,000 clicks per month.

Q5. Do all devices need to meet or exceed the requested specifications?

A5. Yes overall, but small exceptions can be made for example 120 pages per minute vs 115 pages per minute.

Q6. Based on an initial assessment, the requested heavy equipment on the RFQ under "ATTACHMENT C - SPECIFICATIONS AND REQUIREMENTS - Machine 1 Color," will require additional utilities/power supplemented into the building and/or print center. Will the awarded vendor and/or the university (TTU) be responsible for the full and/or the partial accrued cost for installing the required utilities/power to run heavy equipment "Machine 1 Color" listed in the RFQ?

A6. The university will cover this facility's expense for additional power.

Q7. Under "ATTACHMENT C - SPECIFICATIONS AND REQUIREMENTS - Machine 1 Color," please better define "Standard Vacuum Feeder" and the capabilities you are requiring. For example, how many sheets of paper or media sizes does the "Standard Vacuum Feeder" need to accommodate?

A7. The Standard Vacuum Feeder needs to accommodate 4,500 sheets or more and up to 13x19.2 inches.

Q8. Under "ATTACHMENT C - SPECIFICATIONS AND REQUIREMENTS - Machine 1 Color," please better define "Punch Kit" and the capabilities you are requiring. For example, do you need a 2/3-hole document hole punching or an alternative type of punch?

A8. We need a 3-hole punch.

Q9. Machine 1 Color: 2400 x 3600 DPI – Is 1200 x 1200 DPI acceptable for this bid? Our Company offers true 1200 x 1200 DPI – This is NOT "Interpolated" (An enhanced resolution that is computed using a software algorithm to make an image appear as if it were produced at a higher resolution). Our Company 1200 x 1200 DPI is a TRUE -DPI Spec that is NOT enhanced via software and is much more accurate than an "interpolated" DPI for printing purposes.

A9. As long as the optical resolution is equivalent to 2400x3600 DPI, we will accept that.

Q10. Machine 1 Color: 13.9" x 35" Paper – Is this a requirement for this specific speed machine or is that spec one that needs to be available for the Print center as a whole? Our Company offers 13.2" x 30" on our fastest machine (V1350 -135 ppm). Our Company offers 13.2" x 51" on our 100-ppm machine (v1000)
A10. This just needs to be available for the Print Center as a whole.

Q11. Machine 2 Color: Inline Cutter, Creaser, Trimmer for inline business cards, postcards, and full bleed output. If this is a requirement that would eliminate potential vendors? If so, Konica Minolta is the only choice and eliminates other potential vendors. Most vendors (including our company) can Crease and Trim for Full Bleed applications of books. However, it is much more efficient, cost effective, and reliable to have business cards, postcards, and long sheets finished offline.

A11. Our preference is for the inline option, but we will consider offline options based on cost efficiency.

Q12. Machine 2 Color: Vacuum Feed (100pp, unit) – Will "Air Assist" qualify for this bid on this unit? Air Assist allows for the reliable feeding of envelopes and textured stocks. Vacuum feeding tends to "suck flaps open" and create jams when feeding envelopes. A combination of Air Assist feeding and of Vacuum Feeding provides print shops with more versatility in printing which equates to more jobs being able to be produced in house, as both technologies have distinct advantages in different media (printed material- "paper").

A12. Air assist does not qualify. We need true vacuum feed.

Q13. Machine 2 Color: 2400 x 3600DPI – Is 1200 x 1200 DPI acceptable for this bid? Our Company offers true 1200 x 1200 DPI – This is NOT "Interpolated" (An enhanced resolution that is computed using a software algorithm to make an image appear as if it were produced at a higher resolution). Our Company 1200 x 1200 DPI is a TRUE -DPI Spec that is NOT enhanced via software and is much more accurate than an "interpolated" DPI for printing purposes.

A13. As long as the optical resolution is equivalent to 2400x3600 DPI, we will accept that.

Q14. Under "ATTACHMENT C - SPECIFICATIONS AND REQUIREMENTS - Machine 2 Color" please better define "Standard Booklet Maker" and the capabilities you are requiring. For example, how many finished sheets of paper or pages does the "Standard Booklet Maker" or booklet need to accommodate?

A14. It needs to accommodate 20 sheets of standard 8.5x11 paper.

Q15. Referencing "ATTACHMENT C - SPECIFICATIONS AND REQUIREMENTS - Machine 2 Color" - "Inline cutter, creaser, trimmer for Inline business cards, postcard, and full bleed document output," our experience has shown that the requested inline "Machine 2 Color" accessories will slow production print speed and limits overall productivity of the device. Based on this assessment, will the university (TTU) be open to exploring nearline or offline alternatives with the same capability that can provide overall greater productivity for the print center?

A15. Our preference is for the inline option, but we will consider offline options based on cost efficiency.

Q16. Under "ATTACHMENT C - SPECIFICATIONS AND REQUIREMENTS - Machine 3 Color," please better define "Standard Booklet Maker" and the capabilities you are requiring. For example, how many finished sheets of paper or pages does the "Standard Booklet Maker" or booklet need to accommodate?

A16. It needs to accommodate 20 sheets of standard 8.5x11 paper.

Q17. Machine 3 Black and White: Will the 1200 x 1200 DPI spec requirement eliminate a bidder? Our Company DP Quartz Series has an Engine Resolution: 600 x 2400 dpi with 200 lpi -this results in the most accurate Black and White print in the industry as the combination DPI and LPI make a huge difference in black and white printing. Our Company has Screen Point Technology produces the best images (Photos in Black and White in the industry) due to the way that the technology handles half-tones. This is an important cost consideration in a university environment.

A17. We prefer the 1200 x 1200 DPI.

Q18. Under "ATTACHMENT C - SPECIFICATIONS AND REQUIREMENTS - Machine 4 Office Printer," please better define "Large capacity paper feeder" and the capabilities you are requiring. For example, how many finished sheets of paper and media size does the "Large capacity paper feeder" need to accommodate?

A18. Finished sheets would be 2,500 and 8.5 x 11 media size.

Q19. Under "ATTACHMENT C - SPECIFICATIONS AND REQUIREMENTS - Machine 4 Office Printer," please better define "Punch Kit" and the capabilities you are requiring. For example, do you need a 2/3-hole document hole punching or an alternative type of punch?

A.19. We need a 3-hole punch.