




WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY
600 Fifth Street, NW, Washington, DC 20001-2651

AMENDMENT OF SOLICITATION / MODIFICATION OF CONTRACT

1. AMENDMENT/MODIFICATION Amendment 002	2. EFFECTIVE DATE (Same as block 17)		
3. ISSUED BY PURCHASING SECTION Gerald O. Toure PRMT (Room 3C-03-C) Department of Procurement	4. ADMINISTERED BY (If other than block 3) Same		
5. CONTRACTOR NAME AND ADDRESS <small>(Street, city, county, state, and Zip Code)</small>	6. FORM TYPE (Check only one) <input type="checkbox"/> AMENDMENT OF SOLICITATION NO. CQ17025 DATE <u>02/9/17</u> <input type="checkbox"/> MODIFICATION OF CONTRACT/ORDER NO. _____ DATE _____ (See block 9)		
7. THIS BLOCK APPLIES ONLY TO AMENDMENTS OF SOLICITATIONS <input type="checkbox"/> The above numbered solicitation is amended as set forth in block 10. The hour and date specified for receipt of Offers <input type="checkbox"/> is extended, <input type="checkbox"/> is not extended. Offerors must acknowledge receipt of this amendment prior to the hour and date specified in the solicitation, or as amended, by one of the following methods; (a) By signing and returning <u>1</u> copies of this amendment; (b) by acknowledging receipt of this amendment on each copy of the offer submitted; or (c) by separate letter or telegram which includes a reference to the solicitation and amendment numbers. FAILURE OF YOUR ACKNOWLEDGMENT TO BE RECEIVED AT THE ISSUING OFFICE PRIOR TO THE HOUR AND DATE SPECIFIED MAY RESULT IN REJECTION OF YOUR OFFER. If, by virtue of this amendment you desire to change an offer already submitted, such change may be made by telegram or letter, provided such telegram makes reference to the solicitation and this amendment, and is received prior to the opening hour and date specified.			
8. ACCOUNTING AND APPROPRIATION DATA (If required)			
9. THIS BLOCK APPLIES ONLY TO MODIFICATIONS OF CONTRACTS/ORDERS (a) <input type="checkbox"/> This Change Order is issued pursuant to _____ The Changes set forth in block 10 are made to the above numbered contract/order. (b) <input type="checkbox"/> The above numbered contract/order is modified to reflect the administrative changes (such as changes in paying office, appropriation data, etc.) set forth in block 10. (c) <input type="checkbox"/> This Supplemental Agreement is entered into pursuant to authority of _____ It modifies the above numbered contract as set forth in block 10.			
10. DESCRIPTION OF AMENDMENT/MODIFICATION 1. The purpose of this amendment is to answer questions from prospective vendors that are relative to CQ17025. 2. This amendment removes the following language on page 5 as follows: "WMATA will assess a penalty for failure to meet the SLA for response to services request (six business hour maximum to commence work) 3. This amendment corrects the language on page 3 to read "Any questions regarding registration may be addressed by contacting clm@wmata.com or https://suppliers.wmata.com . 4. This amendment also corrects the price list for IFB 17025 5. This amendment extends the bid due date to 4/19/17. <small>Except as provided herein, all terms and conditions of the document referenced in block 6, as heretofore changed, remain unchanged and in full force and effect.</small>			
11. <input type="checkbox"/> CONTRACTOR/OFFEROR IS REQUIRED TO SIGN THIS MODIFICATION AND RETURN _____ COPIES TO ISSUING OFFICE.	<input type="checkbox"/> CONTRACTOR/OFFEROR IS NOT REQUIRED TO SIGN THIS DOCUMENT		
12. NAME OF CONTRACTOR/OFFICE BY _____ <small>(Signature of person authorized to sign)</small>	15. WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY BY  <small>(Signature of Contracting Officer)</small>		
13. NAME AND TITLE OF SIGNER (Type or print)	14. DATE SIGNED	16. NAME OF CONTRACTING OFFICER (Type or print) Tonia Nixon	17. DATE SIGNED 3/29/2017

**IFB CQ17025 Print Shop Production Printers, Supplies and Related Services
Questions and Answers**

1. On page 21, number 25, Performance/Payment Bonds states "Does Not Apply."
Therefore, do we need to complete the Bond Forms, beginning on page 98?

2. Under WMATA Technology Specifications pg. 106, bullet 4 - Does WMATA need fifty or twenty five installation references?

Ans. Minimum of three (3) references who verify experience installing and servicing equipment similar to or the same as, the equipment proposed.

3. For this particular RFP, is WMATA looking to implement a workflow that helps control the work currently in process? For example,

- Estimating
- Purchasing
- Order Entry
- Schedule
- Job Costing, Tracking and Reporting
- Inventory Management/Fulfillment
- Shipping
- Billing/Accounting

Ans. WMATA wants a vendor who is experienced and able to bring resources onsite for training, setup, integration with existing software for the term of the contract.

4. In reviewing the terms & conditions, vendors may find the Termination for Convenience clause and Option Year funding to be problematic with the transaction structured as a lease. Would WMATA be willing to consider either of the below options in regards to these items?

- a. Inclusion of a Termination Schedule in the award, with automatic renewal of the option years **Ans. No.**
- b. Review of the termination language through a Reservation of Rights inclusion in our response. **Ans. No.**

Ans. Bidders may submit exceptions with their bid for review. Refer to the requirements outlined in the solicitation for WMATA's requests.

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Questions and Answers

5. Are you planning to Rent, Lease or Purchase?

Ans. WMATA is interested in leasing.

6. Can we utilize a current in place agreement that is one of the following: Control, Federal, State, Local and/or Cooperative? **Ans. No. The subsequent contract will be independent of previous agreements.**

7. What are the hours and or shift of operation to produce the applications as set forth in your RFP?

Ans. Monday thru Friday from 6:00AM EST– 3PM EST. For emergencies or services outside business hours, refer to Amendment 1.

8. What is your current prepress workflow?

Ans. WMATA currently has a Portal Document Format workflow.

9. Would you like to streamline and automate your PDF job submission process? **Ans. No.**

10. What is your current MIS/Accounting/Job Tracking & Scheduling software?

Ans. The referenced software is not relevant to this solicitation.

11. Are you running any variable data applications and if so what is your preferred data stream?

Ans. No.

12. Do any of your applications require dynamic inline perforation?

Ans. No.

13. Will your applications require offset stacking and or stacked conveyor output?

Ans. Yes. It would go roll to stack and operating on a continuous basis.

14. How many operators will need to be trained?

Ans. Minimum five (5) operators and WMATA reserves the right to add additional operators throughout the term of the contract.

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15. Xerox is providing customized solution/pricing for you, therefore we request that you execute the attached NDA form and return as instruct on that form.

Ans. This document is not consistent with our solicitation. Upon contract award, further discussion regarding an NDA will be entertained with the successful awardee.

16. Is the intent of the option years in the makeup of the five year term related solely to the availability of necessary appropriated funds, or is this also intended to allow for termination for convenience?"

Ans. The information provided in the solicitation is specific to the requirements and expectations of the subsequent contract. It is up to the reader to interpret literally.

17. Please confirm that, although the contract term commences on the date of award, individual leases will commence on the date that the installation is complete and the equipment has been turned over to the Authority for its use. Maintaining the equipment for the entire lease term, through the provision of contracted maintenance services, is a mandatory component of a lease arrangement. In subsection 5. (a), is the Authority requiring something above the provision of those services?

Ans. The solicitation is amended to reflect a multi-year agreement of four (4) years, with the condition that continuing the contract is subject to funding availability on a fiscal year basis.

18. Please confirm WMATA's understanding that title for these leases does not pass to WMATA, and that the Authority will have risk of loss of the deliverable upon delivery.

Ans. For any exceptions to the T&C's, refer to answer four (4).

19. You are requesting a lease. A lease requires an absolute commitment to a specific term length. What is the longest term length that the Authority is willing to absolutely commit to, in order to qualify for a lease?"

Ans. Refer to question #17.

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20. Please confirm that in section 19, page 22 that the term "Cost Data" refers to those various components that make up the bid price and not the bidder's actual internal cost.

Ans. Per the solicitation, "The Authority may require the apparent low bidder to submit cost data in sufficient detail to permit analysis of the cost elements which comprise the bid prices."

21. When do you plan to answer the above questions and if you answer near the IFP deadline do you plan to extend?

Ans. Refer to Amendment 2

22. If awarded the contract (RFP) is there an opportunity to negotiate terms and conditions e.g. termination or convenience post award.

Ans. For any exceptions to the T&C's, refer to answer four (4).

23. Page 107 #8 / WMATA does not plan on venting the system - The HP- T240 inkjet has a dryer built inside the print engine which needs venting to outside source. Is this permissible???

Ans. No. It's not technically permissible.

24. Page 107 / Print head life - HP print head life averages one to two months (print resolution @ 2400 DPI). Will this be preferable??

Ans. Refer to the requirements in the solicitation to determine The Authority's Request.

25. Page 106 #1 / Price, Cost, Value - What is the actual monthly volume based on 8.5 X 11 sheet size (pages per month)? **Ans. 3 million**

26. Page 107 / Dynamically variable drop size - HP can provide variable drop size @ or 2400 DPI. Will this be adequate??

Ans. The variable drop size appears to be adequate.

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27. Page 107 #7 / System must include Unwinder - Are you looking for a combo in-line Finisher which will also include a roll Re-winder?

Ans. Refer to answer for question 25.

28. Will this be a "federally assisted contract" or a "non federally assisted contract" - We need this information so that we know what representations to review and sign.

Ans. All relevant terms and conditions are included with the solicitation.

29. On page 41, does Section 8, Liquidated Damages for Delay apply to a delay in delivery of the equipment or inks or does it apply to how long it may take to repair the equipment or does it apply to how long it takes for service to arrive to the site or all of the above?

Ans. Exceptions may be submitted with bids for review. Liquidated damages are outlined in the solicitation. The above will be reviewed and discussed with the successful awardee.

30. The RFP uses the words "goods" and "equipment", which would be the printer and any post processing equipment. The RFP also uses the word "supplies" - see page 40, Section 4 Option for Increased or Decreased Quantities of Supplies and page 45, Section 2 Inspection of Supplies and page 47, Section 4 New Materials (Supplies). Are "supplies" defined as the printer and any post processing equipment, or are "supplies" defined as the inks?

Ans. In this solicitation supplies are defined as inks only.

31. In reviewing the Request for Proposal, we noticed several items that we would like clarification on, with regard to vendors of ink jet presses, their capability, and how they may or may not be excluded because of how the bid is written. Specifically: Page 106 stipulates: "The successful vendor must have local service rep with four (4) hour response time on a 24/7 basis." A major vendor only offers a self-maintenance plan, and does not have the infrastructure to support four hour response, 24/7. Will this preclude them?

Ans. Refer to Amendment 2 change in requirements. Successful awarded vendor must respond within four (4) hours of being contacted about a service issue and dispatch a service representative within 24 hours of being notified.

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32. "Features of the winning ink jet system. The winning system must utilize new technologies and must have these technologies engineered into the system." What is WMATA's definition of "new technology"? Ricoh's InfoPrint 5000 system is a very old technology with no enhancements nor improvements since introduction. Will this preclude Ricoh from offering the IP5000 and force the VC60000?

Ans. WMATA will consider printer technology introduced to the market within 3-5 years, "new technology".

33. Page 107 stipulates: "Print head life needs to be at least 12-24 months at these prescribed volume levels. Winning participant should state their expected print head life and put the cost of print heads into their quotations, or include them as a part of a maintenance agreement." Another vendor published head life is less than 12 months. Will this preclude the Series of presses?

Ans. Refer to the requirements outlined in the solicitation. Per the requirements, "Print head life needs to be at least 12-24 months".

34. "Speed. System must be able to produce work at 420 ft/minute (128 m/m) at 360 x 360 dpi" The Canon ColorStream prints at 417 feet per minute (127 m/m) at 600 x 480 dpi. However, because it can print on a 21.25" wide web, full width, edge to edge, WMATA's 21" x 17" application can run in a long edge first, rather than short edge first orientation. This negates the 3 feet per minute delta in comparison to the Ricoh IP5000 for example, which would need to run short edge first. **This can have a serious impact on production time and costs. 5,000,000 sheets (2.5M front images and 2.5M back images) of this size would require...** 3,541,667 feet of paper (107 rolls) on the Canon, but 4,375,000 feet of paper (133 rolls) on the Ricoh. Those 26 additional rolls, at 5 to 8 minutes per roll to change, equates to 2 hours and 10 minutes to 3 hours and 28 minutes without the press printing. Additionally, the time to print short edge first increases production time by 46 HOURS even though the press "runs" 3 feet per minute faster.

Ans. The speed mentioned appears acceptable. Bidders are encouraged to review requirements carefully and propose printers in line with the requirements outlined in the solicitation.

35. "Please define the job ticket format and what functions are being requested in the job ticket, for example: duplex=yes, portrait=yes, copies =10."

**Ans. The above information will be discussed with the successful awardee.
Bidders can submit a sample of their proposed job ticket format with their bid.**

IFB CQ17025 Print Shop Production Printers, Supplies and Related Services**Questions and Answers**

With questions being due one week prior to response deadline, we request an extension to March 29, 2017 in order to finalize our solution.

Ans. See amendment 2.

36. Page 16, #11.a. indicates bid at variance or noncompliant will be rejected:

Is it WMATA's intent that a responding Vendor must not take exception to any specs in the RFP or its terms?

Ans. Exceptions taken to Terms and Conditions may be submitted with bid response. Exceptions taken to specifications may be submitted however, per the solicitation, The Authority is interested in equipment that meets requirements outlined. Proposed equipment not aligned with requirements cannot adequately and fairly be evaluated.

Do pages 5 – 9 Price Schedule Continuation Sheets which is part of the Price Schedule need to be signed?

Ans. See Amendment 2. The Price Schedule is revised.

37. Page 18 #14 Bid Guarantee Does Not Apply:

Please confirm a bid guarantee does not apply and vendors are to disregard the Proposal Security Bond Form on pages 102-103.

Ans. This above is stated in the solicitation as not applicable.

38. Page 21 #25 Performance/Payment Bonds Does Not Apply:

Please confirm Performance/Payment Bonds do not apply and vendors are to disregard the Performance Bond and Payment Bond forms on pages 98-101.

Ans. This above is stated in the solicitation as not applicable.

39. Page 47 #4 New Material (Supplies):

Can a vendor respond with previously operated or demo equipment?

Ans. Refer to answer #33 for the definition of "new technology". Proposed equipment shall aligned with this and other requirements outlined in the solicitation.

FB CQ17025 Print Shop Production Printers, Supplies and related Services

Questions and Answers

40. We would like additional clarification as to the requested scope of work. Specifically, is WMATA's intent for the selected Vendor to provide the ongoing operation and/or operation of the equipment in a day-to-day production basis?

Ans. The expectation is that the successful awardee will supply service on the equipment, as requested or as needed.

41. Page 107 #8 / WMATA does not plan on venting the system:

Our solution has a dryer built inside the print engine which needs venting to outside source. Is this permissible?

Ans. Refer to answer #25.

42. Page 107 / Print head life:

Our solution print head life supports 18 months or 15 liters, whichever comes first (print resolution @ 2400 DPI). Will this satisfy the requirement?

Ans. Refer to answer #34.

43. Page 106 criteria used to select winning system/vendor:

What are the actual points allotted for each criteria?

Ans. The technical requirements and cost will be evaluated together to determine the lowest price, responsive, responsible, bidder.

44. 3(a): Is the 5% factor added to pricing for bidders who are not SBLPP?

Ans. Refer to the DBE webpage for information on the SBLPP program and how the 5% is applied.

45. Will a manufacturer be assessed the 5% factor if using a SBLPP subcontractor for part of the services?

Ans. See answer to #47.

WMATA Owned Property Manufacturer	WMATA Owned Property Model	WMATA Owned Property Serial Number	Supplier Proposed Model	Trade-in Value	Quantity	Monthly	Leased Cost Per Month	Extended Cost
Komori 26"P	L-426	355			1	12	\$ -	\$ -
Sanden Offset Press	921	927			1	12	\$ -	\$ -
							Total Leased Cost Per Year	\$ -

Supplies (consumables) Description	Monthly	Cost Per Month	Extended Cost
	12		\$ -
Total Cost Per Year for Supplies (consumables)			\$ -

Annual Maintenance & Support Description	Monthly	Cost Per Month	Extended Cost
	12		\$ -
Total Cost Per Year for Annual Maintenance & Support			\$ -
Total Cost of Ownership			\$ -

Option Years	Cost Per Year	Extended Cost
Option Year 1	\$ -	\$ -
Option Year 2	\$ -	\$ -
Option Year 3	\$ -	\$ -
Option Year 4	\$ -	\$ -
Overall Total for Options		\$ -