



November 19, 2015

Steve Miller
Fruth Group
4960 E. Beverly Rd.
Phoenix, AZ 85044
smiller@fruthgroup.com

RE: Notice of Susceptibility and Best and Final Offer (BAFO) for Solicitation RFP-150922 – Managed Print Services

Dear Mr. Miller:

In accordance with Pinal County Procurement Code PC1-328 (G) and the criteria set forth in solicitation RFP-150922, the County has determined Fruth Group's proposal to be reasonably susceptible for contract award. This notice of susceptibility shall not be considered an intent to award by the County since the final award decision has not been made at this time. The County would like to ask some questions to further clarify your proposal as well as invite Fruth Group to a Negotiation and Best and Final Offer (BAFO) phase for the solicitation.

The Negotiation and BAFO phase is an opportunity for your company to clarify and improve its proposal prior to the final evaluation before a possible award. At this time you may also request a withdrawal of offer if you so choose.

The County has identified questions that we would like you to provide clarification for. Failure to provide this information may affect evaluation of your proposal.

Items to address in your BAFO for RFP-150922 Managed Print Services:

- (1) Clarification Question #1 – Does your proposal pricing assume the use of new OEM toners?

Yes for Color and Mono MFD's, No for Color and Mono Printers. These will be toners provided exclusively by LMI Solutions as a single source.

Mesa Unified School District is the largest School District in Arizona. They have been a Fruth Group customer for over 9 years. The District insists on Compatible toner cartridges that are remanufactured by LMI Solutions exclusively due to reliability and cost savings.

LMI's Products Provide Cost Savings and Organizational Profitability.

LMI is an R2 certified manufacturer over 350 high quality aftermarket toner cartridges (monochrome & color) designed to meet OEM specifications and exceed OEM performance.

LMI backs its products with exceptional warranties. Because they're products are subjected to rigorous testing in LMI's state-of-the-art R&D laboratory, you can be confident in their product quality and reliability. Every new LMI product must pass a full battery of tests to evaluate its life/yield, compatibility with OEM products, and overall performance under a wide range of environmental and

FINANCE



PINAL COUNTY
wide open opportunity

machine usage conditions. Extensively trained quality assurance inspectors maintain samples and thorough specification documentation for every product they offer.

In 2013, BTA channel member voting selected LMI as the Winner of "Best Remanufactured Cartridges" following recognition from the MPSA and the coveted Readers' Choice Award for the industries "Best MPS Program" and North America's #1 "MPS Infrastructure Provider".

Why pay more if you don't have to. Field Performance:

- *3:1000 Defect Rate*
- *99.8% Field Reliability*

www.lmisolutions.com

Please see Attachments:

- *LMI_Brochure_Guarantee.pdf*
- *LMI Aftermarket FAQ's.pdf*
- *LMI_Brochure_Sustainability.pdf*

- (2) Clarification Question #2 – Please clarify by answering Yes or No that all costs associated with Phase 1 requirements, including inventory and supply management software are included in the CPP fees you have proposed.

YES or NO

- (3) Clarification Question #3 – Please clarify if your company's initial CPP pricing proposal DID NOT include an on-site technician cost?

YES or NO

- (4) Clarification Question #4 – If you answered NO to Question 3 above, please provide an optional on-site technician monthly cost?

N/A



PINAL COUNTY
wide open opportunity

- (5) Clarification Question #5 – If your proposal pricing does NOT assume the use of new OEM toners, please provide pricing assuming the use of new OEM toners. Please use table below to propose your BAFO pricing using only new OEM toners.

The BAFO is due next Monday, November 30, 2015 by 7:30 AM Arizona time. You may submit your BAFO anytime before the due date but revisions will not be accepted after the due date and time. The BAFO may be submitted in person, via regular mail, or via email as a “PDF” file to me at the address listed below.

BAFO PRICING (assuming the use of new OEM toners)

DESCRIPTION	FEE
Color MFD's	Cost-per-Page \$ <u> .07 </u>
Mono MFD's	Cost-per-Page \$ <u> .009 </u>
Color Printers	Cost-per-Page \$ <u> .1395 </u>
Mono Printers	Cost-per-Page \$ <u> .01495 </u>
Fax Machines	Quarterly Base Charge \$ <u> 43.75 per unit </u>

OPTIONAL TECHNOLOGY / SERVICES

DESCRIPTION	FEE
PaperCut NG w/ Print Control for up to 1,000 users	\$ <u> 2,158.00 </u>
Two Years Premium Support for PaperCut NG	\$ <u> 500.00 </u>
Implementation and Training – 4 Hours	\$ <u> 800.00 </u>
	\$ _____
	\$ _____
	\$ _____
	\$ _____
	\$ _____
	\$ _____
	\$ _____



PINAL COUNTY
wide open opportunity

Best and Final Offer (BAFO) Format Instructions:

- You are required to submit the responses to the BAFO Clarification Questions.
- You are required to submit a new signed Offer and Acceptance form as part of your BAFO. Use the attached form.
- Submit your BAFO to:

Lori Pruitt
Buyer II
Pinal County Finance Department
31 N. Pinal Street
Florence, AZ 85132
lori.pruitt@pinalcountyz.gov

I am available for a conference call or meeting to discuss these items or any other questions regarding the BAFO if necessary. Please contact me either by phone or email to arrange a time: 520-866-6262 or lori.pruitt@pinalcountyz.gov. Thank you for your interest in Pinal County.

Sincerely,

Lori Pruitt
Buyer II
Pinal County Finance Department
lori.pruitt@pinalcountyz.gov