

**Q&A Addendum  
Large Format Flatbed & Digital Printers,  
Cutters and Maintenance Service  
RFP 609808**

**This document provides question and answer information pertaining to the above captioned RFP and will be updated as necessary.**

**REMINDER:** It is the Respondent's responsibility to thoroughly examine and read the entire RFP document and any appendices and addenda to this RFP.

**Posted July 19, 2016**

**DUE DATE EXTENSION:** Tuesday July 26, 2016 at 2:30 PM CST. Proposal submission deadline has been extended to the above captioned date/time.

Adjusted timetable: July 27-29 Vendor Presentations (if necessary).

All else regarding the projected timetable for this RFP solicitation remains as is.

**Question:** Is this product to be considered an IT product and therefore subject to the Arkansas Technology Access Clause? I need to know whether or not we need to fill out the VPAT form.

**Answer:** Yes. Please complete the VPAT form as it applies and submit with your bid.

**Question:** Specifically for the large format digital printer, what exactly are they printing? What applications are they using? What is the weekly volume? What sizes are they printing?

**Answer:** *What we are printing on this printer:* Marketing and promotional collateral  
*Applications:* Paper roll-media posters, canvas prints, 3" x 5 1/4" x 6" schedule cards  
*Weekly Volume:* High volume expected to meet coaching, administration and fan audience expectations and demands  
*Sizes:* Printer media roll accommodation should be all widths between 11" to 42" including all standard industry sizes (DIN, ANSI, ARCH)

**Question:** Please confirm if an electronic redacted copy is still required if no proprietary information is included in the Bid Response.

**Answer:** If you are not submitting any confidential, proprietary or trade-secret information in your proposal, then please be sure to address that within your response. In the appropriate section of your response, provide reason as to why you are not providing a redacted copy.

**Question:** In 2.1: How important is the white and varnish ink capability? It can have a major impact on pricing. Also, how important is the roll-to-roll capability considering they also want a roll-to-roll printer? Is the print speed (360sqft/hr) expectation for

draft mode or production mode?

**Answer:** White is one of Arkansas' primary school colors, so both printers must have an independent white ink channel. Varnish is not a critical feature, but can be very useful to us in certain applications. It is important for certain applications and it's a feature we would like the printer to have. We would like a printer that has several different production speed options for different applications; 360 sq-ft/hr should be the fastest production printing speed mode available.

**Question:** In 2.3: What width printer are they looking for? Do they want 4 color, or other color options? Is the print speed (1200sqft/hr) expectation for draft mode or production mode? We don't have access to printers that can reach this speed, our fastest options would be in the range 1000-1168sqft/hr.

**Answer:** The printer should be able to accommodate all roll media widths between 11 inches to 42 inches, including standard industry sizes. 4-colors would be sufficient, but additional color options would be welcome. Ink/toner must be dust and residue-free. We would like a printer that has several different production speed options for different applications; 1200 sq-ft/hr should be the fastest production printing speed mode available.

**Question:** In 2.4: Again what width are they looking for? I'm not familiar with any equipment that has a "Self-sharpening of blade system".

**Answer:** Since this cutting machine will handle all of the output from the printer mentioned in 2.3, it must be able to handle roll media widths between 11 inches to 42 inches, including standard industry sizes. The cutting machine must have this capability as listed in the RFP.

**Question:** In 2.5: 24hr, 365 day response expectation? What does this really mean? Technician must be local? Is this their true expectation?

**Answer:** Support to handle technical or any other conceivable issues with the printers and digital cutters must be available when needed to allow the athletics department to meet our coaches, administration and fan audience demands and expectations. Yes, Technician must be local.

### **Posted July 22, 2016**

**Question:** The bulk of the questions relate to the printing unit for purchase and I am quoting on the cutter. That being said, you also have a request for a local technician. When you guys request this technician, what are you asking of the vendor to confirm that this individual is a certified technician of said equipment? We employ certified technicians to work on the equipment, this ensures our customers consistent and reliable operation, we do not use 3rd party service providers as others might, therefore warranty claims may be at issue?

**Answer:** Athletics is specifically looking for primary vendors who can provide all four items listed on the RFP – not just select items. We are requesting technicians who can provide same-day maintenance, service, and/or troubleshooting of equipment listed on the RFP as well as answering any questions Athletics might have regarding the aforementioned equipment.

**Question:** Another question as it pertains to self-sharpening blade system. In my 20 yrs experience, a self-sharpening feature may be nice, but is it practical?

**Answer:** The specifications required for this product are listed in detail on the RFP.

**Question:** Could you please identify specific applications the UAF Department of Athletics would like to be able to produce along with output quantities?

**Answer:** *Specific applications for the large format flatbed printer:* Large-scale facility wall graphics and signage updates/upgrades with a wide variety of firm substrates and wallpaper materials. Also using the printer in coordination with the digital routing/cutting machine to create items the Athletics department currently outsources, like door plates, luggage tags, press and staff passes, etc.  
*Specific applications for the large format digital printer:* Marketing and promotional collateral like paper roll-media posters, canvas prints, schedule cards, etc.  
*Weekly Volume for both printers:* High volume expected to meet coaching, administration and fan audience expectations and demands

**Question:** The “Large format digital printer” specifies: “The ability to print on media up to 32 mil at no less than 1,200 square feet per hour” - Is the square feet per hour speed a typo?

**Answer:** No.

**Question:** The RFP is asking for a “Large format flatbed printer,” yet it specifies “The ability to accommodate roll media at a minimum of 80 inches,” which is more of a hybrid solution. Would UAF Department of Athletics consider a true Flatbed Printer option that does not accommodate roll media?

**Answer:** The flatbed printer must accommodate roll media.

**Question:** The type of solution(s) requested requires highly-trained, skilled labor. Could you please specify the number of employees that will be dedicated to this operation and their experience levels?

**Answer:** Being in the exploratory process in the RFP, we will work to finalize all operational aspects once we decide to move forward with a tentative solutions selection.

**Question:** Would the UAF Department of Athletics consider partnering with an organization to provide the on-site governance and operational oversight?

**Answer:** No, the department is not seeking that kind of arrangement.

**Question:** Can you provide details concerning the space that will be dedicated for this operation? Based on our calculations, you would need approximately 2,000 sq ft of workspace in order to provide an optimal working environment for this type of operation. Please keep in mind that this figure does not include space that would be utilized by other Production Printing/Binding Equipment outside of what is specified in the RFP. Furthermore, if you haven’t considered this already, it would be recommended to house the routing table in a separate room due to the amount of “dust” this type of solution generates.

**Answer:** Being in the exploratory process in the RFP, we will work to finalize all operational aspects once we decide to move forward with a tentative solutions selection.

**Question:** Regarding delivery and installation, can you provide details on the intended workspace as it relates to door width, loading dock access, and climate control capabilities?

**Answer:** Being in the exploratory process in the RFP, we will work to finalize all operational aspects once we decide to move forward with a tentative solutions selection.

**Question:** The type of solution(s) requested requires a powerful technology infrastructure to facilitate the design and processing of the output jobs. Can you please describe any current investments in this type of technology or provide specifications as to UAF Department of Athletics requirements related to this technology?

**Answer:** Being in the exploratory process in the RFP, we will work to finalize all operational aspects once we decide to move forward with a tentative solutions selection.

**Question:** Would UAF Department of Athletics consider tabling this RFP and allowing a reputable company to perform a detailed needs and environment assessment concerning people, processes, and technology necessary to optimize value and cost?

**Answer:** No, we require the equipment in this RFP as soon as possible to meet our immediate needs.