



PORTFOLIO SNAPSHOT

PORTFOLIO TITLE: MAILING EQUIPMENT,
SUPPLIES &
MAINTENANCE

LEAD STATE: Arizona

OVERVIEW:

The Master Agreements in this portfolio offer equipment, services and maintenance support to meet the mailing needs of the customer

INITIAL TERM: 05/15/2022 to 05/14/2024

RENEWALS: Three 1-year Renewals

TOTAL POSSIBLE TERMS: Five (5) years

**Due to differences in the date of execution and other factors, individual master agreement terms may vary. Buyers should review the applicable master agreement and associated addenda to verify the term.*

PRODUCT CATEGORIES:

1. Postage Meter Rental (to include Legacy Postage Meters)
2. Mailing Systems, Ultra Low Volume
3. Mailing Systems, Low Volume
4. Mailing Systems, medium Volume
5. Mailing Systems, High Volume
6. Mailing System, Production
7. Integrated Postal Scales
8. Letter Openers, Low Volume
9. Letter Openers, High Volume
10. Letter Folders, Low Volume
11. Letter Folders, High Volume
12. Inserters, Production
13. Folders/Inserters, Low Volume
14. Folders/Inserters, Medium Volume
15. Folders/Inserters, High Volume
16. Folders/Inserters, Production
17. Envelope Mail Labeler, Low Volume
18. Envelope Mail Labeler, Medium Volume
19. Envelope Mail Labeler, High Volume
20. Envelope Mail Labeler, Production
21. Envelope Addressing System, Ink Jet, Low Volume
22. Envelope Addressing System, Ink Jet, Medium Volume
23. Envelope Addressing System, Ink Jet, High Volume
24. Envelope Addressing System, Ink Jet, Production
25. Tabbers, Low Volume
26. Tabbers, Medium Volume
27. Tabbers, High Volume
28. Tabbers, Production
29. Check Imprinting/Endorsing
30. Pressure Sealing, Production
31. Bursting Equipment, Production
32. Pre-sorting Equipment, Production
33. Extractors
34. Mailing Furniture (specific to a category)
35. Mailing Furniture (General)
36. Accessories
37. Software, License & Subscription
38. Software Integration
39. Training
40. Supplies/Consumables
41. Design, Production Only
42. Assembly/Installation, Production Only
43. Equipment Leasing
44. Equipment Rental
45. Equipment Relocation Services

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KEY BENEFITS:

- These contracts include a wide range of products, from ultra-low volume to production mailing systems
- Retained incumbents have the highest usage from the current contract, added new suppliers to provide a nationwide offering of products and services
- Discount percentages remained static from the current contract

PRICING:

The new solicitation has produced discount rates of 5% to 44% for products and services

PROCUREMENT BACKGROUND:

The State of Arizona released the RFP for Mailing Equipment, Supplies, and Maintenance on July 6, 2021. The Sourcing Team conducted evaluations and the team met on October 6th and October 15, 2021 to discuss and finalize the evaluations and award recommendations.

STATES ON SOURCING TEAM:

- Arizona (Lead)
- Texas (2 members)
- California (2 members)
- Illinois (2 members)
- Connecticut

SOLICITATION INFORMATION (ORIGINAL):

TYPE: REQUEST FOR PROPOSAL (RFP)

- Solicitation Number: BPM003137
- Publicly Advertised: 07/06/2021 - 09/08/2021
- Posted On: Arizona Procurement Portal (APP)
- Posting Link: https://app.az.gov/page.aspx/en/bpm/process_manage_extranet/5822
- Number of Days Publicly Posted: 64
- Number of Amendments Posted: 4

PUBLIC OPENING (ORIGINAL):

Sealed responses were publicly opened upon closing of the solicitation at 5:00pm MT on 09/08/2021.

VENDOR RESPONSES (ORIGINAL):

- Number of Vendor Responses Received: 9
- Number of Non-Responsive Vendor Responses: 0
- Number of Vendor Responses Evaluated: 9

EVALUATIONS:

The due date to submit Responses was September 8, 2021. The Responses were provided to the evaluators shortly thereafter and they began their reviews in their respective home states. The members of the Sourcing Team met virtually on October 6, 2021 and October 15, 2021 to discuss their evaluations and award recommendations.

EVALUATION CRITERIA:

Responses were evaluated based on the following Evaluation Criteria:

Capacity of Offeror, Years of Experience

Method of Approach

Cost/Price

SCORING:

Responses were scored according to the RFP's Evaluation Criteria. Anyone interested in receiving a copy of the scoring that was used to determine the awards for this RFP should contact the Lead State as identified on the portfolio's NASPO ValuePoint website.

AWARD:

The RFP allowed for multiple vendor awards based on each vendor's success in earning more than 65% of the total 1000 maximum points possible during the scoring process; 7 of the 9 vendors evaluated received scores over 650 points making them eligible for award.

SUPPLIERS AVAILABLE (As of October 2021):

- Bell & Howell LLC
- DMT Solutions Global Corporation
- Fluence Automation LLC
- OPEX
- Pitney Bowes
- Quadient, Inc.
- Francotyp Postalia Inc.