

Felix P. Camacho
Governor



GENERAL SERVICES AGENCY

(Ahensian Setbision Hinirat)
Department of Administration
Government of Guam

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Lt. Governor

Lourdes M. Perez
Director

Department of Administration

Joseph C. Manibusan
Deputy Director

Department of Administration

**BEFORE THE OFFICE OF PUBLIC AUDITOR
PROCUREMENT APPEAL**

In the Appeal of:)
)
)

TOWN HOUSE DEPARTMENT)
STORES, INC., dba)
ISLAND BUSINESS SYSTEMS)
& SUPPLIES)

Appellant)
)
)

Docket No.: OPA-PA-08 012

Procurement Record

Buenas Yan Hafa Adai! Pursuant to 2GAR §12104(c)(3) the procurement record is hereby submitted as required.

CLAUDIA S. ACFALLE
Chief Procurement Officer

RECEIVED
OFFICE OF THE PUBLIC AUDITOR
PROCUREMENT APPEALS

SEP 19 2008

TIME: 11:44 am
BY: T. Camacho
FILE No. OPA-PA-08-012

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2. Letter from Attorney Brown dated September 8, 2008
3. Letter from Attorney Brown dated August 25, 2008
4. Notice of Protest – Attorney General
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7. Letter from IBSS requesting Extension – May 16, 2008
8. Response to Request for Quotation Numbers:
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 - (b) - Xerox Corp.
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(f) Requisition No. Q080800052

9(f) 1- RFQ#08002256 – Xerox Corp.

9(f) 2- “ - IBSS

9(f) 3- “ - Docu Center

9(f) 4- “ - Quality Business System

10. Reference: GPA – Invitation for Bid No. GPA-032-08
(Document Management Service Lease Agreement)

Protest Response



Felix P. Camacho
Governor



GENERAL SERVICES AGENCY

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Michael W. Cruz
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Lourdes M. Perez
Director

Department of Administration

Joseph C. Manibusan
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September 9, 2008

John Thos. Brown
Attorney At Law
General Counsel
Jones & Guerrero Co., Inc. (Guam USA)
J & G Corporate Office
545 Chalan Machaute (Rte 8 @Biang St.)
Maite, Guam 96910

Re: Protest – Request for Price Quotation
(Multi-function Copiers)

Dear Mr. Brown:

Buenas Yan Hafa Adai! This is to acknowledge receipt of your protest letter dated May 20, 2008 protesting request for price quotations for requisition numbers #0808000: 47 through 52 and #080022: 41, 49, 51, 52, 55 & 56.

Based on my factual evaluation the protest is without merit based on the following:

Issue:

The request for price quotation (“RFQ”) is a method of source selection that is not appropriate for competitively sealed bids. Competitive sealed bidding, utilized by some agencies, thereby generating, more competitive bidding and savings to the Public Purse.

Response:

The intent of the General Services Agency (GSA) is to procure copier machines through the Federal GSA prices, terms and conditions applicable to the Federal Supply Schedules Program (“FSSP”), which provides: *5 GCA §5122 U.S. Government. The General Services Agency shall procure supplies from the United States when the cost to the General Services Agency is less by ten percent (10%) than from other contractors.* Attached is a copy of an opinion issued by the Office of the Attorney General regarding the legality of purchasing through the Federal GSA Contracts.

ACKNOWLEDGEMENT COPY

RECEIVED BY 

DATE - 11 Sep 08

ACKNOWLEDGEMENT COPY

RECEIVED BY X. BLAS

DATE - 12 SEP 08 @ 9:28A

On 18 April 2008 the Guam Power Authority issued an invitation for bid solicitation number GPA-032-08 for Document Management Service Lease (Copier Machines). Two (2) machines are identical to the copier machines that GSA is soliciting, in which Island Business Systems and Supplies (IBSS) participated.

The GSA requested for copies of the bid solicitation and abstract for GPA-032-08 and also received price quotation through the request for quotation process from another vendor which will also be used to determine if the GSA Federal Contract is less than ten percent (10%) than from other contractors. Upon receipt of this letter you are notified that GSA will continue with the procurement process.

Therefore, based on the opinion issued by the Office of the Attorney General on June 16, 2008 Ref: GSA-07-1084, and the procedure set forth by the Chief Procurement Officer it is the determination of this office that proper procurement procedures were followed in accordance to procurement rules and regulations and statutes as required.

Upon receipt of this notice it is our determination that your protest is without merit. You are therefore, notified of our determination and that you have a right to seek administrative review.


CLAUDIA S. ACFALLE
Chief Procurement Officer

cc: Attorney General, Office of the Attorney General

Alicia G. Limtiaco
Attorney General



Alberto E. Tolentino
Chief Deputy Attorney General

Office of the Attorney General

June 16, 2008

LEGAL MEMORANDUM

Ref: GSA 07-1084

TO: Chief Procurement Officer, General Services Agency
FROM: Attorney General *ALC*
SUBJECT: Legality of Purchasing through Federal GSA Contracts

You have requested an opinion regarding the following question:

ISSUE: When supplies needed by the government of Guam are available under a Federal General Services Administration (Federal GSA) contract, may the government of Guam General Services Agency (local GSA) use the Federal GSA contract to make the purchase without first going through a competitive sealed bid process?

ANSWER: See discussion and conclusion.

STATEMENT OF FACTS:

The local GSA has been using Federal GSA contracts for many years to acquire supplies when supplies needed by a government of Guam agency are available under a Federal GSA contract. This practice has been called into question by the government's external auditors Deloitte & Touche LLP ("Deloitte") in the Government of Guam Single Audit Reports for the Year Ended September 30, 2006 ("FY06 Audit").

For example, in the FY06 Audit's Schedule of Findings and Questioned Costs for grant money from the U.S. Department of Homeland Security, Finding No. 06-30 indicated that of 34 procurement transactions audited, the local GSA used informal quotes for nine of them even though the nine transactions "did not meet the small purchase threshold of \$14,999". However, according to the local GSA, these nine transactions were undertaken as Federal GSA contract purchases and not put out to bid, and were documented accordingly. The transaction amounts ranged from \$25,695 to \$313,562.

The criteria against which Deloitte measured the nine transactions was indicated in the FY06 Audit on page 67 as:

In accordance with applicable procurement requirements, the grantee will maintain records sufficient to detail the significant history of a procurement. These records will include a rationale for the method of procurement, selection of contract type, contractor selection or rejection, and the basis for the contract price. Furthermore, in accordance with the applicable local procurement law, the following requirements apply:

- The Guam General Services Agency shall procure from the United States only when the cost is ten percent less than procuring from other contractors.
- The Guam General Services Agency shall use competitive sealed bidding when the procurement exceeds the small purchase threshold of \$14,999.

In response to the FY06 Audit's Finding No. 06-30, the local GSA wrote to Deloitte on May 31, 2007 justifying the nine transactions as procurement from companies with Federal GSA contracts. However, Deloitte has subsequently indicated that its position on the questioned costs remains unchanged.

In making the purchases questioned in the FY06 Audit under Federal GSA contracts, the local GSA relied upon an Attorney General opinion issued on August 21, 1991 (Ref. No. GSA 91-1358). The opinion discussed, among other laws, the only Federal law directly addressing the subject found in the Organic Act of Guam. The Federal law stated:

§1423l. Purchase through GSA. The Territorial and local governments of Guam are authorized to make purchases through the General Services Administration.

48 U.S.C. §1423l. The opinion concluded at page 2:

Clearly, if a local business has the sole distributorship of an item that has a federal GSA contract and wishes to offer that contract to Guam's GSA, it can do so and would not violate the procurement laws if Guam GSA directs the purchase through the federal GSA.

The request from the local GSA for the present opinion cites 5 GSA §5122 which provides:

§5122. U.S. Government. The General Services Agency shall procure supplies from the United States when the cost to the General Services Agency is less by ten percent (10%) than from other contractors.

The instant memorandum will revisit the same question analyzed in the prior opinion, and asked once again by the local GSA.

DISCUSSION:

1. In 1993, 48 U.S.C. §1423l cited in the prior Attorney General opinion was omitted and replaced by 48 U.S.C. §1469e.

According to the notes to §1423l, this section was enacted as part of a series of annual appropriations to the U.S. Department of Interior and was never a part of the Organic Act of Guam, nor was it originally enacted as a part of Title 48 of the U. S. Code. The first enactment

of this language was in the General Appropriations Act of 1951 in the chapter on the U.S. Department of Interior, and was part of an appropriation to the Office of the Secretary. The enactment read:

For expenses necessary for the administration of Territories and possessions under the jurisdiction of the Department of the Interior, including expenses of the Offices of the Governors of Alaska, Hawaii, and Guam, and the Government of the Virgin Islands, including the agricultural station; compensation and mileage of members of the legislatures in Alaska and Hawaii; compensation of members of the Supreme Court and the legislature in Guam; care of insane as authorized by law for Alaska (48 U.S.C. 46-50); grants to the Virgin Islands and Guam, in addition to current local revenues, for support of governmental functions; personal services, household equipment and furnishings, and utilities necessary in the operation of the several Governors' houses; and personal services in the District of Columbia; \$3,392,180; Provided, That the territorial and local governments of the Virgin Islands and Guam are authorized to make purchases for their public institutions through the General Services Administration. [Emphasis added.]

General Appropriations Act of 1951, Ch. VII, Title I, §101, 64 Stat. 694 (Sept. 6, 1950), 82nd Cong., 2nd Sess., 1950 U.S. Code Cong. & Admin News, 763.

Subsequent to the first enactment in September of 1950, similar language appeared in annual appropriations to the Department of Interior every fiscal year up to 1992. At some point in time, apparently, the Federal Office of the Law Revision Counsel saw fit to place the language in Title 48 of the U. S. Code in the chapters of each of the territories administered by the Department of the Interior and affected by the enactment. For Guam, that became 48 U.S. C. §1423l.

By the last inclusion of the language in an appropriations act in 1992, the pertinent language had changed to read:

Provided, That the territorial and local governments herein provided for are authorized to make purchases through the General Services Administration;

Department of Interior & Related Agencies Appropriations Act of 1993, U.S. Pub. L. 102-381, Title I, 106 Stat. 1392 (Oct. 5, 1992).

In any event, in 1993, the Office of the Law Revision Counsel omitted §1423l from the U. S. Code because Congress enacted another law in Title 48 in Chapter 10 on the general provisions applicable to the territories. The new law, still in effect today, reads:

§1469e. Insular Government Purchases. The Governments of American Samoa, Guam, the Northern Mariana Islands, the Trust Territory of the Pacific Islands and the Virgin Islands are authorized to make purchases through the General Services Administration.

The legislative history of §1469e indicates that the "provision would codify a long standing Federal Government policy which has been enacted annually in the legislation to provide

appropriations for the Department of Interior and related agencies." S. Rep. No. 243, 102th Cong. (1992).

Thus, Congress clearly intended Guam to have the authority to purchase through the Federal GSA system, such that Congress consistently ever since 1950 included the authority to do so in an appropriations act to the Department of Interior, finally codifying the policy in 1992 for Guam and the other territories as 48 U.S.C. §1469e.

2. 48 U.S.C. §1469e permits Guam to use the Federal Supply Schedule Program but does not make its use mandatory, and therefore, Guam may legitimately impose limitations on use of the Program.

The language from the two appropriations acts quoted above and 48 U.S.C. §1469e do not require Guam or the other territories to purchase through the Federal GSA contract system, known as the Federal Supply Schedule Program. This is in contrast to some Federal agencies which are required to use the program as their primary source of supplies. Those agencies are identified directly in the supply schedules. See 48 C.F.R. §38.101(b). Agencies not identified as mandatory users may use the system if they wish to, but are not required to. See 48 C.F.R. §38.101(c).

Given the permissive tone of the language granting authority to the territories in §1469e, the governments of the territories must fall into the non-mandatory category of users.

Thus, the Guam Legislature could decide how or when the government would use the Federal Supply Schedules, or to place restrictions or limitations on the use thereof.

Furthermore, the Federal Acquisition Regulations indicate that:

Orders placed under a Federal Supply Schedule contract . . . must, whether placed by the requiring agency, or on behalf of the requiring agency, be consistent with the requiring agency's statutory and regulatory requirements applicable to the acquisition of the supply or service.

48 C.F.R. §8.404(c)(3). Therefore, the 10% differential mentioned in 5 GCA §5122 is a legitimate limitation on use of Federal supply contracts by the government of Guam, and the government of Guam must first comply with any requirements imposed by the local procurement laws.

3. Competitive sealed bidding is the primary procedure for procurement by the government of Guam, but 5 GCA §5210 lists exceptions and recognizes that other laws may have the effect of creating an exception.

What is not clear from 5 GCA §5122 is how the 10% differential is to be determined.

Regarding competitive sealed bidding, the Guam Procurement Law provides:

§5210. Methods of Source Selection. (a) Unless other wise [sic] authorized by law, all territorial contracts shall be awarded by competitive sealed bidding, pursuant

to §5211 of this Article, except for the procurement of professional services and except as provided in:

- (1) Section 5212 of this Article; [Repealed section]
- (2) Section 5213 of this Article;
- (3) Section 5214 of this Article;
- (4) Section 5215 of this Article;
- (5) Section 5216 of this Article for services specified in §5212 of this Chapter; or
- (6) Section 5217 of this Article. [Emphasis added.]

5 GCA §5210(a). Thus, competitive sealed bidding is made the primary procedure for government procurement with the exceptions noted in §5210. The listed exceptions are for small purchases (5 GCA §5213); sole source purchases (5 GCA §5214); emergency purchases (5 GCA §5215); purchases of services specified in 5 GCA §5121 (5 GCA §5216); and purchases from nonprofit corporations (5 GCA §5217). The services specified in 5 GCA §5121 are for "accountants, physicians, lawyers, dentists, licensed nurses, other licensed health professionals, and other professionals", commonly referred to collectively as professional services.

Omitted from the listed exceptions of §5210(a) is procurement from the Federal GSA. However, the competitive sealed bidding statute includes at its beginning the phrase "unless other wise [sic] authorized by law". We cannot assume that just because the Legislature listed exceptions to the competitive sealed bidding procedure that the phrase "unless other wise [sic] authorized by law" is meaningless. The rules of statutory construction require that every word, sentence and phrase in a statute be given effect and meaning, and that no word be considered mere surplusage. *Hechtman v. Nations Title Insurance of N.Y.*, 840 So.2d 993, 996 (Fla. 2003).

Giving the phrase its full meaning, one would have to conclude that any other valid law in existence authorizing another sort of procurement method or creating a type of exception would also legitimately preclude the use of the competitive sealed bidding method. Thus, we may consider that 5 GCA §5122, authorizing procurement through the Federal GSA, is one such other valid law excepting procurement via competitive sealed bidding if the effect of §5122 is indeed to except it from any competitive procedure.

However, again we note that in 5 GCA §5122, the Legislature did not state expressly how the comparison of prices was to be accomplished, nor state that procurement through the Federal Supply Schedules was exempted from competitive sealed bidding. In contrast, the Legislature in the case of procurement from nonprofit corporations, one of the exceptions listed in §5210, specifically stated that competition was not required. Section 5217 of 5 GCA provides:

§5217. Procurement from Nonprofit Corporations. A contract may be awarded for a supply or service without competition when the contractor is a nonprofit corporation employing sheltered or handicapped workers. . . . [Emphasis added.]

Thus, there is a genuine question as to whether the local GSA was meant to forego competitive sealed bidding altogether when procuring from the Federal GSA. After all, §5122 requires some sort of price comparison to satisfy the 10% differential and competitive sealed bidding is certainly one way of obtaining prices for comparison.

4. The competitive sealed bidding process was not intended for use in acquiring prices for comparison against Federal GSA contract prices.

To suggest that competitive sealed bidding must be used is to also suggest that the competitive sealed bidding process can be cancelled once it has been used as the vehicle to acquire prices for comparison purposes, assuming the 10% price differential is met. However, if the local GSA knows from the outset of the competitive sealed bidding process that it merely wishes to compare bid prices with the Federal GSA contract price and then cancel the bid process if the 10% differential is met, then to not make this disclosure from the outset of the process would be to practice a deceit upon those submitting bids in earnest with the hope of winning the bid.

Therefore, GSA would have to issue the invitation to bid giving full disclosure that the supply is available through a Federal GSA contract and GSA must also disclose the possibility of cancelling the solicitation after the bids have been opened and the prices compared against the Federal GSA price. This is in keeping with the statutory procurement policy that the government ensure the fair and equitable treatment of all bidders at all times. 5 GCA §5001(b)(4). However, for obvious reasons, these disclosures would probably have the effect of discouraging bidders from placing bids.

An examination of the government's procurement rules show that the competitive sealed bidding process was not intended for use to compare prices. This intent is evident in the rule pertaining to cancellation of invitations to bid. Section 3115(b) at 2 GAR Division 4 states the policy on cancellation as:

(b) Policy. Solicitations should only be issued when there is a valid procurement need unless the solicitation states that it is for informational purposes only. The solicitation shall give the status of funding for the procurement.

Preparing and distributing a solicitation requires the expenditure of government time and funds. Businesses likewise incur expense in examining and responding to solicitations. Therefore, although issuance of a solicitation does not compel award of a contract, a solicitation is to be cancelled only when there are cogent and compelling reasons to believe that the cancellation of the solicitation is in the territory's best interest. [Emphasis added.]

Section 3115(b) sets the parameters for when competitive sealed bidding may or may not be used by indicating that there must be a "valid" procurement. We take this to mean that the government must have a genuine intent to carry out all the steps of the sealed bid procedure to the end resulting in an award to the lowest bidder. Otherwise, the government should not begin the process at all. If GSA is searching for information only, or does not intend to fully carry out the solicitation for any other reason, then GSA must use some other form of procedure such as an invitation to solicit interest or invitation to solicit information or a request for quotation.

Section 3115(b) also makes clear the reason why an invitation to bid should not be issued unless there is an intent, from the outset, to carry it through the very end. Time is used and money is spent to conduct or participate in a competitive sealed bidding process, both by the government and by the bidders, much more than for an invitation to solicit information or a request for quotation. The government incurs the costs of writing the specifications, preparing the invitation to bid packages, and advertising in a newspaper of general circulation. The bidders incur the costs of analyzing and researching the bid requirements, negotiating with subcontractors, putting a bid together, and acquiring a bid bond. These costs will always be more than for a streamlined process to acquire prices for mere comparison purposes.

Section 3115 then goes on to give examples of what are considered cogent and compelling reasons for cancellation. The list of reasons includes:

- (i) the supplies, services, or construction being procured are no longer required;
- (ii) ambiguous or otherwise inadequate specifications were part of the solicitation;
- (iii) the solicitation did not provide for consideration of all factors of [f] significance to the territory;
- (iv) prices exceed available funds and it would not be appropriate to adjust quantities to come within available funds;
- (v) all otherwise acceptable bids or proposals received are clearly unreasonable prices; or
- (vi) there is reason to believe that the bids or proposals may not have been inadequately arrived at in open competition, may have been collusive, and may have been submitted in bad faith.

2 GAR Division 4, 3115(d). This list of cogent and compelling reasons suggests that cancellation is appropriate only when GSA becomes aware of a fact after the solicitation process begins, or when a new fact arises after the process begins. However, if GSA is aware from the outset that cancellation is possible or imminent, then competitive sealed bidding is simply not the procedure anticipated by these procurement laws, even if full disclosure is given concerning GSA's intent to possibly cancel.

5. GSA has the authority to adopt standard operating procedures and GSA adopted a procedure reasonably calculated to determine whether a 10% differential exists.

The rules, which are promulgated by the Policy Office, do not expand upon how to find the 10% differential. In fact, the rules do not even mention procurement through the Federal GSA.

However, 5 GCA §5113 gives the Chief Procurement Officer the power to "adopt operational procedures governing the internal functions of [GSA's] procurement operations." This section was fleshed out and incorporated in the rules at 2 GAR Division 4 §2104(b) as follows:

Consistent with the provisions of the Guam Procurement Act and the Guam Procurement Regulations, the Chief Procurement Officer . . . may adopt operational procedures governing the internal functions of their procurement operations, a copy shall be provided to the Policy Office. [Emphasis added.]

Because the rules do not make any decisions regarding the 10% differential, the manner of finding the differential was left to the Chief Procurement Officer as an "operational procedure" of GSA's procurement functions, and the Chief Procurement Officer had every right to adopt a procedure therefor in order to make the statute authorizing procurement through the Federal GSA a functional one. In doing so, the Chief Procurement Officer would be consistent with both the procurement statutes and rules which left the question open to interpretation and gave GSA the authority to decide how to handle the procedure.

Furthermore, the Chief Procurement Officer is required by §2104(b) to provide the Policy Office with a copy of any standard operating procedure adopted; thus giving the Policy Office an opportunity to consider the procedure adopted and have it changed if any part of it was disagreeable.

Presumably in accordance therewith, the Chief Procurement Officer established a standard operating procedure for its buyers to use, a copy of which is attached to this memorandum as Attachment A.

The steps of the standard operating procedure, simplified and restated, are as follows:

1. The buyer shall inquire through the Federal GSA office in Hawaii whether the Federal GSA has a contract for the type of supplies or equipment desired. If available through the Federal GSA, then the buyer shall request the contract number and all other pertinent information.
2. After receipt of the information from the Federal GSA, the buyer shall issue a request for quotation to at least three (3) local vendors in order to calculate the 10% differential required by 5 GCA §5122.
3. The buyer shall then prepare an abstract with the information obtained from the three local vendors and compare the local prices against the Federal GSA contract price to see if the Federal GSA contract price is at least 10% less than the three local vendors.
4. If the 10% differential exists, then the supplies or equipment shall be obtained through the Federal GSA contract.

Not stated in the standard operating procedure, but implied therein and confirmed by the Chief Procurement Officer, is that if the abstract shows a 10% differential does not exist, then the local GSA must begin a competitive bid process for the supplies or equipment needed.

On its face, this procedure is reasonably calculated, and therefore a sufficient means, to acquire the figures which are needed for comparison purposes only, and a practical way to prevent the inappropriate use of the competitive bidding process and also to prevent the inappropriate

LEGAL MEMORANDUM (GSA 07-1084)

To: Chief Procurement Officer, GSA

June 16, 2008

Page -9-

cancellation of such bidding process once begun. Certainly, it is not the only means to acquire prices for comparison purposes, but it was the means chosen by the local GSA in accordance with the authority granted to it to adopt operational procedures.

CONCLUSION:

The Chief Procurement Officer had the authority to adopt standard operating procedures for determining that a 10% difference exists between the Federal GSA contractor's price and the prices of local vendors. Therefore, if the local GSA office procures through the Federal GSA in accordance with the standard operating procedure adopted, then competitive sealed bidding is not required. However, if the abstract prepared in accordance with the procedure shows that the Federal GSA contractor's price was not at least 10% less than the prices quoted by the three local vendors, then the local GSA must issue an invitation to bid.



DEBORAH RIVERA
Assistant Attorney General

Attachment (1)

cc: Director, Department of Administration
Public Auditor of Guam
Deloitte & Touche LLP

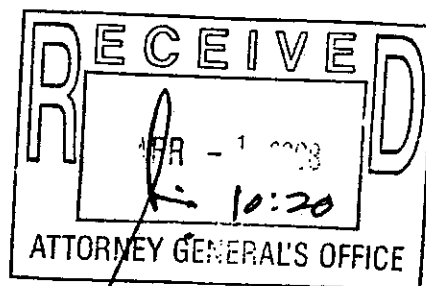
PURCHASING FROM GSA FEDERAL SUPPLY CONTRACT

PROCEDURE

If a Buyer receives a requisition and the item being requested is for supplies, services or equipment, it may be purchased through the federal contract without the bidding procedure. The following steps shall be followed:

1. The Buyer shall inquire through GSA Federal in Hawaii by fax or by phone if they have the type of supplies, services or equipment in their contract. If so, request for the contract number and under what Federal Supply Contract number.
2. Upon receipt of the requested information from GSA Federal, the Buyer will then issue a request for quotation to at least three (3) local vendors in order to calculate the 10% as stated by the 5GCA. The buyer will then prepare an abstract and make their determination whether to process thru bidding or purchase thru the Federal Supply Contract depending on the outcome of the calculation.
3. If it is listed on the Federal Supply Contract and the local vendors provided a quote exceeding the 10% requirement a purchase order shall be prepared indicating the description, the quantity and the amount, etc. to Federal Supply Contract.
4. A purchase order shall be processed through the GSA Federal in Hawaii.
5. All the delivery, warranty and other terms are pre-negotiated under the federal contract.
6. The Buyer shall make appropriate follow ups with GSA Federal to keep up-to-date with the status of the order.
7. If the order is an equipment or vehicle, it still gets cleared through DPW before final acceptance.

Attachment A



Letter – 8 September 2008
Attorney Brown

2

JOHN THOS. BROWN
ATTORNEY AT LAW *

GENERAL COUNSEL
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8 September, 2008

Ms. Claudia S. Acfalle, Chief Procurement Officer
Guam General Services Agency
Department of Administration, Government of Guam
148 Route 1 Marine Drive
Piti, Guam 96925

GOVT OF GUAM
2008 SEP -8 PM 3:19
RECEIVED

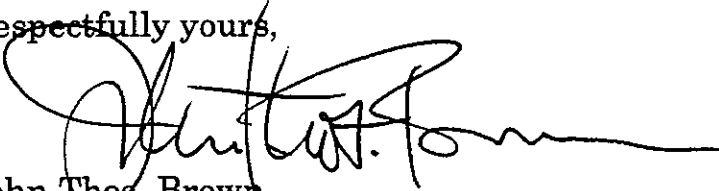
RE: REQUEST FOR DECISION ON PROTEST
RFQ #s: 080022: 41, 49, 51, 52, 55 & 56
All Dated: 5/15/2008

Dear Ms. Acfalle,

Last Wednesday, September 3rd, you summonsed me to your office to cordially discuss this matter. While we did not reach any resolution of the dispute, we did exchange the information that you have stayed the referenced procurement and you advised that you were in possession of an Attorney General Opinion that allowed you to conduct purchases from the Federal GSA price list (the "FSSP" - Federal Supplies Purchase Program) according to your own internally adopted procedures, contrary to the assertions in the Protest. You would not provide me with a copy of the opinion, telling me you would attach it to your response, which you indicated would come the next day.

I have not heard from you whether you will accept or deny IBSS' protest or seek other resolution of it, and I remind you I am awaiting your due response.

Respectfully yours,


John Thos. Brown
General Counsel (for IBSS)

* Admitted to Practice: California, Guam and Commonwealth of Northern Mariana Islands, USA [Inactive in NSW, Australia]*

* Micronesian Brokers, Inc. (Guam and CNMI)/Aquarius Beach Towers, (Saipan, CNMI)/Livno Holdings PTY LTD (A.C.N. 003 585 331)/Domino Stud of Kentucky, Inc./Austpac Container Line PTY LTD (A.C.N. 003 485 489)/ Austpac Transportation Services Pty Ltd (A.C.N. 003 453 950)/Townhouse, Inc. (Saipan, CNMI)/ IBSS (Guam and Saipan)

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GOVT OF GUAM
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ATTORNEY AT LAW *
E.S.A.M.C

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RECEIVED

25 August, 2008

Ms. Claudia S. Acfalle, Chief Procurement Officer
Guam General Services Agency
Department of Administration, Government of Guam
148 Route 1 Marine Drive
Piti, Guam 96925

RE: REQUEST FOR DECISION ON PROTEST
Request for Price Quotation
Multi-function Copiers (total 9 machines)
Requisition #s: 0808000: 47, 48, 49, 50, 51, 52
RFQ #s: 080022: 41, 49, 51, 52, 55 & 56
All Dated: 5/15/2008

Dear Ms. Acfalle,

On May 21, 2008, I, on behalf of Island Business Systems and Supplies ("IBSS") caused to be delivered to you a Procurement Protest in respect of the referenced RFQ. A copy of that protest is attached.

You have not seen fit to acknowledge or respond to this Protest in any manner¹.

IBSS does hereby formally request that you render your final decision on the protest or immediately advise why you feel you are exempt from producing a decision on or otherwise responding to procurement protests in general or this one in particular.

I draw your attention to a recent Decision of the Public Auditor involving the

¹ 5 GCA§ 5425(c) requires that the decision be issued "promptly". 2 GAR § 9101(g)(1) requires a decision on a protest to be made "as expeditiously as possible".

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failure of GPSS to respond to a procurement protest.² In that Decision, the Public Auditor held:

“The Public Auditor holds that GPSS’ failure to produce a decision on IBSS’ December 4, 2007 protest is a violation of 5 G.C.A. §5425(c) and (d) and 2 G.A.R., Div.4, Chpa. 9, §9101(g) and a bad faith act that violates 5 G.C.A. §5003 and undermines the integrity of the procurement process and the Public Auditor has the authority to compel the Superintendent of GPSS to produce the decision.”

At the very least, if you have, in consequence of the IBSS referenced protest, cancelled the referenced RFQ, common courtesy and the relevant law and regulation oblige you to notify IBSS of that fact, when it occurred and any other relevant details, and the reasons for it, in response to the procurement protest.

And, if you have indeed cancelled the RFQ, we would ask what have you done to otherwise make arrangements for the solicitation of the obviously needed equipment? IBSS is and remains a prospective bidder for any such equipment.

Respectfully yours,



John Thos. Brown
General Counsel
for IBSSS

² IN THE APPEAL OF IBSS (vs. GPSS) OPA-PA-08-003,
http://www.guamopa.org/docs/procurement_appeals/Decision_08_003.pdf

Letter – 25 August 2008
Attorney Brown

3



**Notice of Protest -
Attorney General**

4



Felix P. Camacho

Governor



Lourdes M. Perez
Director, Dept. of Administration

GENERAL SERVICES AGENCY

(Ahensian Setbision Hinirat)

Government of Guam

P.O. Box FG, Agana, Guam 96910

Michael W. Cruz

Lt. Governor

Joseph C. Manibusan
Deputy Director

May 22, 2008

Memorandum

To: Attorney General

From: Chief Procurement Officer

Subject: Protest – John Thos. Brown, Attorney At Law
General Counsel, Jones & Guerrero Co. Inc. (Guam U.S.A.)

Hafa Adai! Pursuant to 2GAR Chapter 9 §9109 (4) Notification of the Attorney General, attached is a copy of the protest letter lodge by John Thos. Brown, Attorney At law dated May 20, 2008 for the Multi-function Copiers received on May 20, 2008. The protest was received by the General Services Agency on Tuesday, May 21, 2008


CLAUDIA S. ACEFALLE

JOHN THOS. BROWN

ATTORNEY AT LAW *

GENERAL COUNSEL

Jones & Guerrero Co. Inc. (Guam, USA)
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Department of Administration, Government of Guam
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Requisition #s: 0808000: 47, 48, 49, 50, 51, 52
RFQ #s: 080022: 41, 49, 51, 52, 55 & 56
All Dated: 5/15/2008

GENERAL SERVICES AGENCY

148 Route 1
Marine Drive
Piti, Guam 96925
MAY 21 2008

Dear Ms. Acfalle,

IBSS hereby objects to and protests the above referenced Requests for Price Quotation for 9 copier machines¹. IBSS (Island Business Systems and Supplies), a division of Town House Department Stores, Inc., a J&G affiliate, is a locally owned and operated Canon imaging products representative, offering multifunction copier products and services.

This protest is based on several arguments, including method of source selection and improperly required specifications.

First, the request for price quotation ("RFQ") is a method of source selection that is not appropriate for competitively sealed bids. Competitive sealed bidding is

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utilized by some agencies, thereby generating more competitive bidding and savings to the Public Purse.

The Procurement Regulations favor the use of common specifications for supplies, such as these copiers, which are used by several using agencies⁵, yet time and again, such as here, the specifications wheel is re-invented and always, it seems, to look like a Xerox made one.

IBSS risks being labeled a "serial protester", but it must object to the perceived proclivity of GovGuam agencies to procure Xerox products to the exclusion of other commercially standard competitive copier products.⁶ Some departments within GovGuam have learned to broaden the scope of their copier specifications to align with the requirements of the Guam Procurement Law and Regulation, such as the Judiciary and the AG's office, yet others continue the errors of the past, seemingly unable or unwilling to learn the lessons from the past.

In the instant RFQ, each machine is identified by the Xerox nomenclature (with "or equal" appended much as an afterthought, without any indication of how "equal" is meant to be measured) and then described in precise Xerox specifications. The unqualified "or equal" appendage makes it unfairly unclear if or which of those specifications are to be strictly adhered to or to be fairly evaluated based on the broader equivalent commercial standards available in non-Xerox machines.

The multiple specifications did not describe which among them were the salient technical requirements or principal functional or performance needs.

2 GAR § 4109 ("Salient Features") provides:

(a) Specifications shall *not include requirements*, such as but not limited to restrictive dimensions, weights or materials, *which unnecessarily restrict competition*, and shall include *only the essential physical characteristics and functions required to meet the government of Guam's minimum needs*.

(b) *Purchase descriptions shall not specify a product having features which are peculiar to the products of one manufacturer, producer or*

⁵ See, 2 GAR § 4103(b)(2)(a)(i).

⁶ Recall that the Public Auditor conducted three in-depth audits of GSA purchasing practices in 2004, and, in every one, Xerox copiers featured as having been improperly procured by GSA.

the preferred method of procuring supplies. (5 GCA § 5210(a); 2 GAR § 3109(b).)

Requests for price *quotations* is allowed for “small purchase” source selection and is not sanctioned for use in any other competitive method of source selection.²

This procurement method is limited, however, to contracts for the procurement of supplies that are less than \$15,000. Any procurement above that figure requires competitive sealed bids and an Invitation for Bids, *not* an RFQ. The instant RFQ for 9 machines will, in aggregate as well as in respect of most of the various components, exceed that limitation.

In her report, OPA 04-05, the Public Auditor gave an extensive explanation of the substantive and procedural limitations to small purchase procurement. (See, <http://www.guamopa.org/docs/OPA0405.pdf>.) Surely GSA has not forgotten that the Public Auditor was highly critical of GSA’s improper reliance on the Small Purchase method of source selection for the purchase of supplies, including specifically copiers, in that Report? IBSS takes no delight in having to remind GSA of such criticism. As nettlesome as this protest must be for GSA, it is irksome for IBSS.

The Public Auditor, in the report referenced, disapproved of “artificially divided” purchases: “such practices resulted in large purchases that should have required competitive sealed bidding and/or publication”.³

Second, the specifications are overly restrictive.

It must be emphasized that the subject of this bid is copier machines: multifunction copier machines. These are essentially commercial commodities, not nuclear submarines, produced by many manufacturers whose products are found throughout government offices and private businesses across the world – and Guam.⁴ These are commonly purchased for routine use throughout GovGuam, and generic (i.e., non-manufacturer-specific) specifications have been

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³ Cf., 5 GCA § 5213: “[P]rocurement requirements shall not be artificially divided so as to constitute a small purchase under this Section.”

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distributor unless it has been determined in writing by the Director of the using agency that those particular features are essential to the requirements and specifying the reason that similar products lacking those features would not meet *minium requirements* for the item.

(c) Purchase descriptions shall describe the salient technical requirements or desired performance characteristics of supplies or services to be procured *without including restrictions which do not significantly affect the technical requirements or performance characteristics.*

Has GSA made the written determination required in subsection(b) above? If so, please provide a copy to me with your response to this protest.

2 GAR § 4102(a) ("General Purposes and Policies") provides:

(1) Purpose. The purpose of a specification is to serve as a basis for obtaining a supply, service, or construction item adequate and suitable for the territory's needs in a cost effective manner, taking into account, to the extent practicable, the costs of ownership and operation as well as initial acquisition costs. **It is the policy of the territory that specifications permit maximum practicable competition consistent with this purpose.** Specifications shall be drafted with the objective of *clearly describing the territory's requirements.*⁷

(2) Use of Functional or Performance Descriptions. **Specification shall, to the extent practicable, emphasize functional or performance criteria while limiting design or other detailed physical descriptions** to those necessary to meet the needs of the territory. To facilitate the use of such criteria, using agencies shall endeavor to **include as a part of their purchase requisitions the principal functional or performance needs** to be met.....

(3) Preference for Commercially Available Products. *It is the general policy of this territory to procure standard commercial products* whenever practicable. In developing specifications, **accepted commercial**

⁷ IBSS asserts that the territory cannot "require" a specific machine without clearly describing its reasonably justifiable underlying needs and usages; that is, it cannot simply assert "we need this machine" without more.

standards⁸ shall be used and *unique requirements shall be avoided*, to the extent practicable.

The specifications further violate the Guam Procurement Regulations dealing with brand name⁹ and "or equal" specifications. The Procuring Agency cannot blithely paper over an effective sole source procurement by simply adding "or equal" without more.

Specifying one manufacturer's product and adding "or equal" makes it unclear to bidders *and the evaluators* which and to what extent any deviation from the manufacturer's standards are still within the realm of commercial standards, with the sword of "non-responsive" hanging over the hapless head of any game competitor.¹⁰

Thus, the Regulations try to avoid and restrict the use of brand name and or equivalent specifications.¹¹

To effect adequate competition in brand name bid specifications¹², and guide

⁸ Not Xerox' standards, but broad *commercial standards*. Each manufacturer distinguishes its products in ways that deviate in some way from its rivals, as well as from other products within its own product line-up, without significantly affecting performance and outcomes, and when you define the specifications to favor one manufacturer you are by definition making the commercially standard products of another manufacturer non-responsive.

⁹ In her GSA Audit Report 04-14, at page 7, the Public Auditor said, "This practice of specifying a "brand name" should be discouraged because it inherently prohibits competition and violates Guam procurement regulations, which require that all specifications shall seek to promote overall economy, encourage competition, and shall not be unduly restrictive in satisfying the Territory's needs."

¹⁰ 2 GAR § 4103(b)(2)(b)(iv) generally requires that "brand name or equal specifications shall include a description of the particular design, functional, or performance characteristics which are required". The specifications here complained of fail this requirement.

¹¹ See 2 GAR § 4103(b)(2)(b) generally. As well, 2 GAR § 4106, requiring specifications that encourage competition, and § 4108, which requires that IFBs and RFPs disclose the identity the person responsible for drafting the specifications and the any other persons, literature or brochures relied upon. IBSS will insist on compliance with this disclosure requirement.

¹² Note that a "brand name" *specification* in a bid or RFP is not the same thing as a Sole Source *method of source selection*, therefore, it should not be used to masquerade as a Sole Source procurement. Note, also, that even a Sole Source procurement requires an *a priori* determination that there is only one source for the required supply. The Public Auditor canvassed the essentials of the Sole Source method of source selection in her audit of GSA published as Public Report 04-14

bidders trying to "guess" what kind of latitude is implied by the "or equal" specification and thereby allowed in deviating from the exact brand name specifications, apart from and in addition to specifying the salient features as mentioned above, the Procurement Regulations require that:

"Brand name or equal specifications shall seek to designate three or as many different brands as are practicable as "or equal" references and shall further state that substantially equivalent products to those designated will be considered for award."
(2 GAR § 4103(b)(2)(b)(iii).)

The specifications here complained of violate that very essential requirement to provide referent equivalence benchmarks from competitive machines.

Furthermore, when brand name or equal specifications are used,

"the solicitation shall contain explanatory language that the use of a brand name is for the purpose of describing the standard of quality, performance, and characteristics and is not intended to restrict competition." (2 GAR § 4103(b)(2)(b)(iv).)

Where is that in the solicitation?

There are findings that must be made and written determinations recorded in the procurement record before an agency can use brand name specifications; see, generally, 2 GAR § 4103(c) but particularly:

"(i) Use. Since use of a brand name specification is restrictive, it may be used only when the Procurement Officer ... makes a written determination that only the identified brand name item or items will satisfy the territory's needs."

Have you made such a determination? Bear in mind, a determination is a deliberative, evaluative process resulting in a judgment, not a bare, unsubstantiated, arbitrary conclusion. If you have made such a determination, please provide me with a copy of it in your response to this protest.

IBSS also protests the condition that suppliers "must provide GSA Pricing and GSA Terms and Conditions". This is, apparently, in reference to Federal GSA prices, terms and conditions applicable to the Federal Supply Schedules Program ("FSSP").

(<http://www.guamopa.org/docs/OPA0414.pdf>).

What must be born in mind is that the FSSP is only a *source* of supply of equipment, it is not a *method* of source selection. The FSSP provides a catalogue of contracted vendors of thousands of various kinds of equipment and services. In it there are multiple offerings from contractors for copiers and multifunction devices, including Canon and other major manufacturers of commercially standard¹³ copier products. When has GovGuam ever purchased any copier other than Xerox under that program?

Mere eligibility for access to these vendors does not justify, under Guam Law and Regulation, a sole source (or other) method of selection of Xerox, or any other brand product. There is no exemption from competitive bidding requirements in Guam law for use of the FSSP.

The requirement in the RFQ to include FSSP GSA pricing, terms and conditions is unduly restrictive to competition. The FSSP is dominated by large, mainland suppliers. There is an arduous, arcane and restrictive procedure to even qualify a supplier to be accepted to the supply list and to maintain a presence on it, as any such contracted vendor must be prepared to service the needs of the whole Federal government.¹⁴

Requiring potential vendors or bidders to be drawn only from that list (which is the consequence of and functional equivalent to requiring all vendors/bidders to offer pricing, terms and conditions applicable to it) essentially knocks out local Guam suppliers from being responsive to the solicitation for what is, after all, a *commercially standard product* otherwise easily and competitively available on Guam.

The inclusion of FSSP GSA terms and conditions runs counter to the admonition of the Procurement Regulations that contractual terms and conditions should not be included in product specifications.¹⁵

As perhaps suggested above, IBSS draws the impression that this RFQ is simply a subterfuge to bypass Guam Procurement Law and Regulation and purchase these Xerox products directly from the Federal GSA FSSP. By insisting that

¹³ Note 2 GAR § 4102(a)(3): "It is the general policy of this territory to procure standard commercial products whenever practicable."

¹⁴ For instance, note this marketing pitch from Huron Consultant Group, one of many such professionals seeking business from prospective FSSP vendors:

<http://www.huronconsultinggroup.com/service.aspx?serviceId=831>

¹⁵ See, 2 GAR § 4103(b)(1)(b).

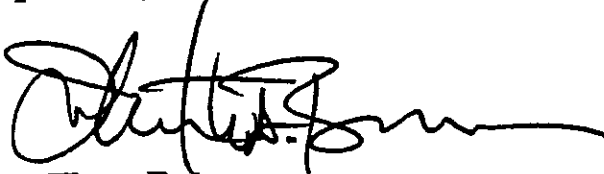
GSA abide by Guam law and regulation, IBSS is not taking the adamant position that GSA cannot avail itself of its eligibility to participate in that program.

IBSS suggests that, to comply with Guam law and regulation¹⁶, it will be necessary to first conduct a fair and proper procurement, with fair and proper specifications, under competitive sealed bids, fairly evaluated.

IBSS sees no reason why the IFB could not contain a provision that it will consider the Xerox (or any other named vendor under the FSSP) product to be considered as bid in the solicitation, which product's bid shall be upon the price, terms and conditions of the FSSP, *provided that* the terms, conditions and specifications of the IFB are not skewed to prejudice the FSSP product and curtail effective competition from local or other suppliers of commercially standard and competitive products. In such a case, the product specifications and the terms and conditions of the procurement would not be dictated by the narrow ones found in the FSSP, thereby rectifying GSA's improper insistence on "GSA Pricing and GSA Terms and Conditions" in the instant RFQ.

IBSS respectfully protests the referenced Request for Quotes for the reasons discussed above, and awaits your decision or other attempt to resolve this dispute by mutual agreement¹⁷.

Respectfully submitted,



John Thos. Brown
General Counsel
for IBSSS

¹⁶ Including the policy to encourage the patronage of local suppliers under the dictates of 5 GCA § 5122: "The [Guam] General Services Agency shall procure supplies from the United States when the cost to the General Services Agency is less by ten percent (10%) that from other contractors."

¹⁷ 5 GCA § 5425(c).

**Protest Letter - May 20,
2008**

5

JOHN THOS. BROWN

ATTORNEY AT LAW *

GENERAL COUNSEL

Jones & Guerrero Co. Inc. (Guam, USA)
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Thus, the Regulations try to avoid and restrict the use of brand name and or equivalent specifications.¹¹

To effect adequate competition in brand name bid specifications¹², and guide

⁸ Not Xerox' standards, but broad *commercial standards*. Each manufacturer distinguishes its products in ways that deviate in some way from its rivals, as well as from other products within its own product line-up, without significantly affecting performance and outcomes, and when you define the specifications to favor one manufacturer you are by definition making the commercially standard products of another manufacturer non-responsive.

⁹ In her GSA Audit Report 04-14, at page 7, the Public Auditor said, "This practice of specifying a "brand name" should be discouraged because it inherently prohibits competition and violates Guam procurement regulations, which require that all specifications shall seek to promote overall economy, encourage competition, and shall not be unduly restrictive in satisfying the Territory's needs."

¹⁰ 2 GAR § 4103(b)(2)(b)(iv) generally requires that "brand name or equal specifications shall include a description of the particular design, functional, or performance characteristics which are required". The specifications here complained of fail this requirement.

¹¹ See 2 GAR § 4103(b)(2)(b) generally. As well, 2 GAR § 4106, requiring specifications that encourage competition, and § 4108, which requires that IFBs and RFPs disclose the identity the person responsible for drafting the specifications and the any other persons, literature or brochures relied upon. IBSS will insist on compliance with this disclosure requirement.

¹² Note that a "brand name" *specification* in a bid or RFP is not the same thing as a Sole Source *method of source selection*, therefore, it should not be used to masquerade as a Sole Source procurement. Note, also, that even a Sole Source procurement requires an *a priori* determination that there is only one source for the required supply. The Public Auditor canvassed the essentials of the Sole Source method of source selection in her audit of GSA published as Public Report 04-14

bidders trying to "guess" what kind of latitude is implied by the "or equal" specification and thereby allowed in deviating from the exact brand name specifications, apart from and in addition to specifying the salient features as mentioned above, the Procurement Regulations require that:

"Brand name or equal specifications shall seek to designate three or as many different brands as are practicable as "or equal" references and shall further state that substantially equivalent products to those designated will be considered for award."
(2 GAR § 4103(b)(2)(b)(iii).)

The specifications here complained of violate that very essential requirement to provide referent equivalence benchmarks from competitive machines.

Furthermore, when brand name or equal specifications are used,

"the solicitation shall contain explanatory language that the use of a brand name is for the purpose of describing the standard of quality, performance, and characteristics and is not intended to restrict competition." (2 GAR § 4103(b)(2)(b)(iv).)

Where is that in the solicitation?

There are findings that must be made and written determinations recorded in the procurement record before an agency can use brand name specifications; see, generally, 2 GAR § 4103((c) but particularly:

"(i) Use. Since use of a brand name specification is restrictive, it may be used only when the Procurement Officer ... makes a written determination that only the identified brand name item or items will satisfy the territory's needs."

Have you made such a determination? Bear in mind, a determination is a deliberative, evaluative process resulting in a judgment, not a bare, unsubstantiated, arbitrary conclusion. If you have made such a determination, please provide me with a copy of it in your response to this protest.

IBSS also protests the condition that suppliers "must provide GSA Pricing and GSA Terms and Conditions". This is, apparently, in reference to Federal GSA prices, terms and conditions applicable to the Federal Supply Schedules Program ("FSSP").

(<http://www.guamopa.org/docs/OPA0414.pdf>).

What must be born in mind is that the FSSP is only a *source* of supply of equipment, it is not a *method* of source selection. The FSSP provides a catalogue of contracted vendors of thousands of various kinds of equipment and services. In it there are multiple offerings from contractors for copiers and multifunction devices, including Canon and other major manufacturers of commercially standard¹³ copier products. When has GovGuam ever purchased any copier other than Xerox under that program?

Mere eligibility for access to these vendors does not justify, under Guam Law and Regulation, a sole source (or other) method of selection of Xerox, or any other brand product. There is no exemption from competitive bidding requirements in Guam law for use of the FSSP.

The requirement in the RFQ to include FSSP GSA pricing, terms and conditions is unduly restrictive to competition. The FSSP is dominated by large, mainland suppliers. There is an arduous, arcane and restrictive procedure to even qualify a supplier to be accepted to the supply list and to maintain a presence on it, as any such contracted vendor must be prepared to service the needs of the whole Federal government.¹⁴

Requiring potential vendors or bidders to be drawn only from that list (which is the consequence of and functional equivalent to requiring all vendors/bidders to offer pricing, terms and conditions applicable to it) essentially knocks out local Guam suppliers from being responsive to the solicitation for what is, after all, a *commercially standard product* otherwise easily and competitively available on Guam.

The inclusion of FSSP GSA terms and conditions runs counter to the admonition of the Procurement Regulations that contractual terms and conditions should not be included in product specifications.¹⁵

As perhaps suggested above, IBSS draws the impression that this RFQ is simply a subterfuge to bypass Guam Procurement Law and Regulation and purchase these Xerox products directly from the Federal GSA FSSP. By insisting that

¹³ Note 2 GAR § 4102(a)(3): "It is the general policy of this territory to procure standard commercial products whenever practicable."

¹⁴ For instance, note this marketing pitch from Huron Consultant Group, one of many such professionals seeking business from prospective FSSP vendors:

<http://www.huronconsultinggroup.com/service.aspx?serviceId=831>

¹⁵ See, 2 GAR § 4103(b)(1)(b).

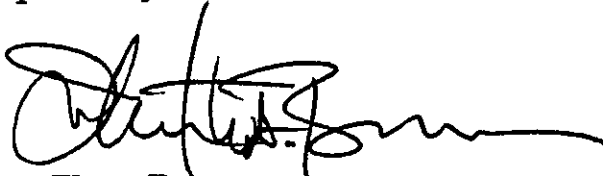
GSA abide by Guam law and regulation, IBSS is not taking the adamant position that GSA cannot avail itself of its eligibility to participate in that program.

IBSS suggests that, to comply with Guam law and regulation¹⁶, it will be necessary to first conduct a fair and proper procurement, with fair and proper specifications, under competitive sealed bids, fairly evaluated.

IBSS sees no reason why the IFB could not contain a provision that it will consider the Xerox (or any other named vendor under the FSSP) product to be considered as bid in the solicitation, which product's bid shall be upon the price, terms and conditions of the FSSP, *provided that* the terms, conditions and specifications of the IFB are not skewed to prejudice the FSSP product and curtail effective competition from local or other suppliers of commercially standard and competitive products. In such a case, the product specifications and the terms and conditions of the procurement would not be dictated by the narrow ones found in the FSSP, thereby rectifying GSA's improper insistence on "GSA Pricing and GSA Terms and Conditions" in the instant RFQ.

IBSS respectfully protests the referenced Request for Quotes for the reasons discussed above, and awaits your decision or other attempt to resolve this dispute by mutual agreement¹⁷.

Respectfully submitted,



John Thos. Brown
General Counsel
for IBSSS

¹⁶ Including the policy to encourage the patronage of local suppliers under the dictates of 5 GCA § 5122: "The [Guam] General Services Agency shall procure supplies from the United States when the cost to the General Services Agency is less by ten percent (10%) that from other contractors."

¹⁷ 5 GCA § 5425(c).

GSA Letter - May 16, 2008

6

Felix P. Camacho
Governor



GENERAL SERVICES AGENCY

(Ahensian Setbision Hinirat)
Department of Administration
Government of Guam

148 Route 1 Marine Drive, Piti, Guam 96915

Michael W. Cruz,
Lt. Governor

Lourdes M. Perez
Director

Joseph C. Manibusan
Deputy Director

Department of Administration

Tel: (671) 475-1707 thru 1729 • Fax Nos.: (671) 472-4217/ 475-1727/ 475-1716

Department of Administration

May 16, 2008

TO: ISLAND BUSINESS SYSTEMS & SUPPLIES
Attn: Mr. Frank C. Cruz

FROM: CHIEF PROCUREMENT OFFICER, GSA

SUBJ: Lease of Copiers for Dept. of Revenue and Taxation

Ref: A) Island Business Systems & Supplies Letter, dated May 16, 2008

B) RFQ08002237(Q080800046); RFQ08002241 (Q980800047);
RFQ08002249 (Q080800048); RFQ08002251 (Q080800049);
RFQ08002252 (Q080800050); RFQ08002255 (Q080800051);

1. In regards to your letter, dated May 16, 2008, your request for an extension of the deadline for submission of the above reference Request for Quotations from May 19, 2008 to May 27, 2008 has been granted. The new deadline for submission of Reference B is May 27, 2008.

2. All the specifications on Reference B are based on GSA Federal Specifications.

3. If there are any questions regarding this matter, please call Pete San Nicolas, Buyer II at 475-1728.

Sincerely,

PSN  5/16/08

CLAUDIA S. ACFALLE
CHIEF PROCUREMENT OFFICER

Felix P. Camacho

Governor

Lourdes M. Perez

Director

Department of Administration



GENERAL SERVICES AGENCY

(Ahensian Setbision Hinirat)
Department of Administration
Government of Guam

148 Route 1 Marine Drive, Piti, Guam 96915

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Michael W. Cruz,

Lt. Governor

Joseph C. Manibusan

Deputy Director

Department of Administration

May 16, 2008

TO: ISLAND BUSINESS SYSTEMS & SUPPLIES
Attn: Mr. Frank C. Cruz

(F) 477-7660

FROM: CHIEF PROCUREMENT OFFICER, GSA

SUBJ: Lease of Copiers for Dept. of Revenue and Taxation

Ref: A) Island Business Systems & Supplies Letter, dated May 16, 2008

B) RFQ08002237(Q080800046); RFQ08002241 (Q980800047);
RFQ08002249 (Q080800048); RFQ08002251 (Q080800049);
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2. All the specifications on Reference B are based on GSA Federal Specifications.

3. If there are any questions regarding this matter, please call Pete San Nicolas, Buyer II at 475-1728.

Sincerely,

PSN



CLAUDIA S. ACFALLE
CHIEF PROCUREMENT OFFICER

Confirmation Report - Memory Send

Date & Time: May-16-2008 03:08pm
Tel line : +6714751716
Machine ID : GSA

Job number : 903
Date & Time : May-16 03:07pm
To : 94777660
Number of pages : 001
Start time : May-16 03:08pm
End time : May-16 03:08pm
Pages sent : 001
Status : OK

Job number : 903

*** SEND SUCCESSFUL ***

Felix P. Camacho
Governor



GENERAL SERVICES AGENCY
(Ahensian Setbision Hinirat)
Department of Administration
Government of Guam
148 Route 1 Marine Drive, Piti, Guam 969 5

Michael W. Cruz,
Lt. Governor

Lourdes M. Perez
Director
Department of Administration

Tel: (671) 475-1707 thru 1728 • Fax Nos.: (671) 472-4217/ 475-1727/ 475-1716

Joseph C. Manibusan
Deputy Director
Department of Administration

May 16, 2008

TO: ISLAND BUSINESS SYSTEMS & SUPPLIES (F) 477-7660
Attn: Mr. Frank C. Cruz
FROM: CHIEF PROCUREMENT OFFICER, GSA
SUBJ: Lease of Copiers for Dept. of Revenue and Taxation
Ref: A) Island Business Systems & Supplies Letter, dated May 16, 2008
B) RFQ08002237(Q080800046); RFQ08002241 (Q080800047);
RFQ08002249 (Q080800048); RFQ08002251 (Q080800049);
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Sincerely,

PSN


CLAUDIA S. ACFALLE
CHIEF PROCUREMENT OFFICER

COMMITTED TO EXCELLENCE

Confirmation Report - Memory Send

Date & Time: May-16-2008 03:16pm
Tel line : +6714751716
Machine ID : GSA

Job number : 910
Date & Time : May-16 03:10pm
To : 96491010
Number of pages : 001
Start time : May-16 03:10pm
End time : May-16 03:11pm
Pages sent : 001
Status : OK

Job number : 910

*** SEND SUCCESSFUL ***

Felix P. Camacho,
Governor
Lourdes M. Perez
Director
Department of Administration



GENERAL SERVICES AGENCY
(Añensian Setbision Hinirat)
Department of Administration
Government of Guam
148 Route 1 Marine Drive, Piti, Guam 96915

Michael W. Cruz,
Lt. Governor
Joseph C. Manibusan
Deputy Director
Department of Administration

Tel: (671) 475-1707 thru 1729 - Fax Nos.: (671) 472-4217/ 475-1727/ 475-1716

May 16, 2008

DOCU. CENTER
ATTN: SALES (F) 649-1010

TO: ISLAND BUSINESS SYSTEMS & SUPPLIES
Attn: Mr. Frank C. Cruz

FROM: CHIEF PROCUREMENT OFFICER, GSA

SUBJ: Lease of Copiers for Dept. of Revenue and Taxation

Ref: A) Island Business Systems & Supplies Letter, dated May 16, 2008
B) RFQ08002237(Q080800046); RFQ08002241 (Q080800047);
RFQ08002249 (Q080800048); RFQ08002251 (Q080800049);
RFQ08002252 (Q080800050); RFQ08002255 (Q080800051);

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Sincerely,

PSN  5/16/08
CLAUDIA S. ACFALLE
CHIEF PROCUREMENT OFFICER

COMMITTED TO EXCELLENCE

Felix P. Camacho

Governor

Lourdes M. Perez
Director

Department of Administration



GENERAL SERVICES AGENCY

(Ahensian Setbision Hinirat)
Department of Administration
Government of Guam

148 Route 1 Marine Drive, Piti, Guam 96915

Tel: (671) 475-1707 thru 1729 • Fax Nos.: (671) 472-4217/ 475-1727/ 475-1716

Michael W. Cruz,

Lt. Governor

Joseph C. Manibusan
Deputy Director

Department of Administration

DOCU. CENTER

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May 16, 2008

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Sincerely,

PSN



CLAUDIA S. ACFALLE
CHIEF PROCUREMENT OFFICER

Confirmation Report - Memory Send

Date & Time: May-16-2008 03:09pm
Tel line : +6714751716
Machine ID : GSA

Job number : 904
Date & Time : May-16 03:08pm
To : 96463576
Number of pages : 001
Start time : May-16 03:08pm
End time : May-16 03:09pm
Pages sent : 001
Status : OK

Job number : 904 *** SEND SUCCESSFUL ***

Felix P. Camacho
Governor
Lourdes M. Perez
Director
Department of Administration



GENERAL SERVICES AGENCY
(Ahensian Setbision Hinirax)
Department of Administration
Government of Guam
148 Route 1 Marine Drive, P.O. Box 969 .5

Michael W. Cruz,
Lt. Governor
Joseph C. Manibusan
Deputy Director
Department of Administration

Tel: (671) 475-1707 thru 1729 - Fax Nos.: (671) 472-4217/ 475-1727/ 475-1716

QUALITY BUSINESS SYSTEMS
ATTN: SALES (F) 646-3576

May 16, 2008

TO: ISLAND BUSINESS SYSTEMS & SUPPLIES
Attn: Mr. Frank C. Cruz
FROM: CHIEF PROCUREMENT OFFICER, GSA
SUBJ: Lease of Copiers for Dept. of Revenue and Taxation
Ref: A) Island Business Systems & Supplies Letter, dated May 16, 2008
B) RFQ08002237(Q080800046); RFQ08002241 (Q080800047);
RFQ08002249 (Q080800048); RFQ08002251 (Q080800049);
RFQ08002252 (Q080800050); RFQ08002255 (Q080800051);

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3. If there are any questions regarding this matter, please call Pete San Nicolas, Buyer II at 475-1728.

Sincerely,

PSN



CLAUDIA S. ACFALLE
CHIEF PROCUREMENT OFFICER

Felix P. Camacho
Governor



GENERAL SERVICES AGENCY

(Aghensian Setbision Hinirat)
Department of Administration
Government of Guam

Michael W. Cruz,
Lt. Governor

Lourdes M. Paraz
Director
Department of Administration

148 Route 1 Marine Drive, Piti, Guam 969 .5

Joseph C. Manibusan
Deputy Director
Department of Administration

Tel: (671) 475-1709 thru 1729 • Fax Nos: (671) 472-4217/ 475-1727/ 475-1716

QUALITY BUSINESS SYSTEMS
ATTN: SALES (F) 646-3576

May 16, 2008

TO: ISLAND BUSINESS SYSTEMS & SUPPLIES

Attn: Mr. Frank C. Cruz

FROM: CHIEF PROCUREMENT OFFICER, GSA

SUBJ: Lease of Copiers for Dept. of Revenue and Taxation

Ref: A) Island Business Systems & Supplies Letter, dated May 16, 2008

**B) RFQ08002237(Q080800046); RFQ08002241 (Q080800047);
RFQ08002249 (Q080800048); RFQ08002251 (Q080800049);
RFQ08002252 (Q080800050); RFQ08002255 (Q080800051);**

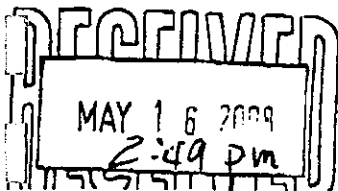
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Sincerely,

PSN  5/16/08
CLAUDIA S. ACFALLE
CHIEF PROCUREMENT OFFICER



Confirmation Report - Memory Send

Date & Time: May-16-2008 03:10pm
Tel line : +6714751716
Machine ID : GSA

Job number : 905
Date & Time : May-16 03:08pm
To : 94723844
Number of pages : 001
Start time : May-16 03:09pm
End time : May-16 03:10pm
Pages sent : 001
Status : OK
Job number : 905

*** SEND SUCCESSFUL ***

Felix P. Camacho,
Governor
Lourdes M. Perez
Director
Department of Administration



GENERAL SERVICES AGENCY
(Aheensian Setbision Hinirat)
Department of Administration
Government of Guam
148 Route 1 Marine Drive, Piti, Guam 96910

Michael W. Cruz,
Lt. Governor
Joseph C. Manibusan
Deputy Director
Department of Administration

Tel: (671) 475-1707 thru 1729 - Fax Nos.: (671) 472-4217/ 475-1727/ 475-1716

May 16, 2008

XEROX CORP.
ATTN: SALES (F) 472-3844

TO: ISLAND BUSINESS SYSTEMS & SUPPLIES
Attn: Mr. Frank C. Cruz

FROM: CHIEF PROCUREMENT OFFICER, GSA

SUBJ: Lease of Copiers for Dept. of Revenue and Taxation

Ref: A) Island Business Systems & Supplies Letter, dated May 16, 2008
B) RFQ08002237(Q080800046); RFQ08002241 (Q930800047);
RFQ08002249 (Q080800048); RFQ08002251 (Q080800049);
RFQ08002252 (Q080800050); RFQ08002255 (Q080800051);

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Sincerely,

PSN


CLAUDIA S. ACFALLE
CHIEF PROCUREMENT OFFICER

COMMITTED TO EXCELLENCE

Felix P. Camacho

Governor

Lourdes M. Perez

Director

Department of Administration



GENERAL SERVICES AGENCY

(Ahensian Setbision Hinirat)

Department of Administration

Government of Guam

148 Route 1 Marine Drive, Piti, Guam 96915

Tel: (671) 475-1707 thru 1729 • Fax Nos.: (671) 472-4217/ 475-1727/ 475-1716

Michael W. Cruz,

Lt. Governor

Joseph C. Manibusan

Deputy Director

Department of Administration

XEROX CORP.

May 16, 2008

ATTN: SALES (F) 472-3844

TO: ISLAND BUSINESS SYSTEMS & SUPPLIES
Attn: Mr. Frank C. Cruz

FROM: CHIEF PROCUREMENT OFFICER, GSA

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Sincerely,

PSN



CLAUDIA S. ACFALLE
CHIEF PROCUREMENT OFFICER

COMMITTED TO EXCELLENCE

IBSS Letter – May 16, 2008

7

Rev. Tax



Island Business Systems & Supplies

Canon

Authorized Dealer

Guam Office:

P.O. Box 7 Hagatna, Guam 96932

• Tel (671) 477-7454, 472-2200 • Fax: (671) 477-7660 •
email: support@ibssguam.com

Saipan Office:

P.O. Box 167 CK Saipan MP 96950

• Tel (670) 234-8002, 234-5155 • Fax: (670) 234-8050 •
email: support@ibssguam.com

GENERAL SERVICES AGENCY
148 Route 1
Marine Drive
Piti, Guam 96925

Date: May 16, 2008

MAY 16 2008

To: General Services Agency

Attn: Ms. Claudia Acfalle – Chief, Procurement & Supply

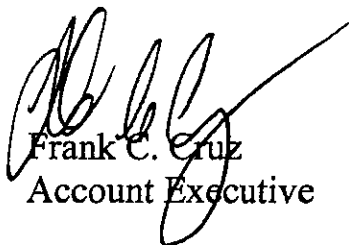
Subject: RFQ08002200, RFQ08002241, RFQ08002252, RFQ08002249, RFQ08002251,
RFQ08002255, RFQ08002256

This is to request an extension of the deadline for submission from 5/18/08 and 5/19/08 to 5/26/08.

Due to the total quantity required, we will need more time for preparation.

Your prompt and favorable response will be greatly appreciated.

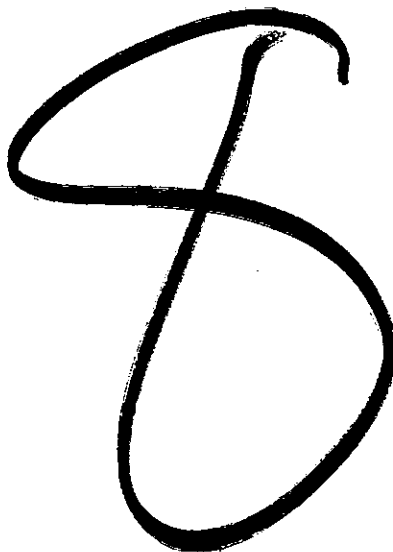
Sincerely,


Frank C. Cruz
Account Executive



AFFILIATE OF JONES & GUERRERO COMPANY, INC.

**Response to Request for Quotation
Numbers**

A large, stylized handwritten number 8, drawn with a thick black line. The number is centered on the page and has a cursive, looped appearance.

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
TELEPHONE: 475-1728
FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800047 RFQ #: RFQ08002241	Date: 5/15/2008
--	--	-----------------

VENDOR: DOCU CENTER P O BOX 10138 TAMUNING, GU 96931 Fax number (671) 649-1010	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
--	---

Quoted by Print/Signature:	Quote Date:	Phone Number:
----------------------------	-------------	---------------

** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date: _____
** Delivery Date Offered:	
Terms:	
Prices good for: _____ Days	

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

T H I S I S N O T A N O R D E R

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
1	LEASE OF (1 EA) COPIER MODEL NO 4127 OR EQUAL Copier/Printer/Scanner with Integrated Copy/Print Controller. 125ppm Black/White copying and printing. 250 sheets in the document handler. Dual duplexing in document handler. Scans in color. Scan to email & scan to network file server. Booklet making & stitching with 2/3 hole punch. Post processor inserter and Folding V, C, & Z folds. includes full service maintenance and supplies are included,	4	MOS			

NO QUOTE

[Handwritten signature]

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
TELEPHONE: 475-1728
FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800047 RFQ #: RFQ08002241	Date: 5/15/2008
--	--	-----------------

VENDOR: DOCU.CENTER P O BOX 10138 TAMMING, GU 96931 Fax number (671) 649-1010	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
---	---

Quoted by Print/Signature:	Quote Date:	Phone Number:
----------------------------	-------------	---------------

<p>** Delivery Date Required:</p> <p>** Delivery Date Offered:</p> <p>Terms:</p> <p>Prices good for: _____ Days</p>	<p>The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification.</p> <p>Therefore, under penalty of perjury, I certify that the facts stated above are true.</p> <p>Signature _____ Date: _____</p>
--	---

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable product from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
	60 months lease. Print allowance of 50,000 per month.					
2	EXCESS PRINT AT \$ _____ TO BE CHARGE PER MONTH POC: DEPT. OF REV. & TAX; EDMOND VILLANUEVA AT 635-1749.	1	LOT			

NO QUOTE

[Handwritten Signature]

XEROX RESPONSE - Page 1 of 2

REQUEST FOR QUOTATION

NOTER : Sen Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q88800047 RFQ #: RFQ88002241	Date: 5/15/2008
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VENDOR: XEROX CORPORATION # 157 MERRY BLVD ANN ARBOR, MI 48106 Fax number (671) 472-3844	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
---	---

Quoted by Print/Signature: Pam Quinata	Quote Date: May 21, 2008	Phone Number: 477-1906
---	-----------------------------	---------------------------

** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 U.S.C. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature: <i>[Signature]</i> Date: 5/21/08
** Delivery Date Offered:	
Terms: Prices good for: _____ Days	

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR SERIAL	OFFERED	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY	
1	LEASE OF (1 EA) COPIER MODEL NO 4127 OR EQUAL Copier/Printer/Scanner with Integrated Copy/Print Controller. 35ppm Black/White copying and printing. The sheets in the document handler. Dual duplexing in document handler. Scans in color. Scan to email & scan to network file server. Booklet making & stitching with 2/3 hole punch. Post processor inserter and Folding V, C, & Z folds. Includes full service maintenance and supplies are included, (except paper & staples)	Offered Xerox 4127CP with 4110BYPAS, CLRSCN2, HAC, PDFKIT		4	MOB	\$1,378.64	\$5514.56	
		Xerox 4127CP meets specs Xerox Product meets and exceeds requirements See attached Quotation & Brochure with specs. PRICES ARE SUBJECT TO THE GSA FEDERAL CONTRACT # GS-254-0062L note: booklet maker is unlimited and legal size booklets can be made. Also included is Analyst support training, delivery and installation. Includes Scan to PC Desktop Suite						

page 2 of 2, XEROX RFQ RESPONSE

SEE PAGE 1
REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008		Requisition Number: 0080800047 RFQ #: RFQ08002241		Date: 5/15/2008		
VENDOR: XEROX CORPORATION # 137 MURRAY BLVD AGANA, GU 96910 Fax number (671) 472-3844		PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.				
Quoted by Print/Signature:		Quote Date:		Phone Number:		
** Delivery Date Required:		The party making the foregoing bid is genuine and that said bidder agrees, that they are fully ware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date: _____				
** Delivery Date Offered:						
Terms: Prices good for: _____ Days						
1. Offering Recycle Products () YES () NO 2. Offering Biodegradable Products () YES () NO Please separate your offer of recyclable and/or biodegradable products from regular products.						
THIS IS NOT AN ORDER						
ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
	60 months lease. Print allowance of 50,000 per month.			INCLUDED IN MO. PAYMENT		
2	EXCESS PRINT AT \$.0087 TO BE CHARGE PER MONTH Meters are reconciled quarterly. POC: DEPT. OF REV. & TAX, EDMOND VILLANUEVA AT 635-1749.	1	LOT			Excess prints will only be billed if prints exceed 150,000 per quarter.



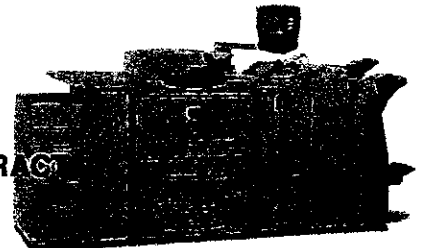
Xerox 4127™ Copier/Printer

Proposal

GSA RFQ08002241 May 22,2008

PRICES ARE SUBJECT TO THE
U.S. FEDERAL GOVERNMENT GSA CONTRACT
GS- 25F-0062L

GSA RFQ #RFQ08002241



There Is A Difference... And Xerox Proves It.

60 MONTHS LEASE PLAN	PROPOSED MODEL
Model: 4127 Copier/Printer (4110BYPASS, HAB, CLRSCN2,HAC, PDF Kit) Prices are subject to the US GSA Federal Contract # GS-25F-0062L	Xerox 4127 Copier/Printer/ Scanner with Integrated Copy/Print Controller <ul style="list-style-type: none"> • 125ppm Black/White copying and printing • 250 Sheets in the Document Handler • Dual Duplexing in Document Handler • Scans in Color • Scan to email & Scan to Network File Server • Booklet Making & Stitching with 2/3 Hole Punch • Post Processor Inserter (automatically inserts pre-printed documents in the copy/print job) • Folding: V, C & Z folds

Monthly Base Lease:	\$ 1378.64
Print Allowance included: Full Service Maintenance and Supplies are included, (excludes paper & staples)	50,000
Overage cost:	\$.0087
Total Monthly Cost:	\$1,378.64

- *Includes all parts, service and all consumable supplies, excluding paper and staples.
- Total Satisfaction Guarantee—see your Xerox representative for details.
- Includes standard delivery.
- Includes installation and training

Contact your Account Manager:
Pamela Quinata
 671-477-1906
 pamela.quinata@xerox.com

The contents of this proposal are considered to be Xerox private data and are provided for the exclusive use of Dept of Revenue & Taxation. The contents herein may not be reproduced without the specific written permission of Xerox Corporation. This proposal is for informational purposes only and does not constitute a contract or an offer to contract. Should you find this proposal of interest, we would be pleased to submit contract terms. Pricing valid for 30 days. Taxes may apply.
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Specifications

Xerox 4127 Copier/Printer with Integrated Copy/Print Controller

Print Engine

First Copy Out Time	3.5 seconds
B/W Print Speed	125 ppm (8.5" x 11" / A4) (impressions p/minute)

Scanner/Document Handler

Highest Scanning Speed	100 (simplex and duplex)
------------------------	--------------------------

Resolution	Optical 600 x 600 dpi 8-bit Gray (256 shades) scan resolution
Formats	PDF, JPEG, TIFF or multi-page TIFF
Media Dimensions	5" x 8" to 11" x 17" (A5 to A3)
Weights	Simplex or Duplex: 16 to 110 lb. bond (52 to 200 gsm)
Duplex Automatic Document Feeder (sheets)	250

Included

Color Scan Enablement Kit

Paper Handling

Media Dimensions	4" x 6"/102 mm x 152 mm to 13" x 19.2"/330 mm x 488 mm
Weights	16 lb. Bond to 140 lb. Index (52 to 253 gsm)
Maximum Paper Sources	8 trays including bypass tray and inserter
Maximum Paper Capacity	8,250 sheets

Finishing

Booklet Maker Finisher

Includes features of the Standard Finisher plus: 2000 sheet capacity; Automatically creates booklets of up to 15 pages and imposes them resulting in 60 imaged sides with saddle stitching; Creates booklets from 11" x 17" (A3) or 8.5" x 11" (A4) C-fold and Z-fold of 8.5" x 11" (A4); Print on inside or outside of folded paper; Folds 11" x 17" (A3) Z-fold for insertion into letter (A4) document sets

Folder

Integrated Copy/Print Controller

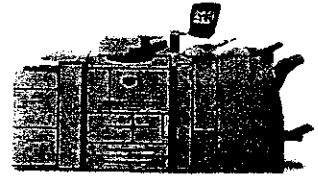
Printer Controller Memory	40 GB Hard disk drive, 512 MB RAM
Connectivity	Native network environments: TCP/IP, SNMP, SMB, Novell IPX, AppleTalk, IPP
PDLs & Data Formats	Adobe PostScript Level 3; PDF; PCL 5e and 6; TIFF; HPGL; HPGL2
Client Environments Supported	Windows 98/ME/2000/XP and NT 4.0, VISTA; Macintosh® OS 8.0x/ 8.5x/9.0x /10.1/10.2/10.3

XEROX®

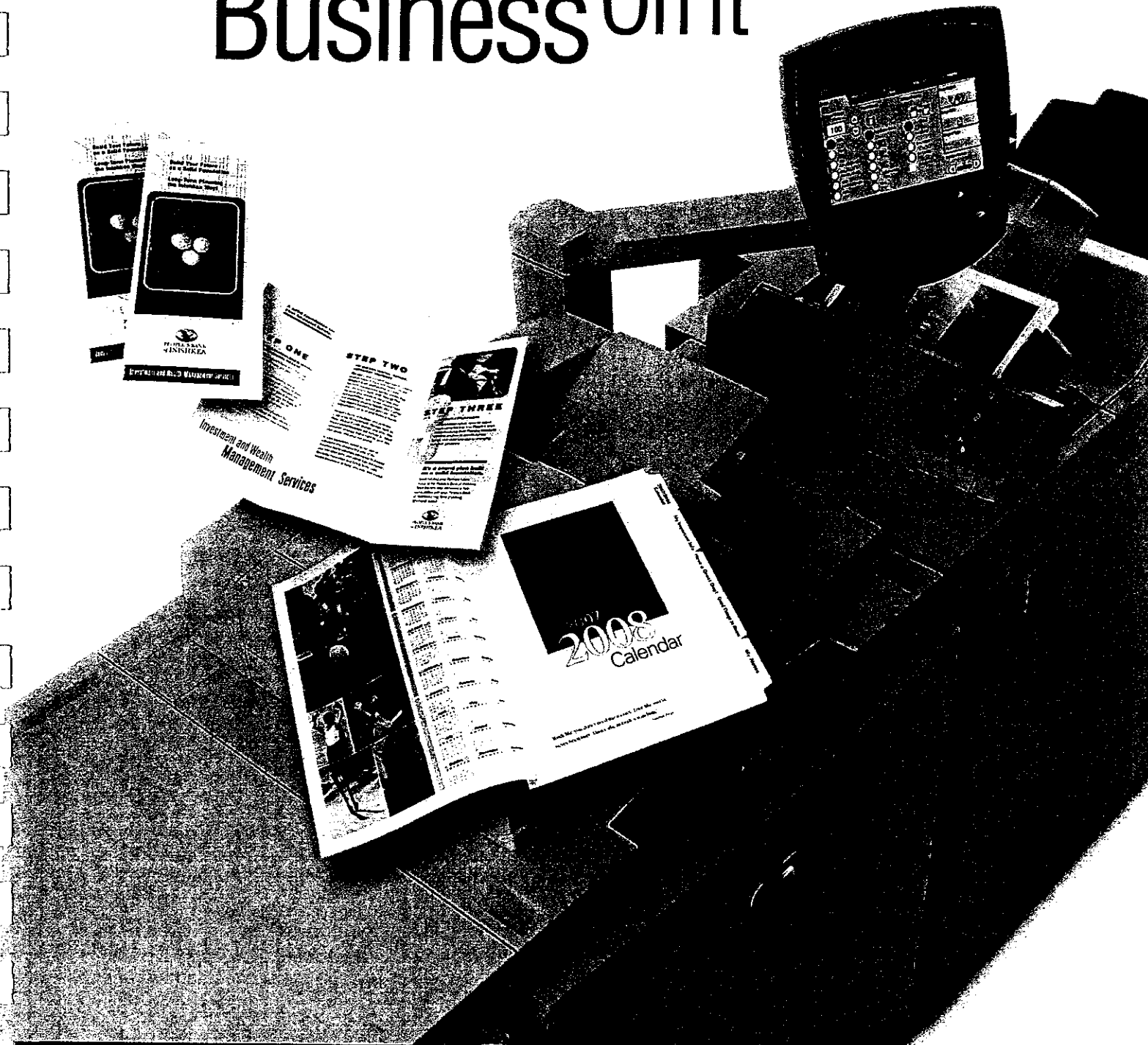
Technology | Document Management | Consulting Services

Xerox 4112™/4127™ Copier/Printer

Overview



You Can Build Your Business On It



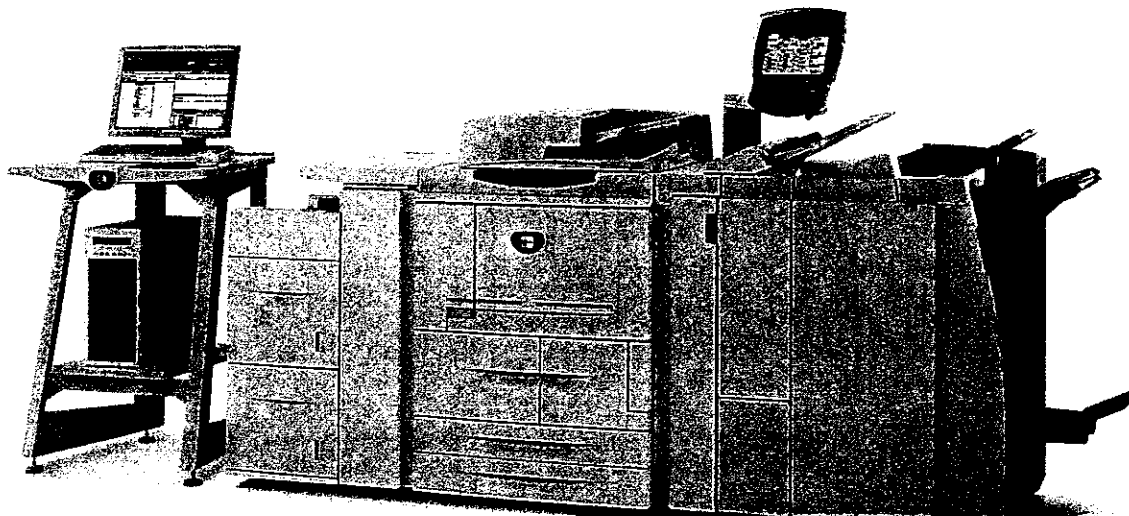
Designed With **YOU** in mind...

The Xerox 4112/4127 Copier/Printer works with the rhythms of your business. It offers a dynamic collection of features and options that make great communications easy.

Your business will benefit from:

- **Fastest-in-its-class speed** and **productivity** for copy, scan and print operations at 110 and 125 ppm
- **Outstanding** image and output quality
- The **flexibility** and **reliability** you need to get the job done each and every day

With the Xerox 4112/4127, you'll reach your target audience faster and better than ever before, even if that audience changes from job to job. It conforms to your world—and **makes it better!**



Like You, It Does It All

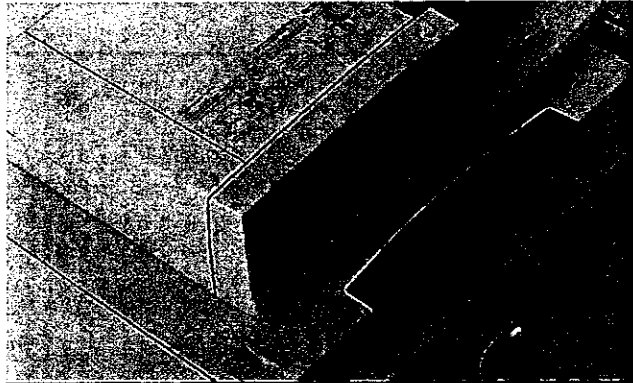
This convenient, easy-to-use system isn't the "9-to-5" type. It handles "busy" beautifully, while always keeping a steady eye on quality. From easy walk-up copy to high-quality, finished output sets, and even full color scan to email, it wears as many hats as you do:

- Send and monitor jobs from anywhere.
- Copy, scan or print jobs quickly at the printer for faster turnaround time.
- Print more high-value applications right where you need them.
- Save space with a conveniently small footprint.
- The price is kind to your bottom line!

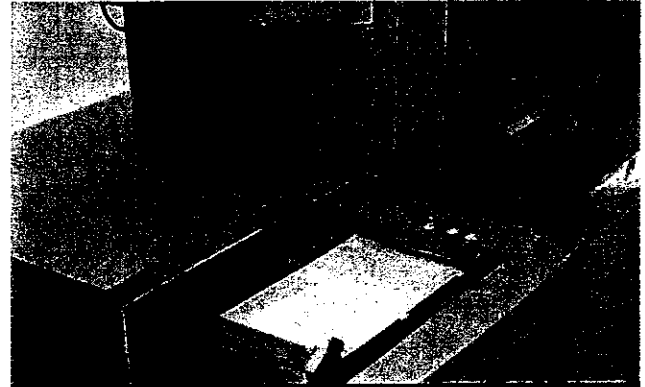
Choose the Server that Serves You Best

Since we know your business is like no other, we offer three print servers to meet your needs in a way that works best for you. If you are looking for:

- Basic workflow, ease of use and maximum space economies, the **Integrated Copy/Print Server** will do the trick for you.
- A high-powered and familiar production-level workflow, choose our gold standard, the optional **FreeFlow® Print Server** (formerly known as FreeFlow DocuSP®).
- A familiar workflow that enables you to easily integrate into an EFI print shop, we offer the optional **Xerox EX 4112/4127 Print Server, powered by Fiery®**.



Copy/Scan



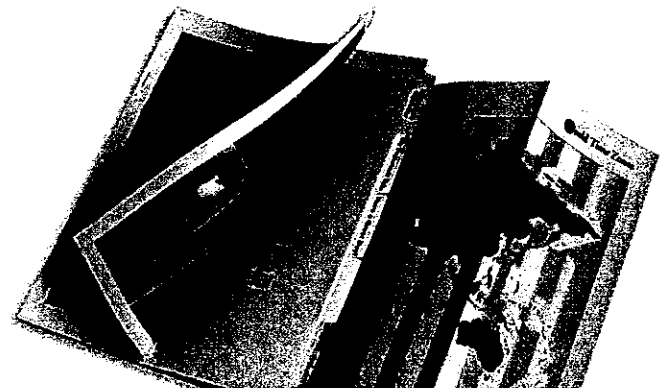
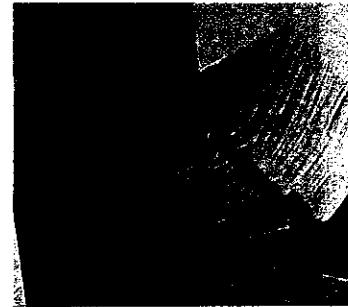
Media / Feeding / Finishing

Fast and Flexible

- Spend less time waiting at the copier. The dual head scanner scans at 100 images per minute for both single-side and double-side originals.
- Large or complex jobs go faster and easier with the 250-sheet document handler. Complex jobs can be completed at once, without manual collation, with the easy Job Build feature.
- New Padding feature lets teachers and others create uncollated sets with slip sheets for classroom handouts.
- Built-in Bates Stamping feature is ideal for legal environments, making it easy to generate copies with customized alpha-numeric descriptors on each page.
- Get consistent, high-quality reproduction of text, solids, and images with a scan resolution of up to 600 x 600 dpi with 8-bit gray (256 shades) and a print resolution of 2400 x 2400.
- Easy conversion of hard copy pages to electronic files in TIFF-JPEG-PDF formats that can be stored in folders for fast reprint or sent directly to an FTP location or an email distribution list.
- We give you optional full color scan capabilities. Use them to communicate in full color via email or digital file distribution (jpeg, tif, pdf) for fast, inexpensive communication without a full color print cost.
- Legal customers can increase productivity when working with Bates-printing software like RSA, iPro, Ribstone. We've delivered TWAIN features that make it faster and more robust.

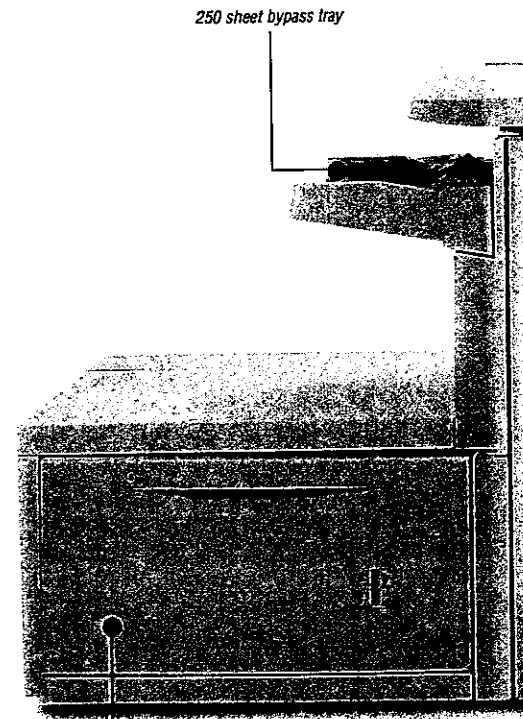
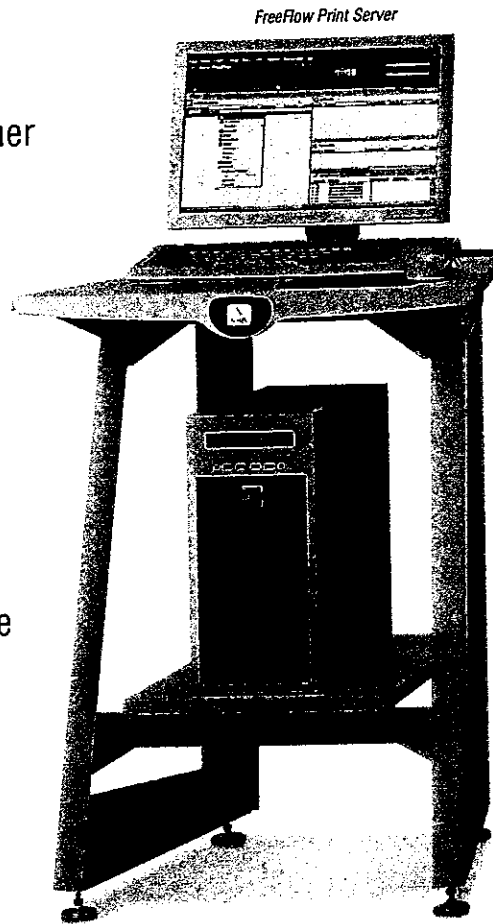
Picked to Perform for You

- Make the most of your applications by choosing from a wide range of stocks, enhancing the impact of your documents and expanding the suite of applications you can print at your point of need.
- Enjoy increased productivity with uninterrupted long runs by adding a high capacity feeder to accommodate your standard, oversize and custom stock requirements.
- Robust in-line finishing options further expand your on-the-spot applications capabilities. These include collating, variable length stapling (up to 100 sheets), hole punching, bi-folding, booklet making, C-folding, Z-folding and engineering Z-folding (tabloid (A3) folded to fit letter (A4) document set).
- Attract attention and maximize impact for your high-value documents by adding full color covers or inserts via the standard post process inserter.
- Booklet maker finisher delivers up to 20-sheet booklets (80 imposed pages), making it ideal for larger booklets and calendars.



Xerox 4112/4127 copier/printer... your top performer

Let the Xerox 4112/4127 be your business's top performer at **110 and 125 ppm**. Its unbeatable scan/copy/print speed and productivity, outstanding image quality, and absolute reliability and flexibility meet the specific needs of businesses like yours. You can count on the Xerox 4112/4127 to readily enhance the applications you rely on every day.



Optional oversize high capacity feeder
standard and custom sizes
(2,000 sheets up to 13 x 19.2 in.)

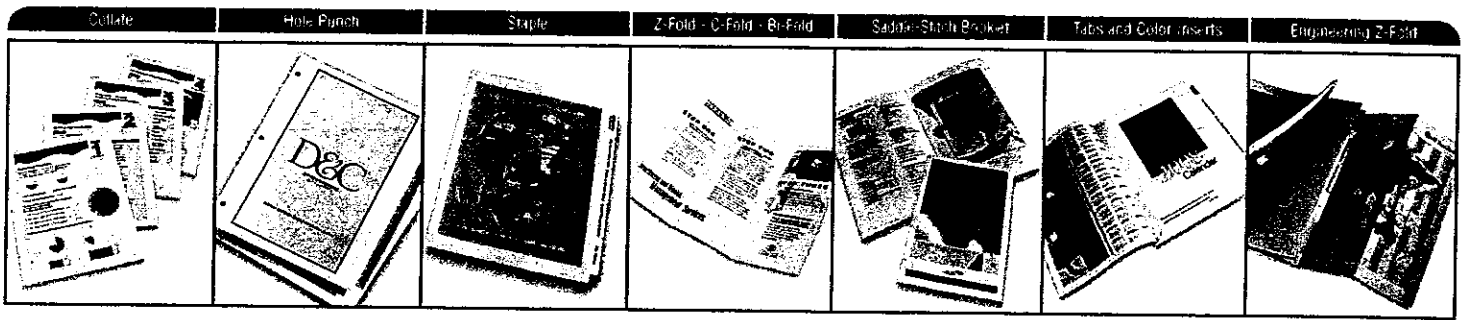
Quick, Franchise and Enterprise Printers

- **Achieve the high-quality output your customers demand.** From exceptional registration to distinctive and consistent image quality, coated media, in-line finishing, and color insertion, you get the whole package.
- **Meet aggressive turnaround times.** At 110 ppm and 125 ppm, respectively, you'll have the speed you need to easily and consistently meet tight deadlines, enhancing the value you provide to customers.
- **Offer applications and services** with the optional Full Color Scan Enablement Kit.
- **Personalization capabilities are yours** via simple to fully personalized application features.

Education

- **Lightning quick copy speed and broad media capacity** put teachers and assistants back in the classroom fast.
- **New padding feature** means a teacher can copy originals and get a stack of uncollated copies with separators for efficient classroom distribution.
- **Become instantly more productive** with the ability to create hole-punched or stapled sets automatically.
- **Options** like the folding unit will allow you to create envelope-ready correspondence and the booklet maker finisher will allow you to create small, medium and large size booklets.
- **Achieve better, more effective communications** with full-color scanning and scan-to-email capabilities.

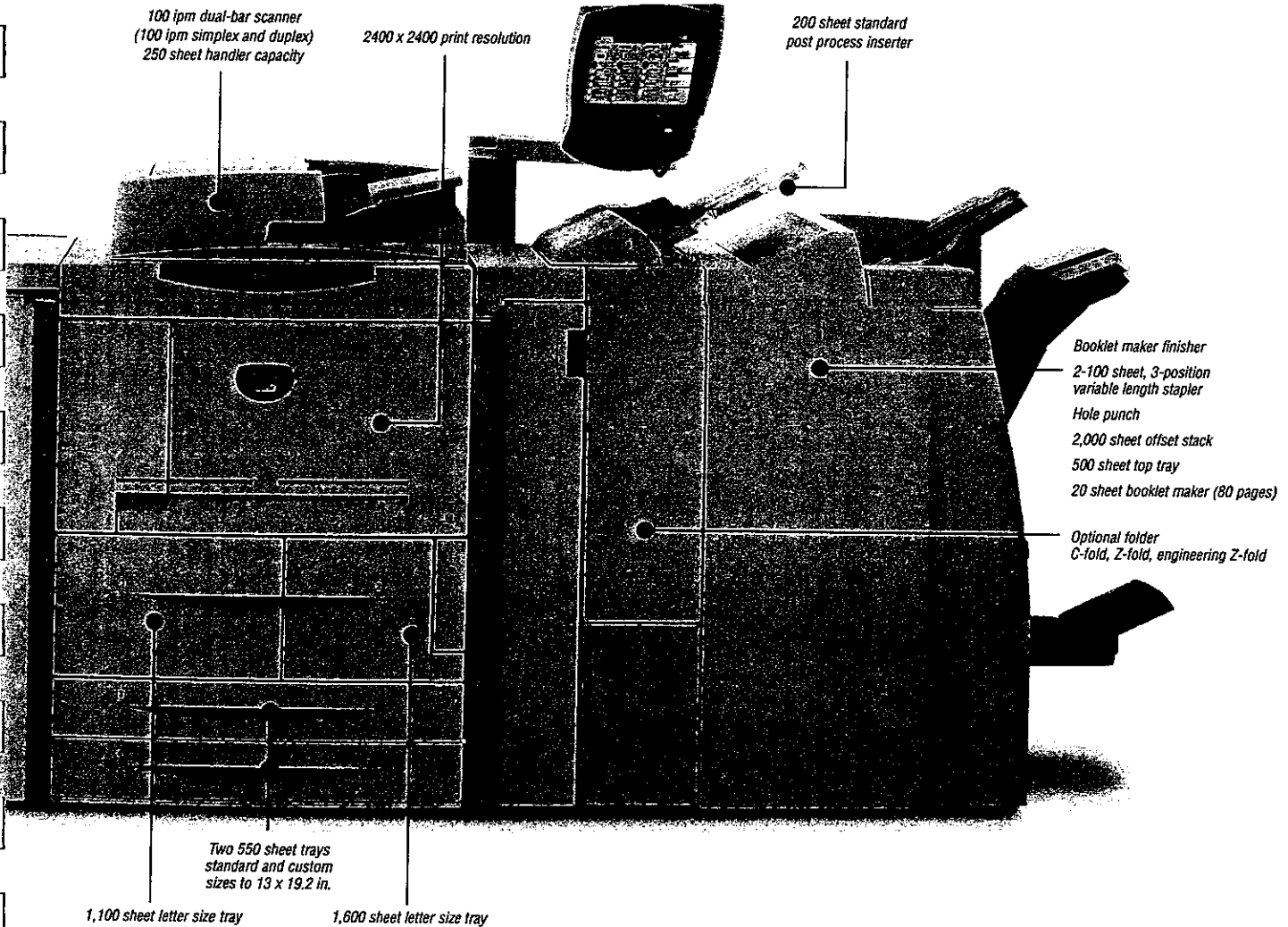
Multiple Finishing Options



100 ipm dual-bar scanner
(100 ipm simplex and duplex)
250 sheet handler capacity

2400 x 2400 print resolution

200 sheet standard
post process inserter



Booklet maker finisher
2-100 sheet, 3-position
variable length stapler
Hole punch
2,000 sheet offset stack
500 sheet top tray
20 sheet booklet maker (80 pages)

Optional folder
C-fold, Z-fold, engineering Z-fold

Two 550 sheet trays
standard and custom
sizes to 13 x 19.2 in.

1,100 sheet letter size tray

1,600 sheet letter size tray

Legal

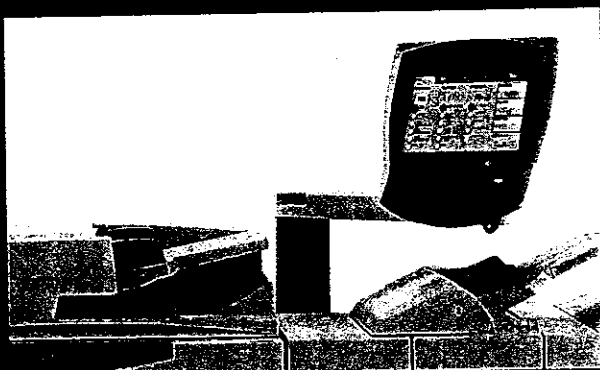
- **Fast** reproduction and print speed plus large media capacity ensure consistently high productivity.
- **Built-in Bates Stamping** feature in copy feature set.
- **Productivity improvements** with software providers like iPro, Ribstone and RSA for legal Bates Stamping applications.
- **Monochrome and optional full color scan to email** for fast and effective communication.
- **In-line finishing** for professional results when you need them, at your fingertips.

Office Workgroup

- **Tremendous ease of use** ensures copying, scanning and printing are no-stress activities for everyone involved, guaranteeing maximum productivity.
- **More hands-off operation means less labor and faster, more consistent results.** It's made possible by expansive media capacity, more pick points, and in-line hole-punch, stapling, folding and booklet-making options.
- **Data is safe and secure.** Copy, scan and print data can be encrypted or overwritten to meet your corporate security standards.

Service Bureau, Data Center or Distributed Print

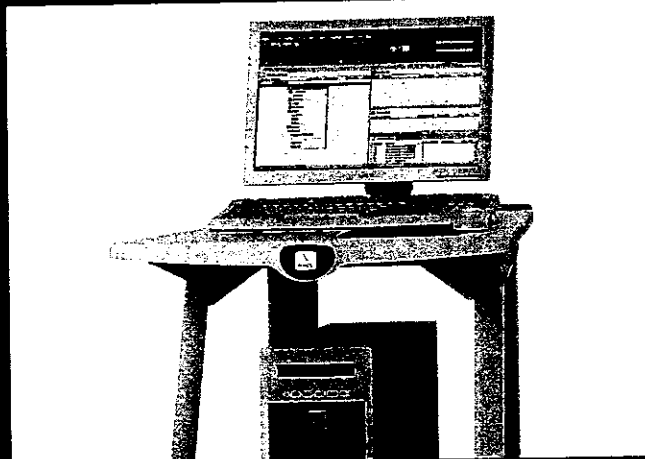
- **Huge business capabilities in a small package.** The optional FreeFlow Print Server delivers native transaction (IPDS/ LCDS) publishing, and personalized data stream printing support.
- **Set-your-watch-by-it reliability.** Up and running the day and the hour you need it, making it easy to meet no-room-to-breathe print windows and turnaround times.
- **Create high-value applications right where you live.** With color insertion, personalization, and in-line finishing at your point of need, you can be sure every document you create has greater impact and success.



Integrated Copy/Print Server

You'll enjoy productivity through ease-of-use and maximized print speed with the Xerox 4112/4127's Integrated Copy/Print Controller. It offers:

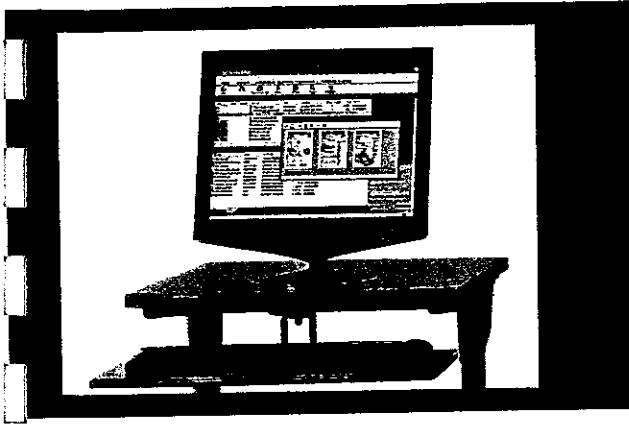
- A simple workflow for copy, scan and print operations—it's so easy to use, you'll achieve maximum productivity effortlessly.
- Intuitive, full-color touch-screen operation enabling walk-up copy, scan, reprint, email and more, all requiring little operator training.
- The ability to save documents that have been printed to folders, so you can walk up and reprint that document at any time.
- Impressive functionality with annotation, tab printing, padding (uncollated copies with slip sheets), Bates Stamping and more.
- Accommodation of multiple media types in one job, enabling you to create more complex and creative documents.
- A smaller footprint, since the controller resides within the Xerox 4112/4127, yet enormous functionality, making it ideal for space-sensitive environments.
- Flexible job submission. Jobs can be sent to the copier/printer via email, the Web or desktop applications.
- Scan-to destinations like email, mailbox and FTP, allowing for fast and efficient document archiving and distribution.
- A large set of security features packed into one compact device, data encryption/overwrite capabilities, all in compliance with NSA standards.



Optional Xerox FreeFlow Print Server (formerly FreeFlow DocuSP)

You get unmatched power and synergy across the entire Xerox monochrome, color and highlight color portfolio on top of a superior feature set:

- This print server comes standard with a keyboard, monitor and mouse so that you have out-of-the-box productivity.
- FreeFlow Print Server has process speed and capacity; you can simultaneously receive, RIP, and print several jobs at once or one long streaming job.
- The familiar interface, which is used in Xerox monochrome, color and highlight color devices, minimizes training and learning curves and maximizes agility.
- The option to submit jobs from anywhere, including desktop applications, host-based channel connections, the Web, CD-ROMs, portable USB devices and optional FreeFlow Suite components.
- Scalability for the best balance for your business. Start with production power and a familiar workflow at a great price. Add only those feature licenses that you need to meet your application requirements.
- Automated job ticketing and customized job workflows through queues and hot folders, streamlining your workflow with minimal operator intervention.
- The ability to accept publishing, personalization and native transaction data streams, making it possible to print what you want, when you want to and where you want to.
- Tools that allow you to manage job and administration tasks remotely, for one device or a fleet of monochrome, color and highlight color devices.
- Strong security via UNIX-based platform and flexible control to define settings for users and groups.



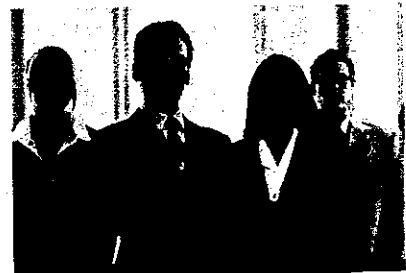
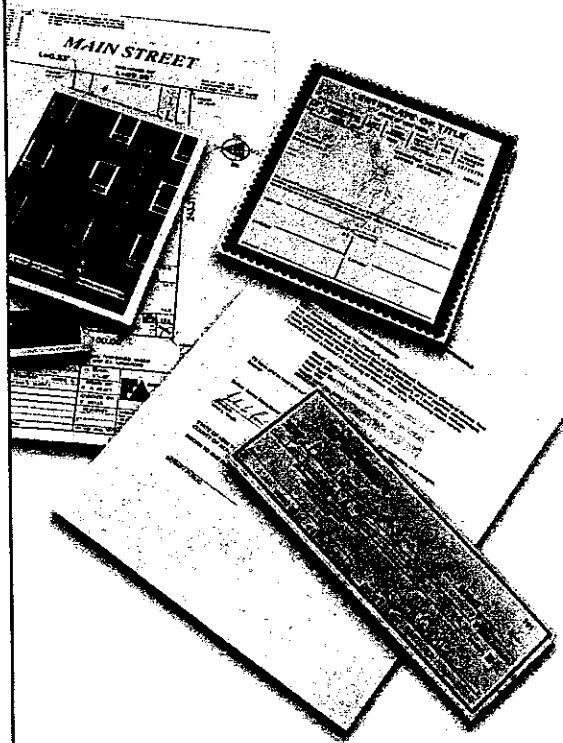
Optional EFI Fieri Print Server

You can fit seamlessly into an EFI-driven environment (mono and color) with a familiar Xerox EX 4112/4127 Print Server, powered by Fieri. It offers:

- Familiar Fieri features which deliver easy access to all the capabilities of the 4112/4127 Copier/Printer in a familiar interface.
- Management of one or all of your Fieri-driven printers across your enterprise, both color and monochrome, from the popular Fieri Command WorkStation™.
- Security ensured through IP filtering and Port Blocking.
- Enhanced productivity with Advanced Queue Management capabilities to reduce bottlenecks and minimize downtime.
- Job composition, exception page programming, late-stage editing and personalization with the Xerox 4112/4127's powerful processing capabilities and print features.
- Insert Tabs, which provides you the flexibility to build tabs for any job in the last possible stage of the print process.
- Optional monitor, keyboard and mouse for increased operability.
- Optional Fieri Impose Package for advanced and customizable imposition features.
- Optional Fieri Compose Package for visually-based job preparation, layout and composition tasks.

Xerox Paper and Specialty Media See the difference quality makes™

Xerox digitally optimized papers and specialty media products have been specifically engineered in concert with the Xerox 4112/4127 Copier/Printer to provide you with exceptional productivity, superior reliability and unmatched flexibility. The Optional Oversize High Capacity Feeder enables customers to expand their media latitude and application offerings to include a set of approved coated stocks. With our broad selection of paper and specialty media, full range of weights and sheet sizes, you will have the flexibility to create a variety of print applications and finished documents such as customized newsletters, booklets, reports and manuals on a wide variety of stocks. For more information, visit us at www.xerox.com, call 1-800-822-2200 in the U.S. or 1-800-668-0199 in Canada or contact your Authorized Xerox Reseller.



ProfitAccelerator™ is today's most robust set of volume-building tools and resources designed to grow your business and maximize return on your digital investment. It brings together Xerox's unparalleled digital-printing experience and expertise, world-class resources, and industry-leading support to significantly boost your digital-print business and your profitability.

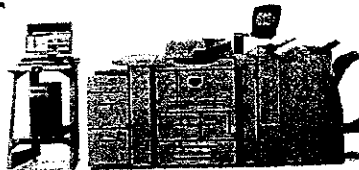
The ProfitAccelerator portfolio consists of seven key resource elements, each focusing on a particular aspect of the digital-printing business: financial, sales and marketing, agency and design, application and development, paper and media, business development and training, and professional support.

For more information, please visit www.xerox.com/driveprofit

Xerox Service: All the Support you'll need

You can rely on world-class Xerox Service to support you in many capacities:

- ▶ For 24/7 support, turn to our Welcome Center (1-800-ASK-XEROX) and Online Support Assistant (www.xerox.com).
- ▶ Learn to perform preventive maintenance and tune-ups yourself and maximize uptime via the Xerox Productivity Plus Integrated Maintenance Program.



For more information on the Xerox 4112/4127 Copier/Printer, call 1-800 ASK XEROX or visit us on the Web at: www.xerox.com

Specifications for the Xerox 4112/4127 Copier/Printer

Print Engines

- Xerographic Engine
- Print Speeds
 - 110/125 ppm (8.5" x 11"/A4)
 - 69/78 ppm (8.5" x 14"/B4)
 - 55/62 ppm (11" x 17"/A3)
 - 34/34 ppm (12" x 18"/SRA3)
- First Copy Out Time: 3.5 seconds
- Simplex or duplex printing
- Up to 1200 x 1200 dpi RIP resolution and up to 2400 x 2400 dpi print resolution with halftone screen 106 lpi (default) or 150 lpi (high quality mode)
- Front to back registration +/- 0.7mm

Document Storage

- 40 GB Hard Drive with 14.6 GB for document storage

Scanner/Document Handler

- Dual Head Scanner
 - 100 ipm black and white scanning Simplex
 - 100 ipm black and white scanning Duplex
- Optical 600 x 600 dpi 8-bit Gray (256 shades) scan resolution
- Scans in industry standard PDF, JPEG, TIFF or multi-page TIFF
- Scan to Email with Mail Delivery Notification
- Supports LDAP
- Scan to Network File Server
- 250 sheet Duplex Automatic Document Feeder
- Throughput sizes: 5" x 8" to 11" x 17"/A5 to A3
- Throughput weights:
 - Simplex or Duplex: 16 lb Bond to 110 lb Bond (52 gsm to 200 gsm)
- Optional Color Scan Enablement Kit

Paper Handling

Stock weights and capacity (at 20 lb/80 gsm):

- Tray 1:** 1,100 sheets (8.5" x 11"/A4); 16 lb Bond to 80 lb Cover (52 gsm to 216 gsm)
- Tray 2:** 1,600 sheets (8.5" x 11"/A4); 16 lb Bond to 80 lb Cover (52 gsm to 216 gsm)
- Tray 3-4:** 550 sheets each 5.5" x 7.2" (140mm x 182mm) to 13.0" x 19.2" (330mm x 488mm/A5 to SRA3); 16 lb Bond to 80 lb Cover (52 gsm to 216 gsm)
- Tray 5 Bypass Tray:** 250 sheets (4" x 6"/102mm x 152mm to 13" x 19.2"/330mm x 488mm); 16 lb Bond to 140 lb Index (52 gsm to 253 gsm)
- Standard Post Process Inserter:** Inserts pre-printed offset and xerographic color documents in a post fuser manner; 200 sheets (8.5" x 11" to 11" x 17"/A4 to A3); 16 lb Bond to 90 lb Cover (52 gsm to 220 gsm)
- Optional High Capacity Feeder:** 2 trays, 2,000 sheets each (8.5" x 11"/A4); 16 lb Bond to 80 lb Cover (52 gsm to 216 gsm)
- Optional Oversize High Capacity Feeder:** 1 Tray; 2,000 sheets (8" x 10"/B5 to 13" x 19.2"/SRA3); 18 lb to 110 lb (64 to 253 gsm) enables use of more approved coated stocks*
- Coated Stocks:** Refer to the Xerox 4112/4127 Copier/Printer Customer Expectation Setting Document for approved Xerox coated stocks

Standard Finisher

- 3 position single or dual 100 sheet variable length stapling
- 2 and 3 hole punch North America; 2 and 4 hole punch Europe and South America
- Built in bi-directional de-curler
- Output capacity of 3,000 sheets (20 lb/80 gsm)

Optional Booklet Maker Finisher

Includes features of the Standard Finisher plus:

- Automatically creates booklets of up to 20 pages (80 imaged sides with saddle stitching)
- Creates booklets from 12" x 18"/SRA3, 11" x 17"/A3, 8.5" x 14" and 8.5" x 11"/A4
- Output capacity of 2,000 sheets (20 lb/80 gsm)

Optional Folder

- C-fold and Z-fold of 8.5" x 11"/A4
- Print on inside or outside of folded paper
- Folds 11" x 17"/A3 Z-fold for insertion into letter/A4 document sets

Data Security

- Secure Print
- Image Overwrite up to 3 times (optional)
- iPV6 compliant
- Data Encryption (SSL/TLS) (optional)

Electrical Requirements

- Print Engine:
 - 208-240 VAC, 60/50 Hz, 15/13 amp service
 - KVA Rating: Max Power Consumption: 2.8-3.1 KVA
 - Agency certification: Energy Star®, CSA, Europe: CE, NEMKO, WEEE compliance

*Refer to the Customer Expectation Setting Document for approved coated stocks.

Integrated Copy/Print Controller

Hardware Specifications

- 40 GB Hard disk drive; 512 MB RAM
- 10.4" color touch screen flat panel display
- Ethernet interface (10 MBTX/sec and 100 MBTX/sec)

Client Environments Supported

- Windows 98/ME/2000/XP and NT 4.0/VISTA
- Macintosh OS 8.0/8.5/9.0/9.2/10.1/10.2/10.3

PDLs and Data Formats

- Adobe® PostScript® Level 3
- PDF
- PCLE 5e and 6
- TIFF
- HPGL/HPGL2

Connectivity

Native network environments

- TCP/IP; SNMP; SMB; Novell® IPX; AppleTalk®; IPP

Optional Xerox FreeFlow Print Server

Hardware Specifications

- SUN® Ultra 20 M2 platform
- 2 GB memory
- 160 GB SATA Hard drive
- DVD Writer/CD Writer
- Color flat-panel monitor, keyboard and mouse

Client Environments Supported

- Windows® 2000 SP4/XP SP2/Server 2003; VISTA
- Macintosh® OS X (10.3 or later)

Options

- DocuSP® Controller Stand
- VI Interpreter (VIPP® software)
- Imposition License
- Productivity Pack = delivers multiple queues, stock library and more
- LCDS enablement
- IPDS enablement
- Online CUP Kit (Channel-to-Universal PCI for online channel connectivity)
- Removable Hard Disk Drive

Connectivity

Native network environments

- TCP/IP; SNMP; Novell® IPX; AppleTalk®; IPP

Optional Xerox EX Print Server, powered by Fiery

Hardware Specifications

- Memory 1 GB
- CPU: 2.8 GHz Colorit® D
- Hard disk: 2 x 80 GB SATA drive
- DVD/CD-RW drive

Client Environments Supported

- Windows® 2000 SP4/XP SP2 (32-bit & 64-bit)
- 2003 Server (32-bit & 64-bit); VISTA (32-bit & 64-bit driver support only)
- Macintosh OS 10.4.5 (or later)
- Sun® Unix
- Linux
- SGI Unix
- VISTA

Web Browser Support

- Microsoft® Internet Explorer (Version 5.0; 5.5; 6.0 SP1 for Windows only)
- Apple® Safari (Version 1.2.2 for Mac OS X only)

Fiery Optional hardware/software

- Fiery Composite
- Fiery Impose Package
- FACI Kit (flat panel monitor, keyboard, mouse)
- FACI Furniture
- External Hard Disk Drive Security Kit
- FreeFlow® VI Interpreter (formerly VIPP®)



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REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
TELEPHONE: 475-1728
FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800048 RFQ #: RFQ08002249	Date: 5/15/2008
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VENDOR: DOCU.CENTER P O BOX 10138 TAMUNING, GU 96931 Fax number (671) 649-1010	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
--	---

Quoted by Print/Signature:	Quote Date:	Phone Number:
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** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date: _____
** Delivery Date Offered:	
Terms:	
Prices good for: _____ Days	

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
1	LEASE OF (1 EA) COPIER MODEL WORKCENTRE 5687 OR EQUAL 87 ppm black/white copier, printer, scanner, fax. High volume finisher, staples up to 100 sheets, Fax and LAN fax. Scan to email, mailbox. Network scan to PC. Includes maintenance, covers all parts and labor & supplies except paper and staples. 60 months lease.	4	MOS			

NO QUOTE
[Handwritten signature]

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
TELEPHONE: 475-1728
FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008
Requisition Number: Q080800048
RFQ #: RFQ08002249
Date: 5/15/2008

VENDOR: DOCU.CENTER
P O BOX 10138
TAMUNING, GU 96931
Fax number (671) 649-1010

PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.

Quoted by Print/Signature: Quote Date: Phone Number:

** Delivery Date Required:
** Delivery Date Offered:
Terms:
Prices good for: Days
The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification.
Therefore, under penalty of perjury, I certify that the facts stated above are true.
Signature Date:

1. Offering Recycle Products () YES () NO
2. Offering Biodegradable Products () YES () NO
Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

Table with 7 columns: ITEM, DESCRIPTION - OR EQUAL, QTY, UOM, UNIT PRICE, TOTAL PRICE, AVAILABILITY. Row 1: 2, EXCESS PRINT AT \$ CHARGE PER MONTH, 1, LOT.

NO QUOTE
[Handwritten signature]

NOTE: The Government of Guam encourage offers of "EARTH FRIENDLY" products.

REQUEST FOR QUOTATION

BUYER : San Nicolas, Potar - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800048 RFQ #: RFQ08082249	Date: 5/15/2008
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VENDOR: DOCU.CENTER
 P O BOX 10138
 TAMUNING, GU 96931
 Fax number (671) 649-1010

PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.

Quoted by Print/Signature:

Quote Date:

Phone Number:

** Delivery Date Required:

** Delivery Date Offered:

Terms:
 Prices good for: _____ days

The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification.
 Therefore, under penalty of perjury, I certify that the facts stated above are true.
 Signature _____ Date: _____

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
	POC: DEPT. OF REV. AND TAX; EDMOND VILLANUEVA AT 635-1749.					

NO QUOTE
[Handwritten signature]

NOTE: The Government of Guam encourage offers of "EARTH FRIENDLY" products.

COMMITTED TO EXCELLENCE

XEROX RESPONSE Page 1 of 3

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008
 Requisition Number: Q080800048
 RFQ #: RQ08002249
 Date: 5/15/2008

VENDOR: XEROX CORPORATION
 # 137 MURRAY BLVD
 AGANA, GU 96910
 Fax number (671) 472-3844

PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.

Quoted by Print/Signature:
 Pam Quinata 


Quote Date:
 May 21, 2008

Phone Number:
 477-1906

** Delivery Date Required:

** Delivery Date Offered:

Terms:
 Prices good for: _____ Days

The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification.
 Therefore, under penalty of perjury, I certify that the facts stated above are true.
 Signature  Date: 5/21/08

- 1. Offering Recycle Products () YES () NO
 - 2. Offering Biodegradable Products () YES () NO
- Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	OFFERED PRODUCT	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
1	LEASE OF (1 EA) COPIER MODEL WORKCENTRE 5687 OR EQUAL 87 ppm black/white copier, printer, scanner, fax. High volume finisher, staples up to 100 sheets, Fax and LAN fax. Scan to email, mailbox. Network scan to PC. Includes maintenance, covers all parts and labor & supplies except paper and staples. 60 months lease.	W5687PTC with 100HV, CPSCNTRL, EMFAX1	4	MOB	\$621.09	\$2484.36	
Xerox Offered Model W5687PTC meets and exceeds specs. PRICES ARE SUBJECT TO THE GSA CONTRACT #GS-25F-0062L. See Attached quotation and brochure. Included in monthly payment is the cost of 25,000 black/white prints per month.							

Xerox Response page 2 of 3

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800048 RFQ #: RFQ08002249	Date: 5/15/2008
--	--	-----------------

VENDOR: XEROX CORPORATION # 137 MURRAY BLVD AGANA, GU 96910 Fax number (671) 472-3844	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
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Quoted by Print/Signature:	Quote Date:	Phone Number:
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** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date: _____
** Delivery Date Offered:	
Terms: Prices good for: _____ Days	

- 1. Offering Recycle Products () YES () NO
 - 2. Offering Biodegradable Products () YES () NO
- Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
2	EXCESS PRINT AT \$ <u>1.0087</u> CHARGE PER MONTH.	1	Lot			

Print meters are reconciled quarterly
Excess charges do not apply if number of prints inclu are not exceeded.

NOTE: The Government of Guam encourage offers of "EARTH FRIENDLY" products.

COMMITTED TO EXCELLENCE
CONTINUED ON NEXT PAGE

Xerox Response page 3 of 3

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800048 RFO #: RFQ08002249	Date: 5/15/2008
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VENDOR: XEROX CORPORATION # 137 MURRAY BLVD AGANA, GU 96910 Fax number (671) 472-3844	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
--	---

Quoted by Print/Signature:	Quote Date:	Phone Number:
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** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.I. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date: _____
** Delivery Date Offered:	
Terms: Prices good for: _____ Days	

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
	POC: DEPT. OF REV. AND TAX; EDMOND VILLANUEVA AT 635-1749.					

NOTE: The Government of Guam encourage offers of "EARTH FRIENDLY" products.

COMMITTED TO EXCELLENCE



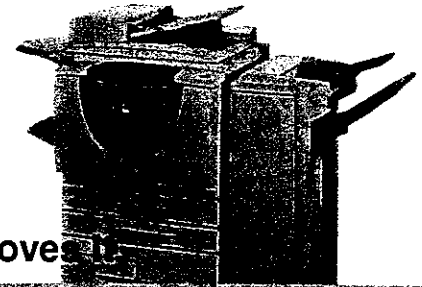
WorkCentre 5665 / 5675 / 5687

Proposal

print | copy | scan | fax | email

**GSA RFQ#08002249
XEROX RESPONSE**

Date: May 22, 2008



There Is A Difference... And Xerox Proves It

<p>Monthly Lease 60 Months Prices are subject to the GSA Contract No. GS-25F-0062L</p>	<p>Proposed Cost -- WorkCentre 5687: 87 ppm Black/White Copier, Printer, Scanner, Fax High Volume Finisher, staples up to 100 sheets, 3 hole punch, scans in color, off-line stapler 100 sheets, Fax and LAN/Fax, SCAN to Email, Mailbox, Network Scan to PC, Text Searchable PDF, Software Package includes: Image Retriever, OCR, OMNIPAGE, & Automatic Form Filler, 2 User Scanning licenses</p>
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Monthly Base Lease:
Print Allowance included:
Excess print charge
Includes Maintenance, covers all parts and labor
Includes All Supplies except paper and staples.

\$621.09 per month
 25,000
 \$.0087
 Included --

Total Monthly Cost:

\$621.09 per month

- *Includes all parts, service and all consumable supplies, excluding paper and staples.
- Total Satisfaction Guarantee—see your Xerox representative for details.
- Includes standard delivery, installation and training.
- Unopened Xerox supplies to be refunded. Unused maintenance to be pro-rated.

Contact your Account Manager:
Pamela Quinata
 671-477-1906
 pamel.quinata@xerox.com

The contents of this proposal are considered to be Xerox private data and are provided for the exclusive use of Dept of Revenue & Taxation. The contents herein may not be reproduced without the specific written permission of Xerox Corporation. This proposal is for informational purposes only and does not constitute a contract or an offer to contract. Should you find this proposal of interest, we would be pleased to submit contract terms. Pricing valid for 30 days. Taxes may apply.

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Specifications

WorkCentre 5687

Performance

Speed	Up to 87 ppm
Device Memory	Copier: 128 MB std / 768 MB max; Copier/Printer: 768 MB std / 1024 MB max; Copier/Printer/Scanner: 768 MB std / 1024 MB max

Document Handling

Media Dimensions	4.13 x 5.83 in. (105 x 148 mm) to 11 x 17 in. (A3/297 x 420 mm)
Media Weight	16–58 lb. bond / 60–216 gsm
Standard Input (sheets)	4,800
Maximum Input (sheets)	8,700
Duplex Automatic Document Handler (sheets)	100
Bypass (sheets)	100
Duty Cycle (pages/mo)	up to 400,000

Finishing Options

High Volume Finisher (HVF)	3,000 + 250-sheet trays, 100-sheet multi-position stapling, optional hole punch
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Convenience Stapler	50-sheet off line automatic stapling
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Copying Capabilities

Maximum Copy Resolution (dpi)	600 x 600 x 8 dpi input / 4800 x 1200 dpi interpolated output
Approximate First Copy Out Time (sec)	As fast as 2.7 seconds
Features	Automatic 2-sided, Collation, Auto reduction / enlargement, Auto paper select, Auto tray switching, Image quality enhancement, Transparencies, Booklet creation, Multi-up, Invert image, Covers, ID Card Copy, Annotation and Bates Stamping, Build Job, Inserts and tab copying, Sample set, Job storage and reprint (Not available on Copier Only model)

Printing Capabilities

Connectivity	Ethernet 10/100 Base T, IEEE802.5 (Token Ring) [via adapter], Wireless Ethernet (IEEE802.11a/b/g) [via third party adapter]
Processor	1.4 GHz AMD Athlon dedicated / 80 GB Hard Drive shared
PDLs (std.)	PCL®6, PCL5e, PostScript® 3™ emulation, LCDS, SCS, XES and IPDS via third-party transforms, and direct print TIFF, PDF, AS/400 support via Workstation Customization Objects
Maximum Print Resolution	Up to 1200 x 1200 dpi
Features	Delay-, Sample-, Secure-, and Store-Print; Simultaneous rip, receive, program-ahead, queue-process and transmit; Bidirectional print drivers; Exception page programming; Tab printing; Embedded Web Server for remote control/monitor/setup; Job monitoring at device and at desktop

Faxing Capabilities

Fax Options Walkup Fax (33.6kbps, one-line [32 MB] and two-line [256 MB] options) with LAN Fax, Internet Fax, Network Server Fax

Scanning Capabilities

Scan Options Network Scanning with Email (Authentication and LDAP), Scan to Mailbox, Scan to Home, Scan to searchable PDF, PDF/A and XPS®, Optional: Color scanning enablement, Scan to PC Desktop, FreeFlow SMARTsend

Other (Dependent upon configuration)

Security Capabilities Fax Security, Secure Print, 802.1x, HTTPS (SSL), SNMP V3, IPv6, IPsec, Network Authentication, Device Access Password Protection, IP Filtering, Audit Log, Disk Encryption for Store Print and Scan to Mailbox features, Disk Image Overwrite, Xerox Secure Access Unified ID System™ with Follow You Print™

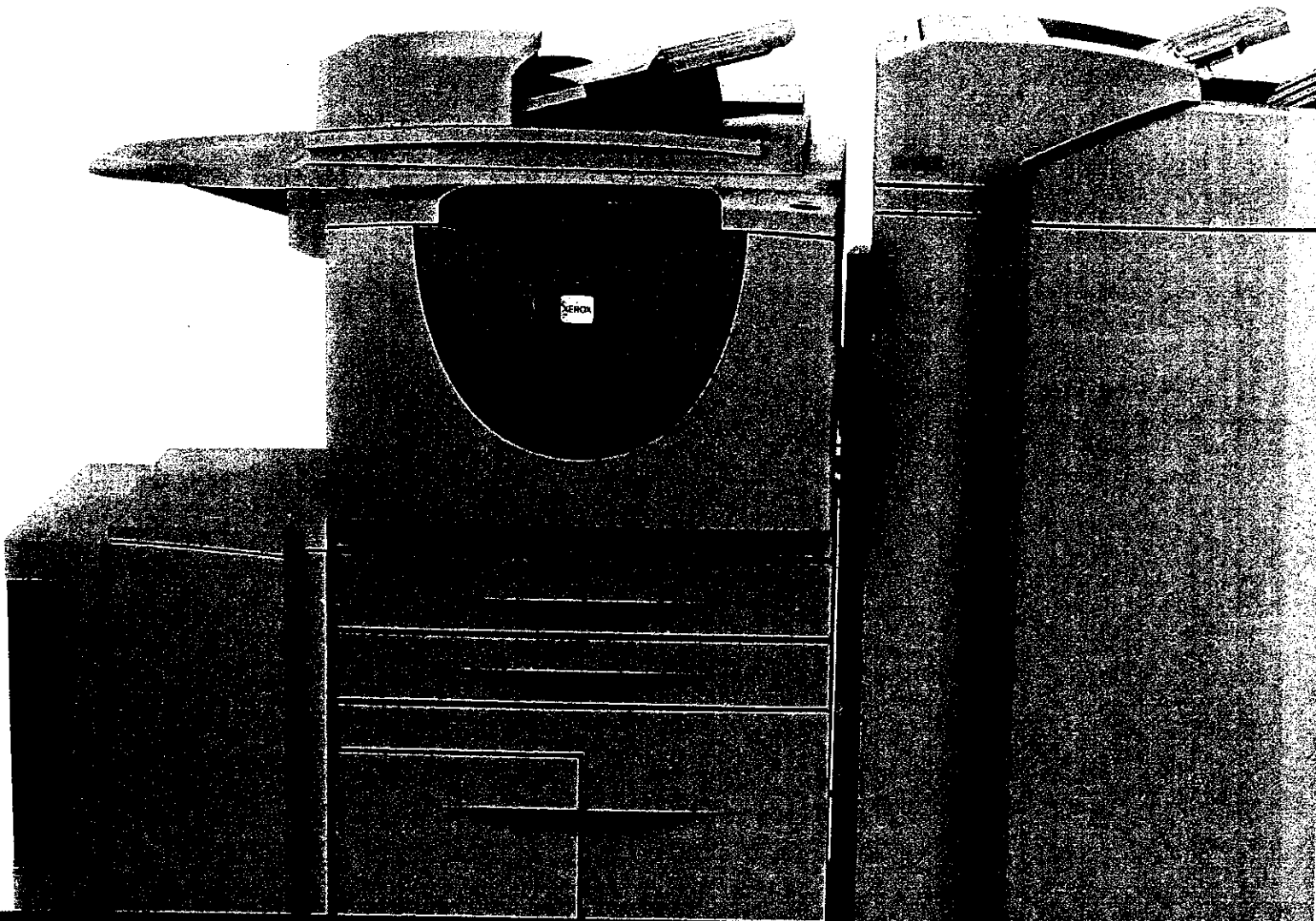
Accounting Capabilities Internal Auditor – Copy; Xerox Standard Accounting – Copy, Print, Fax, Scan; Optional: Network Accounting enablement (thru 3rd Party)

XEROX®

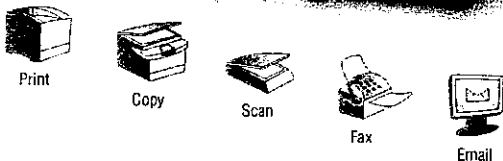
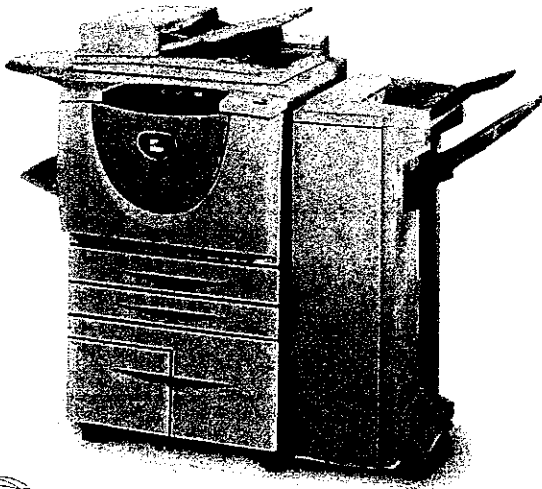
Technology | Document Management | Consulting Services

print | copy | scan | fax | email

The power of
office productivity



WorkCentre® 5665/5675/5687



**High-speed performance.
Outstanding productivity.
Advanced multifunction capabilities.**

These are the cornerstones of the all-in-one office powerhouse that easily handles the high-volume print demands of large, busy workgroups. And with robust copying, scanning, faxing and a host of innovative Xerox technologies, you get a total workflow solution that excels at streamlining your unique job processes.

Ultimate performance

Engineered to exceed your highest expectations, Xerox WorkCentre devices maximize office productivity, delivering the power and advanced functionality needed to help your workgroup achieve exceptional results — smarter, faster and easier.

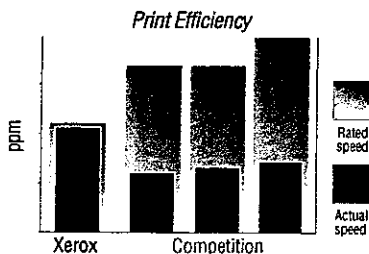
One robust platform

Choose the speed that suits your workgroup — up to 65, 75, or 87 ppm — and get the same functions and usability features.

Truly faster printing

The SMart Controller's advanced design delivers the fastest effective network print speed in the industry. When printing the documents business professionals work on every day, Xerox WorkCentre devices print

faster than the competitions' higher-speed-rated devices.

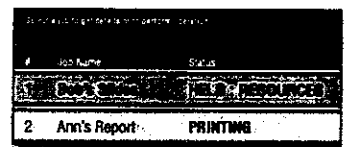


Experience true multitasking

These MFPs have the power to perform five tasks at once: RIP, receive, program ahead, process the queue, and transmit. This advanced capability lets you copy, print, scan or fax even while other jobs are running.

No printing bottlenecks

The Xerox-exclusive Print Around feature holds a job needing resources (such as a different paper size) and prints the next job in the queue. Plus, users can manage the job queue at the device by promoting or deleting jobs accordingly.



Print Around feature keeps jobs moving

Smaller network-friendly files

JBIG 2 and MRC scan compression technologies optimize scan and fax performance, providing significantly faster transmission speeds and reducing network load and storage space on network and mail servers.

From paper to digital to anywhere

WorkCentre devices turn your paper documents into intelligent digital files and open the door to more possibilities — more ways to organize, store and share your information than ever before.



Scan to Email



Scan to Mailbox



Scan to Home



Scan to PC



Scan to Network

Cutting-edge scanning functionality

Increase efficiency with Scan to Email for quick document distribution to multiple email addresses, plus Scan to Mailbox to store on the device and Scan to Home to store on a personal directory.

Scan format flexibility

Scan directly to PDF, PDF/A or XPS electronic document formats. You can also scan to searchable PDF or XPS formats for universal compatibility and easy archiving, organizing, searching and sharing.



Scan to Searchable
PDF and XPS

Automatic file distribution

The exclusive **Xerox SMARTsend™** option lets you route documents to multiple destinations — email, folders, document management systems or remote devices — from a single scan, using a pre-set workflow. LDAP capability can even integrate your network address book.

Convert documents into text files

Scan to PC Desktop® software offers editing and document conversion tools, including batch creation of secure PDFs from all PC applications.

Color scanning

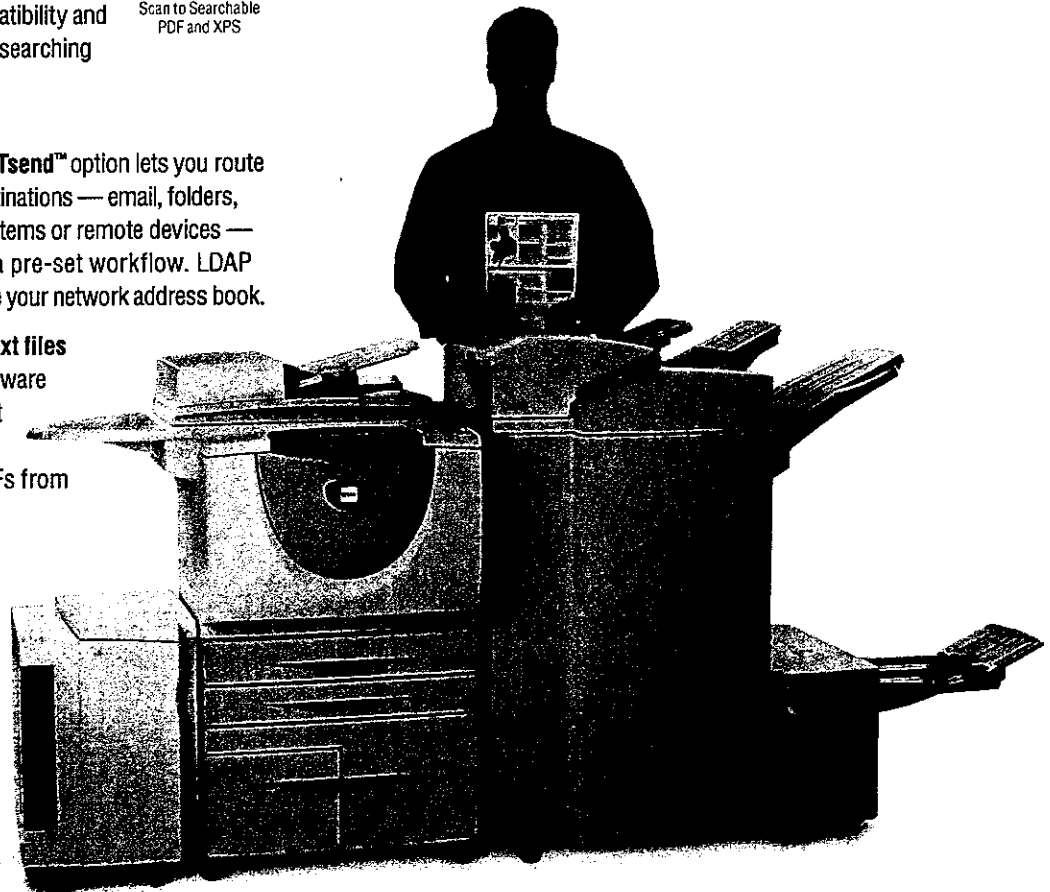
With optional color scanning, users can take advantage of all the benefits of scanning while maintaining the original look and feel of full-color documents.

Store frequently printed documents

The Capture/Print, Save & Reprint feature lets you store scanned documents directly on the device for exact reprint later, while also retaining the flexibility to change document parameters before reprinting.

Extensive fax capabilities

Network Server Fax, Internet Fax enablement (to avoid long distance charges) and Walkup Fax with LAN Fax eliminate the need for a dedicated fax machine.



Stay up and running

Innovative reliability features predict when components need replacing. Then, with SMart Kit™ customer-replaceable components,

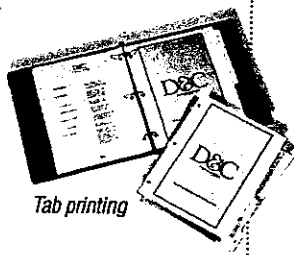


you can change them yourself. No service call needed. And no costly downtime.

The SMart eSolutions system simplifies ownership, with hands-free, hassle-free, secure administration of Xerox devices for automatic meter reads and supply replenishment (U.S. only).

Advanced copy and print features

Plenty of support for specialized print applications, such as annotation, Bates Stamping, ID card copy, tab print capability and page-level programming right from the print driver.



Tab printing

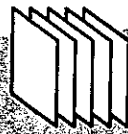
Better for the environment

Get a powerful multifunction device that's truly environmentally friendly, featuring power save with quick start-up, as well as compliance with RoHS (Restriction of Hazardous

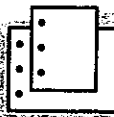


Substances) and ENERGY STAR® 2007 standards.

Robust finishing capabilities let you assemble professional-looking documents.



Collate



Hole punch



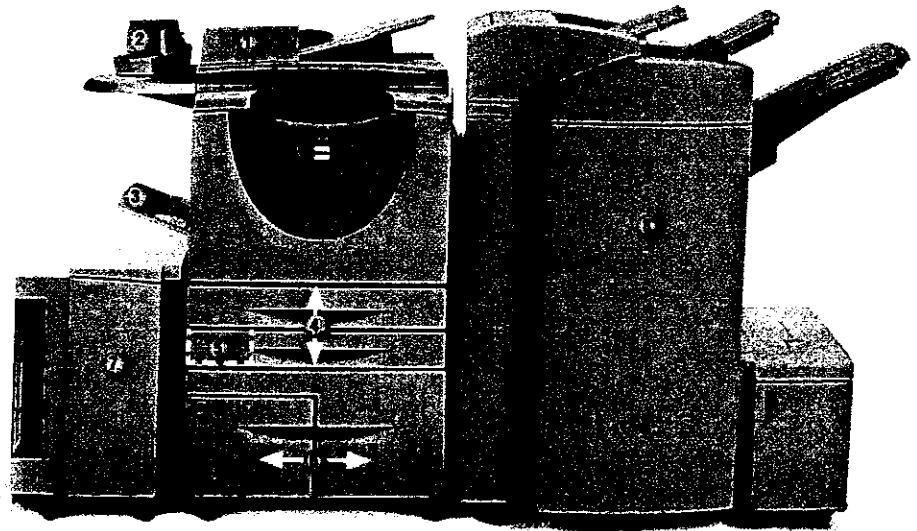
Staple



V-Fold



Saddle-stitch booklet



- ① Duplex Automatic Document Handler (DADH) automatically scans documents as fast as 85 spm.
- ② Convenience Stapler provides off-line 50-sheet stapling.
- ③ 100-sheet Bypass Tray handles heavy paper up to 80 lb. cover.
- ④ Two 500-sheet Universal-Size Trays hold paper sizes up to 11 x 17 in.
- ⑤ Optional Envelope Kit provides trouble-free feeding of 50 envelopes.
- ⑥ High-Capacity Tandem Tray holds a total of 3,600 sheets of letter-size paper.
- ⑦ For high-volume workgroups, you can add the 4,000-sheet Letter-Size High-Capacity Feeder (standard with 5687), or the 2,000-sheet Short-Edge Kit in either letter/legal size or oversize for 11 x 17 in. media.
- ⑧ Three optional Finishers. Choose basic features like staple and hole punch, or advanced capabilities to produce paginated, saddle-stitched and folded booklets and Z- and C-folded brochures. An optional Post-process Inserter lets you add preprinted color covers, tabs and other inserts to your print and copy jobs.



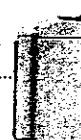
Offset Catch Tray



Office Finisher



High-Volume Finisher (HVF)



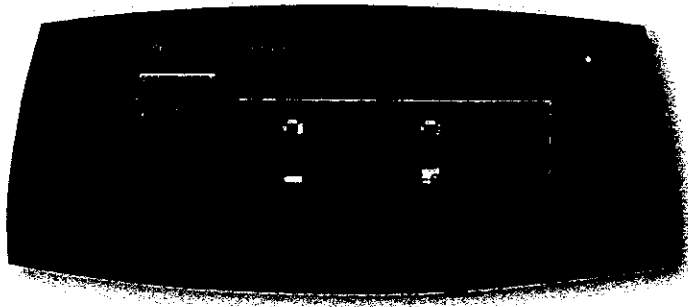
HVF w/ Booklet Maker



Post-process Inserter

Z-Fold/C-Fold Unit





Easy, optimized management and accounting

With fast deployment and easy support, your WorkCentre device is ready to deliver the performance you need, when you need it.

Flexible, familiar operation

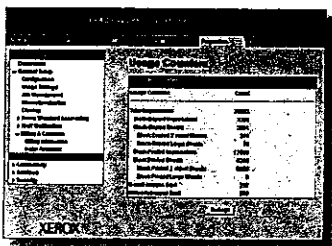
A choice of speed capabilities allows you to "right-size" based on the workload demands of each office work group. And because they all share the WorkCentre platform, users will recognize the look and feel, including the user interface, print drivers and web interface.

Streamlined device and fleet management

Server-based CentreWare® Web makes it easy to deploy, configure, troubleshoot and generate usage reports for all network devices, regardless of manufacturer.

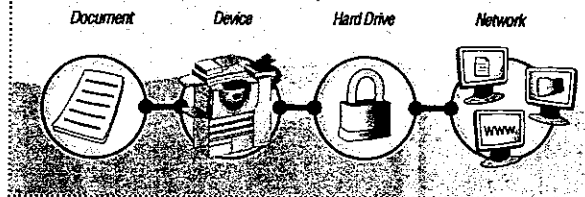
Easy set-up, seamless administration

Xerox CentreWare Internet Services simplifies installation, cloning and network administration, and provides quick access to device and job status, accounting information and other operational metrics. Plus, automatic email alerts notify network administrators of events that require attention, such as low toner levels.



Maintain tight control over costs

Use Xerox Standard Accounting software to set user access and usage limits, and to generate usage reports for greater cost control of printing, copying, scanning and faxing.



Integral Security

Robust security features run the full gamut of entry and exit points to ensure the safety of critical information.

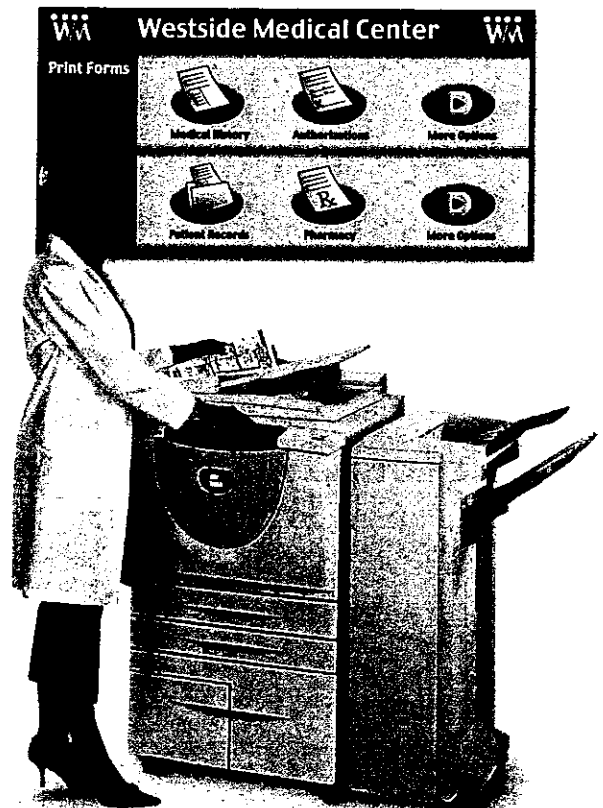
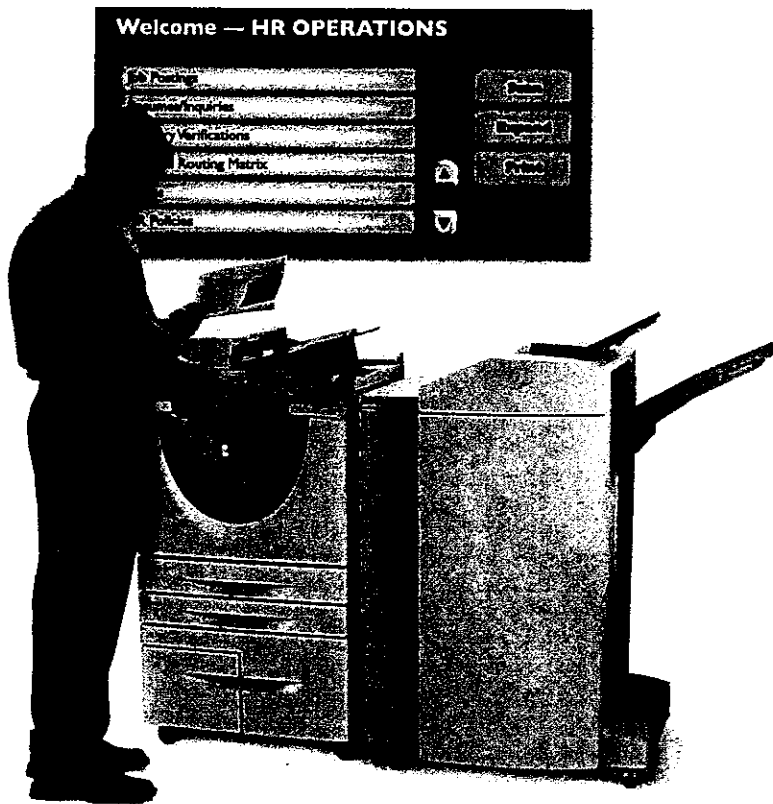
- **Network Authentication** restricts access to scan, email and network fax features by validating user names and passwords prior to use. With Audit Log capabilities you'll know who sent what and when.
- **Secure Print** prevents unauthorized viewing by holding jobs in the print queue until a PIN is entered, releasing documents to print. Secure Print job submission utilizes IPsec.
- **Image Overwrite** eradicates data by overwriting the disk surface with patterns of data.
- **Embedded Fax** prevents unauthorized device access via the fax subsystem. There is complete separation of the fax telephone line and the network connection.
- **Device Access Password Protection** ensures administrative set-up screen and remote network settings cannot be viewed or altered without authentication.
- **IPv6 Network Routing and 802.1x Security Protocols** provide peace of mind that your WorkCentre device is compliant with existing and emerging connectivity policies.
- **IP Address Restriction (IP Filtering)** controls communications with specific network clients.
- **Secure Scan** transmits files using HTTPS (SSL).
- **Secure Device Administration** with HTTPS is enabled through CentreWare.
- **Secure Access Unified ID System** allows you to use access cards to log in to the device. **Follow You Print** lets you submit print jobs to a secure print queue and print them at the device of your choice after ID authentication.

Imagine the possibilities... if you could make your multifunction device work the way you work

The world is changing. There's constant pressure to do more with fewer resources. You know your business better than anyone. Now your WorkCentre device can adapt to fit the way you work, not the other way around.

Your Xerox WorkCentre device is now more productive, and your work just got easier. Menus and languages specific to your business or workgroup, such as "fax to accounts payable" or "submit to claims department," can appear on the touch screen. Xerox Extensible Interface Platform, or EIP, is at the heart of this. It enables a variety of applications that extend the power of your WorkCentre by allowing you to securely find, save, print and share critical information with just a few easy steps right on its touch screen.

The possibilities are endless.



Connect with applications that make your work easier **with EIP**

Access and print information without the use of a computer.

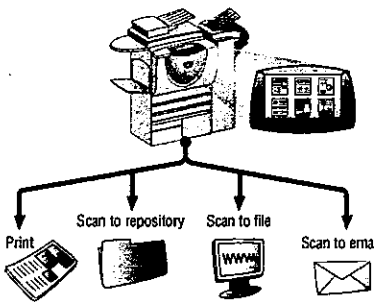
Need your company's latest price list or a brochure on this week's hottest-selling product? Simply use the touch screen on your WorkCentre to browse an online repository such as Xerox DocuShare®, Microsoft SharePoint® or Windows folders, select the document, and print it. No need to use a computer, and no need to keep filing cabinets filled with material that quickly becomes outdated.

Simply scan information and store it exactly where you want it.

Transform hard copy forms into archived digital information with just a few simple steps. A new patient fills out a medical history form, the receptionist securely scans the form, previews a thumbnail image on the touch screen, and then sends the form to a folder named Patient Records. EIP-enabled applications make it possible.

Conveniently and securely access your WorkCentre with a simple swipe of your ID card.

Xerox makes it easy for you to ensure that only authorized users access your WorkCentre devices by requiring passwords or access cards. Once authenticated, you can access EIP-enabled applications that are personalized to meet your needs.



Simplify the process for complex fax distributions.

Send and receive faxes even when a fax board has not been installed in the device. Faxes can be scanned in at the device or submitted from a user's desktop using a fax print driver. Faxes can be tracked and audited to ensure regulatory compliance.

Control costs with user-friendly accounting.

With Xerox accounting solutions you can set usage limits by individual and by function. Track device usage through a printed report, file download or integration with a partner accounting solution.

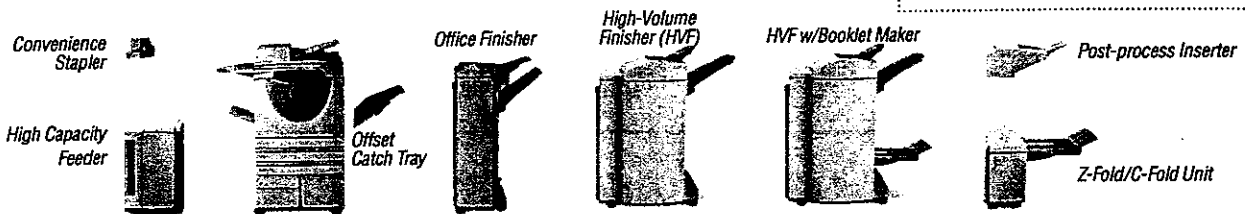
Connect with a variety of advanced partner solutions created with your business in mind.

Xerox EIP enables an array of Business Partner solutions that extend the value of your WorkCentre device with advanced accounting, faxing and scanning capabilities.



Potential EIP application.

It's that **easy.**



	Copier 5665 / 5675 / 5687	Copier/Printer 5665 / 5675 / 5687	Copier/Printer/Scanner 5665 / 5675 / 5687
Speed	Up to 65/75/87 ppm	Up to 65/75/87 ppm	Up to 65/75/87 ppm
Device Memory	256 MB std / 768 MB max	768 MB std / 1024 MB max	768 MB std / 1024 MB max
Paper Handling	Duplex Automatic Document Feeder (DADF): 100 sheets Bypass Tray: 100 sheets; Custom sizes: 4.25 x 5.5 in. to 11 x 17 in. / A6 to A3; 16–53 lb. bond / 60–216 gsm Trays 1–2: 500 sheets each; Sizes: 5.5 x 8.5 in. to 11 x 17 in. / A5 to A3; 16–53 lb. bond / 60–200 gsm High-Capacity Tandem Tray: 3,600-sheet total (1,600 and 2,000 sheets); Size: 8.5 x 11 in. / A4 Optional High-Capacity Feeder (HCF): 4,000 sheets; Size: 8.5 x 11 in. / A4 long edge feed (standard with 5687) HCF Kits (HCF required): 2,000-sheet 11 x 17 Short Edge Kit or 2,000-sheet Letter/Legal Short Edge Kit; Other Kits: Envelope Kit		
Finishing options	Offset Catch Tray (available with 5665): 300 sheets Office Finisher (available with 5665 / 5675): 2,000 + 250-sheet trays, 50-sheet multiposition stapling, optional hole punch Professional Finisher (available with 5665 / 5675): 1,500 + 250-sheet trays, 50-sheet multiposition stapling, 3-hole punch (2-hole option), saddle-stitch booklet making, V-folding High-Volume Finisher (HVF) (available with 5665 / 5675 / 5687): 3,000 + 250-sheet trays, 100-sheet multi-position stapling, optional hole punch High-Volume Finisher w/Booklet Maker (available with 5665 / 5675 / 5687): adds saddle-stitch booklet making Z Fold / C Fold Unit with HVF w/Booklet Maker: adds letter-size Z- and C-folding Post Process Inserter with HVF and HVF w/Booklet Maker: adds preprinted inserts; Convenience Stapler: 50-sheet stapling		

Copy	As fast as 2.7 seconds
First-page-out time	
Resolution (max)	600 x 600 x 8 dpi input / 4800 x 1200 dpi interpolated output
Copy features	Automatic 2-sided, Collation, Auto reduction / enlargement, Auto paper select, Auto tray switching, Image quality enhancement, Transparencies, Booklet creation, Multi-up, Invert image, Covers, ID Card Copy, Annotation and Bates Stamping, Build Job, Inserts and tab copying, Sample set, Job storage and reprint*

Print	Processor	Connectivity	PDL Support	Resolution	Print features	Fax	Scan	Security	Accounting	Other Options
	NA	1.4 GHz AMD Athlon dedicated / 80 GB Hard Drive shared		Up to 1200 x 1200 dpi	Delay, Sample, Secure, and Store Print; Simultaneous receive; Program Ahead; queue-process and transmit; Bidirectional print drivers; Exception page programming; Job printing; Embedded Web Server for remote control/monitor/ setup; Job monitoring at device and at desktop	Optional Walkup Fax (33.6 Kbps one-line [32 MB] and two-line [256 MB] options) with JBIG compression	Optional Walkup Fax (33.6 Kbps one-line [32 MB] and two-line [256 MB] options) with LAN Fax	Fax Security, Secure Print, HTTPS (SSL), SNMP v3, IPv6, IPSec, Network Authentication, Device Access, Password Protection, IP Filtering, Audit Log, Disk Encryption for Store Print and Scan to Mailbox features; Disk Image Overwrite	Internal Auditor – Copy; Xerox Standard Accounting – Copy, Print, Fax; Optional Network Accounting enablement (Third Party)	Upgrade Kit to Copier/Printer; Upgrade Kit to Copier/Printer/Scanner
	NA	Ethernet 10/100 Base-T, IEEE 802.5 (Token Ring) (via adapter); Wireless Ethernet (IEEE 802.11 a/b/g) (via third-party adapter)	PCL 6, PCL 5c, PostScript 3 emulation, LCDS, SCS, YES and IPDS via third-party transforms, and direct print TIFF, PDF, AS/400 support via Workstation Customization Objects			Optional Wakeup Fax (33.6 Kbps one-line [32 MB] and two-line [256 MB] options) with LAN Fax	Network Scanning with Email (Authentication and LDAP), Scan to Mailbox, Scan to Home, Scan to server, PDL, PDF, A and XPS (Optional Color scanning enablement; Scan to PC Desktop, S/M/R/S and		Internal Auditor – Copy; Xerox Standard Accounting – Copy, Print, Fax, Scan; Optional Network Accounting enablement (Third Party)	Upgrade Kit to Copier/Printer/Scanner
	NA								Internal Auditor – Copy	Upgrade Kit to Copier/Printer/Scanner
	NA									256 MB Pre-collation Memory, Foreign Device Interface, Xerox Copier Assistant
										Foreign Device Interface, Xerox Copier Assistant, USB 2.0 (IEEE 1284), Parallel Port Kit, Fax/Scan/Accounting Partner Solutions, Xerox Unicode International Printing, Xerox Secure Access, Unified ID Systems, with Follow You Print

*Not available on Copier Only model



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REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
TELEPHONE: 475-1728
FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008
Requisition Number: Q080800049
RFQ #: RFQ08002251
Date: 5/15/2008

VENDOR: DOCU.CENTER
P O BOX 10138
TAMUNING, GU 96931
Fax number (671) 649-1010
PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.

Quoted by Print/Signature:
Quote Date:
Phone Number:

** Delivery Date Required:
** Delivery Date Offered:
Terms:
Prices good for: Days
The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification.
Therefore, under penalty of perjury, I certify that the facts stated above are true.
Signature Date

1. Offering Recycle Products () YES () NO
2. Offering Biodegradable Products () YES () NO
Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

Table with 6 columns: ITEM, DESCRIPTION - OR EQUAL, QTY, UOM, UNIT PRICE, TOTAL PRICE, AVAILABILITY. Row 1: 1, LEASE OF (1 EA) COPIER MODEL NO W5050PHGC OR EQUAL 30ppm black/white copier/print er/fax/network scanner/scan to email/automatic stapling up to 50 sheets/1 user scanning license. Includes local full service maintenance support, covers all parts & labor, supplies except paper & staples. 60 month lease. Includes also 13,000 black/white prints per month. 4, MOS. A large 'NO QUOTE' stamp is overlaid on the table.

REQUEST FOR QUOTATION

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Therefore, under penalty of perjury, I certify that the facts stated above are true.
Signature Date:

1. Offering Recycle Products () YES () NO
2. Offering Biodegradable Products () YES () NO
Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

Table with 7 columns: ITEM, DESCRIPTION - OR EQUAL, QTY, UOM, UNIT PRICE, TOTAL PRICE, AVAILABILITY. Row 1: 2, EXCESS PRINT AT \$, 1, LOT, NO QUOTE

NO QUOTE
[Handwritten signature]

NOTE: The Government of Guam encourage offers of "EARTH FRIENDLY" products.

XEROX RESPONSE - Page 1 of 2

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800049 RFQ #: RFQ08002251	Date: 5/15/2008
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VENDOR: XEROX CORPORATION # 137 MURRAY BLVD AGANA, GU 96910 Fax number (671) 472-3844	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
--	---

Quoted by Print/Signature: Pam Quinata <i>[Signature]</i>	Quote Date: May 21, 2008	Phone Number: 477-1906
--	-----------------------------	---------------------------

** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature <i>[Signature]</i> Date: 5/21/08
** Delivery Date Offered:	
Terms: Prices good for: _____ Days	

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	OFFERED XEROX	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
1	LEASE OF (1 EA) COPIER MODEL NO W505PHGC OR EQUAL Model W505PHGC with 3500FCFIN, 3HOLE, USBKIT, W258MEM, WSCNFAX1 50ppm black/white copier/print er/fax/network scanner/scan to email/automatic stapling up to 50 sheets/l user scanning license. Includes local full service maintenance support, covers all parts & labor, supplies except paper & staples. 60 month lease. Includes also 13,000 black/white prints per month.	W505PHGC 50ppm, copying, print, fax and scan, stapling 50 sheets PRICES ARE SUBJECT TO THE GSA CONTRACT GS-25F-0062L Xerox product W505PHGC meets and exceeds specs Includes delivery, installation, training, and Analyst support. See Attached quotation and brochure. 13,000 prints are included in monthly payment.	4	MOS	\$363.87	\$1455.48	

Page 2 of 2 RFQ -2251

XEROX RESPONSE

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800049 RFQ #: RFQ08002251	Date: 5/15/2008
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VENDOR: XEROX CORPORATION # 137 MURRAY BLVD AGANA, GU 96910 Fax number (671) 472-3844	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
--	---

Quoted by Print/Signature:	Quote Date:	Phone Number:
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** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date: _____
** Delivery Date Offered:	
Terms:	
Prices good for: _____ Days	

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
2	EXCESS PRINT AT \$.0110 POC: DEPT. OF REV. AND TAX; EDMOND VILLANUEVA AT 635-1749.	1	LOT			Print meter is reconciled quarterly. Excess print charge only applies if 39,000 quarterly allowance is exceeded.

NOTE: The Government of Guam encourage offers of "EARTH FRIENDLY" products.

COMMITTED TO EXCELLENCE

GSA RFQ 08002251

XEROX RESPONSE
MAY 22, 2008

By: Pam Quinata, ph#477-1906 Pamela.quinata@xerox.com, 3/10/08

**Pricing based upon
US Federal GSA Contract No. GS-25F-0062L**



(Fully configured model shown)

Xerox Model W5050PHGC

50ppm Black/White Copier / Printer / Fax / Network Scanner /
Scan to email / Automatic Stapling up to 50 sheets / 1 User
Scanning License

60 Month Term Lease \$363.87

Includes:

- 13,000 Black /White Prints per month.
- Excess B/W print is charged \$.0110

Above Monthly Payment includes:

- Local Full Service & Maintenance Support covers all parts & labor
- Toll free 1-800 Technical Support, 24 hrs.
- Supplies (excludes paper and staples)
- Software Package:
 - *Paperport* Document Management Software (1 User license)
 - *Scan to PC Desktop*
 - *PDF Creator* with Secure PDF option
 - *Omnipage* Optical Character Recognition Software
 - *Image Retriever*
 - *Automatic Form Completion*
- Systems analyst services support for initial installation of W5050PHGC on a network
- Professional training
- 24/7 Help Condition
- Free installation, configuration & license support for the XEROX W5050PHGC

Feature Description W5050PHGC

- ◆ DIGITAL Copier, Printer, Fax and Scan
- ◆ 50 prints or copies per minute
- ◆ Scan at 55 scans per minute
- ◆ Benchmark Digital Reliability (Scan once print many)
- ◆ Duplexing Automatic Document Feeder
- ◆ Job Build allows Scanning of Originals into memory prior to printing
- ◆ Walk-Up Fax
- ◆ Network Printing, Concurrent Scan while printing
- ◆ Network Scanning, Scan to PC Desktop as described.
- ◆ Ethernet 10/100 BaseT, 10Base2, 10Base5 via adapter
- ◆ Scan ahead multiple copy jobs
- ◆ Reduction/Enlargement from 25% up to 400%
- ◆ Automatically Copy, print, scan, two sided
- ◆ 5 1/2 x 8 1/2 to 11x17 Throughput
- ◆ Supports 60 to 216 gsm Paper Weights (up to 80 lb cover)
- ◆ 2-550 sheet & 1-100 sheet By-pass Tray, (1200 Total Sheet Capacity)
- ◆ Password Protection and user limits for Copying
- ◆ Fast First copy out time 3.4 seconds

See Brochure

"If you are not totally satisfied with any Xerox Equipment acquired by you from Xerox, Xerox will, at your request, replace it without charge with an identical model or, at the option of Xerox, with a machine with comparable features and capabilities.



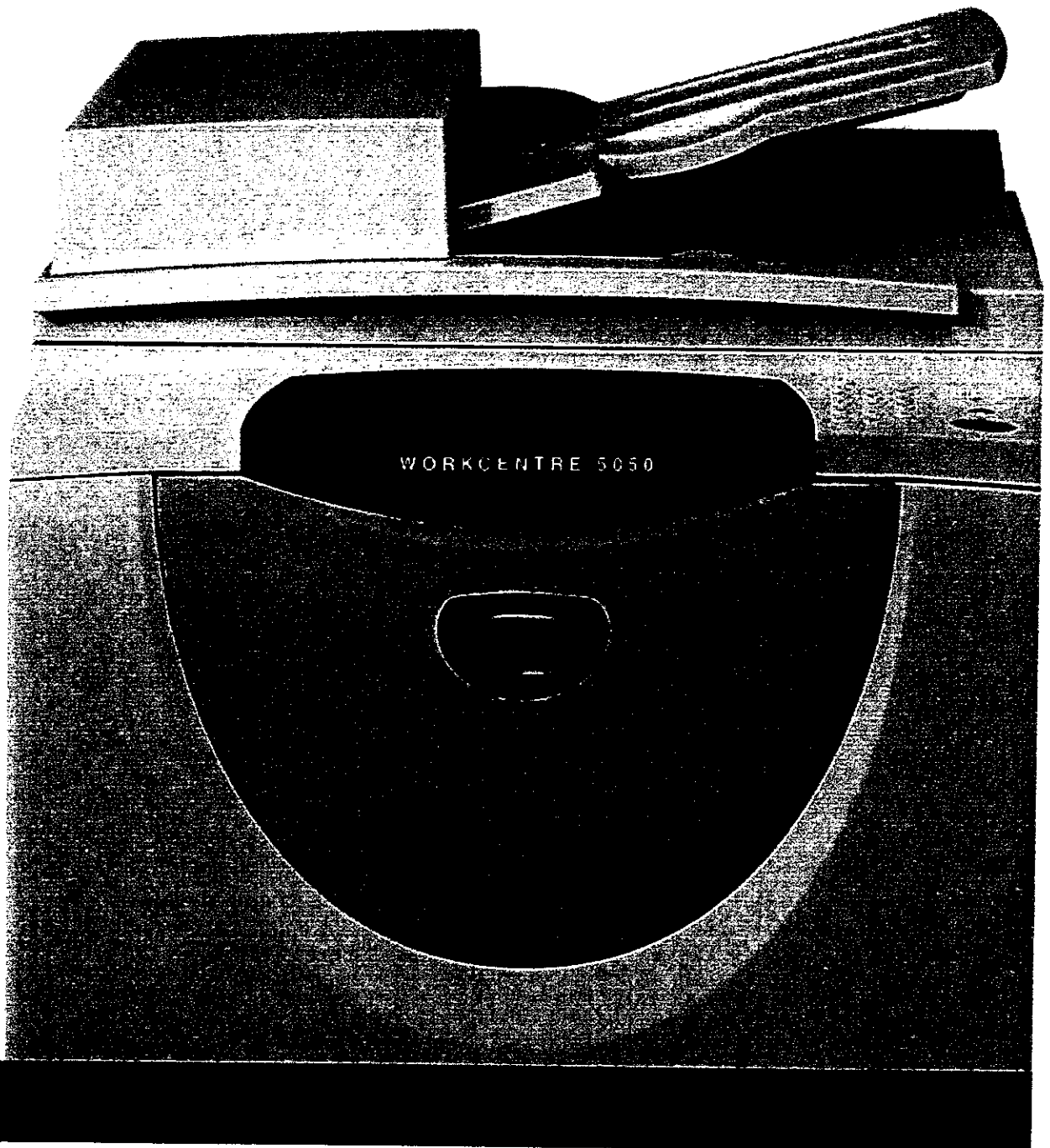
XEROX®

WorkCentre 5030 / 5050

Technology | Document Management | Consulting Services

print | copy | scan | fax | email

The **features** you need,
a price that will **amaze** you.



WorkCentre[®] 5030 WorkCentre[®] 5050 multifunction devices

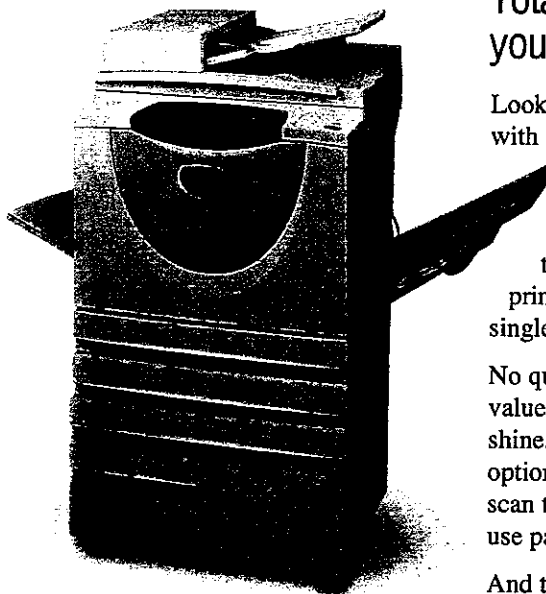
Introducing the Xerox WorkCentre[®] 5030 and WorkCentre[®] 5050, two powerful office multifunction devices with the flexibility to expand with your workload. Fully modular and upgradeable, you can start with full-featured copying and easily add printing, scanning and faxing — all the tools you need to stay productive for less than you'd expect to pay.



Smart. Reliable. Simple to use.

The WorkCentre 5030 and 5050 combine the essential copying features and functions you need with the professional-quality output you've come to expect from Xerox — the first name in copiers.

When it comes to rock-solid performance, these devices are in a class of their own. Built for endurance, they deliver day-in, day-out reliability. And image quality? Truly world-class. The WorkCentre family's patented AutoIQ can instantly monitor and adjust settings for optimum output.



*WorkCentre 5030 with
Offsetting Catch Tray option*

Total performance that helps your office work smarter.

Looking for a multifunction device with the essential features your office needs? Fully expandable, the WorkCentre 5030 and 5050 are the ideal choice for workgroups that need effortless copying, printing, scanning and faxing in a single hassle-free device.

No question, standout productivity and value are where these devices truly shine. They provide network printing, optional faxing, network scanning and scan to email in an integrated, easy-to-use package.

And the price? Some would say it's the best feature.

Think of them as your office's newest "go-to" performers.

Choose 30 ppm or up to 50 ppm — with an amazing space-saving footprint. Proof positive that world-class performance can come in small packages.

Maximize productivity and uptime with timesaving Customer Replaceable Units. Simple and quick to replace, they'll make sure you avoid downtime and stay up and running.

Effortlessly handle a wide array of media — from light papers to heavyweight stock — from any tray.

Enjoy flexible finishing with automatic collation, single or dual stapling, and hole punching.

Exceptional capabilities. Amazing value.

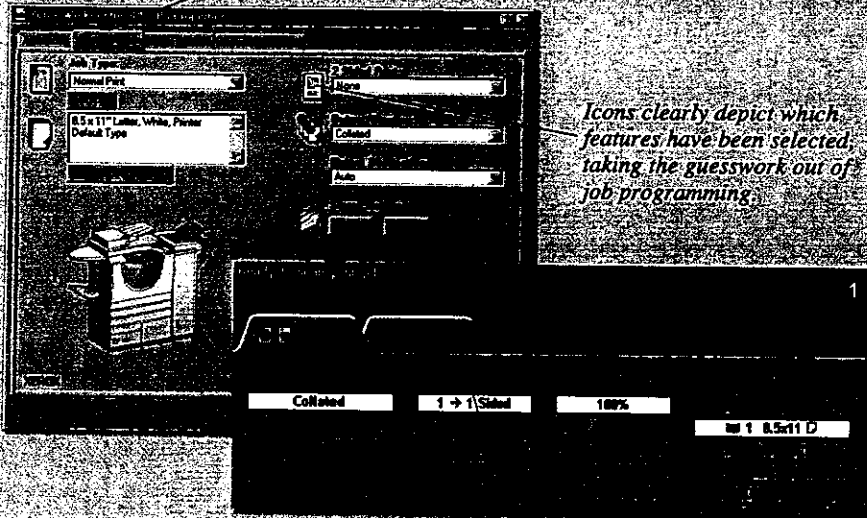
Track your print job's progress and view device status information conveniently from your desktop.

View and control print jobs at the touchscreen interface. No need to walk back to your desk.

Powerful scanning: You can instantly scan to your desktop, network file server, document management application or even the Web. What's more, it's easy to integrate this capability into your business workflow using existing partner solutions.

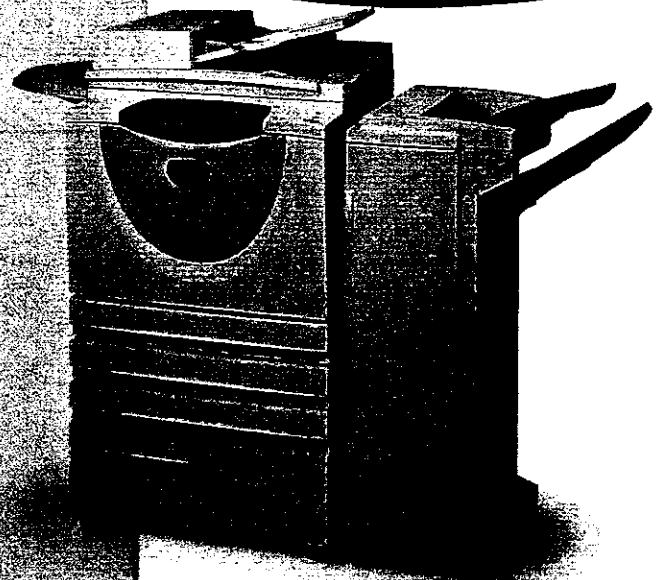
Scan hard-copy originals directly to email. Instantly send documents across your network or the Internet — all without the need of a PC.

CentreWare® print drivers have clear graphical user interfaces that make it easy to select all printer features.



Icons clearly depict which features have been selected, taking the guesswork out of job programming.

An easy-to-use touchscreen control panel provides convenient access to advanced capabilities.



WorkCentre 5050 with optional Office Finisher

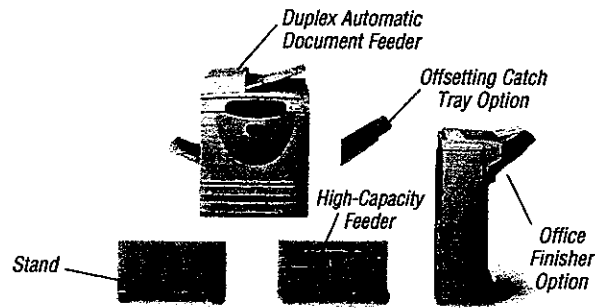
Safeguard your electronic data with these powerful security features. You get peace of mind that comes from knowing your private information stays that way.

SECURITY FEATURES AND OPTIONS

STANDARD FEATURES	WorkCentre 5030	WorkCentre 5050
Device Access Password Protection	★	★
Internal Auditor (Copy Accounting)	★	★
Service Diagnostic Port Restrictions	★	★
Remote Systems Administrator Device Access Password Protection	★	★
Configurable Network Services	★	★
Secure Print	★	★
Image Overwrite Security (On-Demand and Immediate)	★	★
OPTIONAL FEATURES		
Secure Embedded Fax Modem	★	★
Foreign Device Interface	★	★
Cleared Service Technicians/PWS Software for Customer-Owned PC	★	★
Network Authentication (Scan/Email/Fax)	★	★
Common Criteria Security Certification*	★	★

*Certification pending

Call today. For more information or detailed product specifications, call 1-800-ASK-XEROX or visit us at www.xerox.com/office.



Configurations	WorkCentre 5030	WorkCentre 5050
Speed	30 pages per minute (ppm)	50 pages per minute (ppm)
Duty Cycle	Up to 125,000 pages / month	Up to 200,000 pages / month
Device Memory	128 MB EPC RAM Standard / 512 MB EPC RAM Maximum, 128 MB Network Controller and 32 MB Fax	
Output Resolution	600 x 600 dpi x 8 bit	
Paper Handling	Duplex Automatic Document Feeder: 75 sheets; Trays 1 – 2: 550 sheets each; Size: Custom sizes from 5.5 x 8.5 in. / A5 to 11 x 17 in. / A3 Bypass Tray: 100 sheets; Custom sizes from 4.13 x 5.83 in. / 105 – 148 mm to 11 x 17 in. / A3 (Based on 20 lb 75 gsm)	
Paper Input	Stand: Optional: High-Capacity Feeder	High-Capacity Feeder: Tray 3: 1,600 sheets; Size: 8.5 x 11 in. / A4; Tray 4: 2,000 sheets; Size: 8.5 x 11 in. / A4
Finishing Options	Offsetting Catch Tray: 300 Sheets; Office Finisher: 250-sheet top tray, 2,000-sheet stacking tray, multiposition stapling, optional 2 / 3 hole punching	
Accounting	Internal Audition, Additional Job-Based Accounting Options available	
Copy		
First-Copy-Out Time	4.7 seconds	3.4 seconds
Copy Features	Build Job, AutoIQ image quality control, auto covers insertion, auto page insertions from up to two trays, multi-up copies, negative image, reverse image, image shift, auto center, auto reduction/enlargement, auto paper selection	
Print (Optional)		
Processor / PDL Support	433 MHz Intel® Celeron®, 9.1 GB Hard Disk / PCL®5e, PCL®6, PostScript®3 emulation	
Connectivity	Ethernet 10/100BaseT, 10Base2, 10Base5 via adapter	
OS Support	Windows® 4.0/2000/XP®, Novell® NetWare® 4.x/5.x/6, Solaris® 2.5.1/2.6+, HP-UX® 10.2/11, IBM AIX® 4.2+, Linux® Intel® (various), Mac® OS 8.x, 9.x, OS X	
Print Features	Concurrent scan-while-print, send-once/RIP-once/print-many technology, RIP-while-print multitasking, print drivers with custom graphical user interface, paper selection from the driver by type, embedded Web server for remote control/monitor/set-up, job monitoring and control at the device and at the desktop	
Scan (Optional)		
Scan Speed	38 spm	55 spm
Scan Destinations	Network Scanning, Scan to email; Optional: Scan to PC Desktop, FreeFlow SMARTsend, FreeFlow SMARTsend Professional	
Fax (Optional)	Embedded Fax (33.6 kbps, one-line), Internet Fax, Network Server Fax	
Other Options	Xerox Copier Assistant™ Software Foreign Device Interface, Copy Pre-collation RAM Upgrade (256 MB), Envelope Insert Kit, 50-sheet Convenience Stapler, Job-Based Accounting Enablement	

Total satisfaction guaranteed.

The exclusive Xerox Total Satisfaction Guarantee, recognized as unique in the industry, covers every Xerox WorkCentre which has been continuously maintained by Xerox or its authorized representatives under a Xerox express warranty or Xerox Maintenance agreement. You decide when you're satisfied.



Unrivaled service and support.

Behind every Xerox product is a large network of customer support that's unrivaled in the industry and available when you need it. Xerox service professionals use leading-edge technologies to keep you up and running. They're even linked to the engineers who designed your product, so you can be confident when you choose Xerox. And genuine Xerox supplies are always easily available.

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800050 RFQ #: RFQ08002252	Date: 5/15/2008
--	--	-----------------

VENDOR: DOCU.CENTER P O BOX 10138 TAMUNING, GU 96931 Fax number (671) 649-1010	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
---	---

Quoted by Print/Signature:	Quote Date:	Phone Number:
----------------------------	-------------	---------------

** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date: _____
** Delivery Date Offered:	
Terms: Prices good for: _____ Days	

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
1	LEASE OF (1 EA) COPIER MODEL NO WC4150X OR EQUAL 45ppm desktop copier, network printer/fax/scanner/scan to email, with stand, includes 2 paper drawers, 100 sheet bypass paper tray. Includes 5 scanning licenses. Includes 5,000 prints per month. Service (inclusive of parts & labor, supplies except paper & staples) 60 month lease.	4	MOS			

NO QUOTE
[Handwritten Signature]

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
TELEPHONE: 475-1728
FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800050 RFQ #: RFQ08002252	Date: 5/15/2008
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VENDOR: DOCU CENTER P O BOX 10138 TAMUNING, GU 96931 Fax number (671) 649-1010	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON P.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
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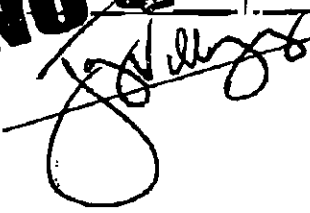
Quoted by Print/Signature:	Quote Date:	Phone Number:
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** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date: _____
** Delivery Date Offered:	
Terms: Prices good for: _____ Days	

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL	AVAILABILITY
2	EXCESS PRINT AT \$ _____ CHARGE	1	LOT			

NO QUOTE


NOTE: The Government of Guam encourage offers of "EARTH FRIENDLY" products.

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
TELEPHONE: 475-1728
FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q040800050 RFQ #: RFP08002252	Date: 5/15/2008
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VENDOR: DOCU. CENTER P O BOX 10138 TAMUNING, GU 96931 Fax number (671) 649-1010	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
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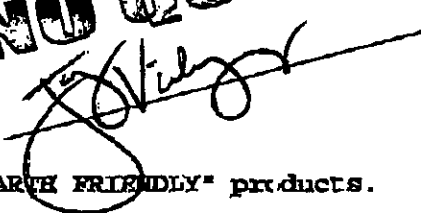
Quoted by Print/Signature:	Quote Date:	Phone Number:
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<p>** Delivery Date Required:</p> <p>** Delivery Date Offered:</p> <p>Terms:</p> <p>Prices good for: _____ Days</p>	<p>The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification.</p> <p>Therefore, under penalty of perjury, I certify that the facts stated above are true.</p> <p>Signature _____ Date: _____</p>
--	---

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
	PER MONTH					
	POC: DEPT. OF REV. AND TAX; EDMOND VILLANUEVA AT 635-1749.					

NO QUOTE


NOTE: The Government of Guam encourage offers of "EARTH FRIENDLY" products.

XEROX RESPONSE Page 1 of 3

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q08800050 RFQ #: RFQ08002252	Date: 5/15/2008
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VENDOR: XEROX CORPORATION # 137 MURRAY BLVD ROCKY HILL, CT 06910 Fax number (671) 472-3844	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
---	---

Quoted by Print/Signature: Pam Quinata <i>[Signature]</i>	Quote Date: May 21, 2008	Phone Number: 477-1906
--	-----------------------------	---------------------------

** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature: <i>[Signature]</i> Date: 5/21/08
** Delivery Date Offered:	
Terms: Prices good for: _____ Days	

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	OFFERED PRODUCT	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
1	LEASE OF (1 EA) COPIER MODEL NO WC4150X OR EQUAL 45ppm desktop copier, network printer/fax/scanner/scan to email, with stand, includes 2 paper drawers, 100 sheet bypass paper tray. Includes 5 scanning licenses. Includes 5,000 prints per month. Service (inclusive of parts & labor, supplies except paper & staples) 60 month lease.	WC4150X, 4150SCAN, 4150STAND Product WC4150X meets and exceeds specs Print allowance is included in the monthly payment. PRICES ARE SUBJECT TO THE GSA CONTRACT # GS-25F-0062L.	5	MO	\$173.99	\$695.96	

XEROX Response Page 2 of 3

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800050 RFQ #: RFQ08002252	Date: 5/15/2008
--	--	-----------------

VENDOR: XEROX CORPORATION # 137 MURRAY BLVD AGANA, GU 96910 Fax number (671) 472-3844	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
--	---

Quoted by Print/Signature:	Quote Date:	Phone Number:
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** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date: _____
** Delivery Date Offered:	
Terms: Prices good for: _____ Days	

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
2	EXCRSS PRINT AT \$.0153 CHARGE Print Meter is reconciled quarterly.	1	LOT	Excess prints do not apply if allowance is not exceeded.		

NOTE: The Government of Guam encourage offers of "EARTH FRIENDLY" products.

COMMITTED TO EXCELLENCE
 CONTINUED ON NEXT PAGE

Xerox Response Page 3 of 3

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
TELEPHONE: 475-1728
FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008
Requisition Number: Q080800050
RFQ #: RFQ08002252
Date: 5/15/2008

VENDOR: XEROX CORPORATION
137 MURRAY BLVD
AGANA, GU 96910
Fax number (671) 472-3844

PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.

Quoted by Print/Signature:

Quote Date:

Phone Number:

** Delivery Date Required:
** Delivery Date Offered:
Terms:
Prices good for: ___ Days

The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 1 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per: the following specification.
Therefore, under penalty of perjury, I certify that the facts stated above are true.
Signature DATE:

- 1. Offering Recycle Products () YES () NO
2. Offering Biodegradable Products () YES () NO
Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

Table with columns: ITEM, DESCRIPTION - OR EQUAL, QTY, UOM, UNIT PRICE, TOTAL PRICE, AVAILABILITY. Includes text: PER MONTH, POC: DEPT. OF REV. AND TAX; EDMOND VILLANUEVA AT 635-1749.

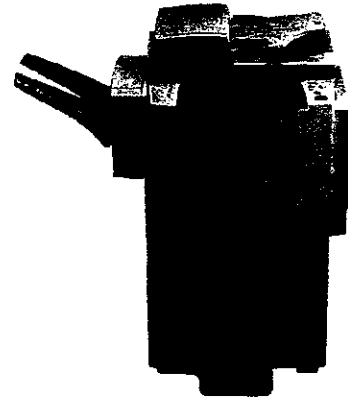
NOTE: The Government of Guam encourage offers of "EARTH FRIENDLY" products.

COMMITTED TO EXCELLENCE

GSA RFQ 08002252
XEROX RESPONSE
MAY 22, 2008

By: Pam Quinata, Xerox
477-1906, fx 472-3844

Pricing based upon US Federal Contract No. GS-25F-0062L



Fully Configured Unit Shown

Pricing

WC 4150 – 4150SCAN,SCN2SE-5, DRCINST, 4150STND

45ppm Desktop Copier, Network Printer/ Fax /Scanner/
Scan to email, with Stand, includes 2 Paper Drawers,
100 Sheet ByPass Paper Tray
Letter Size and Legal Size Paper Only.
5 Scanning licenses

60 month lease with Supplies Included

Monthly Amount..... **\$173.99**
Includes 5,000 prints per month..... \$.0153

Meters are reconciled quarterly. Print meters should be reported on a monthly basis for billing reconciliation.

Above Options includes:

- Delivery and Installation – Standard delivery
- Service (inclusive of parts and labor)
- Initial Setup and Professional Training
- All supplies (not including paper and staples)

Feature Description WC4150X

- ◆ 45ppm DIGITAL Network Printer, Desktop Copier and Color Scanner
- ◆ 50 Page Automatic Document Feeder
- ◆ Two-sided copying, printing and scanning
- ◆ Scan to email
- ◆ 5 Scanning Licenses
- ◆ Print Image Quality of 600 x 600 dpi, 1200 interpolated
- ◆ Rated Speed of 45 prints or copies per minute
- ◆ Benchmark Digital Reliability (Scan once print many)
- ◆ 8 1/2 x 11 to 8 1/2 x 14 Throughput
- ◆ 16 to 53 lb. Paper Weights
- ◆ 2-500 sheet Paper Trays and 1-100 sheet By-pass Tray
- ◆ Ability to print on labels and transparencies
- ◆ Reduction/Enlargement from 25% up to 400%
- ◆ 10/100 BaseT Ethernet
- ◆ 384MB Memory and a 40GB Hard Drive
- ◆ Print Drivers for Mac OS 9 and forward , Windows NT4.0/ 2000/XP Operating Systems
- ◆ PCL6 and PostScript3 printing support
- ◆ 33.6kbps fax speed reduces long distance phone bills



"If you are not totally satisfied with any Xerox Equipment acquired by you from Xerox, Xerox will, at your request, replace it without charge with an identical model or, at the option of Xerox, with a machine with comparable features and capabilities."

This proposal was prepared by Pam Quinata, Government Account Manager, tel: 477-1906. Pricing expires 12/30/07.

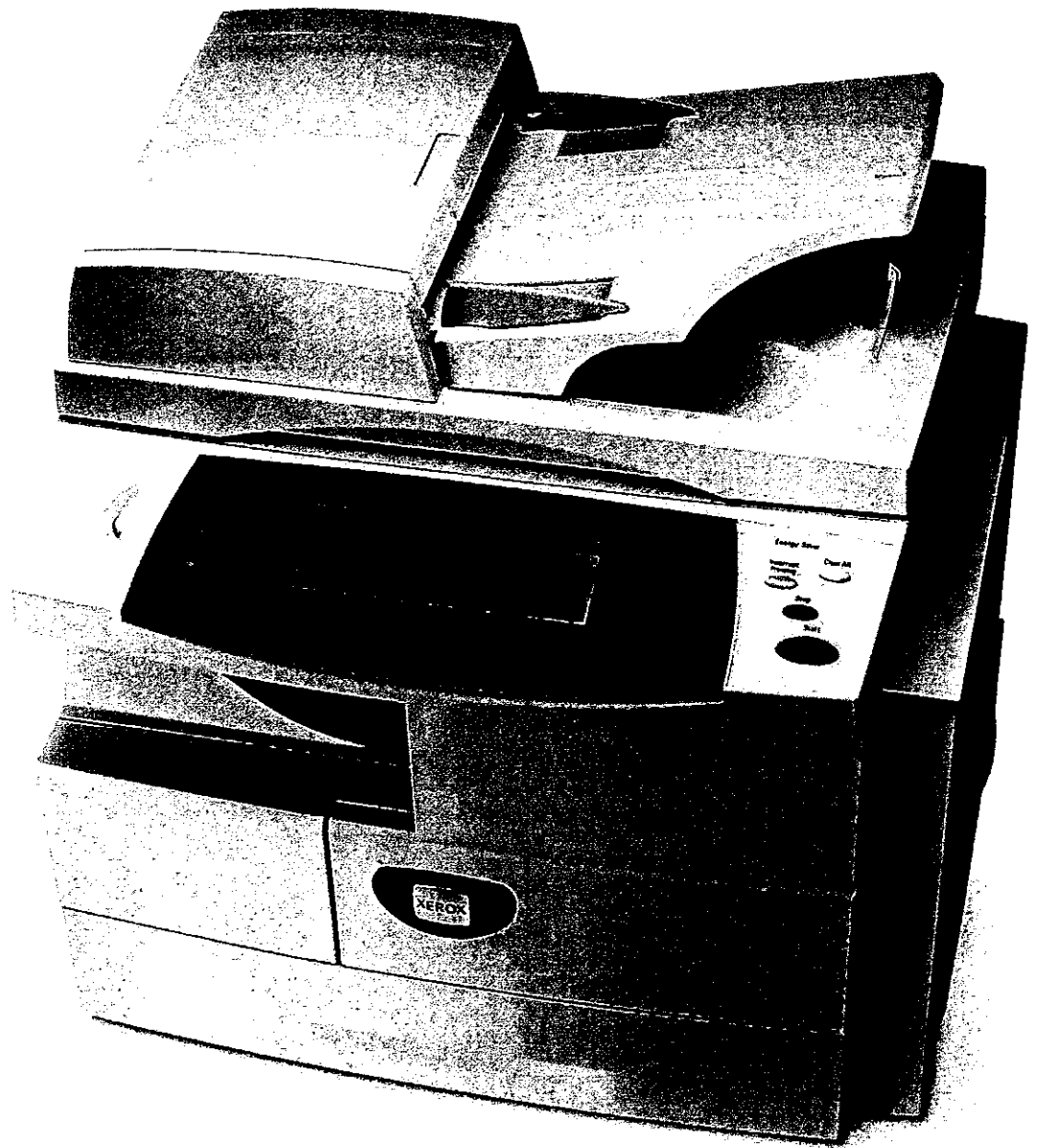
The contents of this proposal are considered Xerox private data and are provided for the exclusive use of the above named company. The contents herein may not be reproduced without the specific written permission of Xerox Corporation. This proposal is for informational purposes only and does not constitute a contract or an offer to contract. Should you find this proposal of interest, we would be pleased to submit contract terms

XEROX®

Technology | Document Management | Consulting Services

print | copy | email | fax | scan

Convenient multi functions on your network printer



WorkCentre[®] 4150 multifunction

Introducing your new multifunction printer

The WorkCentre 4150 multifunction meets the challenges of today's non-stop business world. We started with the basic requirement of every office: powerful printing capabilities. Then we added an array of tools to create a reliable and convenient multifunction that is ready to handle the needs of your busy workgroup.

Get more done, day in and day out

Replace your current printer with the WorkCentre 4150 and see how much more you can do with this multifunction's best-in-class features.

- Get a solution designed exactly for your business – from a copier-only device all the way up to a full-fledged multifunction that can print, copy, fax and scan to email.
- Each function is fully integrated and can be accessed while other jobs are running. Enjoy worry-free, reliable operation.
- Easily integrate the WorkCentre 4150 into your existing printer environment, or replace single-function machines with one convenient multifunction device. That's a lot of productivity in a small footprint.
- Call on unrivaled service and support, including service professionals who are linked to the engineers who designed your product. Xerox is there for you every step of the way.

Multifunction power at the right price

As the multifunction experts, Xerox can help you streamline the way you work with a value-packed device that's competitively priced.

- Save money by choosing just the functions you need now. Upgrade as your business grows.
- Increase productivity and decrease costs by getting one device that does the work of a string of single-function machines.
- Standard automatic two-sided printing and copying – and even faxing – saves time as well as money.

PRINT

COPY

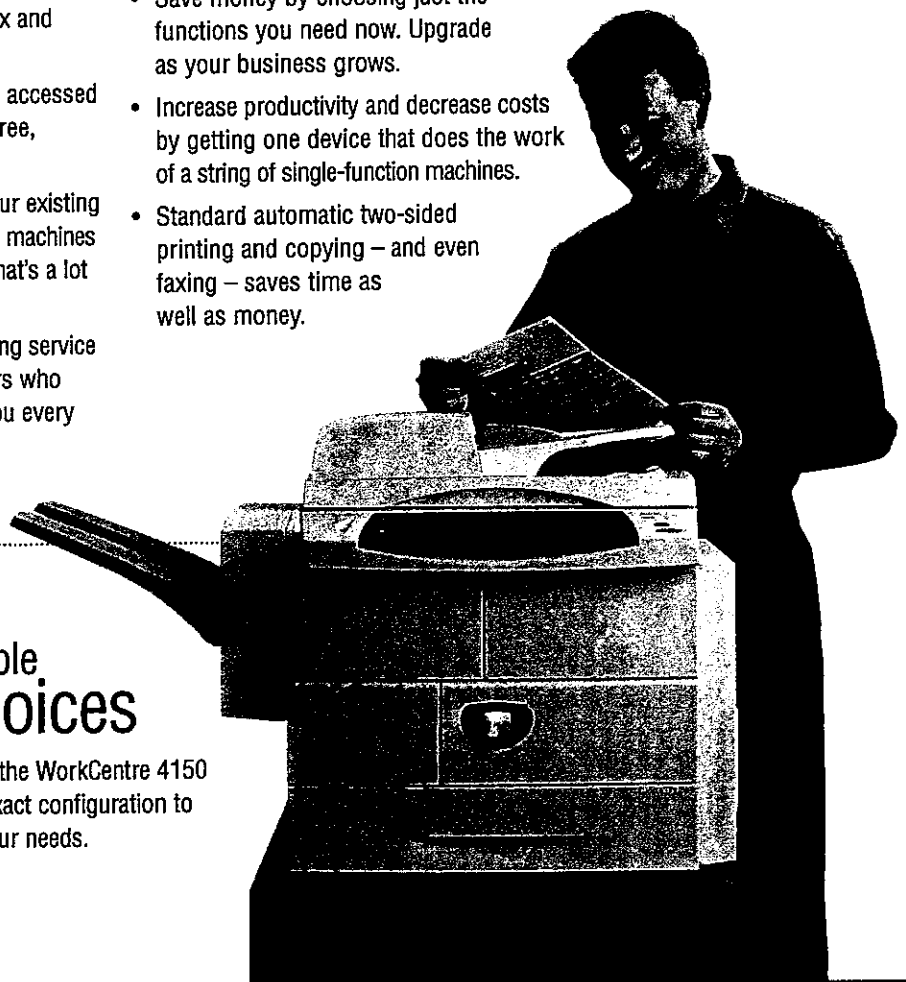
SCAN

EMAIL

FAX

Flexible choices

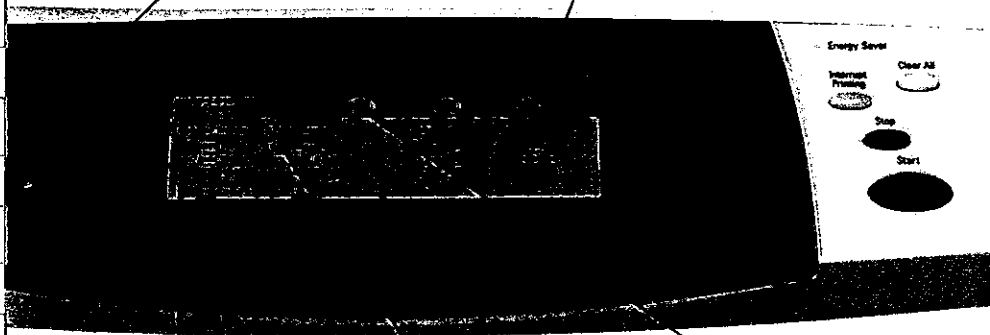
Choose the WorkCentre 4150 in the exact configuration to meet your needs.



Xerox feature advantages

Manage your print queue right from the touch-screen. Move important jobs to the top of the list for maximum efficiency.

The fax feature can relay incoming faxes to email and other fax machines.



Touch-screen operation is easy to learn, easy to navigate, and consistent with all Xerox multifunction systems.

Time-saving "Auto" features make correct selections for you, ensuring high-quality output.

Process ID documents quickly and efficiently with ID Card Copy.

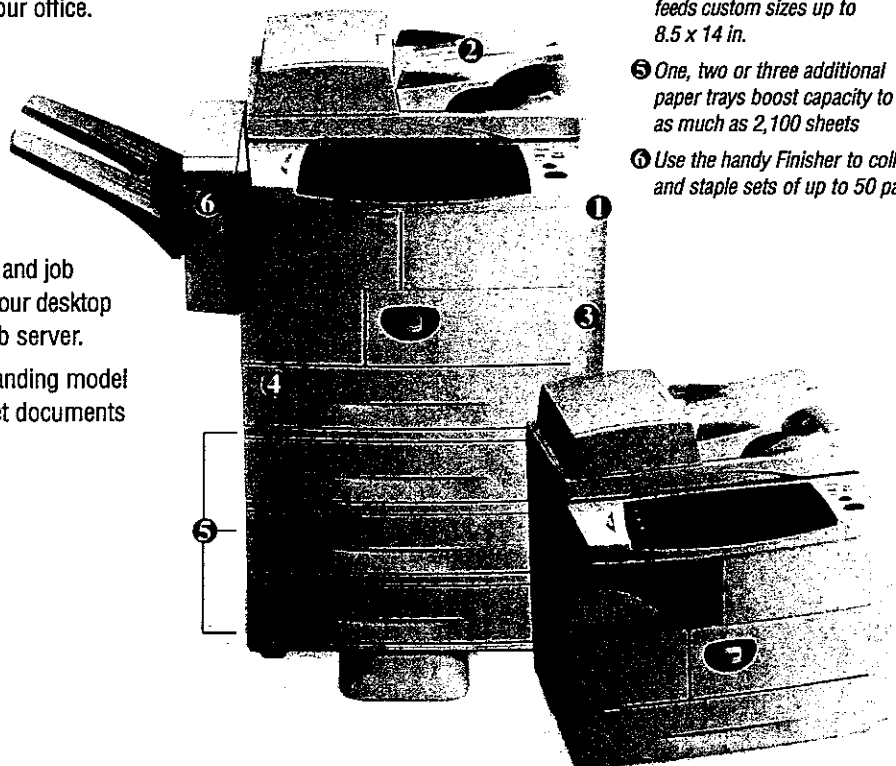
Must-have tools to match the job
The WorkCentre 4150 offers a lineup of special features so useful you'll wonder how you lived without them.

- **ID Card Copy:** Use the innovative ID Card Copy feature to copy both sides of an ID document or check onto one side of a sheet of paper – without having to run the paper through a second time.
- **Fax Forward to Email:** Route incoming faxes to your email for easy archiving or to access while you're out of the office.
- **Secure Print:** Prints confidential documents only after you've entered a password at the device.

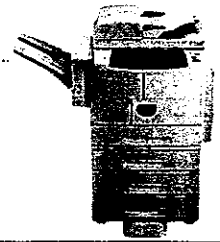
A new world of convenience

Give your workgroup a centrally located device that boosts productivity.

- The space-saving design means all capabilities can fit comfortably in your workgroup. Add up to three additional paper trays and build a floor-standing device that is easily accessible to everyone in your office.
- Installation and network configuration are easy – a couple of clicks and you're up and running.
- The large touch-screen interface can be understood at a glance. Most operations are a touch away.
- Manage your machine and access device and job status and accounting information from your desktop using the CentreWare IS embedded web server.
- Add a finisher to the desktop or floor-standing model that will collate and staple up to 50-sheet documents for more efficiency and convenience.



- 1 Money-saving and fast automatic two-sided printing is standard
- 2 50-sheet duplex automatic document feeder scans two-sided documents
- 3 100-sheet bypass tray handles heavier papers up to 200 gsm
- 4 Standard 500 sheet paper tray feeds custom sizes up to 8.5 x 14 in.
- 5 One, two or three additional paper trays boost capacity to as much as 2,100 sheets
- 6 Use the handy Finisher to collate and staple sets of up to 50 pages



CONFIGURATIONS	WorkCentre 4150	WorkCentre 4150s	WorkCentre 4150x	WorkCentre 4150xf
Speed	Up to 45 ppm (letter / A4)			
Duty Cycle	Up to 200,000 pages / month			
Paper Handling	Duplex Automatic Document Feeder: 50 sheets Bypass Tray: 100 sheets; Size: 3.9 x 5.8 in. to 8.5 x 14 in. / A6 to A4 (98 x 148 mm to 216 x 356 mm) Tray 1: 500 sheets; Size: 3.9 x 5.8 in. to 8.5 x 14 in. / A6 to A4 (98 x 148 mm to 216 x 356 mm)			
Additional Trays	Optional			
Paper Output	500 sheets, automatic two-sided			
Finishing	Optional			
Copy	Automatic two-sided, Collation, Reduce/Enlarge, Book Copying, Mixed-Size Originals, Edge Erase, Booklet Creation, Covers, Transparency Separators, Multi-Up, ID Card Copy			
First-Page-Out Time	As fast as 5 seconds			
Copy Resolution	600 x 600 dpi			
Print	As fast as 8 seconds			
First-Page-Out Time	NA			
Print Resolution	600 x 600 dpi, 1200 interpoles			
Memory (standard / max)	256 MB / 384 MB plus 40 GB Hard Drive			
Processor / PDL	400 MHz / PCL 5c, PCL 6 compatible with PostScript 3 [®]			
Connectivity	10/100 Base Ethernet (IEEE 802.3u)			
Print Features	Automatic two-sided, Watermark, Secure print, Delayed print, Sample's Cover selection, Paper selection by attribute, Toner saver, Multi-Up, Mirror image, Negative image, Image rotation, Saved settings, Booklet creation, Fit to new paper size, Collate			
Scan	Scan to Email, Optional Network Scanning, SMARTscan [™] , Xerox Business Partner Solutions (BPS)			
Scan Destinations	NA			
Scan Features	PDF, JPEG, TIFF, Multi-page, Xerox Scan to PC Desktop [™] Personal Edition (includes a set of OmniPage [™] PaperPort [™] and Image Retriever for use with scan-to-email), Color Scanning, Scan Speed up to 45 ppm BW (1 color), 45 lpm BW (1 color)			
Security	NA			
Fax	Optional			
Fax Features	Optional			
Accounting	Standard	Internal Auditor tracks copy and fax, Xerox Standard Accounting		
	Optional	Network Accounting Kit and Xerox Business Partner Solutions		
Other Options	Foreign Device Interface, 256 MB Memory Upgrade (adds additional 128 MB), Network Scanning, Cabinet, Image Overwrite, Server Fax Enablement			
Warranty	One Year On-Site Warranty, Xerox Total Satisfaction Guarantee			

Device Management
CentreWare Internet Services, CentreWare Web, NDPS and HP Openview

Media Handling
Bypass Tray: 16-53 lb bond / 60-200 gsm
Tray 1, 2, 3, 4: 16-32 lb bond / 60-120 gsm
Duplex Automatic Document Feeder:
12-32 lb bond / 50-120 gsm
Media Types: Paper, envelopes, labels, transparencies

Operating Environment
Temperature: Maximum Range: 50°-90°F / 10°-32°C, Recommended Range: 61°-86°F / 16°-30°C
Humidity: Maximum Range: 20-80%, Recommended Range: 30-70%
Electrical: Power: 110-127 VAC, 60 Hz, and 220-240 VAC, 50 Hz
Power Consumption: Average: 748 watts, Power Saver Mode: 32.5 watts, ENERGY STAR[®] Compliant

Dimensions (WxDxH)
Without Finisher: 24.5 x 19 x 24 in. / 622 x 483 x 610 mm, With Finisher: 39.5 x 19 x 24 in. / 1003 x 483 x 610 mm
Weight: Without Finisher: 110 lb / 50 kg, With Finisher: 132 lb / 60 kg

Supplies
Starter Toner - average 10,000 standard pages*
Standard Toner - average 20,000 standard pages*
Drum Cartridge - approx. 55,000 pages**

Agency Approvals
UL
GE Semko



*Declared Yield in accordance with ISO/IEC 19752. Yield will vary based on image, area coverage and media used.
**Yield will vary depending on job run length, media size and orientation.

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

- GSA

Please respond as soon possible but no later than: 5/19/2008		Requisition Number: Q080800051 RFQ #: RFQ08002255	Date: 5/15/2008
VENDOR: DOCU. CENTER P O BOX 10130 TAMUNING, GU 96931 Fax number (671) 649-1010		PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.	
Quoted by Print/Signature:		Quote Date:	Phone Number:
** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date: _____		
** Delivery Date Offered:			
Terms: Prices good for: _____ Days			
1. Offering Recycle Products () YES () NO 2. Offering Biodegradable Products () YES () NO Please separate your offer of recyclable and/or biodegradable products from regular products.			

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
1	LEASE OF (1 EA) COPIER MODEL NO W7675PGC OR EQUAL 75ppm black/white & 50ppm color. 80ppm scanning input speed. Copier/Printer/Walk up Fax & LAN fax (PC Fax). Scanning in B/W or color scan. Scan to PC software. 100 sheet multiposition stapler. 2/3 hole punching. Automatic document sheet feeder holds 250 originals. USB Printing Capable. 2 User Scanning Licenses. Includes 14,000 black/white print per month and 1,000	4	MCS			

NO QUOTE
[Handwritten signature]

REQUEST FOR QUOTATION

- GSA

BUYER : San Nicolas, Peter
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008
 Requisition Number: Q080800051
 RFQ #: RFQ08002255
 Date: 5/15/2008

VENDOR: DOCU.CENTER
 P O BOX 10138
 TAMUNING, GU 96931
 Fax number (671) 649-1010

PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.

Quoted by Print/Signature:

Quote Date:

Phone Number:

** Delivery Date Required:

** Delivery Date Offered:

Terms:

Prices good for: _____ Days

The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification.
 Therefore, under penalty of perjury, I certify that the facts stated above are true.
 Signature _____ Date _____

- 1. Offering Recycle Products () YES () NO
 - 2. Offering Biodegradable Products () YES () NO
- Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
	service maintenance support, covers parts and labor and supplies except paper and staples. 60 month lease.					
2	EXCESS PRINT AT \$ _____ BLACK PRINT CHARGE PER MONTH					
3	EXCESS PRINT AT \$ _____ COLOR PRINT CHARGE PER MONTH	1	LOT			

POC: DEPT. OF REV. AND TAX;
 EDMOND VILLANUEVA AT 635-1749.

NO QUOTE
[Handwritten signature]

XEROX RESPONSE PAGE 1 OF 2

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q08080051 RFQ #: RFQ08002255	Date: 5/15/2008
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VENDOR: XEROX CORPORATION # 137 MURRAY BLVD AGANA, GU 96910 Fax number (671) 472-3844	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DISTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
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Quoted by Print/Signature: PAM QUINATA <i>[Signature]</i>	Quote Date: MAY 21, 2008	Phone Number: 477-1906
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** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature <i>[Signature]</i> Date: 5/21/08
** Delivery Date Offered:	
Terms: Prices good for: _____ Days	

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	OFFERED PRODUCT	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
1	LEASE OF (1 EA) COPIER MODEL NO W7675PGC OR EQUAL 75ppm black/white & 50ppm color. 80ppm scanning input speed. Copier/Printer/Walk up Fax & LAN fax (PC Fax). Scanning in B/W or color scan. Scan to PC software. 100 sheet multiposition stapler. 2/3 hole punching. Automatic document sheet feeder holds 250 originals. USB Printing Capable. 2 User Scanning Licenses. Includes 14,000 black/white print per month and 1,000 color print per month. Full	ADVNSHR, SCANCTRL14, STPLR, FAXLINE1 Model W7675PGC meets and exceeds specs Please see attached Quotation and Brochure. PRICES ARE SUBJECT TO THE GSA CONTRACT NUMBER GS-25F-0062L. Included in monthly payment.			\$611.87	\$2447.48	Meets and exceeds specs.

XEROX RESPONSE page 2 of 2

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800051 RFQ #: RFQ08002255	Date: 5/15/2008
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VENDOR: XEROX CORPORATION # 137 MURRAY BLVD AGANA, GU 96910 Fax number (671) 472-3844	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW: PLEASE RESPOND BY THE ABOVE DATE.
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Quoted by Print/Signature:	Quote Date:	Phone Number:
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** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date: _____
** Delivery Date Offered:	
Terms: Prices good for: _____ Days	

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
	service maintenance support, covers parts and labor and supplies except paper and staples. 60 month lease.					
2	EXCESS PRINT AT \$ <u>0098</u> BLACK PRINT CHARGE PER MONTH		1 LOT			Meter Prints are reconciled quarterly. Excess Prints will not
3	EXCESS PRINT AT \$ <u>0979</u> COLOR PRINT CHARGE PER MONTH		1 LOT			not apply if print allowance provided of 14000 B/W per month is not exceeded.
POC: DEPT. OF REV. AND TAX; EDMOND VILLANUEVA AT 635-1749.						

XEROX

GSA RFQ 08002255 ✓ XEROX RESPONSE

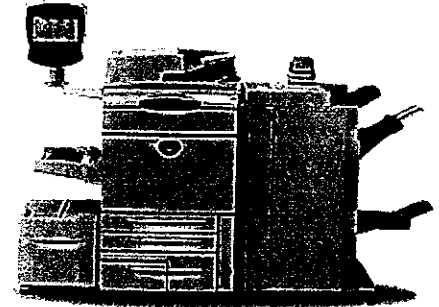
May 22, 2008

Pricing based upon
US Federal GSA Contract No. GS-25F-0062L

WorkCentre 7675

Color Proposal

print • copy • scan • e-mail • fax

**XEROX OFFERED MODEL W7675PGC****Description -**

75ppm Black/White and 50ppm COLOR
80 ppm Scanning Input Speed
Copier/ Printer/ Walk Up Fax & LAN Fax (PC Fax)
Scanning in B/W or Color Scan, Scan to PC Software
100 Sheet Multiposition Stapler
2/3 Hole Punching
Automatic Document Sheet Feeder holds 250 Originals
USB Printing Capable
2 User Scanning Licenses

60 Month Contract Term

Monthly Lease Amount \$ 611.87mo

Includes:

- o 14,000 Black /White Prints are included per month
- o \$.0098 Excess B/W print is charged
- o 1,000 COLOR Prints are included per month
- o \$.0979 Excess color print charge

Print Meters are reconciled quarterly.

Print Meter Readings are reported quarterly via fax, phone, email or on-line.

- All Supplies: Toners- Black, Cyan, Yellow, Magenta, Drums, Fusers & Waste Containers. *Except paper & staples
- Survey Analysis Software for automatic reading & compiling of data from hard copy surveys.
- Scan to PC Software Package 2 User License includes:
- Paperport Document Management Software
- Text Searchable PDF. Able to search a document using key words.
- PDF Creator with Secure PDF option
- Omnipage Optical Character Recognition Software
- Image Retriever
- Automatic Form Completion
- Includes Local Full Service & Maintenance Support covers parts & labor
- Toll free 1-800 Technical Support, 24 hrs, Mon-Sunday.
- Systems Analyst Services for initial installation of WC7675P on a network
- Professional Training
- 20 Amp Line Conditioner
- Installation & Delivery. Excludes excess rigging.
- Customer Guarantee equipment certification

Proposed product may not be exactly as shown

Detail Feature Description W7675PGC

- ◆ DIGITAL COLOR Copier, Printer, Fax, and Scanner
- ◆ Rated Speed of 75 prints/copies per minute in BLACK and
- ◆ COLOR 50 prints/copies ppm
- ◆ Provides the ability to secure copy and printing features in black / white or color jobs.
- ◆ Walkup Fax capability with speeds up to 33.6kbps and
- ◆ Color and Monochrome Scanning from 72x72 up to 600x600 dpi
- ◆ Scan to Text-Searchable PDF or TIF formats
- ◆ Deluxe Scan Image Management Software package... Omnipage Optical Character Recognition Software and Paperport Digital Paper Management Software included (10 seats)
- ◆ Benchmark Digital Reliability (Scan once print many)
- ◆ Up to 2400 x 2400 dpi resolution
- ◆ 5 1/2 x 8 1/2 to 13x 19 Throughput
- ◆ 17 to 170 lb. (64 to 300gsm) Paper Weights
- ◆ Total Sheet Capacity; Trays 1 & 2 -500 sheet each, Trays 3 & 4- 870
- ◆ and By-pass Tray with 250 sheets
- ◆ Two-sided printing, copying, faxing and scanning up to 11 x 17
- ◆ Ability to print on labels and transparencies
- ◆ Reduction/Enlargement from 25% up to 400%
- ◆ Network connectivity through 100/10 BaseT or optional USB printer port
- ◆ Operates on multiple simultaneous network protocols including Windows & Macs

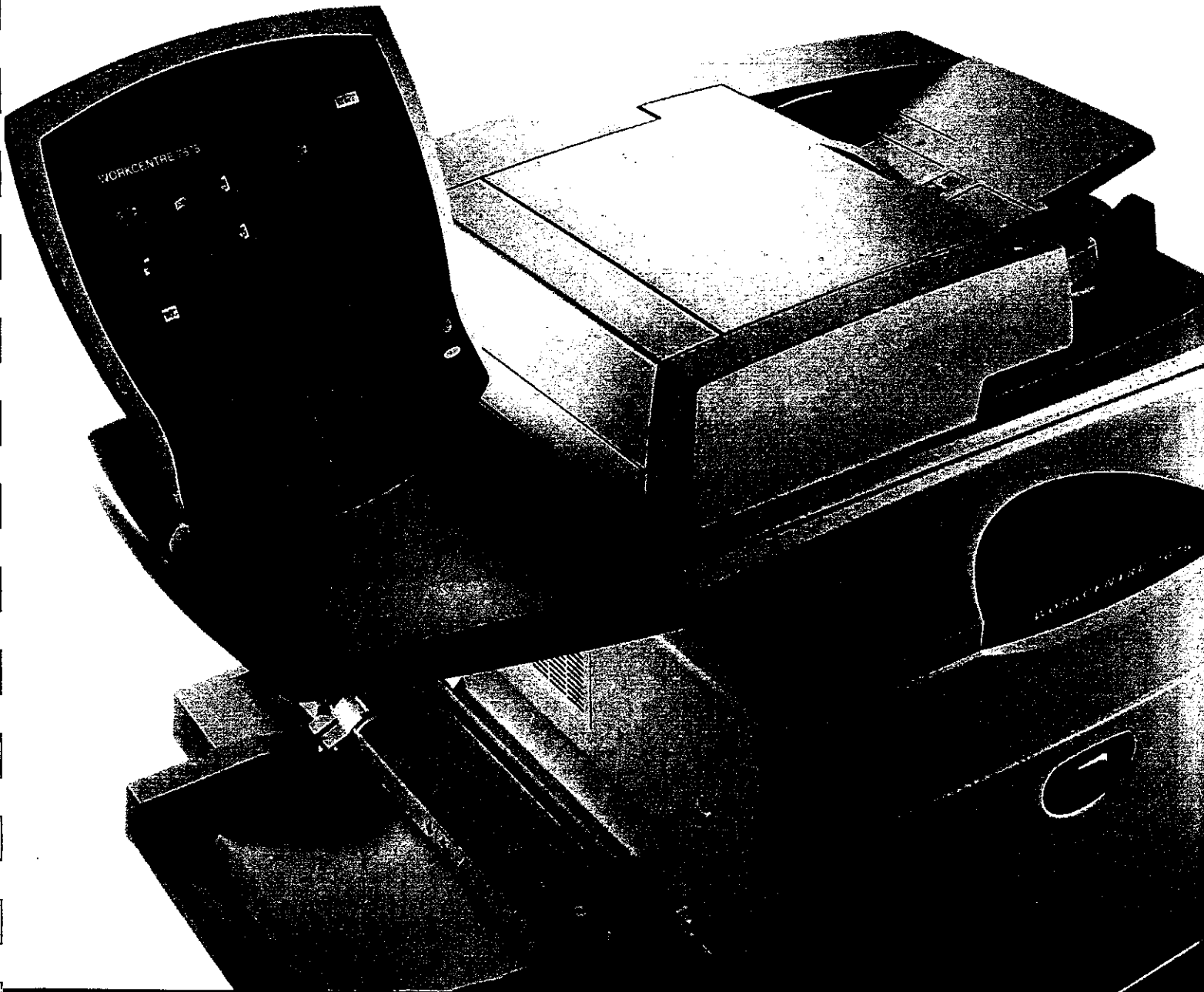
"If you are not totally satisfied with any Xerox Equipment acquired by you from Xerox, Xerox will, at your request, replace it without charge with an identical model or, at the option of Xerox, with a machine with comparable features and capabilities."

XEROX®

Technology | Document Management | Consulting Services

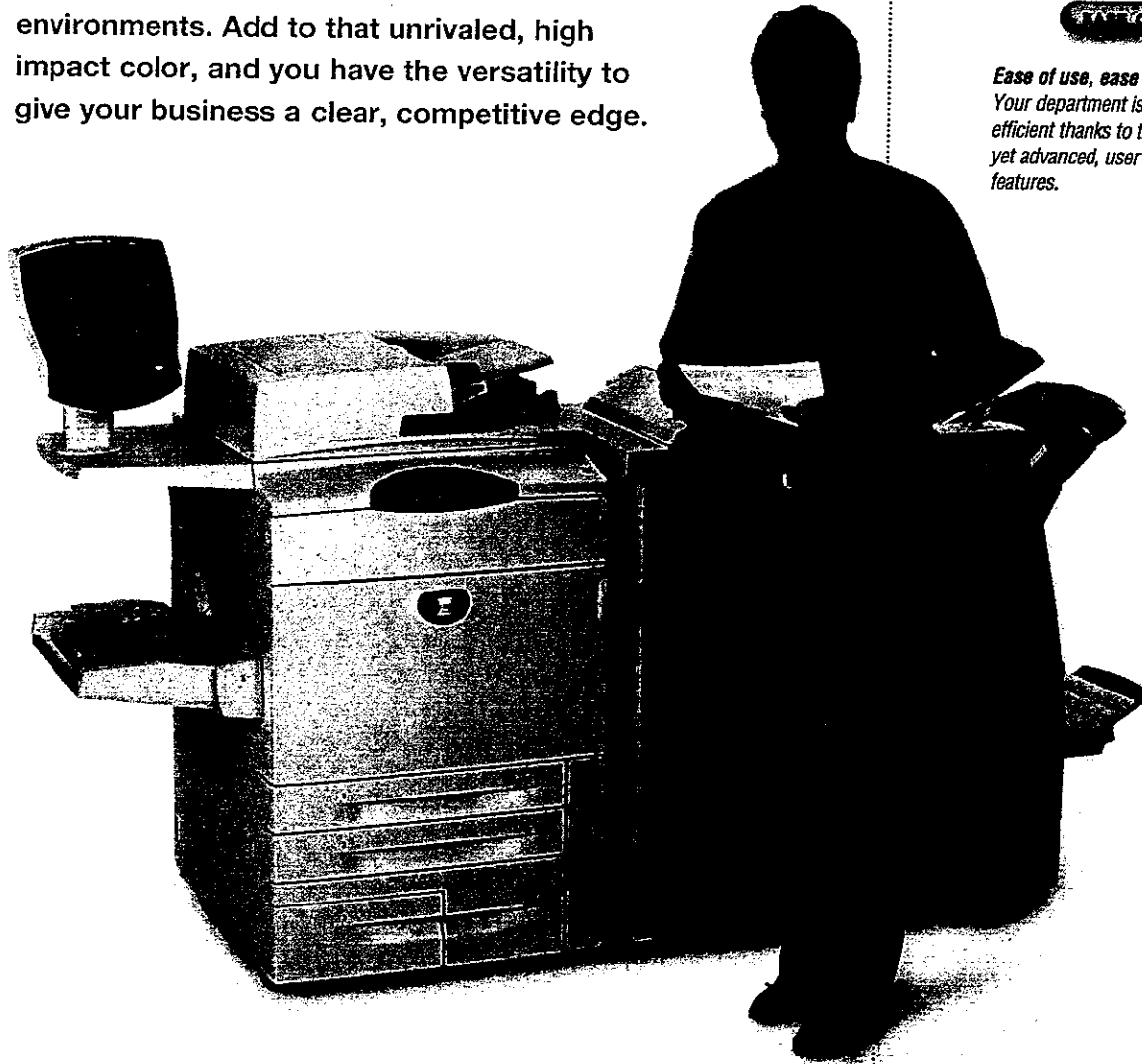
copy | print | scan | fax | email

Production performance
with **color impact**
for the office



WorkCentre[®] 7655/7665/7675

Productive, flexible and easy to use.
The Xerox WorkCentre 7655 / 7665 / 7675 multifunction devices can easily handle the output volumes needed for document-intensive environments. Add to that unrivaled, high impact color, and you have the versatility to give your business a clear, competitive edge.



COLOR

The impact of color. With color, your business will benefit from one of the most effective business tools available.

EFFICIENCY

Ease of use, ease of management. Your department is instantly more efficient thanks to the many easy, yet advanced, user and management features.

COPY

Start with copying. All WorkCentre 7655 / 7665 / 7675 devices start with robust copy capability in black-and-white and brilliant color. Security features and job-based accounting are built-in.

PRINT

Add network printing. Make your WorkCentre 7655 / 7665 / 7675 device a lot more productive by networking and adding affordable color printing and scanning.

SCAN

FAX

Do it all. Build an integrated system that includes internet/network faxing, scanning and email capability. Add throughput and finishing options, customized network accounting solutions, and more.

EMAIL

FINISHING

Your processes simplified

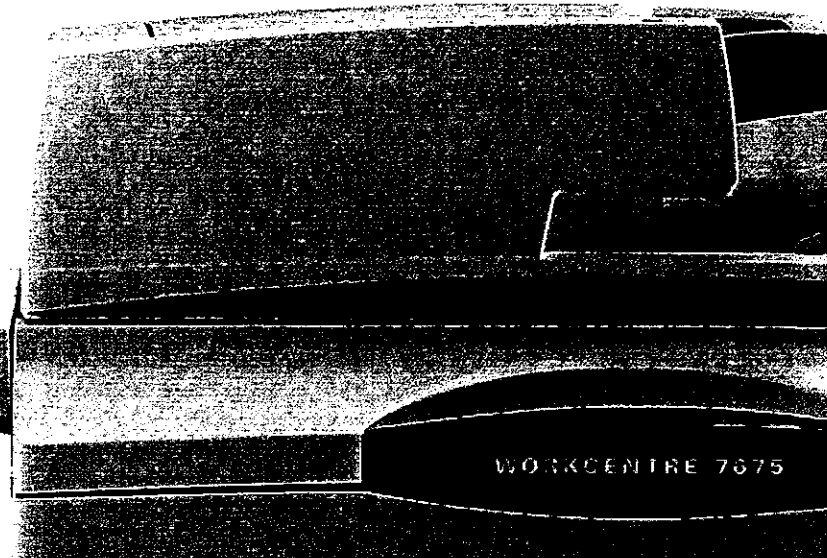
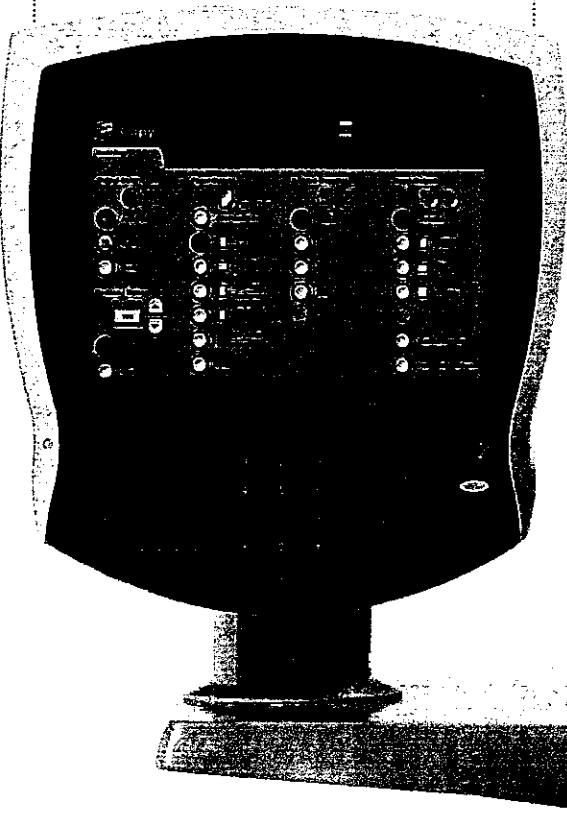
- **Xerox Extensible Interface Platform™ (EIP) technology** — a web-based open platform — lets developers build unique solutions for specific business needs.
- **Store scanned documents directly on the device** for exact reprint later, while also retaining the flexibility to change document parameters before reprinting.
- **Scan to searchable PDF format** for universal compatibility and easy archiving, organizing, searching and sharing.
- **Scan to Mailbox** stores files on the device's hard drive, where they can be printed and deleted or retrieved at a user's desktop.
- **Scan to Home** allows scanning to preassigned "home" destinations — such as an email address, network folder or FTP directory — for fast document routing at the push of a button.

Performance to increase productivity

Why crowd the office with multiple devices when one can meet all your needs? The WorkCentre 7655 / 7665 / 7675 multifunction devices have the features you use everyday and the power to be true multitaskers.



- Super-fast copy and print speeds up to 75 ppm enhance productivity regardless of job size or volume. Full color copying and printing is fast — up to 50 ppm color!
- The ability to scan color documents at 50 ppm (80 ppm in black-and-white) allows your department to swiftly scan, retrieve, electronically store and distribute documents.
- Multitasking operation means multiple users can simultaneously perform different tasks — scan, copy, print, transmit faxes and manage the queue — a helpful feature in maximizing business efficiency.
- Nothing gets noticed like color! 2400 x 2400 dpi output resolution with 256 halftones gives your documents unmatched clarity and impact.



Keep the work flowing

You need a machine that works the way you do. The WorkCentre 7655 / 7665 / 7675 devices are packed with functionality and options meeting the needs of any environment.

- Started off with a digital copier and need more functionality? No problem. You can upgrade to a fully-featured advanced multifunction system.
- Optional scanning workflows include Scan to PC Desktop, and scan to searchable PDF, network file server, email, fax and mailboxes on the device. The new Scan to Home feature lets you scan to a secure personal directory.
- Improved scan export compression (MRC, JBIG2) reduces traffic on the network and speeds your documents to their destinations.
- Support for a wide range of paper and specialty media in weights up to 110 lb. cover, and custom sizes up to 13 x 19 in., so that whatever the application, you're ready to print.
- Extensive finishing options are available to increase your productivity, including the Light Production Finisher which adds 100-page stapling, booklet making, post-process page inserting, and optional C- and Z-folding.

1 Multiple finishing options let you choose the capabilities that are right for individual workgroups



Collate



Hole Punch



Staple



Bi-Fold



Tri-Fold



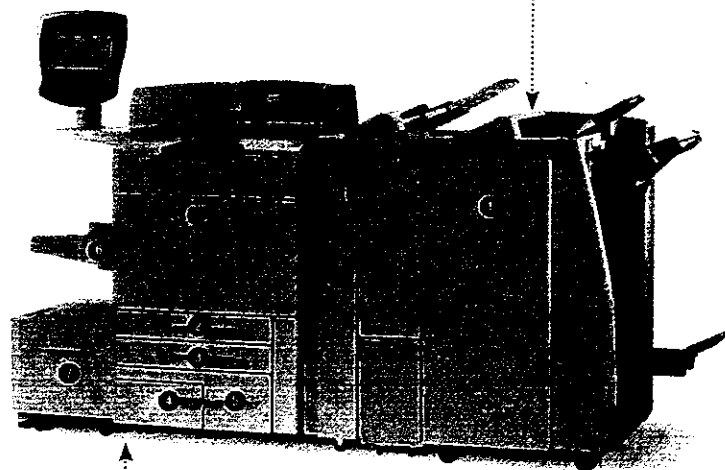
Tabloid half-sheet Z-Fold



Saddle-stitch Booklet



Post-process Interpose



Large input capacity of up to 5,260 sheets

2 3

500-sheet universal-size trays

4

870-sheet letter-size tray

5

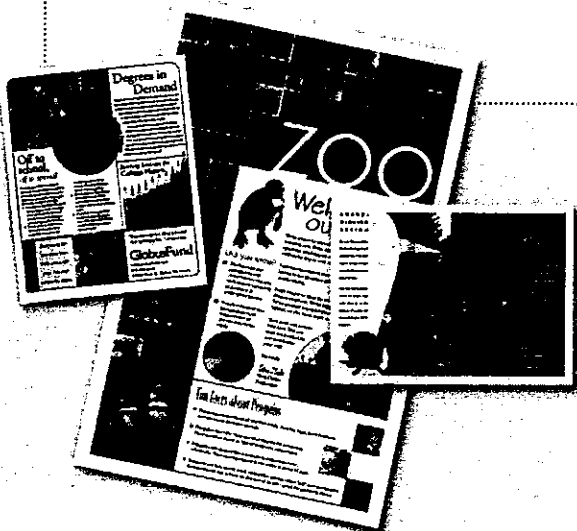
1,140-sheet letter-size tray

6

250-sheet bypass tray

7

2,000-sheet optional high-capacity feeder



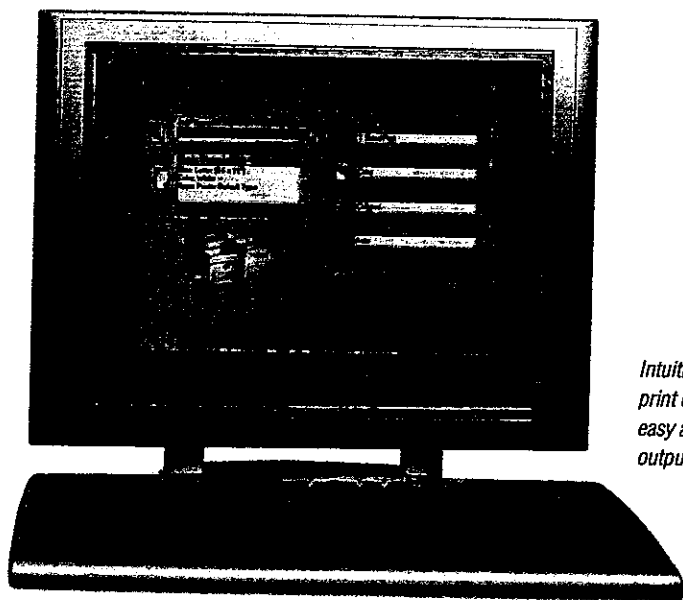
Add the impact of color to important business documents without expensive outsourcing. Strategic color usage gains readership, makes a stronger first impression, increases memory retention and boosts sales.

Outsourced quality produced in-house...

- Get unbelievable image quality with a resolution of 2400 x 2400 dpi and 256 halftones.
- Emulsion Aggregate High-Grade toner delivers a professional glossy finish on documents where impact is the key. Trickle Charge Development (a Xerox innovation) maintains high image quality throughout the job.

...and color under control

- In mixed color/black-and-white documents, you only pay for color on pages that use color.
- Regulate access to color to control costs. Allocate color-page limits by user, department, etc.
- Built-in reporting functions let you track how much color you're using on all services – print, copy, scan, fax and email – making color use decisions easier in the future.



Intuitive, bidirectional print drivers provide easy access to all output functions.

Easy from end to end

Running complex jobs doesn't have to be complicated. From the large touchscreen interface and bi-directional print drivers to simple job-based reporting and accounting tools, the WorkCentre 7655 / 7665 / 7675 devices are designed with reliability and ease of use in mind.

- Installation is quick and easy. Network administrators can "clone" the configuration for simple installation of multiple units.
- User intervention is kept to a minimum. Two black toner cartridges means toner lasts longer and can be replaced on the fly. And SMart Kit™ technology ensures the device is kept up and running.
- Automatic Information Forwarding automatically enables the collection and sending of reports to Xerox for quicker and better service.
- Advanced device management software makes it easier to ensure your system is running smoothly.
- Xerox Standard Accounting software provides job-based accounting features for greater cost control of printing, copying, faxing and scanning.
- The Smart eSolutions system simplifies ownership, with hands-free, hassle-free, secure administration of Xerox devices for automatic meter reads.



Security

Robust security features let you restrict access, manage usage and ensure confidentiality.

- **Network Authentication** restricts access to scan, email and network fax features by validating user names and passwords prior to use. With Audit Log capabilities you'll know who sent what and when.
- **Secure Print** prevents unauthorized viewing by holding jobs in the queue until a PIN is entered, releasing documents to print. Secure Print job submission utilizes IPsec.
- **Image Overwrite** eradicates data by overwriting the disk surface with patterns of data.
- **Embedded Fax** prevents unauthorized device access via the fax subsystem. There is complete separation of the fax telephone line and the network connection.
- **Device Access Password Protection** ensures administrative set-up screen and remote network settings cannot be viewed or altered without authentication.
- **IP Address Restriction (IP Filtering)** controls communications with specific network clients. Operates in IPv4 and IPv6 environments.
- **Secure Scan** transmits files using HTTPS (SSL).
- **Secure Device Administration** with HTTPS is enabled through CentreWare.
- **802.1x Port Based Network Access Control** ensures that devices that are connected to the network have the proper authorization.
- **Secure Access Unified ID System** enables users to log-in at the device with their magnetic or proximity ID card for secure access to functions that need to be tracked for accounting or regulatory requirements.

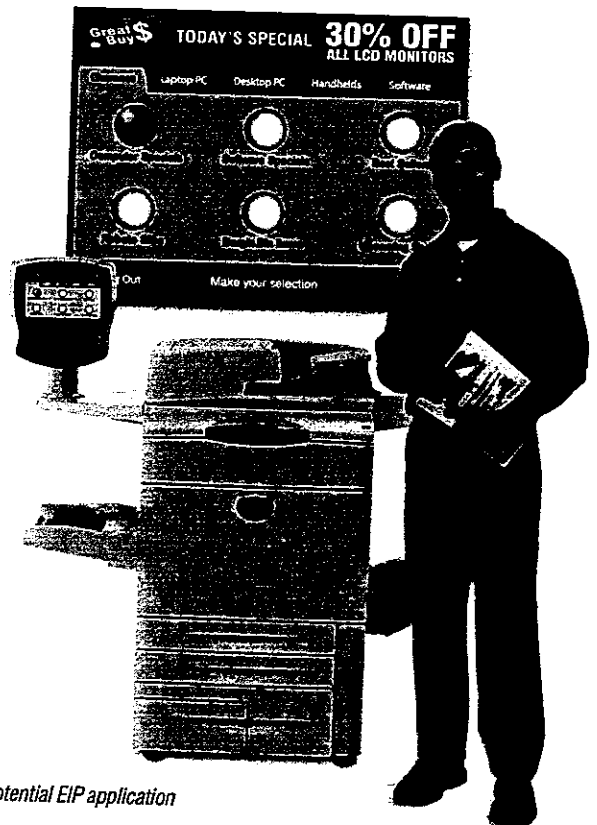
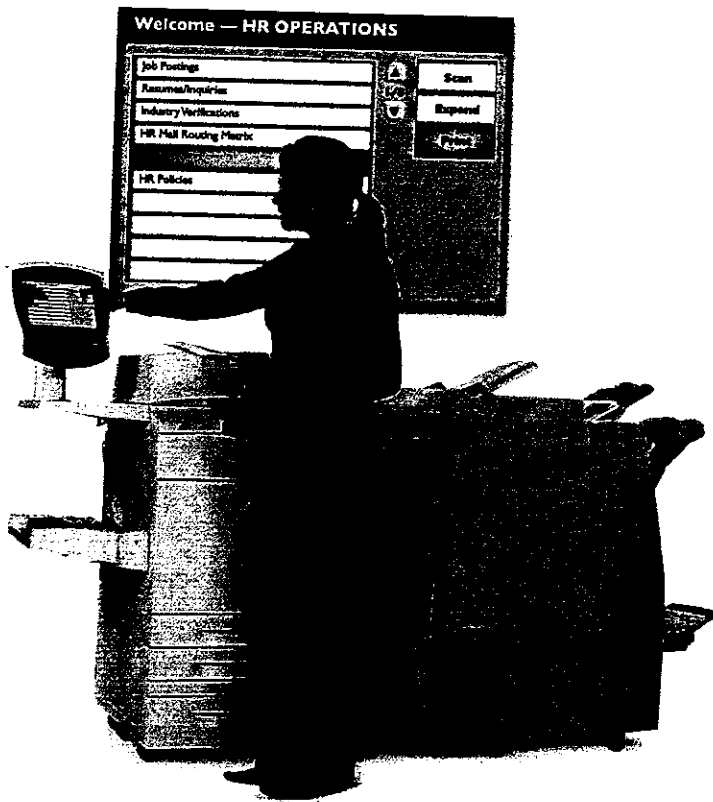
Imagine the possibilities...

if you could make your multifunction device work the way you work

The world is changing. There's constant pressure to do more with fewer resources. You know your business better than anyone. Now your WorkCentre device can adapt to fit the way you work, not the other way around.

Your Xerox WorkCentre multifunction device is now more productive, and your work just got easier. Menus and languages specific to your business or workgroup, such as "fax to accounts payable" or "submit to claims department," can appear on the touch screen. Xerox Extensible Interface Platform, or EIP, is at the heart of this. It enables a variety of applications that extend the power of your WorkCentre by allowing you to securely find, save, print and share critical information with just a few easy steps right on its touch screen.

The possibilities are endless.

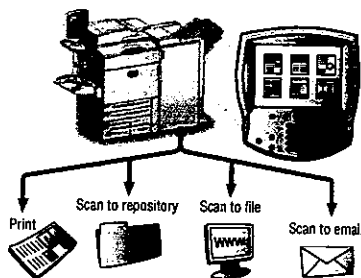


Potential EIP application

Connect with applications that make your work easier **With EIP**

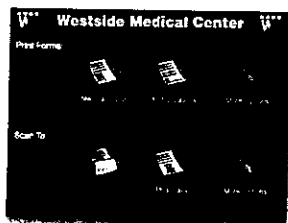
Access and print information without the use of a computer.

Need your company's latest price list or a brochure on this week's hottest-selling product? Simply use the touch screen on your WorkCentre to browse an online repository such as Xerox DocuShare®, Microsoft SharePoint® or Windows folders, select the document, and print it. No need to use a computer, and no need to keep filing cabinets filled with material that quickly becomes outdated.



Simply scan information and store it exactly where you want it.

Transform hard copy forms into archived digital information with just a few simple steps. A new patient fills out a medical history form, the receptionist securely scans the form, previews a thumbnail image on the touch screen, and then sends the form to a folder named Patient Records. EIP-enabled applications make it possible.



Control costs with user-friendly accounting.

With Xerox accounting solutions you can set usage limits by individual and by function. Track device usage through a printed report, file download, or integration with a partner accounting solution.

Conveniently and securely access your WorkCentre with a simple swipe of your ID card.

Xerox makes it easy for you to ensure that only authorized users access your WorkCentre devices by requiring passwords or access cards. Once authenticated, you can access EIP-enabled applications that are personalized to meet your needs.



Simplify the process for complex fax distributions.

Send and receive faxes even when a fax board has not been installed in the device. Faxes can be scanned in at the device or submitted from a user's desktop using a fax print driver. Faxes can be tracked and audited to ensure regulatory compliance.

Connect with a variety of advanced partner solutions created with your business in mind.

Xerox EIP enables an array of Business Partner solutions that extend the value of your WorkCentre multifunction device with advanced accounting, faxing and scanning capabilities.

It's that **easy.**

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
TELEPHONE: 475-1728
FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800052 RFQ #: RFQ08002256	Date: 5/15/2008
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VENDOR: DOCU.CENTER P O BOX 10138 TAMUNING, GU 96931 Fax number (671) 649-1010	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
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Quoted by Print/Signature:	Quote Date:	Phone Number:
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** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.J. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date: _____
** Delivery Date Offered:	
Terms:	

Prices good for: _____ Days

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
1	LEASE OF (1 EA) COPIER MODEL NO W5030PG OR EQUAL 30ppm black/white copier/ printer/fax/network scanner at 38ppm/scan to email/automatic stapling up to 50 sheets/50 sheets convenient off line automatic stapling/ USB printing capable. Includes full service & maintenance supports covers parts, labor & supplies except paper & staples and 4000 black /white prints per month.	4	MOS			

NO QUOTE
[Handwritten signature]

May-15-2008 03:32pm From:GSA

+6714751716

T-892 P.002/002 F-769

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008		Requisition Number: Q080800052 RFQ #: RFQ08002256		Date: 5/15/2008		
VENDOR: DOCU.CENTER P O BOX 10138 TAMUNING, GU 96931 Fax number (671) 649-1010		PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.				
Quoted by Print/Signature:		Quote Date:		Phone Number:		
** Delivery Date Required:		The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date _____				
** Delivery Date Offered:						
Terms: Prices good for: _____ Days						
1. Offering Recycle Products () YES () NO 2. Offering Biodegradable Products () YES () NO Please separate your offer of recyclable and/or biodegradable products from regular products.						
THIS IS NOT AN ORDER						
ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILA- BILITY
2	EXCESS PRINT AT \$ _____ BLACK PRINT CHARGE PER MONTH POC: DEPT. OF REV. AND TAX; EDMOND VILLANUEVA AT 635-1735.					

NOTE: The Government of Guam encourage offers of "EARTH FRIENDLY" products.

COMMITTED TO EXCELLENCE

XEROX Response Page 1 of 2

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
 TELEPHONE: 475-1728
 FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008
 Requisition Number: Q080800052
 RFQ #: RFQ08002256
 DATE: 5/15/2008

VENDOR: XEROX CORPORATION
 # 137 MURRAY BLVD
 AGANA, GU 96910
 Fax number (671) 472-3844

PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.

Quoted by Print/Signature:
 Pam Quinata

Quote Date:
 May 22, 2008

Phone Number:
 477-1906

** Delivery Date Required:

** Delivery Date Offered:

Terms:
 Prices good for: _____ Days

The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification.
 Therefore, under penalty of perjury, I certify that the facts stated above are true.
 Signature: *[Signature]* Date: 5/21/2008

- Offering Recycle Products () YES () NO
 - Offering Biodegradable Products () YES () NO
- Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	OFFERED PRODUCT	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
1	LEASE OF (1 EA) COPIER MODEL NO W5030PG OR EQUAL 30ppm black/white copier/ printer/fax/network scanner at 38ppm/scan to email/automatic stapling up to 50 sheets/50 sheets convenient off line automatic stapling/ USB printing capable. Includes full service & maintenance supports covers parts, labor & supplies except paper & staples and 4000 black /white prints per month. 60 month lease.	XEROX W5030PG, with 350FCFIN, USBKIT, WCONVSTPL Model W5030PG meets and exceeds specs	4	MOS	\$167.84	\$671.36	

PRICES ARE SUBJECT TO THE GSA CONTRACT
 # GS-25F-0062L
 Included in monthly payment.
 SEE ATTACHED QUOTATION AND BROCHURE

Xerox page 2 of 2

REQUEST FOR QUOTATION

BUYER : San Nicolas, Peter - GSA
TELEPHONE: 475-1728
FAX NO. : 475-1716

Please respond as soon possible but no later than: 5/19/2008	Requisition Number: Q080800052 RFQ #: RFQ08002256	Date: 5/15/2008
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VENDOR: XEROX CORPORATION # 137 MURRAY BLVD AGANA, GU 96910 Fax number (671) 472-3844	PLEASE FURNISH PRICE QUOTE, DELIVERY TIME AND TERMS BASED ON F.O.B. DESTINATION FOR THE ITEMS LISTED BELOW. PLEASE RESPOND BY THE ABOVE DATE.
---	---

Quoted by Print/Signature:	Quote Date:	Phone Number:
----------------------------	-------------	---------------

** Delivery Date Required:	The party making the foregoing bid is genuine and that said bidder agrees, that they are fully aware and is in compliance with Title 5 G.C.A. Chapter 5 - 5801 and 5802 Wage Determination, and that the attached is the most recent issued by U.S. D.O.L. for the positions required to implement the required service as per the following specification. Therefore, under penalty of perjury, I certify that the facts stated above are true. Signature _____ Date: _____
** Delivery Date Offered:	
Terms: Prices good for: _____ Days	

1. Offering Recycle Products () YES () NO
 2. Offering Biodegradable Products () YES () NO
 Please separate your offer of recyclable and/or biodegradable products from regular products.

THIS IS NOT AN ORDER

ITEM	DESCRIPTION - OR EQUAL	QTY	UOM	UNIT PRICE	TOTAL PRICE	AVAILABILITY
2	EXCESS PRINT AT \$.0143 SLACK PRINT CHARGE PER MONTH	1	LOT			

POC: DEPT. OF REV. AND TAX; EDMOND VILLANUEVA AT 635-1735. Print Meters are reconciled quarterly and prints are not charged the excess rate if 12,000 prints are not exceeded.

NOTE: The Government of Guam encourage offers of "EARTH FRIENDLY" products.

COMMITTED TO EXCELLENCE

GSA RFQ 08002256

XEROX RESPONSE

MAY 22, 2008

Pricing based upon
US Federal GSA Contract No. GS-25F-0062L



(Fully configured model shown)

Xerox Model W5030PG

30ppm Black/White Copier / Printer / Fax / Network Scanner
at 38ppm/ Scan to email / Automatic Stapling up to 50 sheets / 50
sheets Convenient Off Line Automatic Stapling / USB Printing
Capable

60 Month Term Lease \$167.84

Includes:

- 4,000 Black /White Prints per month.
Excess B/W print is charged \$.0143

Above Monthly Payment includes:

- Local Full Service & Maintenance Support covers all parts & labor
Toll free 1-800 Technical Support, 24 hrs.
Supplies (excludes paper and staples)
Software Package: 1 License
Text Searchable PDF
Paperport Document Management Software
Scan to PC Desktop
PDF Creator with Secure PDF option
OmniPage Optical Character Recognition Software
Image Retriever
Automatic Form Completion

Systems analyst services support for initial installation of
W5030PG on a network

Feature Description W5030PG

- DIGITAL Copier, Printer, Fax and Scan
30 prints or copies per minute
Scans at 38 scans per minute
Benchmark Digital Reliability (Scan once print many)
Duplexing Automatic Document Feeder
Job Build allows Scanning of Originals into memory prior to printing
Walk-Up Fax
Network Printing, Concurrent Scan while printing
Network Scanning, Scan to PC Desktop as described.
Ehernet 10/100 BaseT, 10Base2, 10Base5 via adapter
Scan ahead multiple copy jobs
Reduction/Enlargement from 25% up to 400%
Automatically Copy, print, scan, two sided
5 1/2 x 8 1/2 to 11x17 Throughput
Supports 60 to 216 gsm Paper Weights (up to 80 lb cover)
2-550 sheet & 1-100 sheet By-pass Tray, (1200 Total Sheet Capacity)
Password Protection and user limits for Copying
Fast First copy out time 3.4 seconds

See Brochure

"If you are not totally satisfied with any Xerox Equipment acquired by you from Xerox, Xerox will, at your request, replace it without charge with an identical model or, at the option of Xerox, with a machine with comparable features and capabilities.



The contents of this proposal are considered Xerox private data and are provided for the exclusive use of the above named company. The contents herein may not be reproduced without the specific written permission of Xerox Corporation. This proposal is for informational purposes only and does not constitute a contract or an offer to contract. Should you find this proposal of interest, we would be pleased to submit contract terms

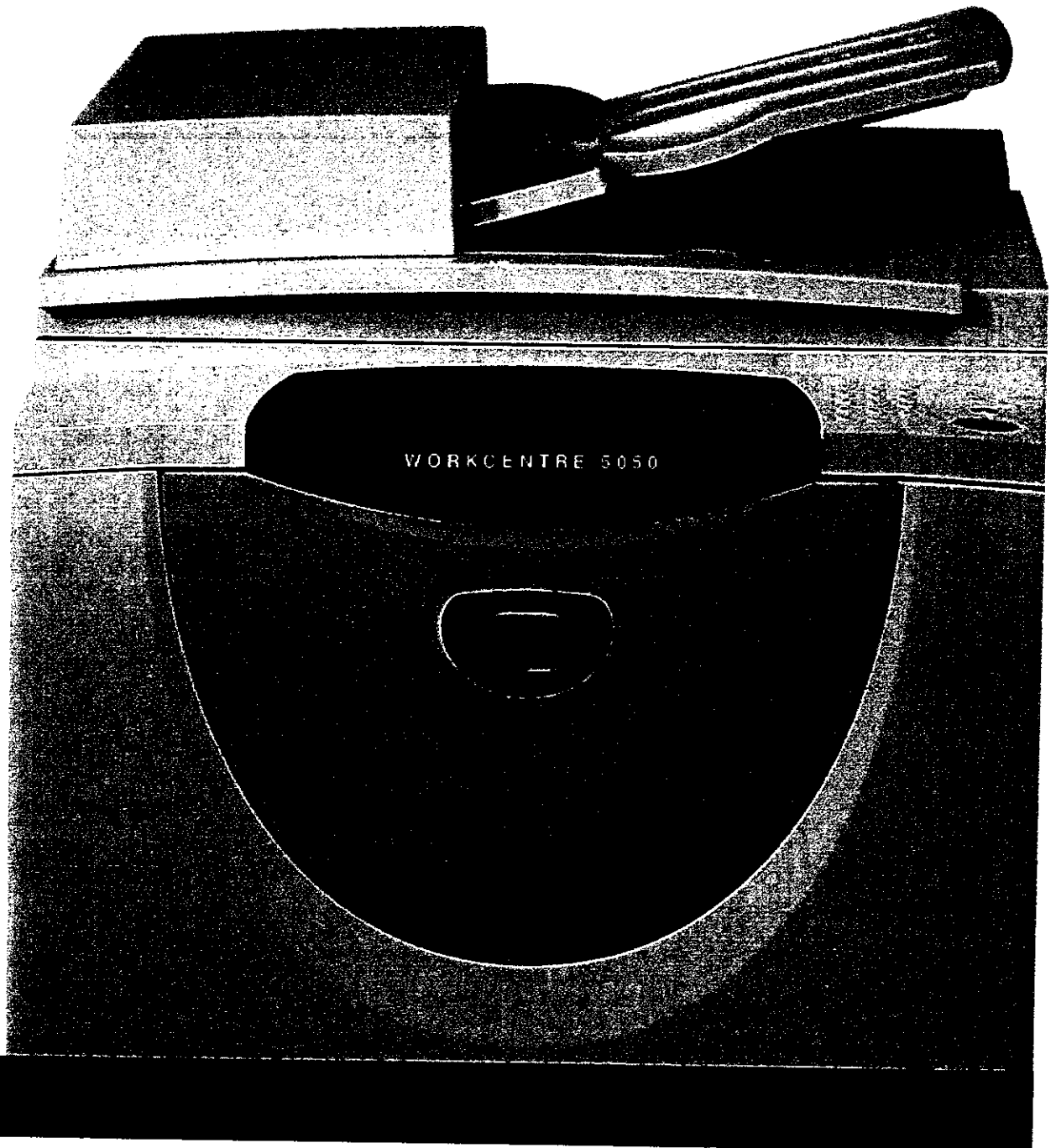
XEROX®

WorkCentre® 5030 / 5050

Technology | Document Management | Consulting Services

print | copy | scan | fax | email

The **features** you need,
a price that will **amaze** you.



WorkCentre[®] 5030 WorkCentre[®] 5050 multifunction devices

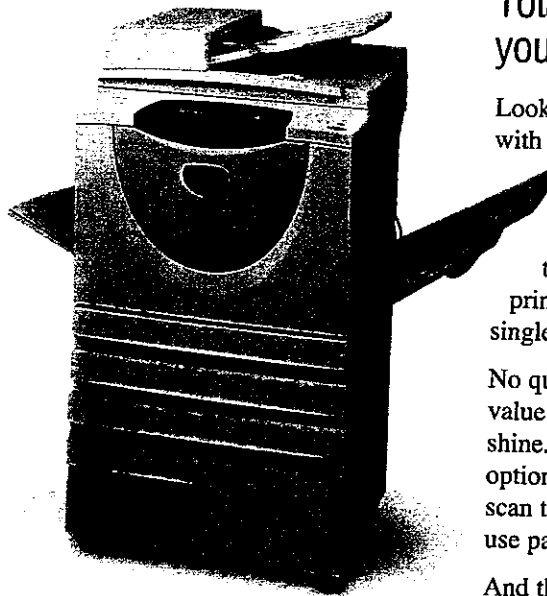
Introducing the Xerox WorkCentre[®] 5030 and WorkCentre[®] 5050, two powerful office multifunction devices with the flexibility to expand with your workload. Fully modular and upgradeable, you can start with full-featured copying and easily add printing, scanning and faxing — all the tools you need to stay productive for less than you'd expect to pay.



Smart. Reliable. Simple to use.

The WorkCentre 5030 and 5050 combine the essential copying features and functions you need with the professional-quality output you've come to expect from Xerox — the first name in copiers.

When it comes to rock-solid performance, these devices are in a class of their own. Built for endurance, they deliver day-in, day-out reliability. And image quality? Truly world-class. The WorkCentre family's patented AutoIQ can instantly monitor and adjust settings for optimum output.



*WorkCentre 5030 with
Offsetting Catch Tray option*

Total performance that helps your office work smarter.

Looking for a multifunction device with the essential features your office needs? Fully expandable, the WorkCentre 5030 and 5050 are the ideal choice for workgroups that need effortless copying, printing, scanning and faxing in a single hassle-free device.

No question, standout productivity and value are where these devices truly shine. They provide network printing, optional faxing, network scanning and scan to email in an integrated, easy-to-use package.

And the price? Some would say it's the best feature.

Think of them as your office's newest "go-to" performers.

Choose 30 ppm or up to 50 ppm — with an amazing space-saving footprint. Proof positive that world-class performance can come in small packages.

Maximize productivity and uptime with timesaving Customer Replaceable Units. Simple and quick to replace, they'll make sure you avoid downtime and stay up and running.

Effortlessly handle a wide array of media — from light papers to heavyweight stock — from any tray.

Enjoy flexible finishing with automatic collation, single or dual stapling and hole punching.

Exceptional capabilities. Amazing value.

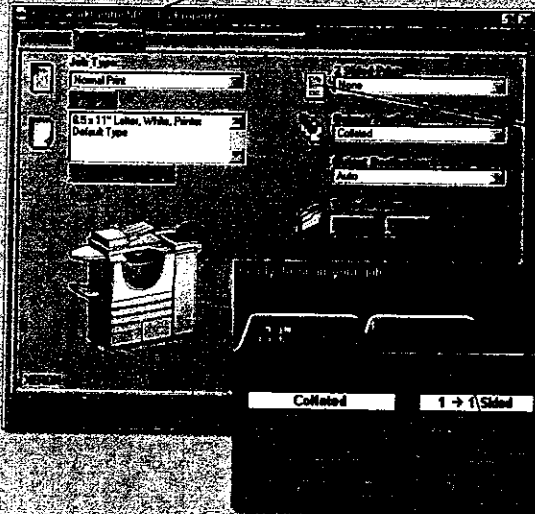
Track your print job's progress and view device status information conveniently from your desktop.

View and control print jobs at the touchscreen interface. No need to walk back to your desk.

Powerful scanning. You can instantly scan to your desktop, network file server, document management application or even the Web. What's more, it's easy to integrate this capability into your business workflow using existing partner solutions.

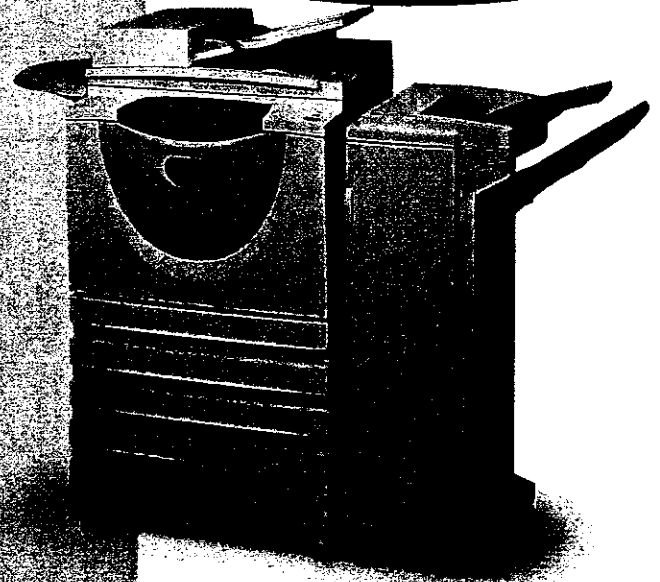
Scan hard-copy originals directly to email. Instantly send documents across your network or the Internet — all without the need of a PC.

CentreWare® print drivers have clear graphical user interfaces that make it easy to select all printer features.



Icons clearly depict which features have been selected, taking the guesswork out of job programming.

An easy-to-use touchscreen control panel provides convenient access to advanced capabilities.



WorkCentre 5050 with optional Office Finisher

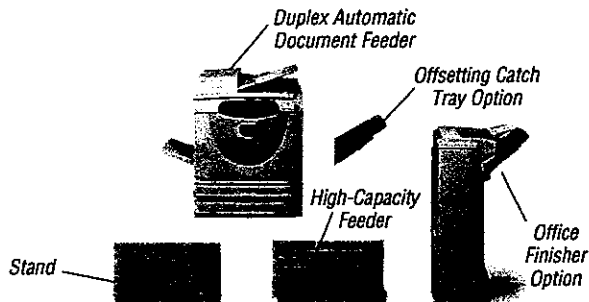
Safeguard your electronic data with these powerful security features. You get peace of mind that comes from knowing your private information stays that way.

SECURITY FEATURES AND OPTIONS

STANDARD FEATURES	WorkCentre 5030	WorkCentre 5050
Device Access Password Protection	★	★
Internal Auditor (Copy Accounting)	★	★
Service Diagnostic Port Restrictions	★	★
Remote Systems Administrator Device Access Password Protection	★	★
Configurable Network Services	★	★
Secure Print	★	★
Image Overwrite Security (On-Demand and Immediate)	★	★
OPTIONAL FEATURES		
Secure Embedded Fax Modem	★	★
Foreign Device Interface	★	★
Cleared Service Technicians/PWS Software for Customer-Owned PC	★	★
Network Authentication (Scan/Email/Fax)	★	★
Common Criteria Security Certification*	★	★

*Certification pending

Call today. For more information or detailed product specifications, call 1-800-ASK-XEROX or visit us at www.xerox.com/office.



Configurations	WorkCentre 5030	WorkCentre 5050
Speed	30 pages per minute (ppm)	50 pages per minute (ppm)
Duty Cycle	Up to 125,000 pages / month	Up to 200,000 pages / month
Device Memory	128 MB EPC RAM Standard / 512 MB EPC RAM Maximum, 128 MB Network Controller and 32 MB Fax	
Output Resolution	600 x 600 dpi x 8 bit	
Paper Handling	Duplex Automatic Document Feeder: 75 sheets; Trays 1 – 2: 550 sheets each; Size: Custom sizes from 5.5 x 8.5 in. / A5 to 11 x 17 in. / A3 Bypass Tray: 100 sheets; Custom sizes from 4.13 x 5.83 in. / 105 – 148 mm to 11 x 17 in. / A3 (Based on 20 lb 75 gsm)	
	Stand: Optional: High-Capacity Feeder	High-Capacity Feeder: Tray 3: 1,600 sheets; Size: 8.5 x 11 in. / A4; Tray 4: 2,000 sheets; Size: 8.5 x 11 in. / A4
Finishing Options	Offsetting Catch Tray: 300 Sheets; Office Finisher: 250-sheet top tray, 2,000-sheet stacking tray, multiposition stapling, optional 2 / 3 hole punching	
Accounting	Internal Audition, Additional Job-Based Accounting Options available	
Copy		
First-Copy-Out Time	4.7 seconds	3.4 seconds
Copy Features	Build Job, AutoIQ image quality control, auto covers insertion, auto page insertions from up to two trays, multi-up copies, negative image, reverse image, image shift, auto center, auto reduction/enlargement, auto paper selection	
Print (Optional)		
Processor / PDL Support	433 MHz Intel® Celeron®, 9.1 GB Hard Disk / PCL®5e, PCL®6, PostScript®3 emulation	
Connectivity	Ethernet 10/100BaseT, 10Base2, 10Base5 via adapter	
OS Support	Windows® 4.0/2000/XP®, Novell® NetWare® 4.x/5.x/6, Solaris® 2.5.1/2.6+, HP-UX® 10.2/11, IBM AIX® 4.2+, Linux® Intel® (various), Mac® OS 8.x, 9.x, OS X	
Print Features	Concurrent scan-while-print, send-once/RIP-once/print-many technology, RIP-while-print multitasking, print drivers with custom graphical user interface, paper selection from the driver by type, embedded Web server for remote control/monitor/set-up, job monitoring and control at the device and at the desktop	
Scan (Optional)		
Scan Speed	38 spm	55 spm
Scan Destinations	Network Scanning, Scan to email; Optional: Scan to PC Desktop, FreeFlow SMARTsend, FreeFlow SMARTsend Professional	
Fax (Optional)	Embedded Fax (33.6 kbps, one-line), Internet Fax, Network Server Fax	
Other Options	Xerox Copier Assistant™ Software Foreign Device Interface, Copy Pre-collation RAM Upgrade (256 MB), Envelope Insert Kit, 50-sheet Convenience Stapler, Job-Based Accounting Enablement	

Total satisfaction guaranteed.

The exclusive Xerox Total Satisfaction Guarantee, recognized as unique in the industry, covers every Xerox WorkCentre which has been continuously maintained by Xerox or its authorized representatives under a Xerox express warranty or Xerox Maintenance agreement. You decide when you're satisfied.



Unrivalled service and support.

Behind every Xerox product is a large network of customer support that's unrivalled in the industry and available when you need it. Xerox service professionals use leading-edge technologies to keep you up and running. They're even linked to the engineers who designed your product, so you can be confident when you choose Xerox. And genuine Xerox supplies are always easily available.