



HENDERSON COUNTY PUBLIC SCHOOLS

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ADDENDUM 01 RFP 2025-06 COPIER PRINT MANAGEMENT ISSUED FEBRUARY 21, 2025

ANSWERED QUESTIONS FROM VENDORS:

1. Page 8 of your RFP does not refer to speed categories. You currently have A3 MFPs that range in speed from 25ppm through 75ppm (excluding RISO devices). Are you requesting only 1 monochrome model and 1 color model?
 - a. If the above is not a requirement, can we add copies of RFP Page 8 to address specific model costs? **YES, YOU CAN ADD COPIES TO ADDRESS SPECIFIC MODEL COSTS.**
2. You reference cost-per-copy program and lease program. Page 8 only allows for input of cost-per-copy and not lease cost. Will you consider the State of NC 204D contract which includes monthly hardware rental in addition to cost-per-copy? We believe there are some savings to be had with this model. **WE CURRENTLY HAVE A COST PER COPY PROGRAM AND WOULD PREFER NOT TO HAVE A LEASE PAYMENT. PLEASE PROVIDE YOUR BEST CREATIVE PROPOSAL IF IT DOES INCLUDE MONTHLY HARDWARE RENTAL IN ADDITION TO THE COST PER COPY. WE ARE DEFINITELY INTERESTED IN SAVINGS YOU MAY CAN OFFER.**
3. Papercut:
 - a. Will your current support contract be at end of term or will it still be in place when installing a new fleet? **PAPER CUT CONTRACT ENDS WITH OUR CURRENT CONTRACT AGREEMENT.**
 - b. Can you confirm the number of licenses that you currently have? **CURRENTLY HAVE 126 ACTIVE LICENSES**
4. Can you confirm that you want stapler finishers on all devices? **ALL LARGE DEVICES SHOULD HAVE STAPLE FINISHERS, THE LEXMARK OR EQUIVALENT DESKTOP DO NOT REQUIRE STAPLE FINISHERS.**
5. Explain the Optional Print Program for the 130 Lexmark M3250 printers. Also, please explain what you mean by no charge. Are the Lexmark printers cited owned devices? **WE ARE NOT CHARGED AN ADDITIONAL EQUIPMENT FEE FOR THE SMALLER LEXMARK PRINTERS. WE ARE CHARGED FOR COPIES ONLY.**

6. Would you like us to quote a fax board on the office MFP at each school and one per department (unless showing more than one) instead of replacing standalone faxes? Page 2 of the RFP states "Stand-alone fax machines or fax boards included for each location", from the equipment list we can see where the stand-alone fax machines are currently located. Should we assume, those can be removed and a fax board added to an existing device or if no MFP is currently in that location (ex: Henderson Co ESL – Family Center) we could place a small desktop MFP? **Currently we have the option to place a fax machine or fax board at each location at no equipment charge. If you could provide a per unit equipment price for the stand alone fax locations we currently have. Locations that currently do not have an MFP, such as the Family Center will not need one. We would still need the stand alone fax at the locations that do not have a MFP.**

7. Optional Print Program – Page 2 states "Optional Print program that includes at no charge up to 130 Lexmark M3250 Printers (50ppm/duplex/network/USB)". Can you provide more clarity? M3250 Models - Are you asking for service and supplies on the existing 130 M3250 Lexmark devices or are you asking for new devices that would include service and supplies? What does "NO Charge" mean? Is there a blanket cost with no additional charge for usage or supplies? Is Henderson County School looking to reduce the number of printers in this program? **The Lexmark devices do not belong to Henderson County Schools. They are a part of the current cost per copy agreement we have. We were only charged per copy, no fees for equipment usage or supplies. We were allotted the option to have "up to" 130 Lexmark devices without additional equipment charge. Service and Supplies are included. We do not have 130 Lexmark in place, the equipment list with the proposal details the locations that currently have them.**

8. Please confirm the number of PaperCut device licenses you need. (Currently 126) **At this time we have 126. Our current maintenance and support with Paper Cut will expire at the time of our cost per copy contract.**

9. Would you like to replace the Riso's with copiers? It is not recommended for copiers to run construction paper but that is listed as priority #6 in your desired copier features list on page 3 under General Guidelines **Currently we would like to have the "option" to replace Riso, but would prefer it not be mandatory. Some locations request the Riso machines. Please include any recommendations for copiers (such as construction paper) in your proposal as you feel important.**