

Bill,

As we put together the proposal for the counties' RFP, 2 items came up that I would like clarification on.

On page 3 under Equipment, you state "Equipment provided shall be current digital Technology". Does this mean new equipment, not refurbished or remanufactured?

The county is requesting all new copiers in this RFP. (See excerpt from page 3):

troubleshooting, on-site mandatory maintenance and upgrades, and replacement of all irreparable components and/or devices.

There are currently 25 copiers in Northampton County with 6 under a leased copier program with a payoff of \$28,025.58 as of 11/3/17. The interested firms will be expected to submit proposals on 25 new copiers. Exhibit A, attached, shows a listing by location of the models currently used. The County is not wedded to a specific number of copiers. Include a "Trade-in" allowance for all existing non-leased copiers taken out of service.

Revisions or Amendments to this Request for Proposals

In the event it becomes necessary for the County to revise or amend any part of this RFP, the revision or amendment will be forwarded to all Proposers who requested a RFP via email and posted on the webpage. Revisions or amendments to this RFP shall become part of this RFP and shall be responded to in the same manner. After initial Proposer review of this RFP, Proposers are requested to immediately contact the County in the event any inconsistencies or ambiguities are found, clarification of specific sections are needed or if general questions arise. Significant questions and their answers, any inconsistencies found and/or clarifications to the RFP, will be shared with all Proposers by Ms. Edwards or Mr. Blanchard as previously described.

In the Q&A November 29, 2017 posted on your website you, broke down the "Equipment Payoff" for the old lease, can you tell us when each of these actually matures, or will these be included on the copy of the leases you plan to post?

I have a requested from Finance, a copy of these leases (which should include the maturity dates) The payoff amounts were provided by the leasing company. I have renewed my request for this information and will post when available. The County is including this leased equipment for replacement.

Best Regards,

M Scott Rose
Vice President / Director of Sales
COECO Office Systems
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Bill Blanchard