

**CRITERIA FOR
SOLE SOURCE / BRAND PROCUREMENT**

“SOLE SOURCE JUSTIFICATION FORM”

Please address by specific reference each question listed below (1 – 5) in your justification.
Failure to respond to any of the questions may result in the rejection of your request.
(When answering questions use separate sheets of paper as needed)

Please submit this document in a WORD format, and include the following information:

- **The Assigned Service Contract Number:**
- **The proposed term of the service contract:**
- **The Value of the Contract:**

1. Why was the particular product and / or vendor selected? Canon Solutions Direct is the only vendor that sells and supports an entire shop wide solution for our print needs. With the news that Xerox will no longer produce the Nuvera line of toner printers and Baltoro line of inkjet printers, the iX3200 from Canon is a far superior machine. This proposal will cover the buyout of the current Xerox Baltoro contract and removal of all three machines. This solution also replaces a past end of life Nuvera 120 and C10000 with a new Canon VP6180 and V1000. Canon is the only vendor that has a solution to sell and service all three machines. The savings from a much lower click rate per print and a monthly maintenance charge will save Print and Mail over \$31,000 a year over our current lease and click rate charges. This proposal from Canon also covers the cost to cover the building improvements that are needed for the iX3200 including new total shop wide compressed air, reverse osmosis water conditioning, electrical upgrade and humidification for print area.

2. What are the unique performance factors of the selected product / service?
Provide detailed specifications and descriptions. The solution provided by Canon will replace our current Nuvera 120 with a Canon VP6180. This prints 60 pages per minute faster and has full finishing staple capabilities. The iX3200 will replace our Baltoro inkjet. This will print 20 pages per minute faster and allow printing on all coated stocks. The V1000 will replace our C10000. This has the same print specs but at a much lower lease and operating cost. All machines are verified to work with our current workflow software. All machines will be serviced by Canon Solutions America. With the work that is being brought in from other local municipalities, more emphasis is placed on savings with a need for quality. The iX3200 will enable us to print offset quality prints, on coated stocks at the savings of inkjet printing technology. The Xerox Baltoro will not print on coated stock.

3. Why are these specific factors required? All three machines will give us the capacity to print over 100 pages per minute faster and give us the capability to print full color on any coated stock on an inkjet press. The ability to print full color on coated stock will reduce our cost from .039 per sheet to .004 per sheet. All three machines have been tested to work with our current front end software used for our daily Health Services printing. Since both our current C10000 color machine and Nuvera 120 are past end of life, we have seen a 20% increase in downtime waiting for parts.

4. What other products / services have been examined and rejected? Xerox is the only other vendor that has a solution for our entire shop. No other company or vendor has production machines capable of handling our needs for a shop wide solution.

5. Why are other sources providing like goods or services unacceptable?

Full explanation needed. When the announcement came out 3 weeks ago that Xerox was discontinuing the manufacturing of the Nuvera line and Baltoro line of printers, this left us at a crossroad. Singing a 5 year lease on a machine that will be out of service before we get it is not a good decision to make. Since parts and service on the Nuvera and Baltoro line of printers are already hard to come by, in 7 months when they are not made any more, they will not exist. Xerox sold off it's line of printers to Fuji and is concentrating on software. Canon is the only vendor to offer a total shop wide solution for their newest line of still produced machines. They are the only vendor certified to service the iX3200 production inkjet press. All Canon technicians are trained by Canon America and work only on Canon machines.

I HEREBY CERTIFY THAT:

- 1) I am an approved County department representative. I understand the County's requirements for competitive bidding, as well as the criteria for justification for sole source.
- 2) I have gathered the required technical information and have made a good faith effort to review comparable and / or equal equipment / product / services.

I certify to the best of my knowledge the validity of the information contained herein.

Department / Division / Office name Print & Mail Division of Public Works _____

Department representative name Scott Plaskiewicz
(print name)

Department representative signature _____
(sign name)

Date: 6/4/24

PURCHASING DIVISION USE ONLY:

BUYER: CYNTHIA SHEHORN PURCHASING AGENT: CYNTHIA SHEHORN, CFP®
Procurement SVCS MGR

(Handwritten signature of Cynthia L. Shehorn, CFP®)
Purchasing Department
Central Costa County

APPROVED: ✓

NOT APPROVED: _____

DATE: 6/12/24

THE CONTRACTOR, CANON SOLUTIONS DIRECT IS AS APPROVED BY CSHEHORN ON 6/12/24