

Sole Source Justification for Xerox Document WorkCentre proposal

1. Compatibility to existing equipment or research

ESM currently owns two Xerox Document WorkCentre imaging systems. We are proposing to replace all of our equipment currently on lease. This will include a Xerox Document WorkCentre 7665 as our main color and black and white copier.

While copying is the predominant use of both systems, ESM's digital workflow solutions have been based upon the Xerox model.

The Document WorkCentre requires a server for features such as digital imaging and workflow, optical character recognition, Xerox DocuShare and integration with our implementation of Microsoft's Active Directory. We have servers already established for these purposes and have spent several years fine-tuning the server environment with custom programming and development.

Our current Active Directory integration allows users to have a single login with our current authentication, which integrates shared document folders, scan repositories, web servers and workstations to the same username and password users are already familiar with. The Xerox method of Active Directory integration is included at no additional charge with every Document WorkCentre, and our current network and server structure has been setup to work with the Xerox model.

The proposed equipment will "plug in" seamlessly into our existing network environment. Our current workflow solution required an estimated 100 hours of programming, testing and training. To change vendors would not only disrupt our current workflow, but it would require a complete retooling of the server by our systems analyst and retraining of faculty and staff. Our investment in the Xerox imaging and workflow systems is substantial, both in both fixed assets and labor.

Current Macintosh print drivers and server integration (used by 20% of faculty and staff) are "known good" with the Document WorkCentre. Genuine Adobe PostScript level 3 is required.

2. Only known manufacturer of this product

Xerox has patents and copyrights on their Active Directory integration, CentreWare software and other workflow services described above.

Xerox hold patents on the 2400dpi color process and imprint methods which are unrivaled in the industry at this price point.

3. Only product that will meet the requirement of the intended use although other items exist

While there are other color copiers and multifunction machines available through Ikon, none can meet our required duty cycle for printing large numbers of exams and course handouts. Moreover, the finishing capabilities of the Xerox equipment is unmatched at this level. Features such as thick stapling, job creation with preview, folding and punching are unique to Xerox.

Our minimum required specification of 65 page per minute black and white and 50 ppm color are not available from Ikon or Canon on any machine with similar features and in a similar price range.

We require continuous high-speed scanning of documents to a scan server even while the machine is copying or printing other jobs. This is not possible with similar Canon and Ikon products. For example, homework solutions must be scanned and placed online in a timely fashion. Large numbers of exams must also be printed in a timely fashion. The Xerox equipment can do both simultaneously. Otherwise, a second high-speed scanner would be necessary.

Only the Xerox Document WorkCentre meets our minimum quality standards necessary to produce our newsletters and marketing materials in a manner that is competitive with offset printing.

None of the sample color prints from Ikon compared favorably with the Xerox equipment. For example, the Xerox 7665 outputs high-resolution color at 2400dpi, which rivals high-quality magazine stock. Equivalently priced offerings from Canon and Ikon are only 600dpi, which is unacceptable for in-house printing of our newsletters and other marketing collateral, which are currently outsourced.

Copy, print and scan accounting through our existing Active Directory is only possible with this Xerox equipment.

4. Only known vendor to service this type of product in this region

Only Xerox can service this equipment.

Only Xerox can provide maintenance contracts with rapid response on this equipment.

5. Other specific requirements necessitating sole source purchase

Xerox has agreed to take a number of older copiers in trade for our current lease, including two machines that are owned outright, and not leased. Canon and Ikon cannot take equipment in trade, making their pricing non-competitive with our new lease terms.