



Request for Proposals (RFP) **For Copier Replacement** **& Maintenance Contract**

Questions and Answers

October 8, 2025

Question: Could you please confirm the name of your current copier vendor, the manufacturer of the existing equipment, and the model numbers currently in use?

Answer: The Coalition currently has the following Sharp copiers in place:

1. Color: MFP Color 75 PPM (137-1986698-000) MX7250N
2. B&W: B-Phoenix2 60 (137-1986699-000) MXM6071

Question: Does your current equipment include a booklet or staple finisher? Additionally, would it be possible to review samples of your training materials and mass mailing correspondence to better understand your finishing needs? If yes would Monday October 6th at 11AM be a good time to stop by?

Answer: Please see the specifications for this RFQ in the technical requirements listed in the RFQ document posted on our website. Please also bear in mind that we are soliciting quotations from State term contracted vendors only for equipment and pricing included under those State term agreements.

Question: What print management software is currently in use at ELC for of the below requirements? Would it be possible to coordinate a brief meeting with your IT team to discuss integration and compatibility regarding:

Document security and client confidentiality

Administrative controls for print management

Employee access control and job release

Cost allocation and reporting

How many users?

Are you using cloud storage? What solution?

What servers and operating systems are you using?

Answer: Please see the specifications for this RFQ in the technical requirements listed in the RFQ document posted on our website. Please also bear in mind that we are soliciting quotations from State term contracted vendors only for equipment and pricing included under those State term agreements.

Question: Is there a minimum or preferred print speed requirement for the proposed equipment beyond the estimated monthly volume?

Answer: Please see the specifications for this RFQ in the technical requirements listed in the RFQ document posted on our website. Please also bear in mind that we are soliciting quotations from State term contracted vendors only for equipment and pricing included under those State term agreements.

Question: Could you clarify the types of documents or materials that require flatbed scanning functionality?

Answer: Please see the specifications for this RFQ in the technical requirements listed in the RFQ document posted on our website. Please also bear in mind that we are soliciting quotations from State term contracted vendors only for equipment and pricing included under those State term agreements.

Question: Can you please confirm if the RFQ is a 60-month lease term? Additionally, should the lease be structured as a Fair Market Value (FMV) option or a \$1 Purchase option?

Answer: ELC is seeking quotations from a qualified vendor with an active State of Florida term service contract for providing and maintaining ELC copiers through a five-year purchase order.

Question: Regarding the solution or software referenced in question 3 above, will it be deployed as a cloud-based service or installed on-premise?

Answer: ELC would like to evaluate both cloud-based and on-premise deployment options. Please include separate quotes for both possibilities in your proposal.

Question: Currently, ELC Broward has 2 machines: Sharp MX7580 (75ppm) Full Color MFP, averaging 16,878 color images per month and 1,900 B/W images per month Sharp MXM6071 (60ppm) Monochrome MFP, averaging 8,929 B/W images per month. In the RFQ, you are asking for 3 machines that are Full color to replace the 2 existing Sharp machines?

Answer: In previous procurements, ELC posted a scope for three machines but only utilized two on-site. The current procurement has been amended to specify two machines, reflecting the requirement of two machines.

Question: Are we bidding equipment per the specifications requiring mid volume copiers to handle 10,000 prints per month or mid volume equipment to produce prints based on the current volumes per the current equipment stated?

Answer: Please see the specifications for this RFQ in the technical requirements listed in the RFQ document posted on our website.