



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #011322
Entitled
Mailing and Postage Equipment and Technology

The following advertisement was placed November 16, 2021 in *USA Today*, in South Carolina's *The State*, in *The Oklahoman* and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, PublicPurchase.com, and November 17, 2021 in Oregon's *Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Mailing and Postage Equipment and Technology to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than January 13, 2022, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

| | |
|--|------------------------------|
| 1437467 Ontario, Inc. O/A FirstChoice Canada | Lakeshore Learning Materials |
| Aark Canada Incorporated | LaserCAM Fabrication, Inc. |
| American Filing Solutions | Luxer One |
| Annapurna Solutions, LLC | Pitney Bowes, Inc. |
| CCI Worldwide | Prairie Advertising |
| Dasco Storage Solutions, Ltd. | Quadient Canada, Ltd. |
| DMT Solutions Global Corporation | Quadient, Inc. |
| Doron Precision Systems, Inc. | Random Rubber Chicken |
| EMPEROR'S SECURITY SERVICES, INC. | Sled Consulting, LLC |
| eRepublic, Inc. | Stamps.com |
| Fonroche Lighting America | SUCCESS OFFICE SYSTEMS, INC. |
| FRANCOTYP-POSTALIA CANADA, INC. | Tritek Technologies, Inc. |
| KUBRA Data Transfer, Ltd. | |

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and

time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on January 13, 2022, at 4:34:17 pm CT. Proposals were received from the following:

DMT Solutions Global Corporation
FRANCOTYP-POSTALIA CANADA, INC.
Pitney Bowes, Inc.
Quadient, Inc.
Tritek Technologies, Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Kim Austin, MBA, CPPB, Procurement Lead Analyst
Brandon Town CPSM, CPSD, Procurement Analyst
Stephanie Haataja, CPIM, Procurement Analyst
Michael Muñoz, CPPB, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Pitney Bowes Inc. is providing a broad offering of mailing solutions including postage meters, mailing systems, postal scales, letter openers, folders, inserters, addressing systems, parcel lockers, sending/receiving solutions and software, analytics solutions, and mailing system furniture. They have the ability to integrate with over 85 commerce channels. Pitney Bowes will serve Sourcewell participating entities across the United States. They are offering solid discounts from MSRP.

Quadient, Inc. is proposing their entire line of mailing solutions including postage meter rentals, folder/ inserter systems and solutions, addressing systems and solutions, document composition and output management solutions, postage/shipping accounting solutions, parcel/mail tracking solutions, intelligent parcel lockers, furniture for equipment, professional services for software implementation and integration, maintenance and service programs and supplies. Sourcewell participating entities will be served through direct sales and an independent dealer network. Quadient, Inc. is offering a competitive discount off commercial prices and leasing is available.

For these reasons, the Sourcewell Proposal Evaluation Committee recommends award of Sourcewell Contract #011322 to:

| | |
|-------------------|-------------|
| Pitney Bowes Inc. | #011322-PIT |
| Quadient, Inc. | #011322-QDT |

The preceding recommendations were approved on February 23, 2022.

DocuSigned by:

Kim Austin

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Kim Austin, MBA, CPPB, Procurement Lead Analyst

DocuSigned by:



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Brandon Town CPSM, CPSD, Procurement Analyst

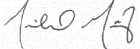
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Stephanie Haataja, CPIM, Procurement Analyst

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Michael Muñoz, CPPB, Procurement Analyst

STATEMENT OF COMPLIANCE

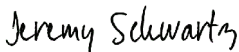
As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for **RFP #011322 for Mailing and Postage Equipment and Technology**.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement contracts.
2. The procurement process and resulting contracts have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.

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Jeremy Schwartz, CSSBB, CPPO
Chief Procurement Officer