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DATE: February 11, 2021

TO: Board of Acquisition and Contract

FROM: Marguerite Beirne
Chief Information Officer
Department of Information Technology

SUBJECT: Resolution to exempt from the Westchester County Procurement Policy and Procedures, pursuant to Section 3(a)(xxi) thereof, the procurement of an agreement (IT-1677) with Xerox Corporation, pursuant to which it will lease to the County digital color printing equipment and related print server equipment and provide maintenance therefor, for a term of five (5) years, commencing upon the termination of the existing County lease agreement (IT-1394) that includes such equipment.

Authority is hereby requested from your Honorable Board to exempt from the Westchester County Procurement Policy and Procedures, pursuant to Section 3(a)(xxi) thereof, the procurement of an agreement (IT-1677) between the County of Westchester (the "County") and Xerox Corporation ("Xerox"), pursuant to which Xerox will lease to the County digital color printing equipment and related print server equipment and provide maintenance therefor, for a term of five (5) years, commencing upon the termination of the existing County lease agreement (IT-1394) with Xerox for digital color printing equipment and scanners.

Regarding the printing equipment, the Department of Information Technology ("DoIT") has compared Xerox with other vendors that are capable of providing high-volume printing capacity. DoIT has found that Xerox's printing technology provides a unique standard of digital printing in the industry. DoIT has found that Xerox's product quality, level of support, and industry leadership for digital printing is second to none, and that Xerox can provide the County with an end-to-end solution, integrating black and white with color in one complete cohesive document management, finishing, storage and printing solution.

Notably, IT-1677 will enable the County to replace its existing Xerox digital color printing equipment with newer Xerox equipment without incurring any fees or charges for the upgrade. As County personnel are already familiar with Xerox printing technologies, training times will be reduced by continuing to use Xerox printing equipment. In addition, replacing the terms and equipment from the County's existing agreement with Xerox (IT-1394) with those from IT-1677 is expected to facilitate a reduction the County's monthly operating expenses for its digital color printing equipment.

The new Xerox digital color printing equipment also incorporates specific technological advances that will provide the County with many advantages over the existing digital color printing equipment, including the following:

- Full bleed booklet capabilities (inline, trimmed and creased, with two-side trim module).
- GBC Automated Inline Punching for improved productivity.
- Specialty ink effects (blend metallic inks with CMYK to create a rainbow of metallic hues).
- Benchmark productivity of 120 pages per minute.
- Additional media flexibility accommodating up to 400 gsm and Mixed Media Xcelleration providing all media printed at full rated speeds.
- Improved image quality with 10-bit rendering technology.
- Improvement in uptime, averaging 2.5 service calls per month vs. 4.0 on existing equipment.
- Greater utilization of existing software to automate tasks, offer additional flexibility, and simplify operations for new operators.

Based upon the foregoing, it is proposed that the best interests of the County would be served by exempting the procurement of this agreement from the Westchester County Procurement Policy and Procedures, pursuant to Section 3(a)(xxi) thereof. Therefore, a resolution to exempt this procurement is hereby submitted for your consideration.

MB/SF/bdm/nm

RESOLUTION

Upon a communication from the Chief Information Officer, Department of Information Technology, be it hereby:

RESOLVED, that pursuant to Section 3(a)(xxi) of the Westchester County Procurement Policy and Procedures, it is hereby determined that application of the procedural requirements contained therein, including the necessity of soliciting proposals, is neither cost effective nor expedient, and accordingly, not in the best interests of the County of Westchester (the "County") in connection with the procurement of an agreement (IT-1677) with Xerox Corporation ("Xerox"), pursuant to which Xerox will lease to the County digital color printing equipment and related print server equipment and provide maintenance therefor, for a term of five (5) years, commencing upon the termination of the existing County lease agreement (IT-1394) with Xerox for digital color printing equipment and scanners.

APPROVED BOARD OF ACQUISITION & CONTRACT ADMINISTRATION

USMIRIAJ, SECRETARY