



INTERNAL SERVICES DEPARTMENT
PROCUREMENT MANAGEMENT SERVICES

Justification/Input Document for Non-Competitive Acquisition

It is the policy of Miami-Dade County to consistently purchase goods and services using full and open competition. The citizens of Miami-Dade County are best served when we make sound business decisions based on competitive bids or proposals. Early acquisition planning that includes consultation with Internal Service Department's procurement staff can help avoid delays and facilitates effective market research. However, there may be instances when other than full and open competition may be justified. When a user department(s) determines that other than full and open competition is necessary or in the best interest of the County, appropriate justification for that course of action must be submitted to ISD for approval and execution in order to waive the competitive bid/proposal process.

Please provide the information requested below to support the need and feasibility for waiving the competitive bid/proposal process:

Department:	ISD Print Shop		
Contact Person:	David C. Campos	Phone Number:	305 592.3016
Requisition No.:	RQID1600006	Estimated Value:	\$139,000 over 36-months
Proposed Vendor:	Heidelberg USA		
Previous Contract Number:	SS9715-01/15	Previous Contract Value:	\$135,600

Purpose of the Purchase

Please describe your minimum requirements and the benefits of making the acquisition.

At the heart of the ISD Print Shop is the complex Heidelberg digital pre-press system that prepares computer files for production on our digital and offset printing presses. These software and hardware systems normalize each computer file for the printing devices; color fidelity is determined, fonts are rasterized, image position on the paper is set, art reproduction quality is fixed, job instructions are sent via the network to production machinery, printing plate are imaged by laser, and job status is tracked via systems communication from the production equipment. Without this digital prepress equipment, we simply cannot produce printed products. The Heidelberg pre-press system is a primary step in the print production work-flow. The ISD Print Shop cannot function without this equipment thus the need for this contract. Our systems are manufactured and serviced by Heidelberg. To operate we must have support, software upgrades and repair service. These services are only available from Heidelberg USA.

Best Interest of the County / Uniqueness of Product

Please provide a detailed description as to why a waiver of formal bidding is in the County's best interest (e.g., product standardization, compatibility, proprietary access or distributorship, how vendor is uniquely qualified to provide the needed product or service, etc.). Please note that a lack of advance planning is not an acceptable justification for a non-competitive acquisition.

Heidelberg USA INC is the sole provider of these software products, software upgrade, technical support, integrated hardware, firmware upgrades, factory authorized parts and repair service in the USA. See Sole Source letter dated September 30, 2015.

Heidelberg maintains Federal GSA contract (#GS-35F-0036J). This is a schedule 70 contract that features Cooperative Purchasing authorizing state and local governments to procure from the contract. This provides assurance that "non-competitive" price offerings from Heidelberg are published, fair and in fact competitive for Federal GSA. The risk of being over charged is thus eliminated.



**INTERNAL SERVICES DEPARTMENT
PROCUREMENT MANAGEMENT SERVICES**

Market Research

Please describe your market research and the results thereof. This should include a description of other, similar sources or products available in the market if any and why they are not acceptable.

Heidelberg is the only source for service, support and software upgrades for our system. Our experience with these products have affirmed Heidelberg's superior support quality, productivity, innovation and reliability. Thus, considering replacing the current system would be very expensive and result in no advantage to Miami-Dade County.

Only 5 firms offer products with similar functionality and provide the level of sophistication that we require. They are Heidelberg USA, Kodak (Creo hardware & software), Screen USA (TrueFlow software & hardware), Fujifilm USA (XMF System software & hardware) and Agfa USA (Apogee System software & hardware). While others too offer robust products, integrating them with the multitude of Heidelberg products already owned by the ISD Print Shop would be an obstacle to overcome. The Heidelberg pre-press system is the obvious choice for maintaining the seamless integration with our other Heidelberg manufacturing equipment.

Proposed Actions

Please describe the actions the department will take to overcome the present barriers to competition prior to any future acquisitions of this product or service.

The ISD Print Shop will continue to monitor and explore new pre-press technology as it becomes available. Action will take place should new technology create cost savings opportunities while also maintaining integration with shop equipment.

At this time, it is my recommendation that Miami-Dade County renew this contract for 3-Years, With One 2-Year OTR – Establish a Non-Competitive Agreement with Heidelberg USA, Inc for Support, Software Upgrades and Repair for Existing Pre-Press Systems

R.S.

Department Director's Approval

11/17/15

Date Approved

Heidelberg Partner Program Agreement - Standard Services

Systemservice

Customer
 Miami-Dade County G S A
 Company
 2225 Nw 72nd Avenue
 Street
 Miami, FL 33122
 City, State, Zip Code
 305-592-3016 305-592-3616
 Phone Fax
 David Campos dcampos@miamidade.gov
 Contact Name E-Mail
 14336345 1450038690
 Customer Number: Service Agreement No

Equipment Location
 Company
 Street
 City, State, Zip Code
 Phone Fax
 E-Mail
 2/1/2016
 Effective Date Purchase Order Number

Equipment:	1	2	3	4	5
Serial Number	CTP Hardware	Princt Site			
Service Product Name	See Addendum A	See Addendum A Princt Upgrades and Installation			
Duration (months)	36	36			
Type (point of sale or after sales)	AS-Partnership	AS			

Pos.	Standard Services	1	2	3	4	5
1	Parts Supply	x				
2	Repair Service	x				
3	Remote Diagnostics	x	x			
4	Global Expert Network 24/7					
5	Expert Support	x	x			
6	Direct Priority Access					
7	eSelfhelp					
8	Remote Inspection					
9	Software Upgrades		x			
10	Maintenance Inspection					
Monthly Price		\$1,987.00	\$1,853.00			

Total Monthly Price	\$3,840.00					Renittance:
						<input checked="" type="checkbox"/> Monthly
						<input type="checkbox"/> Quarterly
						<input type="checkbox"/> Annually

The services and any related parts and materials provided to the customer hereunder (collectively, the "Services") are as further described in the Heidelberg Partner Program Terms and Conditions - Terms of Service Modules (the "Terms of Service Modules") attached hereto and incorporated herein by this reference and will be provided expressly subject to, and in accordance with, the terms and conditions set forth in the Terms of Service Modules and the Heidelberg Partner Program Terms and Conditions - General Terms (the "General Terms") also attached hereto and incorporated herein by this reference. By signing in the space provided below, the Customer acknowledges and confirms that: (i) the Customer has had the opportunity to read, and has read, the Terms of Service Modules and the General Terms, and (ii) the Customer understands and agrees that all Services purchased by the Customer will be provided expressly subject to, and in accordance with, the terms and conditions stated therein. The pricing of Services stated herein shall only be valid for a period of 30 days after the Effective Date stated above.

Heidelberg USA

Customer Name: Miami-Dade County G S A

Authorized Agent's Name:

Authorized Agent's Name:

Authorized Agent's Title:

Authorized Agent's Title:

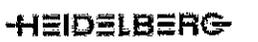
Date:

Date:

Authorized Agent's Signature:

Authorized Agent's Signature:

HUS Sales Representative



Miami-Dade Service Agreement Coverage Type	Software Number	Per month for 36 Months AS IS, Upgrades and Annual Installation
Prepress Mgr 75	SW000904	\$288.00
8 Add'l Cockpits	SW000904	\$232.00
Prinect Signastation 145+	SW004759	\$182.00
Meta 75 Prep	SW013833	\$247.00
MetaShooter 75	SW019375	\$69.00
Pressroom Mgr 75	SW041662	\$258.00
Analyze Point	SW041663	\$113.00
Integration Manager	SW041663	N/C
Digital Print Manager - Canon	SW041664	\$143.00
Prinect Color Toolbox	SW026520	\$132.00
Data Terminal - Prepress	SW041663	\$63.00
Data Terminal - Press	SW041663	\$63.00
Data Terminal - Postpress	SW041663	\$63.00

Totals \$1,853.00

Hardware Partnership	Serial #	Per month for 36 Months AS - Full Service
Suprasetter 74	PL001757	\$1,159.00
Single Cassette Loader	PP054210342	\$275.00
C85 Gumming Unit	93292-0374	\$209.00
Spinjet Attachment (no HP)	425564015	\$344.00

Totals \$1,987.00

Customer Name Miami-Dade

Signature _____

Print _____

Title _____

NON-COMPETITIVE REVIEW SUMMARY

Action: Legacy Contract

Requisition No.: RQID1600006

Committee/Committee Date: N/A

* DPM Internal Processing due date:

Projected BCC Date: *(If applicable)*

Purpose of the Acquisition: The purpose of this acquisition is to establish a long term replacement legacy contract to allow the Internal Services Department/Print Shop to obtain maintenance and support services for the existing Computer to Plate Setter Pre-Press System provided by Heidelberg USA, Inc.

Recommended Vendor: Heidelberg USA, Inc.

Contract Term: Three (3) Years with Two (2) One Year Option –To-Renews

Contract Amount: \$138,240 for initial Three (3) Year Term

OTR1 - \$46,080

OTR2: \$46,080

Cumulative Total: *Should the County elect to exercise all options to renew, the cumulative total will be \$230,040.

Background:

Currently the Internal Services Department's (ISD) Print Shop utilizes a Heidelberg Computer to Plate Setter (CTP) System. CTP is an imaging technology used in modern printing processes. The system enables the Print Shop to create printing plates and proof prints from images generated by a computer.

This software and hardware system normalize each computer file for the printing devices; color fidelity is determined, fonts are rasterized, image position on the paper is set, art production quality is fixed, job instructions are sent via the network to production machinery, printing plate are imaged by laser, and job status is traced via systems communication from the production equipment. ISD Print Shop cannot function without this equipment and would not be able to produce printed products for their client departments.

Through the existing contract, Heidelberg USA, Inc. supports the following products:

Software
Prepress Mgr 75
8 Add'l Cockpits
Prinect Signastation 145+
Meta 75 Prep
MetaShooter 75
Pressroom Mgr 75
Analyze Point
Integration Manager
Digital Print Manager - Canon
Prinect Color Toolbox
Data Terminal -- Prepress
Data Terminal -- Press
Data Terminal -- Postpress

Hardware
Suprasetter 74
Single Cassette Loader
C85 Gumming Unit
Spinjet Attachment (no HP)

Market Research:

Heidelberg USA, Inc. is the sole provider of the software products, software upgrade, technical support, integrated hardware, firmware upgrades, factory authorized parts and repair service for the CTP system currently located at the Print Shop. Although other companies could be identified offering similar functionality and provide products and services (Kodak, Screen USA, Fujifilm USA and Agfa USA) integrating them with the multitude of Heidelberg products already owned by the print shop would be an obstacle to overcome. To replace the system currently at the print shop would be very expensive and result in no advantage to Miami Dade County. The Heidelberg pre-press system is the obvious choice to maintain the seamless integration with other Heidelberg manufacturing equipment owned by the County.

Recommendation:

It is recommended that this request be approved as a legacy agreement to provide ISD/Print Shop with a long term contract capable of meeting the CTP needs. The CTP system is essential to every product printed at the print shop. Therefore, this contract is required to ensure continuity of the support, software upgrades, maintenance and repair for existing pre-press system. The print shop will continue to monitor and explore new pre-press technology as it becomes available.

Procurement Contracting Officer

Date

Memorandum



Date: September 30, 2015

To: Sherry Y. Crockett

From: David C. Campos, ISD

Subject: 3-Years, With One 2-Year OTR – Establish a Non-Competitive Agreement with Heidelberg USA, Inc for Support, Software Upgrades and Repair for Existing Pre-Press Systems– FID #1313670501

Current Contract

Contract #SS9335-0/15 will expire 1/31/2016. The monthly cost of this contract is \$3,924.00 for 36-months.

Benefits of This Purchase

At the heart of the ISD Print Shop is complex pre-press system that prepares computer files for printing on our digital equipment as well as our printing presses. These software and hardware systems normalize each computer file for the designated printing device; color fidelity is determined, fonts are rasterized, image position on the paper is set, art reproduction quality is fixed, job instructions are sent via the network to production machinery, printing plate are imaged by laser and job status is tracked by messaging from the production equipment. Without this equipment we cannot produce. This contract is a necessity.

Our systems are manufactured and serviced by Heidelberg. To operate we must have support, software upgrades and repair service. These services are only available from Heidelberg USA. See the Sole Source letter from Heidelberg USA.

Scope of This Purchase - \$230,040 (5-years)

Support, Software Upgrades and Repair of software applications and hardware included in this proposal are detailed in Attachment A: Existing Heidelberg Hardware and Software Systems. Heidelberg USA has provided a 36-month agreement at a cost of \$3,840.00 per month with two (2) one (1) year options to renew (OTR's).

1. \$1853.00 – Technical Support and Software Upgrades
2. \$1987.00 – Repair of hardware including firmware upgrades, parts, travel and labor. The hardware coverage is a partnership agreement. Under the terms of partnership agreement repair costs are tracked for each 12-months period. If less than \$23,844.00 (12 monthly payments) was spent 50% of the difference will be credited to the "premiums" for next 12-month period.

Justification of Non-Competitive Agreement with Heidelberg USA

Heidelberg USA INC is the sole provider of these software products, software upgrade, technical support, integrated hardware, firmware upgrades, factory authorized parts and repair service in the USA. See Sole Source letter dated 9/30/2015

Heidelberg maintains Federal GSA contract (#GS-35F-0036J). This is a schedule 70 contract that features Cooperative Purchasing authorizing state and local governments to procure from the contract. This provides assurance that "non-competitive" price offerings from Heidelberg are published, fair and in fact competitive for Federal GSA. The risk of being over charged is thus eliminated.

The County has invested more than 3-million dollars in Heidelberg equipment and software. Heidelberg has provided exemplary products and service. Integrating software applications to achieve automation is best accomplished when a single vendor bears full responsibility to successfully provide the solution. A single vendor reduces issues of software compatibility, implementation time and expensive customization.

Associated Projects Integrated With Heidelberg Software

1. EPP-RFP 676 "Web Based Software for Print Shop".

This Web Based Software for the ordering of offset and digital print work for the ISD Print Shop. The System is integrated with ISD's existing equipment, workflow and network infrastructure. This integration "...enable the user to create Job Definition Format (JDF) compliant files, which based on the automated functionality within the Web System, will direct the job to ... Heidelberg Print Ready software. The

2. In July 2009 a Canon Image Runner C7000 color press was procured – AVCW0900407. This award was also made to Canon Business Systems. This selection was made because of the Image Press' superior functionality and its compatibility with Heidelberg Print Ready software.

Market Research – Comparable Products

Heidelberg is the only source for service, support and software upgrades for our system. Five years of experience with these products have affirmed the superior quality of support, productivity, innovation and reliability. Thus, considering replacing the current system would be very expensive and result in no advantage.

Only 5 firms offer products with similar functionality and provide the level of sophistication that we require. They are Heidelberg USA, Kodak (Creo hardware & software), Screen USA (TrueFlow software & hardware), Fujifilm USA (XMF System software & hardware) and Agfa USA (Apogee System software & hardware). While these products are robust, integrating them with the multitude of Heidelberg products we own would be an obstacle to overcome. Heidelberg is the obvious choice for seamless integration.

Attachments: A, B and C

Attachment A: Existing Heidelberg Software Systems

Existing Heidelberg Software Systems -- IB8214-0/10:

August 2007 Purchases

Option Sheet Optimizer	SPINJET 5500 Attachment
Opt Printready Trapper HUS	Option Sheet Optimizer
Opt Prinect Hybrid Screening - REC-IOP	Lic Prinect Printready M 3.5
Option Presetting	Option Floating
Option Floating	Opt Printready Trapper HUS
Lic Prinect Signa Station 2.0/102+	Opt Prepress Man. Preflight Profiles IOP
Opt MD ColorProof Pro CPSI 8up	Lic 1 x Printready Super Cockpit 3.5
Lic MetaShooter 3.x for 2up/4up recorder	Lic MetaShooter 3.5 for 2up/4up Recorder
Lic MD Prep 6.x for 4up - IOP	Opt MD ColorProof Pro 105
Opt Prepress Man. Preflight Profiles IOP	Lic Prinect Signa Station 3.0/102+
Lic Prinect Printready Super Cockpit 3.0	Opt Prinect Hybrid Screening - REC-IOP
Lic Prinect Printready M 3.0	Option Presetting
Opt MD ColorProof Pro 105	GravityStacker44H
Lic 1 x Printready Super Cockpit 3.5	OptiPlex 745 Mini Tower Dual Core
Lic Prinect Printready M 3.5	Lic MD Prep 6.5 PDF-PE & CPSI 4up - IOP
Lic MetaShooter 3.5 for 2up/4up Recorder	SupraSetter S74
Lic MD Prep 6.5 PDF-PE & CPSI 4up - IOP	SupraSetter-74 SCL
Lic Prinect Signa Station 3.0/102+	HP DESIGNJET 5500 - 42"
Lic + Mkit Volumepack 15x Profile TB 2.0	Mkit Prinect Printready 3.5 EN
Mkit MetaShooter 3.5 INT	G&J CP 85 Processor (basic unit)
MKit Prinect Signa Station 2.0 EN	Mkit Profile/Calibration Toolbox 2.0 INT
Mkit MetaDimension 6.5 EN	Upg PO 3.x,4.x,5.x to Profile TB 2.x

March 2008 Upgrades

S/W CP2000 Instant Gate	Opt MD CIP4/PPF/PlateRemake
S/W license Pre.Interf. 74 version	Opt Prepress Manager Auto Assigner
CD 74-4-P+L-F	Opt Prepress Manager PDF Imposer - SUS
Opt Printready Auto JDF Gate 3.x	Lic 1 x Prinect Printready Cockpit 3.5
	Lic 1 x Prinect Printready Cockpit 3.5

July 2009 Upgrades

Upg PO 4.x,5.x to Profile Tool 3.5	Upg Quality Monitor 1.x,2.x to 3.5
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Existing Integration with Equipment Purchased on other ITB's

HP DESIGNJET 5000 42" C6090A	High-Speed Cutter POLAR 92 XT
CD 74-4-P+L-F Press	High-Speed Cutter POLAR 115 XT

Existing Heidelberg Software Systems -- BPO ABCW0800174:

November 2009 Integration with Print Systems

Press Room Manager 75 V4 w/JDF Autogate
Digital Print Manager 4.5 for Canon IP7000

Schedule 70

GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES - Pursuant to Section 211 of the e-Gov Act of 2002, Cooperative Purchasing provides authorized State and local government entities access to information technology items offered through GSA's Schedule 70 and the corporate contracts for associated special item numbers. Contracts with the COOP PURC icon indicate that authorized state and local government entities may procure from that contract.

Attachment B: Heidelberg Proposal

Miami-Dade Service Agreement

**Coverage Software Number Per month for 36 Months AS
Coverage Type IS, Upgrades and Annual Installation**

Prepress Mgr 75 SW000904	\$288.00
8 Add'l Cockpits SW000904	\$232.00
Prinect Signastation 145+ SW004759	\$182.00
Meta 75 Prep SW013833	\$247.00
MetaShooter 75 SW019375	\$69.00
Pressroom Mgr 75 SW041662	\$258.00
Analyze Point	\$113.00
Integration Manager SW041663	N/C
Digital Print Manager - Canon SW041664	\$143.00
Prinect Color Toolbox SW026520	\$132.00
Data Terminal – Prepress	\$63.00
Data Terminal – Press	\$63.00
Data Terminal – Postpress	\$63.00
Totals	\$1,853.00

Hardware Partnership Serial # Per month for 36 Months AS - Full Service

Suprasetter 74 PL001757	\$1,159.00
Single Cassette Loader PP054210342	\$275.00
C85 Gumming Unit 93292-0374	\$209.00
Spinjet Attachment (no HP) 425564015	\$344
Totals	\$1,987.00

Attachment C: Heidelberg Sole Source Letter

HEIDELBERG

Corporate

Heidelberg USA, Inc.
1000 Gutenberg Drive
Kennesaw, GA 30144
Phone (770) 419-6500
Fax (770) 419-6912

September 30, 2015

David C. Campos,
Graphics Services Manager
Miami-Dade County, ISD Print Shop
Miami, FL

Re: Only Factory Authorized Provider for Sale of New Equipment, Software Upgrades, Parts and Service

Dear Mr. Campos:

Heidelberg USA, Inc. is the only factory authorized provider in the United States of:

- New Heidelberg printing equipment and new Polar Postpress equipment,
- Prinect software and integrated hardware,
- Prinect software and firmware upgrades, and
- Provider of parts and service for the above mentioned equipment and software.

Thank you for allowing Heidelberg USA, Inc. the opportunity to be of service to your organization.

Regards,

William Murphy

William Murphy
Vice President of Operations