



STATE OF OHIO
DEPARTMENT OF ADMINISTRATIVE SERVICES
GENERAL SERVICES DIVISION
OFFICE OF PROCUREMENT SERVICES
4200 SURFACE ROAD, COLUMBUS, OH 43228-1395

MANDATORY USE CONTRACT FOR: DIGITAL LICENSE PLATE PRODUCTION AND GRAPHICS DESIGN SYSTEMS

CONTRACT NUMBER: CSP901013

EFFECTIVE DATES: 08/01/12 TO 07/31/15
Renewal through 07/31/2017*

The Department of Administrative Services has accepted Proposals submitted in response to Request for Proposal (RFP) No. CSP901013 that opened on 06/13/12. The evaluation of the Proposal responses has been completed. The Offeror listed herein has been determined to be the highest ranking Offeror and has been awarded a Contract for the services listed. The respective Proposal response including, Contract Terms & Conditions, any Proposal amendment, special Contract Terms & Conditions, specifications, pricing schedules and any attachments incorporated by reference and accepted by DAS become a part of this Services Contract.

This Requirements Contract is effective beginning and ending on the dates noted above unless, prior to the expiration date, the Contract is renewed, terminated, or cancelled in accordance with the Contract Terms and Conditions.

This Requirements Contract is available to the OHIO DEPARTMENT OF PUBLIC SAFETY as applicable.

The agency is eligible to make purchases of the contracted services in any amount and at any time as determined by the agency. The State makes no representation or guarantee that department will purchase the volume of services as advertised in the Request for Proposal.

This Requirements Contract and any Amendments thereto are available from the DAS Web site at the following address:

www.ohio.gov/procure

*Reflects mutual renewal of the contract for an additional twelve months, effective 08/01/16 through 7/31/17.

COST SUMMARY
 DIGITAL LICENSES PLATE PRODUCTION AND GRAPHICS DESIGN SYSTEM

Offer Reflective Sheeting for BEAUTIFUL OHIO and Other Plate Designs

Description	Sheet Width (Finished Plate)	Minimum Order Quantity/Rolls	Length of Roll in Square Feet	Estimated First Year Usage (Square Feet)	Cost per Square Feet	Total Cost
BEAUTIFUL OHIO Design	12"	1	900	120,000	x <u>1.32</u>	= <u>\$158,400</u>
Blue and White	12"	1	900	60,000	x <u>1.32</u>	= <u>\$79,200</u>
Plain White	12"	1	900	900	x <u>1.27</u>	= <u>\$1,143</u>
FIRST YEAR SHEETING TOTAL (A)						<u>\$ 238,743</u>

Offer System Costs

System	Cost / Period	3+2 Year Lease	Total Cost
1. Digital system: including printer(s), design station(s), plate making system, order management option with additional hardware, software, plus installation and training.	<u>\$39,575</u> / year (3+2 year lease)	x 5	= <u>\$197,875</u>
2. Blanking production line including applicator registry machine. Includes installation costs.	<u>Included in Line 1</u> / year (3+2 year lease)	x 5	= <u>Inc. in Line 1</u>
3. System warranty and maintenance contract for system for life of contract.	<u>\$95,177</u> / annual cost	x 5	= <u>\$475,885</u>
4. Initial graphic conversion service of all standard plate designs into system.	<u>N/A</u> / one time cost		= _____
5. Graphic conversion service on changeover to new basic design (for future designs).	<u>\$900</u> / one time cost		= <u>\$900</u>
6. Initial graphic conversion service of all special plate designs, including logos, into system.	<u>N/A</u> / plate category	X 219	= _____
7. Additional graphic design training (as needed), and help with subsequent logo design work.	<u>\$140</u> / hour	X 150 (Estimated 5 Year)	= <u>\$21,000</u>
8. Initial conversion and interface work to link current ODPS electronic plate ordering system with digital system ordering database.	<u>\$140</u> / hour	X 80 (Estimate One Time)	= <u>\$11,200</u>
9. Print heads. Assume 17.5% plate coverage.	<u>\$0.019</u> / ribbon foot	X 1,250,000 (5 years)	= <u>\$23,750</u>
10. Printer Ribbons. Assume 17.5% plate coverage.	<u>\$0.17</u> / ribbon foot	X 1,250,000 (5 years)	= <u>\$212,500</u>
11. Printer Ink Containers. Assume 17.5% plate coverage.	<u>N/A</u> / ink foot	X 1,250,000 (5 years)	= _____
12. Other Costs:			= _____
13. _____			= _____
14. _____			= _____
15. _____			= _____
16. (At no cost to State if not otherwise identified)			
5 YEAR LEASE TOTAL (B)		\$ 943,110	

**Offeror Reflective Preprinted Graphic Sheeting For Future Digital Plate Designs
 (Will Evaluate (C) Only)**

Description	Length of Roll (Square Feet)	Cost per Square Foot	Estimated Contract Usage (Square Feet)			Total Cost
One (1) color plate	900	<u>\$1.32</u>				
Two (2) color plate	900	<u>\$1.32</u>				
Three (3) color plate	900	<u>\$1.32</u>				
(C) Four (4) color plate	900	<u>\$1.32</u>	x	800,000 (*Four Year)	=	<u>\$1,056,000</u>
Five (5) color plate	900	<u>\$1.49</u>				
Six (6) color plate	900	<u>\$1.54</u>				
Seven (7) color plate	900	<u>\$1.59</u>				

Note 1: Estimated contract usage should be based on a total of four hundred thousand (400,000) non-white plates (200,000 sets) per year.

Note 2: Future designs for standard plates may not be as many as the three designs that are currently manufactured..

Note 3: For evaluation purposes, the one design, four (4) color plates pricing will be used. However, one or more of the other seven (7) color plate combinations may be used for actual plate production.

Offeror Not-to-Exceed Fixed Price

First Year Sheeting Total (A)	\$ <u>238,743</u>
Equipment Total (B)	\$ <u>943,110</u>
4 Year - Four (4) Color Plate Total (C)	\$ <u>1,056,000</u>
Total Not-To-Exceed Fixed Price for 3+2 Year Lease	\$ <u>2,237,853</u>

Offeror Reflective Preprinted Graphic Sheeting For Motorcycle Plates

(Not Evaluated)

Description	Sheet Width (Finished Plate)	Minimum Order Quantity/Rolls	Length of Roll in Square Feet	Estimated Annual Usage (Square Feet)	Cost per Square Feet	Total Cost
Beautiful Ohio Design	7"	1	350	18,000	x <u>1.32</u>	= <u>\$23,760</u>
Blue & White Design	7"	1	350	2,100	x <u>1.32</u>	= <u>\$2,772</u>
Plain White	7"	1	350	2,100	x <u>1.27</u>	= <u>\$2,667</u>
NOT EVALUATED						<u>\$29,199</u>

**Offer System Costs for Motorcycle Plate Production
 (Not Evaluated)**

System	Cost / Period	3+2 Year Lease	Total Cost
Digital system: including printer(s), design station(s), plate making system, order management option with additional hardware, software, plus installation and training.	<u>\$263,078</u> / year (3+2 year lease)	x 5	= <u>\$1,315,388</u>
Blanking production line including applicator registry machine. Includes installation costs.	<u>Included in Line 1</u> / year (3+2 year lease)	x 5	= <u>Inc. in Line 1</u>
System warranty and maintenance contract for system for life of contract.	<u>\$475,885</u> / one time cost		= <u>\$475,885</u>
Initial graphic conversion service of all standard plate designs into system.	<u>N/A</u> / one time cost		= _____
Graphic conversion service on changeover to new basic design (for future designs).	<u>\$900</u> / one time cost		= <u>\$900</u>
Additional graphic design training (as needed), and help with subsequent logo design work.	<u>\$140</u> / hour		= _____
Initial conversion and interface work to link current ODPS electronic plate ordering system with digital system ordering database.	<u>\$140</u> / hour		= _____
Print heads. Assume 17.5% plate coverage.	<u>\$0.019</u> / ribbon foot		= _____
Printer Ribbons. Assume 17.5% plate coverage.	<u>\$0.17</u> / ribbon foot		= _____
Printer Ink Container's. Assume 17.5% plate coverage.	<u>N/A</u> / ink foot	X	= _____
Other Costs: _____ _____ _____			= _____ = _____ = _____
(At no cost to State if not otherwise identified)			
Five (5) YEAR LEASE TOTAL (B)			<u>\$ 1,813,152</u>

Offeror's System Costs – 3M New Printer, Raptor Technology

System	Cost / Period	Contact Term	Total Cost
1. Digital system: including printer(s), design station(s), plate making system, order management option with additional hardware, software, plus installation and training.	\$414,071 / year	x 3 yrs 7 mos	= \$1,483,754
2. Blanking production line including applicator registry machine. Includes installation costs.	N/A / year	x 3 yrs 7 mos	= N/A
3. System warranty and maintenance contract for system for life of contract.	\$95,177 / annual cost	x 3 yrs 7 mos	= \$341,051
4. Initial graphic conversion service of all standard plate designs into system.	\$10,000 / one time cost		= \$10,000
5. Graphic conversion service on changeover to new basic design (for future designs).	\$900 / one time cost		= \$900
6. Initial graphic conversion service of all special plate designs, including logos, into system.	\$140 / plate category	X 219	= \$30,660
7. Additional graphic design training (as needed), and help with subsequent logo design work.	\$140 / hour	X 100 (Estimated)	= \$14,000
8. Initial conversion and interface work to link current ODPS electronic plate ordering system with digital system ordering database.	\$140 / hour	X 80 (Estimate One Time)	= \$11,200
*9. Print heads. Assume 17.5% plate coverage.	\$10,000 / each	X	= As needed
10. Printer Ribbons. Assume 17.5% plate coverage.	N/A / ribbon foot	X	=
11. 3M License Plate White Reflective Solutia Sheeting Series 3750P 11.9375 inches x 300 yards*	\$1,092.98 / roll	X 500	= \$546,490.00
12. 3M License Plate White Reflective Solutia Sheeting Series 3750P 6.9375 inches x 300 yards*	\$634.78 / roll	X 50	= \$31,739
13. 3M #1504 UV Ink Cyan Inkjet Ink, 5 Liter	\$1,150 / each	X 9	= \$10,350.00
14. 3M #1505 UV Ink Magenta Inkjet Ink, 5 Liter	\$1,150 / each	X 9	= \$10,350.00
15. 3M #1506 UV Ink Yellow Inkjet Ink, 5 Liter	\$1,150 / each	X 9	= \$10,350.00

* Reflects update to contractor part number and description, effective with amendment No. 5.

Offeror's System Costs – 3M New Printer, Raptor Technology (continued)

16. 3M #1503 UV Ink Black Inkjet Ink, 5 Liter	<u>\$1,150</u> / each	X 15	= \$17,250.00
17. 3M #1501 Cleaner for 1500 UV Inks, 5 Liter	<u>\$66.00</u> / each	X 46	= \$3,036.00
*18. CGS-80 Thinner 1 Gallon	<u>\$50.00</u> / each	X 60	= \$3,000.00
19. Other Costs: 20. _____			= _____
21. (At no cost to State if not otherwise identified)			= _____
5 YEAR LEASE TOTAL (B)			<u>\$ 1,983,365.00</u>

* Reflects update to contractor part number and description, effective with amendment No. 7.

CONTRACTOR INDEX

CONTRACTOR AND TERMS:

99458
3M Corporation
P.O. Box 371227
Pittsburgh, PA 15250-7227

CONTRACT NO: CSP901013-1

TERMS: 2%, 10 Days, Net 30 Days

*CONTRACTOR'S CONTACT:

Telephone: (651) 737-4471

Joy Stahosky
Contract Administrator
3M Traffic Safety Systems Division
3M Center, Building 4N-14
St. Paul, MN 55144-1000

E-mail: jstahosky@mmm.com
contractmanagementteam@mmm.com

Remit to:

3M Accounts Receivable
2807 Payspere Circle
Chicago, IL 60674

SUMMARY OF AMENDMENTS

Amendment Number	Effective Date	Description
7	10/10/2016	Amendment is issued to update the contractor part number and description of one consumable for the Raptor Printer, effective 10/10/2016.
6	08/01/2016	Amendment is issued to mutually renew the contract for an additional twelve months, effective 08/01/2016 through 07/31/2017. Additionally, this amendment updates the contractor contact information.
5	08/15/2015	Amendment is issued to update the contractor part number and description of two consumables of the Raptor printer, effective 8/15/2015.
4	08/05/2015	Amendment is issued to update the System Costs of the Raptor printer and the removal of the expiration date on the Contractor Page, effective 08/05/2015.
3	08/01/2015	Amendment is issued to mutually renew the contract for an additional twelve months, effective 08/01/2015 through 07/31/2016.
2	07/06/2015	Amendment is issued to add the Product Test Agreement for the Nimbus License Plate Printer establishing a new equipment process, responsibilities, and pricing for the new consumable material. Agency contact updated.
1	11/01/13	Amendment is issued to implement the new Raptor Technology printer system that 3M offered with their proposal response. The prices for the Raptor system can be found on page 7 of this contract.