

FORSYTH COUNTY

BOARD OF COMMISSIONERS

BRIEFING DRAFT

MEETING DATE: OCTOBER 22, 2020

AGENDA ITEM NUMBER: 11

SUBJECT: RESOLUTION AWARDING AND AUTHORIZING EXECUTION OF A CONTRACT FOR THE PURCHASE OF PRINTING CONSUMABLES/TONER FOR FORSYTH COUNTY GENERAL SERVICES

COUNTY MANAGER'S RECOMMENDATION OR COMMENTS:

SUMMARY OF INFORMATION:

On June 18, 2020, the Forsyth County Board of Commissioners approved to award the purchase of printing consumables/toner to Toshiba American Business Solutions, Inc. for the fiscal year 2021. However, on August 10, 2020, Toshiba notified Forsyth County staff that they would not be able to honor the bid pricing, on which the Board's award was based. Toshiba requested to cancel their bid to provide printing consumables/toner to Forsyth County for the fiscal year 2021. However, Toshiba agreed to continue fulfilling orders for Forsyth County until October 31, 2020, in order for Forsyth County to have time to make an award to another vendor.

The City/County Purchasing Department released another request for proposals to provide printing consumables/toner to Forsyth County on August 20, 2020. Upon receipt of responses on September 9, 2020, Barbarian USA Inc. was determined to be the lowest responsive, responsible bidder with a cumulative not-to-exceed amount of \$93,996.00. It is the recommendation of staff to award the purchase of printing consumables/toner to Barbarian USA Inc. for the period of November 1, 2020 – June 30, 2021, at a cumulative total not-to-exceed amount of \$93,996.00.

ATTACHMENTS: yes no

SIGNATURE: _____ DATE: _____
COUNTYMANAGER

**RESOLUTION AWARDING AND AUTHORIZING EXECUTION OF A CONTRACT FOR
THE PURCHASE OF PRINTING CONSUMABLES/TONER FOR
FORSYTH COUNTY GENERAL SERVICES**

WHEREAS on August 20, 2020, Requests for Proposals (RFPs) to provide printing consumables/toner to be released, as needed, by General Services Print Shop to fulfill requests received from all County departments were issued directly to a total of 21 qualified businesses, as well as being advertised on the City/County Purchasing website and in the Winston-Salem Journal;

WHEREAS bid responses were received and publicly opened by the City/County Purchasing Department at 10:00 a.m., Wednesday, September 9, 2020, in response to Forsyth County's RFP for the purchase of various types of printing consumables/toner cartridges on an as-needed basis, for Forsyth County General Services Print Shop to fulfill requests from all County departments, and the summary of responses received are as follows:

Barbarian USA Inc.	\$ 93,996.00
The Tree House, Inc.	\$100,777.05
Central Jersey Office Equipment dba State Toner	\$101,964.30
BeepSmart Communications Inc. dba Smart Group Systems	\$108,015.00
Business Machine Products, Inc.	\$124,854.68
Mvation Worldwide Inc.	Nonresponsive

WHEREAS the Proposal offered by Mvation Worldwide Inc. was received after the advertised deadline for proposals and is considered non-responsive and cannot be considered for an award; and

WHEREAS Barbarian USA Inc. was the lowest responsive, responsible vendor that could supply all items per the bid specifications, therefore, the County Manager, the County General Services Director, and the City/County Purchasing Director recommend that a contract be awarded to Barbarian USA Inc. issued in the form of multiple Purchases Orders as-needed, for a cumulative total not to exceed amount of \$93,996.00, for the purchase of various types of printing consumables/toner cartridges on an as-needed basis, for Forsyth County General Services Print Shop to fulfill requests from all County departments;

NOW, THEREFORE, BE IT RESOLVED, by the Forsyth County Board of Commissioners that a contract for the purchase of various types of printing consumables/toner cartridges for Forsyth County General Services Print Shop, is hereby awarded to Barbarian USA Inc. and all other bid responses are hereby rejected, and the County Manager and Clerk to the Board are hereby authorized to execute a contract, on behalf of Forsyth County, with Barbarian USA Inc. for a period beginning November 1, 2020, through June 30, 2021, to be purchased in variable increments for a cumulative total not to exceed amount of \$93,996.00, subject to a pre-audit certificate thereon by the County Chief Financial Officer, where applicable, and approval as to form and legality by the County Attorney.

Adopted this 22nd day of October 2020.

Barbarian U.S.A. Inc

Attachment B – Proposal for Toner Bids

The undersigned bidder hereby declares that they have carefully examined the specifications contained herein and will provide all labor, supervision, equipment, materials, supplies, transportation and incidentals to fulfill the bid requirements as specified herein and the requirements under the following sum to wit:

Manufacturer Unit	Manufacturer	Estimated Quantity	Price Per OEM Unit	Total Estimated OEM Price
DR-360	Brother	11	\$55.00	\$605.00
DR-400	Brother	3	\$65.00	\$260.00
DR-420	Brother	1	\$75.00	\$75.00
PC-301	Brother	1	\$15.00	\$15.00
TN-330	Brother	5	\$23.00	\$115.00
TN-420	Brother	8	\$20.00	\$160.00
TN-430	Brother	3	\$30.00	\$90.00
TN-660	Brother	5	\$25.00	\$125.00
CLI - 251XL BLACK	Canon	8	\$7.00	\$56.00
CLI - 251XL Cyan	Canon	8	\$7.00	\$56.00
CLI - 251XL Magenta	Canon	8	\$7.00	\$56.00
CLI - 251XL Yellow	Canon	8	\$7.00	\$56.00
CANON 137	Canon	7	55.00	\$385.00
99001	DASCOM	1	\$9.00	\$9.00
GD531	Dell	3	\$70.00	\$210.00
K3756	Dell	8	\$25.00	\$200.00
5210N	Dell	7	\$40.00	\$280.00
T200120-S	Epson	1	\$7.00	\$7.00
T200220-S	Epson	1	\$7.00	\$7.00
T200320-S	Epson	1	\$7.00	\$7.00
T200420-S	Epson	1	\$7.00	\$7.00
X651H11A	Lexmark	1	\$125.00	\$125.00
C9364WN	HP	1	\$9.00	\$9.00
C9370A	HP	1	\$20.00	\$20.00
C9371A	HP	1	\$20.00	\$20.00
C9372A	HP	1	\$20.00	\$20.00
C9374A	HP	1	\$20.00	\$20.00
CB436A	HP	7	\$75.00	\$525.00

CB540A	HP	3	\$90.00	\$270.00
CB541A	HP	3	\$90.00	\$270.00
CB542A	HP	3	\$90.00	\$270.00
CB543A	HP	3	\$90.00	\$270.00
CC364A	HP	1	\$175.00	\$175.00
CE255X	HP	16	\$135.00	\$2160.00
CE260A	HP	16	\$135.00	\$2100.00
CE261A	HP	4	\$300.00	\$1200.00
CE262A	HP	4	\$300.00	\$1200.00
CE263A	HP	3	\$300.00	\$900.00
CE278A	HP	3	\$70.00	\$210.00
CE285A	HP	5	\$70.00	\$350.00
CE390A	HP	16	\$125.00	\$2000.00
CE410A	HP	4	\$75.00	\$300.00
CE411A	HP	3	\$105.00	\$315.00
CE412A	HP	1	\$105.00	\$105.00
CE505A	HP	80	\$79.00	\$6320.00
CE740A	HP	3	\$150.00	\$450.00
CE741A	HP	3	\$150.00	\$450.00
CE742A	HP	3	\$150.00	\$450.00
CE743A	HP	3	\$150.00	\$450.00
CF217A	HP	4	\$90.00	\$360.00
CF226A	HP	344	\$61.00	\$20984.00
CF237A	HP	1	\$150.00	\$150.00
CF280A	HP	15	\$80.00	\$1200.00
CF281A	HP	143	\$129.00	\$18447.00
CF281X	HP	5	\$175.00	\$875.00
CF283A	HP	3	\$70.00	\$210.00
CF360A	HP	39	\$130.00	\$5070.00
CF360X	HP	5	\$195.00	\$975.00
CF361A	HP	25	\$165.00	\$4125.00
CF362A	HP	24	\$165.00	\$3960.00
CF362X	HP	25	\$170.00	\$4250.00

CF400A	HP	3	\$70.00	\$210.00
CF401A	HP	3	\$90.00	\$270.00
CF402A	HP	3	\$90.00	\$270.00
CF403A	HP	3	\$90.00	\$270.00
CF410A	HP	3	\$95.00	\$225.00
CF411A	HP	3	\$120.00	\$360.00
CF412A	HP	1	\$120.00	\$120.00
Q1338A	HP	3	\$75.00	\$225.00
Q2610A	HP	5	\$50.00	\$250.00
Q2612A	HP	8	\$120.00	\$960.00
Q5942A	HP	1	\$150.00	\$150.00
Q5949A	HP	8	\$45.00	\$360.00
Q6511A	HP	1	\$50.00	\$50.00
W2020X	HP	3	\$140.00	\$420.00
W2021X	HP	3	\$190.00	\$570.00
W2022X	HP	3	\$190.00	\$570.00
W2023X	HP	3	\$190.00	\$570.00
RIBBON 99003L-5	TALLY	1	\$5.00	\$5.00
406477	Ricoh	3	\$35.00	\$105.00
406683	Ricoh	7	\$35.00	\$245.00
407324	Ricoh	4	\$25.00	\$100.00
408161	Ricoh	4	\$25.00	\$100.00
106R01294	Xerox	3	\$95.00	\$285.00
106R01374	Xerox	24	\$97.00	\$2328.00
106R02305	Xerox	4	\$25.00	\$100.00
113R00670	Xerox	3	\$150.00	\$450.00
106R10294	Xerox	3	\$29.00	\$87.00
DR-360	Brother	11	Quoted on line no. 1	
DR-400	Brother	3	Quoted on line no. 2	
DR-420	Brother	1	Quoted on line no. 3	

TOTAL CUMULATIVE PRICE FOR ESTIMATED OEM TONER:

\$93,996.00

PLEASE NOTE THE FOLLOWING:

The award period will be from November 1, 2020 through June 30, 2021.

Submission of a bid shall indicate that the contractor is fully aware of the requirements for supplying the product as requested by Forsyth County and acknowledges all bids are firm and **NOT** subject to increase during the eight month award period.

Submission of a bid shall also indicate the contractor is fully aware that pricing shall be for the purchase of OEM toner cartridges as noted in Attachment A **ONLY** and shall not be contingent on Forsyth County committing to and/or agreeing to additional services or maintenance agreement terms.

By signing below the Bidder agrees to the following:

The County reserves the right to hold bids open for a period of ninety days (90) days after due date

The Bidder certifies that the proposal is made in good faith and without collusion with any person submitting a proposal in response to this IFB or with any officer or employee of Forsyth County.

The undersigned further agrees, in connection with the performance of this agreement, not to discriminate against any employee or applicant for employment because of race, religion, color, gender, age, handicap, political affiliation or national origin.

ATTACHMENT C - PROPOSAL AUTHORIZATION AND SIGNATURE

The signature page must be completed and submitted with the proposal: Proposals are to be signed by an officer of the company authorized to bind the submitter to its provisions. Failure to manually sign the appropriate proposal form will disqualify the proposer and the proposal will not be considered.

BARBARIAN USA INC.
Firm Name

09/02/2020
Date

77-0660375
Federal Identification No.

1800 789 0993
Telephone Number


Authorized Signature (Notarized)

16422 Stuebner Airline Road
Street Address (P.O. Box)

Spring, TX 77379
City, State and Zip Code

info@barbarianusainc.com
Email Address

Barbarian USA Inc.
Texas

On this 2nd day of Sept, 2020 before me Dan Chainani
(name)

to me personally known, being duly sworn, did execute the foregoing proposal, and did so state that

he/she was properly authorized by BARBARIAN USA INC.

(Company name)
to execute the proposal and did so on his/her free act and deed.



Notary Public Kathy V Hughes My commission expires Aug. 23, 2023

The following information is requested for statistical purposes only. Provisions or omission of this information will NOT affect the award of this contract.

Bidder certifies that:

- A) Yes, we are a woman-owned business
 No, we are not a woman-owned business
-

- B) Yes, we are a minority-owned business
 No, we are not a minority-owned business

If yes, please identify in appropriate box below:

- Black
 Hispanic
 Native American Indian
 Asian American, including Indian Subcontinent Pacific Islands
 Socially and Economically Disadvantaged
 Disabled



BARBARIAN U. S. A. INC.
dba. World Tech Supply

www.barbarianusainc.com

16422 STUEBNER AIRLINE RD., STE. 499S SPRING TX 77379
PHONE: 1 800 789 0993 • EFAX: (253) 498-5653
EMAIL: INFO@BARBARIANUSAINC.COM

Dated: 09/02/2020

County of Forsyth
City/County Purchasing Department
101 N. Main Street, 324 City Hall
Winston-Salem, North Carolina

Kind Attn.: TaWanna Gates

Respected Madam,

Bid FB2168 for PRINTING CONSUMABLES/TONER

We are pleased to submit our bid. Also, having examined the Bidding requirements, proposal, specifications page, bid conditions and all related Addendum, we wish to state that we are in compliant of the same.

We also wish to certify that we have offered all OEM products on the Bid. Our HP Certificate location number is: 10243549.

We would be delivering all, or any item/ items awarded under this contract in accordance with the delivery schedule of requirements.

Orders can be placed at any time during business working hours of the Town, via email, Fax, over the phone and including an internet based electronic ordering system via our website/ online catalog, www.barbarianusainc.com..

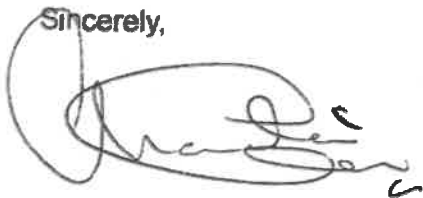
For our recycling program a pre-paid shipping label will then be emailed to the user upon request. Cartridges will then be shipped directly to a national recycling center.

As usual, we always strive to do our best and look forward to offering you our most optimal services.

Kindly let us know if any further information is required.

Thanking You,

Sincerely,

A handwritten signature in black ink, appearing to read "Dan Chainani", written over a large, light-colored circular mark or stamp.

Dan Chainani
Director



NORTH CAROLINA

Department of the Secretary of State

CERTIFICATE OF AUTHORITY

I, Elaine F. Marshall, Secretary of State of the State of North Carolina, do hereby certify that

BARBARIAN USA INC.

having filed on this date an application conforming to the requirements of the General Statutes of North Carolina, a copy of which is hereto attached, is hereby granted authority to transact business in the State of North Carolina.



Scan to verify online.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my official seal at the City of Raleigh, this 6th day of May, 2019.

Elaine F. Marshall

Secretary of State