COUNTY OF ALAMEDA

Questions & Answers

to

RFQ No. 902282

### for

Original Equipment Manufacturer (OEM) and Remanufactured Toner and Ink Cartridges

**Networking/Bidders Conference Held on May 23, 2023**

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| **This County of Alameda, General Services Agency (GSA), RFQ Questions & Answers (Q&A) has been electronically issued to potential bidders via email. Email addresses used are those in the County’s Small Local Emerging Business (SLEB) Vendor Database or other sources. If you have registered or are certified as a SLEB, please ensure that the complete and accurate email address is noted and kept updated in the SLEB Vendor Database. This RFQ Q&A will also be posted on the GSA Contracting Opportunities website located at** [**Alameda County Current Contracting Opportunities**](https://gsa.acgov.org/do-business-with-us/contracting-opportunities/)**.** |

Description: Description: branding.jpgAlameda County is committed to reducing environmental impacts across our entire supply chain.

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Thank you for your participation and interest in the County of Alameda Request for Quotation (RFQ) for **Original Equipment Manufacturer (OEM) and Remanufactured Toner and Ink Cartridges.**

All the questions are taken verbatim from written questions emailed by potential Bidders. The County of Alameda shall be noted as “County” in the answers to these questions. The Questions and Answers are the final stances of the County. Please consider this document in preparation for your bid response.

**Questions and Answers:**

1. Can you please send me the recap/tabulation from your last bid for OEM and Remanufactured Toner Ink Cartridge.
   1. **Please submit a public records request for copies of any documents related to the previous bid for these products.**
2. How do you want us to tell you about discontinued items that are on your bid list?
   1. **For any discontinued items, Bidders must provide a part number and description for an equivalent product on the revised Bid Form. Please refer to page 18 of the RFQ Document, Section K (Brand Names and Approved Equivalents), for more information on equivalent products.**
3. I want to ask about this bid that I plan to supply quotes for.  The sample pages of the product to be quoted only list a few selected items, and if you want to grow the reman business done with the County, will you allow for Reman Pricing on all other items?  As long as you are using legitimate reman product, you will not have any issues!  Let me know as I would love to help the county exceed sustainability objectives while saving money.
   1. **Please only quote on items listed in the revised Bid Form.**
4. Item 556 is a “bundle” – How many toners in the bundle, which colors, standard page yield or high yield? Which Xerox printer are they for?
   1. **Please see the revised Bid Form. This item has been removed.**
5. Items 1, 450, and 451 on the OEM bid form are remanufactured toners, not OEM – Would the County consider removing them from the OEM bid form and adding to the remanufactured bid form?
   1. **Please see the revised Bid Form. These items have been removed from the OEM tab and added to the Remanufactured tab on the Bid Form.**
6. Page 12 of the Bid packet suggests the County is expecting a remanufactured option as well as OEM for all 556 OEM bid line items – Is that correct? If so, will there be a form provided or would the County accept a separate pdf or Excel sheet containing OEM Line item, Reman item description, Reman price?
   1. **Please refer to Addendum No. 1 to RFQ 902282.**
7. Is this RFQ reserved for small or local businesses?
   1. **No, this RFQ is not reserved for small or local businesses. However, bidders must meet the County’s Small Local Emerging Business (SLEB) requirements in order to be considered for the contract award. For information on these requirements, please refer to page 20 of the RFQ Document, Section N (Award), Item 2:**
8. ***Small Local Emerging Business (SLEB) Program*** 
   * + 1. ***Small and Emerging Locally Owned Business: The County is vitally interested in promoting the growth of small and emerging local businesses by means of increasing the participation of these businesses in the County's purchase of goods and services.***
       2. ***As a result of the County's commitment to advancing the economic opportunities of these businesses, Bidders must meet the County's Small and Emerging Locally Owned Business requirements in order to be considered for the contract award. These requirements can be found online at:***
9. [***Alameda County SLEB Program Overview***](http://acgov.org/auditor/sleb/overview.htm) ***[***[***http://acgov.org/auditor/sleb/overview.htm***](http://acgov.org/auditor/sleb/overview.htm)***]; and***
10. [***Alameda County SLEB Program Additional Information***](https://gsa.acgov.org/do-business-with-us/vendor-support/small-local-and-emerging-businesses/) ***[***[***https://gsa.acgov.org/do-business-with-us/vendor-support/small-local-and-emerging-businesses/***](https://gsa.acgov.org/do-business-with-us/vendor-support/small-local-and-emerging-businesses/)***]***
11. Since this RFQ is through GSA Procurement, could you request that we are added to the HP GSA Big Deal?
    1. **The County is not participating in this program. No bidders or potential bidders can be added to this program by the County.**

VENDOR BID LIST

**RFQ No. 902282 – Original Equipment Manufacturer (OEM) and Remanufactured Toner and Ink Cartridges**

This Vendor Bid List is being provided for informational purposes to assist bidders in contacting other businesses as needed to develop local small and emerging business subcontracting relationships to meet the [Small Local Emerging Business (SLEB) Program](https://gsa.acgov.org/do-business-with-us/vendor-support/small-local-and-emerging-businesses/) requirement.

This Q&A is being issued to all vendors on the Vendor Bid List; the following revised vendor bid list includes contact information for each vendor attendee at the Networking/Bidders Conferences.

| **RFQ No. 902282**- **Original Equipment Manufacturer (OEM) and Remanufactured Toner and Ink Cartridges** | | | | | |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Business Name** | **Contact** | **Phone** | **Address** | **City** | **Email** |  |  |
| AAA Business Supplies Limited Partnership | Steve Danziger | ( 415 ) 568-2770 | 5776 Stoneridge Mall Road, Suite 247 | PLEASANTON | steved@aaasolutions.com |  |  |
| AAA Computers & Technologies, Inc. | Ajay Shah | ( 510 ) 623-7255 | 46540 Fremont Blvd., Suite 502 | FREMONT | ajay@aaacompu.com |  |  |
| Alexis Entertainment Group | Robert Jacobs | ( 510 ) 653-2450 | 7009 Broadway Terrace | OAKLAND | rjacobs@robertjacobsassociates.com |  |  |
| Asap Quality Printing | Jim Moxon | ( 510 ) 487-5320 | 30970 Huntwood Ave # 314 | HAYWARD | ASAPQP@FLASH.NET |  |  |
| Astro Business Technologies | Erika Wilson | ( 925 ) 447-4100 | 7500 National Dr. | LIVERMORE | ewilson@astrobt.com |  |  |
| Aurostar Corporation | Vasudeva Kamath | ( 510 ) 249-9422 | 46560 Fremont Blvd., Unit 201 | FREMONT | vasudeva@aurostar.net |  |  |
| A-Z WHOLESALE COMPANY | Mark Evenson | ( 925 ) 895-7252 | 8171 Mulberry Place | DUBLIN |  |  |  |
| BayDot Supply | Natalie Bayton | ( 510 ) 451-2123 | 325 Euclid Avenue Suite 304 | OAKLAND | baydot@comcast.net |  |  |
| Best Graphic Image | Dev Sagar | ( 510 ) 490-9717 | 44816 S. Grimmer Blvd. | FREMONT | dave@bestgraphic.com |  |  |
| Bicentennial Book Corp | Sheh-gni Tsai | ( 999 ) 999-9999 | 35813 Blair Pl | FREMONT |  |  |  |
| Blaisdell's Business Products | Michael Witt | ( 510 ) 483-3600 | 2972 Alvarado Street, Suite H | SAN LEANDRO |  |  |  |
| Branding Boulevard | Andy Verity | ( 510 ) 647-3748 | 2047 Ashby Avenue | BERKELEY | andy@brandingblvd.com |  |  |
| Caboodle Cartridge - DBA | Ramen Krishnan | ( 510 ) 818-0535 | 39267 Ceder Blvd. | NEWARK | krishnan1@sbcglobal.net |  |  |
| California Printer Supplies | Juanita Permillion | ( 510 ) 845-3784 | 2362 San Pablo Ave | BERKELEY | caprintersupplies@att.net |  |  |
| Capital Document Services | Julianne Rivard | ( 510 ) 523-9664 | 1046 VERDEMAR DR | ALAMEDA |  |  |  |
| Cartridge World | Dominique Woon | ( 510 ) 790-2023 | 39288 Paseo Padre Pkwy | FREMONT | fremontcw@yahoo.com |  |  |
| Chussy International | Philip Onwuatogwu | ( 510 ) 569-9635 | 675 Hegenberger Rd., Suite 213 | OAKLAND | chussy@comcast.net |  |  |
| Corporate Express Imaging | Morgan Watkins | ( 800 ) 247-4918 | 6601 Overlake Place | NEWARK | morgan.watkins@cexp.com |  |  |
| Deens Electronics, Inc. DBA A-Plus Printer Services | Musa Sarary | ( 510 ) 656-4500 | 44875 Industrial Dr., Ste J | FREMONT | sales@deenselectronics.com |  |  |
| Electro Imaging Systems Inc | Julia Kozlor | ( 925 ) 371-4100 | 6553 Las Positas Road | LIVERMORE | julia@eisonline.net |  |  |
| Ethnic Arts & Facts | Philip Price Ethnic Arts and Facts | ( 510 ) 465-0451 | 432 Lester Ave | OAKLAND | eaf@sirius.com |  |  |
| Exceptional Teaching Aids, Inc | Philip Mangold | ( 510 ) 582-4859 | 20102 Woodbine Avenue | CASTRO VALLEY | ExTeaching@aol.com |  |  |
| Falcon Industrial Distributors | Curtis Houtman | ( 510 ) 940-3220 | 225 W. Winton Ave. #117 | HAYWARD | curtis@gofalcon.com |  |  |
| Future Computing Solutions Inc | Randy Taylor | ( 510 ) 337-9034 | 2150 Mariner Square Dr., Ste 200 | ALAMEDA |  |  |  |
| Gans Ink & Supply Co | Dave Grejeda | ( 510 ) 782-3866 | 3464 Depot Rd | HAYWARD |  |  |  |
| Give Something Back, Inc. | Michael Hannigan | ( 800 ) 261-2619 | 7730 Pardee Lane | OAKLAND | mhannigan@givesomethingback.com |  |  |
| In and Out Printing Service | Joel Pepe | ( 510 ) 351-7007 | 14628 Wicks Blvd. | SAN LEANDRO | joel@inandoutprinting.com |  |  |
| Independent Business Group | Terry Mitchell | ( 510 ) 784-0733 | 23595 Cabot Blvd # 108 | HAYWARD | TerryM@ibgsolutions.com |  |  |
| Integrity Technology | Jackie Smith-McKaig | ( 510 ) 969-4065 | 740 Fargo Avenue, #7 | SAN LEANDRO | jackie@integritytechnology.org |  |  |
| Iris Embroidery | Veena Viswanath | ( 510 ) 226-6171 | 40112 San Carlos Place | FREMONT | irisembroidery@sbcglobal.net |  |  |
| KBA Document Solutions LLC | Bob Insalaco | ( 510 ) 214-4040 | 32900 Alvarado Niles Road, Suite 100 | UNION CITY | esteban.duenas@kbadocusys.com |  |  |
| Kerry's Office Supplies | Gerrie Chui | ( 510 ) 444-3576 | 1820 Franklin Street | OAKLAND | kerryscopies@sbcglobal.net |  |  |
| Laserlink International, Inc. | Pradeep Singh | ( 510 ) 652-8000 | 4245 Halleck Street, Unit A-1 | EMERYVILLE | mylaserlink@yahoo.com |  |  |
| MobileMart Corp. | Mudita Sharma | ( 510 ) 732-6230 | 26940 Hesperian Blvd | HAYWARD | deepaksharmabay@gmail.com |  |  |
| Monahan Paper Company | Sharon Davalle | ( 510 ) 835-4670 | 175 2nd Street | OAKLAND | purchasing2\_monahan@covad.net |  |  |
| Musa Sarary DBA A-Plus Printer Services | Kurt Dowling | ( 510 ) 481-9965 | 44875 Industrial Drive | FREMONT | kurt@aplusps.com |  |  |
| OMG3 Goods | Kim Loong Ho | ( 510 ) 676-4517 | 41079 Pajaro Drive | FREMONT | brian.ho@omg3goods.com |  |  |
| Onsite Tech Solutions Inc | Joycelyn Tran | ( 510 ) 438-0238 | 44936 Osgood Road | FREMONT | JTran@onsitetechsolutions.net |  |  |
| Pacific Office Automation | MALLOY II CHARLES | ( 925 ) 398-4209 | 4464 WILLOW ROAD STE 103 | PLEASANTON | charles.malloy@pacificoffice.com |  |  |
| Project A Imports, Inc. | Bill Leung | ( 510 ) 259-0098 | 1930 W. Winton Ave., #5 | HAYWARD | bill.leung123@gmail.com |  |  |
| Quest Ink | ramen krishnan | ( 510 ) 224-0670 | 36746 Port Tidewood st | NEWARK | ramenkrishnan@questink.net |  |  |
| Radstons Office Plus | MARVIN HARRIS | ( 510 ) 964-9604 | 1950 Shattuck Ave | BERKELEY | MARVIN@RADSTONS.COM |  |  |
| Renewal Paper Corporation | Yasha Spong | ( 510 ) 940-5606 | 4016 Rhoda Ave | OAKLAND | yasha.spong@renewalpaper.com |  |  |
| Rick & Andrew Associates LLC | Cynthia Lam | ( 510 ) 455-0838 | 1269 Clarke Lane | ALAMEDA | usatms@yahoo.com |  |  |
| Saddle Point Systems | John Sonnikson | ( 510 ) 649-7500 | 2608 Nineth Street, Suite 101 | BERKELEY | john@saddlepointsystems.com |  |  |
| Sun Chemical General Prntg Ink | BRIAN ZYLKA | ( 510 ) 618-1301 | 1599 Factor Ave | SAN LEANDRO | BRIAN.ZYLKA@KOHLMADDEN.COM |  |  |
| T.D.M. Enterprise | Ida Marmon | ( 510 ) 667-0896 | 289 Cherrywood Avenue, Suite B | SAN LEANDRO | tdm.enterprise@yahoo.com |  |  |
| The Swenson Group | Jeff Swenson | ( 925 ) 960-8910 | 1410 Stealth Street | LIVERMORE | jswenson@tsgbt.com |  |  |
| TonerImaging | Priya Thakkar | ( 925 ) 394-0077 | 4555 Las Positas Road, Suite A | LIVERMORE | priya@tonerimaging.com |  |  |
| Translink Corporation | Michael Chan | ( 510 ) 527-4008 | 120110th St | BERKELEY |  |  |  |
| Twinhead Corporation | Bob Zadoo | ( 510 ) 824-6745 | 48303 Fremont Blvd. | FREMONT | julie\_meng@gammatechusa.com |  |  |
| U S Ink | Lorin Suplee | ( 510 ) 357-5200 | 14465 Griffith St | SAN LEANDRO |  |  |  |
| Variant Microsystems | Sarita Chugh | ( 510 ) 440-2870 | 4128 Business Center Drive | FREMONT | sarita@variantusa.com |  |  |
| Vince's Office Supply Inc DBA The Office City | Jerry Carroll | ( 877 ) 484-3633 | 3167 Corporate Place | HAYWARD | jerryc@theofficecity.com |  |  |
| Vision Business Products of CA | Jackie Smith-McKaig | ( 510 ) 733-9115 | 3553 Castro Valley Blvd., Suite J | CASTRO VALLEY | jsmithmckaig@visionbp.com |  |  |
| Voletus LLC | Stuart McCalla | ( 510 ) 917-2404 | 876 Aileen St. | OAKLAND | info@voletus.com |  |  |
| Wcs Corp | Kenneth W Knapp | ( 510 ) 782-8727 | 2498 American Ave | HAYWARD |  |  |  |
| A -Plus Printer Services | Kurt Dowling | 510-481-9965 | 16796 Foothill Boulevard | San Leandro | musa@aplusps.com |  |  |
| AAA Computers & Technologies Inc. | Ajay Shah | 510-623-7255 | 46583 Fremont Boulevard | Fremont | ajay@aaacompu.com ; aaacompu@yahoo.com |  |  |
| Alexis Entertainment Group LLC | Robert Jacobs | 510-653-2450 | 7009 Broadway Terrace | Oakland | rjacobs@robertjacobsassociates.com |  |  |
| American Eagle Computer Products | Nancy Lizza |  | PO Box 9442 | Naperville | nancy@americaneaglecp.com |  |  |
| ASE Direct, Inc. | Bo Clift | 888-204-1938 | 128 Holiday Court, Suite 103 | Franklin | bo@asedirect.com |  |  |
| Barcode Label Consultants, LLC | Harvey Levy | 310-559-2252 | 3902 Lenawee Avenue, Suite 19 | Los Angeles | info@barcodelabelconsultants.com |  |  |
| Best Graphic Image | Dev Sagar | 510-490-9717 | 44816 S. Grimmer Boulevard | Fremont | dave@bestgraphic.com |  |  |
| Blaisdell’s Business Products | Adrienne Quitugua | 510-483-3600 | 474 Roland Way | Oakland | [aquitugua@blaisdells.com](mailto:aquitugua@blaisdells.com) |  |  |
| Blaisdell’s Business Products | Margee Witt | 510-483-3600 | 474 Roland Way | Oakland | mwitt@blaisdells.com |  |  |
| California Printer Supplies | Herbert Permillion | 510-845-3784 | 2362 San Pablo Ave | Berkeley | caprintersupplies@att.net |  |  |
| Deens Electronics Inc | Afshaan Hashim | 510-656-4500 | 4450 Enterprise Street, #111 | Fremont | sales@deenselectronics.com |  |  |
| Document Solutions | Anthony Tang | 415-312-4107 |  |  | anthony.tang@e-arc.com |  |  |
| Give Something Back, Inc. | Michael Hannigan | 510-635-5500x2012 | 7730 Pardee Lane | Oakland | mhannigan@givesomethingback.com |  |  |
| In and Out Printing Service | Joel Pepe | 510-351-7007 | 14628 Wicks Boulevard | San Leandro | joel@inandoutprinting.com |  |  |
| KBA Docusys Inc. | Bob Insalaco | 510-214-4040 | 32900 Alvarado Niles Road, Suite 100 | Union City | Bob.Insalaco@KBADocusys.com / esteban.duenas@kbadocusys.com |  |  |
| Laserlink International Inc. | Gurdeep Singh | 510-652-8000 | 4245 Halleck Street, Unit 1-A | Emeryville | [sales@laserlinkinc.com](mailto:sales@laserlinkinc.com) |  |  |
| Laserlink International Inc. | Pradeep Singh | 510-652-8000 | 4245 Halleck Street, Unit 1-A | Emeryville | [mylaserlinkintl@yahoo.com](mailto:mylaserlinkintl@yahoo.com) |  |  |
| LD Products | Michael Fernandez | 888-375-6648 | 3700 Cover Street | Long Beach | michaelf@ldproducts.com |  |  |
| New Tech Solutions | Rajesh Patel | 510-353-4070 x 307 | 4179 Business Center Drive | Fremont | rajesh@ntsca.com |  |  |
| Rasix Computer Center | Jeff Kozma | 800-266-2892 | 3519 Main Street, # 401 | Chula Vista | Jeff@academicsupplier.com |  |  |
| Ribbons Express, Inc | John Murabito | 856-834-5222 | 1980 Old Cuthbert Road | Cherry Hill | jm@reonline.com |  |  |
| S.M. Copiers, Inc. | Evelyn | 510-582-4522 | 26203 Production Avenue, #10 | Oakland | jackie@smcopier.com |  |  |
| Saitech, Inc. | Sam Sharma | 510-440-0256 | 42640 Christy Street | Fremont | [sam@esaitech.com](mailto:sam@esaitech.com) |  |  |
| Saitech, Inc. | Shalini Kalra | 510-440-0256 x308 | 42640 Christy Street | Fremont | govtsales@esaitech.com |  |  |
| T3 Toner LLC | Karen Stephen | 916-851-1099 | 3339 Fitzgerald Road, Suite 9 | Rancho Cordova | karen@t3toner.com |  |  |
| T3 Toner LLC | Ted Enequist | 916-851-1099 | 3339 Fitzgerald Road, Suite 9 | Rancho Cordova | ted@t3toner.com |  |  |
| T3 Toner LLC | buzz raley | 916-851-1099 | 3339 Fitzgerald Road, Suite #9 | Rancho Cordova | buzz@t3toner.com |  |  |
| The Krishnan Group DBA Quest ink | Ramen Krishnan | 510-224-0670 | 36746 Port Tidewood Street | Newark | ramenkrishnan@questink.com |  |  |
| The Office City | Diane Griffin | 510-854-5005 | 3167 Corporate Place | Hayward | [dianeg@theofficecity.com](mailto:dianeg@theofficecity.com) |  |  |
| The Office City | Bill Jones | 650-385-2631 | 3167 Corporate Place | Hayward | [billj@theofficecity.com](mailto:billj@theofficecity.com) |  |  |
| The Zaman Group | Ken Billups | 323-596-4690 | 1625 W. Vernon Avenue | Los Angeles | sales@thezamangroup.com |  |  |
| Toner Imaging | Savan Thakkar | 925-394-0077 | 2021 Las Positas Court #147 | Livermore | bids@tonerimaging.com |  |  |
| iPrint Technologies | Nici Lay | 818-700-7400 | 980 Magnolia Ave, Ste 5 | Larkspur | nlay@iprinttechnologies.com |  |  |
| iPrint Technologies | Mark Warnell | 818-7007451 | 981 Magnolia Ave, Ste 5 | Larkspur | mwarnell@iprinttechnologies.com |  |  |