



July 14, 2011

Department of Central Services  
Central Purchasing  
Will Rogers Building  
Attn: Ms. Jan Hall  
2401 N. Lincoln Blvd. Suite 116  
Oklahoma City, OK 73105

Subject: Supplemental Information and Revised Pricing

Reference: Solicitation 5800000661, Statewide Contract SW782 for Imaging Software, Hardware, and Services

This letter provides additional information and revised pricing in response to the referenced Solicitation. The letter specifically addresses issues discussed during the joint negotiation session held between GET Imaging and the State of Oklahoma on July 13, 2012.

The below table replaces pricing published in GET Imaging's response to the referenced solicitation, specifically Attachment C, Price Proposal, Tab 0; Price Proposal Tab 1a, and Price Proposal Tab 1b (pages 1 through 42). GET Imaging offers the following revised pricing for EMC and Kofax goods and related services:

Goods/Services	Rate	Note
EMC Software	28%	discount off MSRP
EMC Annual Software Maintenance Premium Support Option	24%	of MSRP of software
EMC Annual Software Maintenance Enhanced Support Option	18%	of MSRP of software
EMC Annual Software Maintenance Basic Support Option	16%	of MSRP of software
Kofax Software	25%	discount off MSRP
Kofax Annual Software Maintenance	18%	of MSRP of software
EMC & Kofax Professional Services (Implementation, Configuration, or Training) when performed and delivered directly by EMC or Kofax	0%	offered at MSRP

The following table shows EMC maintenance support options offered by GET Imaging, the hours telephone support is rendered, and standard maximum response times:

Option	Telephonic Technical Support	Response Time
Premium Support	24 X 7, everyday	30 minutes to 8 business hours depending upon assessment of severity level
Enhanced Support	24 x 7, Mondays through Fridays	4 hours
Basic Support	8AM to 4PM, Mondays through Fridays	4 hours

The below table replaces pricing published in Attachment C, Price Proposal, Tab 5 (pages 46 through 50). GET Imaging offers the following revised pricing for onsite and offsite scanning services:

	SERVICE REQUESTED	Onsite (@ Gov't Fac)		Offsite (@ GET Fac)		Note
		Flat Fee	COST/Copy	Flat Fee	COST/Copy	
A	Paper up to 11 x 17 converted into TIFF Group-4 (black and white) images at 200dpi including document scanning and digital enhancement (despekle, deskew). (Price per Image)		\$0.063		\$0.025	
B	Paper up to 11" x 17" converted into TIFF or JPEG (color or grayscale) images at resolution of up to 400dpi.					
	Color/grayscale images within black/white documents (Price per Image)		\$0.094		\$0.038	
	Documents consist of all color/grayscale images (Price per Image)		\$0.094		\$0.038	
C	Paper of stated size converted into TIFF Group-4 (black and white) images at 200dpi including document scanning and digital enhancement (despekle, deskew).					
	12" x 18", 18" x 24", 24" x 36", or 36" x 48" sheets of paper (Price per Image)		\$1.750		\$0.700	
	Roll 36" (Price Per Linear Foot)		\$0.625		\$0.250	

D	Paper size larger than 11" x 17" converted into TIFF or JPEG (color or grayscale) images at resolution of up to 400dpi, including document preparation and scanning.					
	12" x 18", 18" x 24", 24" x 36", or 36" x 48" sheets of paper (Price per Image)		\$2.625		\$1.050	
	Roll 36" (Price Per Linear Foot)		\$0.938		\$0.375	
E	Bound volume or book scanning (up to 11" x 17" converted into TIFF or PDF images at resolution of up to 400dpi.					
	Bound Book Scanning (black/white up to 400dpi TIFF) (Price per Image)		\$0.350		\$0.140	
	Bound book scanning (color or grayscale up to 400dpi TIFF, PDF, or JPEG) (Price per Image)		\$0.525		\$0.210	
F	Scanning of COM Microfiche or Jacketed Microfiche to TIFF Group-4 (black and white) images at 200dpi including digital enhancements (despekle, deskew).					
	COM Microfiche (Price per Image)		\$0.0468		\$0.0187	\$1.00 per sheet minimum
	Jacketed Microfiche (Price per Image)		\$0.0935		\$0.0374	\$1.00 per sheet minimum
	Step & Repeat Microfiche (Price per Image)		\$0.0935		\$0.0374	\$1.00 per sheet minimum
	Microfiche - 35mm (Price per Image)		\$0.5000		\$0.2000	\$1.00 per sheet minimum
G	Scanning of 16mm or 35mm Microfilm rolls to TIFF Group-4 (black and white) images at 200dpi including digital enhancements (despekle, deskew).					
	Microfilm Scanning - 16mm film (Price per Image)		\$0.038		\$0.015	\$15.00 per roll minimum
	Microfilm Scanning - 35mm film (Price per Image)		\$0.075		\$0.030	\$15.00 per roll minimum

H	Additional Imaging Conversion Services					
	Indexing Services (Per Character)		\$0.018		\$0.007	
	Conversion of TIFF to Adobe PDF file Format (Per Image)		\$0.00038		\$0.00015	
	Optical Character Recognition - OCR - (Per Image)		\$0.0038		\$0.0015	
	Document Preparation (Per Hour)		\$45.00		\$18.00	
	Document Reassembly (Per Hour)		\$45.00		\$18.00	
	Boxing documents for transport (Per Hour)		\$45.00		\$18.00	
	Transport of documents (third party commercial service)		Reimbursed at actual cost + 10 percent		Reimbursed at actual cost + 10 percent	Third party commercial service
	CD Master (Each) + 1st Duplicate		no charge		no charge	
	CD Duplicate (Each) beyond 1st Duplicate		\$6.25		\$2.50	
	DVD Master (Each) + 1st Duplicate		no charge		no charge	
	DVD Duplicate (Each) beyond 1st Duplicate		\$6.25		\$2.50	
	Manual Review - 100 Percent review of images (Per Image)		\$0.025		\$0.010	
	Manual Review - Document determination (Per Image)		\$0.013		\$0.005	
	Assign document type (Per Document)		\$0.013		\$0.005	
	Automatic database match or fill (Per Image)		\$0.013		\$0.005	
	Manual cropping or deskew of image (Per Image)		\$0.025		\$0.010	
	Create multi-page TIFF file (Per Image)		\$0.00038		\$0.00015	
	Create PDF Image file (Per Image)		\$0.00038		\$0.00015	
	Create PDF + Text file (Per Image)		\$0.038		\$0.015	
	Create unedited ASCII text file (Per Image)		\$0.038		\$0.015	
	Transport of documents (GET Imaging courier)		\$1.00 per mile + \$1.00 per cubic foot		\$1.00 per mile + \$1.00 per cubic foot	GET Imaging courier \$50.00 per trip minimum
	Scanning of Aperture Cards to TIFF Group-4 (black and white) images at 200dpi including digital enhancements (despekle, deskew). (Price per Image)		\$0.50		\$0.20	

Should you require the information conveyed in this letter in any other format, GET Imaging will gladly accommodate your request.

Thank you your assistance and consideration. Should you have any questions, or require any additional information, please contact me at [gregens@getimaging.com](mailto:gregens@getimaging.com) or (405) 415-8400, x3114.

Sincerely,

Gregory M. Regens  
President