County of Monmouth

JACLYN BAKER, ESQ.
Special County Counsel

Email: jaclyn.baker@co.monmouth.nj.us

HALL OF RECORDS
1 East Main Street, Room 236
Freehold, New Jersey 07728
Telephone: 732-683-8644
Fax: 732-431-0437

April 5, 2016

Via Regular Mail & Email

Cliff Newman, President
DRS Imaging Services, Inc.
75 Maiden Lane
New York, NY 10038

Re: County of Monmouth – Furnish and Deliver ScanPro 3000 Microfilm Scanner/Viewer – F-182-2015

Dear Mr. Newman:

I am responding to the March 30, 2016 letter that you sent to the County of Monmouth (the "County") on behalf of DRS Imaging Services, Inc. ("DRS"). As you know, this contract was awarded to MTS Software Solutions ("MTS"), at the Monmouth County Board of Chosen Freeholders' meeting on March 24, 2016.

Pursuant to the General Conditions of the County's bid specifications, "Unless otherwise specified, brand names if any, are mentioned for identification purposes only. An equivalent may be accepted if proved to be a true equivalent." Therefore, through this Request for Bids, the County was seeking a ScanPro 3000 or an equivalent.

The ScanPro 3000 is advertised as having a "26 megapixel camera" (as similarly identified in the County's bid specifications). However, a further review of the ScanPro 3000 reveals that the product actually has a 6.6 megapixel image sensor, and then through the use of imaging hardware and software, captures 26.4 megapixels of optical data. The ScanPro 3000 does not have a true 26 megapixel camera, but essentially has the capability to produce a 26 megapixel image.[1] Therefore, while the bid specifications indicate a ScanPro 3000 with a 26 megapixel camera, it is apparent that the County was in fact seeking a product with the capability to produce at least a 26 megapixel image, as the ScanPro 3000 does.

MTS, the low bidder, bid a ST ViewScan III. MTS indicated on its bid form that the ViewScan III had a 14 megapixel camera. A review of MTS' product reveals that the product has a 14 megapixel image sensor, with the capability to create a maximum

[1] The ScanPro 3000 also has the capability to create a maximum image size of 426 megapixels through further interpolation.

image size of 56 megapixels through interpolation. Not only does the View Scan III have a higher megapixel image sensor than the ScanPro 3000, but it captures an image of at least 26 megapixels in accordance with the County's bid specifications.

Please note that if there was any confusion on the County's megapixel/camera requirement, DRS should have sought clarification from the County's Purchasing Division prior to the bid opening. However, since DRS did not seek clarification on this issue prior to the bid opening date, any challenge to the bid specifications is now void and shall have no impact on the contract award. See N.J.S.A. 40A:11-13.

Lastly, as to the OCR software capabilities, the County asked bidders to bid upon the price for "productivity suite OCR software." DRS has provided the *Powerscan* Productivity suite software from e-image data. MTS has provided the *ST ViewScan OCR Searchable Text Tools* software. From the e-Image website documentation, the ABBYY features embedded within the referenced software are WORD-search, INFO-Link, copy selected areas of text, and create word searchable PDF's. From the ST Imaging website, the *ST ViewScan OCR Searchable Text Tools* software is stated to have Page Search and Text Capture, Creation of Searchable PDF, OCR File Editing Tool and Desktop OCR Conversion Tool. Based upon the available documentation, both submissions satisfy the County's request.

The County stands by its award of this contract to MTS as they bid a product that the County deems to be an equivalent to that which they were seeking.

Yours very truly,

JACLYN BAKER

cc: Teri O'Connor, County Administrator
Marion Masnick, Clerk of the Board
Andrea Bazer, County Counsel
Denise Fritz, Director of Purchasing
Felicia Santaniello, Deputy County Clerk
Jim Sheridan, Executive Vice President of DRS (via email only)