

**REQUEST FOR QUALIFICATIONS (RFQ)
BLUE VALLEY UNIFIED SCHOOL DISTRICT NO. 229**

District contact information:

Blue Valley School District
Attention: Jason Gillam
15020 Metcalf Ave
Overland Park, Kansas 66223

Date: October 6th, 2026
RFQ No.: 27005
For: Copier and Smart Laser
Printer Program RFQ

RFQ # 27005

RFQ Due no later than:

Date: October 27th, 2026
Time: 3:00 p.m. CDT

**CONDITIONS UNDER WHICH RFQ'S ARE REQUESTED ARE INCLUDED. PLEASE
REVIEW THOROUGHLY.**

Blue Valley Unified School District has invited your company to submit qualifications for the services outlined in the Copier and Smart Laser Printer Program for the Blue Valley Unified School District #229.

The Blue Valley School District is soliciting vendor qualifications to provide services for its short- and long-term smart laser printer, copier, and production printing needs. This analysis and RFQ will identify a pool of qualified vendors to respond to a future RFP for a smart laser printer, copier, and print center program.

This request does not obligate Blue Valley School District to pay any cost incurred by vendors related to submission of proposals in response to this RFQ.

Any questions regarding RFQ specifications or procedures should be directed in writing to both:

Bill Frankel, Managing Partner of the Ascher Group, LLC, bfrankel@ascher.group
Jason Gillam, BVSD, Director of Business Operations, purchasing@bluevalleyk12.org

Please include "RFQ 27005" in the title of your email.

We are including only one copy of the RFQ. Please return all completed RFQ sheets.

Electronic responses shall clearly identify RFQ 27005 and the respondent name in the email subject line and file name.

THIS RFQ IS NOT TRANSFERABLE

1. General Instructions

- 1.1. All respondents to this RFQ are to submit their responses electronically to both contacts listed below:

Jason Gillam, Blue Valley School District, purchasing@bluevalleyk12.org

Bill Frankel, Ascher Group LLC, bfrankel@theaschergroup.com

The electronic submissions should be in Microsoft Office or Adobe Acrobat format. If the electronic submission is in excess of 35 MB and cannot be broken into multiple emails, the respondent should submit their responses on a flash drive and ship them to the following addresses with one (1) electronic copy per location:

Blue Valley School District
Attention: Jason Gillam
15020 Metcalf Ave
Overland Park, Kansas 66223

Ascher Group, LLC
Attn: Bill Frankel
10289 Bentwood Ct
Highlands Ranch, CO 80126

- 1.2. Responses shall be clearly marked **RFQ. 27005 – Copier and Smart Laser Printer Program, Request for Qualification**.
- 1.3. Responses must be received no later than 3:00 p.m. CDT on October 27th, 2026, by the Ascher Group, LLC and Blue Valley School District. Proposals received after the set date and time may not be considered. Blue Valley School District or the Ascher Group will not consider or be responsible for errant delivery or late performance by courier service for those responses requiring shipping due to size limitations.

2. Background

Blue Valley School District's current agreement for production and walk-up copiers and smart laser printers is expiring soon (exp. 6/30/2027). A new agreement is needed for production (high-end black & white and color in a central location), Sheetfed Ink Jet Digital Press production, and walk-up MFP and smart laser printers (black & white multifunctional in many locations and a limited number of color-capable). The new agreement is not limited to the print devices themselves, but will also include software support systems (print accounting, service alerts, production front ends, and MakeReady). Major components of the central Print Shop Workflow Software are already in place and specified below. The District may also request pricing for optional large-format or finishing-related equipment.

The term "Smart Laser Printer" refers to a laser printer capable of using print accounting software, such as "Equitrac," natively on the printer. This creates one accounting solution and one on-prem cloud-based printing solution for all printing, whether the output device is an MFP copier or laser printer. Smart Laser Printers must also allow end users with proximity cards or students with a numeric number assigned to release their jobs at the printer.

The District prefers to award to a single vendor. However, it reserves the right, in its sole discretion, to separate software support, Inkjet Presses, large format, and/or finishing-related equipment as best meets its needs.

As part of this process, Blue Valley School District has retained The Ascher Group, LLC. The Ascher Group will manage the RFQ and RFP processes; direct all questions to its Managing Partner, Bill Frankel, and to Jason Gillam with the Blue Valley School District.

This RFQ aims to identify a local pool of qualified prospective respondents to better support the future RFP process, which will include more details. As part of this process, we will hold a Microsoft Teams call on

November 3rd at 3 p.m. CST to familiarize all respondents with the project, current state, and RFP process. Blue Valley School District will send out invitations via email a couple of days before.

2.1. Equipment Background

The Blue Valley School District is a public school district with 37 schools, including the BV Academy, CAPS, Wilderness Science Center, Hilltop Campus, and multiple support buildings on our District Office Campus, serving over 22,130 students and about 3,363 staff members.

- a. Copier Systems: The District currently has a lease with imageQUEST (A Xerox Company) involving the following inventory:

Smart Laser Printers	
Segment / Model	Quantity
P2 (B400 or B410)	102
P3 (B600 or B610)	151
P3 MICR (B600)	2
A3CP2 (C7000DT or C8000DT)	44
A2CP2 (11" Color)	1
Smart Laser Printer Total: 300	

Multifunction Devices	
Segment / Model	Quantity
B3 (7035)	12
B5 (8055)	53
B6 (8075)	12
B9 (8090)	5
C4 (C8045)	17
C5 (8055)	30
C6 (8070)	3
Multifunction Device Total: 132	

Production Printers	
Model	Quantity
Nuvera 314 EA (One high capacity tabloid feeder, one standard 4 tray feeder, dual engine, post process high capacity feeder, high capacity stacker and finisher, GBC Advanced Punch Pro, high capacity tabloid stacker, Bourg E-Series Bookletmaker and Freeflow controller.	1

Nuvera 157 EA (One high capacity tabloid feeder, one standard 4 tray feeder, high capacity stacker and finisher, GBC Advanced Punch Pro, high capacity tabloid stacker and Freeflow controller.)	1	
Primelink B9136 (One high capacity tabloid feeder, one standard 4 tray feeder, decurler, post process cover inserter, GBC Advanced Punch Pro and high capacity 11x17 stacker, finisher and EXB9100 Fiery controller.)	1	
Primelink B9136 (One high capacity tabloid feeder, one standard 4 tray feeder, post process cover, finisher and EXB9100 Fiery controller.)	1	
Primelink B9136 (One high capacity feeder, one standard 4 tray feeder, post process cover inserter, finisher and EXB9100 Fiery controller.)	1	
Versant 4100 (One tabloid high capacity feeder, one standard three drawer feeder, decurler, post process inserter, finisher and Fiery controller.)	1	
Versant 3100 (One tabloid high capacity feeder, one standard three drawer feeder, decurler, finisher and Fiery controller.)	1	
Versant 180 (One tabloid high capacity feeder, one standard three drawer feeder, finisher and Fiery controller.)	1	
iGen5* (Two high capacity feeders, two high capacity stackers, 5 th color unit (white and orange).	1	
Production Printer Total:		9

***Note that the District owns (not leased) the Xerox iGen5 and intends to replace this equipment as a result of this RFQ and resulting RFP. RSA connectivity with any future Inkjet or Digital production solution, regardless of manufacturer, will be required under this contract.**

2.2. Software

2.2.1.RSA – The District uses RSA software to enable end-users to print to the print center, organize their print jobs, and allow advanced print production within the print shop. Although the District currently owns the software, the copier program must include software maintenance and copier-specific licensing, including connectivity with new Inkjet presses. The modules and programs that the District currently owns from RSA software are:

RSA Licensed Components (Owned)

- WebCRD Pro (core product)
 - ✓ SurePDF Client License
 - ✓ Advanced Authentication Module
 - ✓ WebCRD Customization AJCE Module
 - ✓ Enterprise Login (WebCRD module)
 - ✓ Template Based Ordering (WebCRD module)
 - ✓ AutoStock (WebCRD module)
 - ✓ Book Assembly (WebCRD module)
- QDirect (core product)
 - ✓ QDirect Reader Customization
 - ✓ QDirect.PDEFs – Quantity 3
- Virtual Server Images – Quantity 4
- ReadyPrint (core product)

2.2.2.Tungsten Automation Control Suite – The District owns licensing for Tungsten Automation Control Suite to manage local print, track, and charge back impressions on the convenience copiers (MFPs) and

smart laser printers in the fleet. The District purchased this license expecting to use the software beyond a single copier agreement, given the organizational effort required to integrate such a solution with our IT infrastructure and Financial System. We utilize one universal B/W and one separate Color print driver regardless of output device. Papercut could be an alternative if it meets all our requirements, but we suggest it as an alternative offering, as we will have to factor in a cost of change if the District moves away from Control Suite.

Control Suite Licensed Components Used (Owned)

2x Output Manager Basic Page Modification Module

27,000 x ControlSuite Enterprise User

3,375 x ControlSuite Enterprise User Disaster Recovery

- Tungsten AutoStore – allows the District to connect to cloud scanning destinations that meet our security standards.
- Tungsten Business Connect – allows the District to bring in different mobile devices and operating systems to the Print-to-Me environment.
- Tungsten ControlSuite – Provides product integration across the toolbox of licensed Tungsten products.
- Tungsten Equitrac Print-to-Me – Allows secure printing to local cloud solutions while simplifying print driver management and deployment.
- Tungsten Output Manager – processes incoming fax data and other enterprise system direct printing to Print-to-Me queues.
- Tungsten Equitrac
 - ✓ Embedded in all print devices
 - ✓ On-Premise Print Server Licenses

3. Future RFP Requirements.

The District intends to make the following capabilities mandatory in the subsequent RFP. The District will also consider these capabilities when determining whether a respondent is qualified to advance from this RFQ to the RFP. A respondent that cannot demonstrate these capabilities may be deemed non-qualified at the District's sole discretion.

- Ability to provide equipment and authorized service for all laser printers, walk-up copiers, and print shop production devices.
- Ability to package the software maintenance, including any licensing and output licensing to our Inkjet presses, in addition to new licensing based on the final production equipment for the RSA software, into the overall package costs.
- Ability to provide analyst level RSA support for implementation and ongoing technical analyst support.
- Capabilities to train end-users in the schools.
- Ability to sell and provide services related to chargeback software.
- Ability to provide dedicated staff responsible for Customer Support, Help Desk, Level 1 Response and Resolution, Supplies, Training, Communication, customized billing review, administration of software tools, internal billing support, proactive equipment checks, move/add/change coordination, coordination with District IT, and other duties assigned by the District, including support within Printing Services. The RFP will detail these duties further. In addition, the District expects a dedicated technician who will serve as the primary break/fix resource for the MFP and smart laser printer fleet. A pooled-only technician support model for the MFP and smart laser printer fleets will not meet the District's needs. Primary production technician support is strongly preferred.
- Ink Jet press, Large Format Equipment or offline Bindery Equipment submissions may be evaluated as an alternative stand-alone offering.

4. Mandatory Responses

All respondents to this RFQ must complete all sections of 4.0 Mandatory Responses. Failure to do so may result in disqualification of the RFQ response.

4.1. Company Profile – Respondents shall provide a profile of their company including the following:

- 4.1.1. Ownership, ownership type (e.g., LLC, corporation, etc.), state and date of incorporation, date, officers, local representatives, etc.
- 4.1.2. Contact person, including mailing address, phone number, and email address.
- 4.1.3. Location of office(s).
- 4.1.4. Number of employees nationally, number of employees assigned to the local office that would service our account, and number of employees by general classification for local employees only (i.e., management, office staff, sales, production technician, fleet technician, analysts, etc.).
- 4.1.5. Company background and history.
- 4.1.6. Size of Organization in terms of annual sales.
- 4.1.7. Number of years in business, including operation under other firm names, providing services same or similar as described herein.
- 4.1.8. Number of years in business in the local area and define the area serviced out of the local office.
- 4.1.9. Listing of recent projects which are of similar size and types of products and services, preferably for education or public sector clients.

4.2. Company Qualifications – Respondents shall provide their qualifications for the project within the requested areas below.

- 4.2.1. Please detail your company's capabilities related to laser printer equipment capable of running Equitrac, including both lines sold/serviced and the full line of services offered. Do you have a laser printer with touch screen capabilities? Add an asterisk to any areas referencing experience outside of the local office.
- 4.2.2. Please detail your company's capabilities related to walk-up copier equipment, including both lines sold/serviced and the full line of services offered. Add an asterisk to any areas referencing experience outside of the local office.
- 4.2.3. Please detail your company's capabilities related to production printers/copiers, including both lines sold/serviced and the full line of services offered. Add an asterisk to any areas referencing experience outside of the local office.
- 4.2.4. Please detail your company's capabilities related to production Sheetfed Inkjet Digital presses, including both lines sold/serviced and configuration options. Add an asterisk to any areas referencing experience outside of the local office.
- 4.2.5. Please detail your company's capabilities related to cost recovery software such as PaperCut and Equitrac. The District has invested time and money in the Equitrac product. Moving away from this solution would be a cost of change that we would factor into any future proposal.
- 4.2.6. Blue Valley School District has made a significant investment in time and resources successfully implementing and growing our workflow solution. We view this solution as long-term and expected to span several copier agreements. We use Rochester Software Associates, WebCRD, and QDirect software. Please describe any capabilities/experience your company has with this software.
- 4.2.7. Please detail your company's capabilities related to flatbed or hybrid large format printers, including both lines sold/serviced and the full line of services offered. Add an asterisk to any areas referencing experience outside of the local office.
- 4.2.8. Please detail your company's capabilities related to high-volume industrial offline auto-coil binding equipment, including both lines sold/serviced.