

**JUSTIFICATION FOR NON-COMPETITIVE PROCUREMENT**

**COMPLETE THIS SECTION IF NEW CONTRACT**

For contract(s) in this request, answer applicable questions in each of the 4 major subject areas below in accordance with the Instructions for Preparation of Non-Competitive Procurement Form on the reverse side.

Request that negotiations be conducted only with Heidelberg ~~Direct-to-Plate~~ for the product and/or services described herein.  
 (Name of Person or Firm)

This is a request for \_\_\_\_\_ (One-Time Contractor Requisition # 35012, copy attached) or \_\_\_\_\_ Term Agreement or \_\_\_\_\_ Delegate Agency (Check one). If Delegate Agency, this request is for "blanket approval" for all contracts within the

\_\_\_\_\_ (Attach List) Pre-Assigned Specification No. \_\_\_\_\_  
 (Program Name) Pre-Assigned Contract No. \_\_\_\_\_

**COMPLETE THIS SECTION IF AMENDMENT OR MODIFICATION TO CONTRACT**

Describe in detail the change in terms of dollars, time period, scope of services, etc., its relationship to the original contract and the specific reasons for the change. Indicate both the original and the adjusted contract amount and/or expiration date with this change, as applicable. Attach copy of all supporting documents. Request approval for a contract amendment or modification to the following:

Contract #: \_\_\_\_\_ Company or Agency Name: \_\_\_\_\_

Specification # \_\_\_\_\_ Contract or Program Description: \_\_\_\_\_

Modification #: \_\_\_\_\_  
 (Attach List, if multiple)

Carmella Duran 744-4942 Carmella Duran Graphics & Reproduction Center 9/26/07  
 Originator Name Telephone Signature Department Date

Indicate SEE ATTACHED in each box below if additional space needed:

<input checked="" type="checkbox"/> <b>PROCUREMENT HISTORY</b>	SEE ATTACHMENT	S. S. R. B.
<input checked="" type="checkbox"/> <b>ESTIMATED COST</b>	\$ 130,447.20	DATE <u>10/9/07</u>
<input checked="" type="checkbox"/> <b>SCHEDULE REQUIREMENTS</b>	SEE ATTACHMENT	APPROVED _____ CONDITIONALLY APPROVED <u>DW</u> RETURN TO DEPT _____ DISAPPROVED _____
<input checked="" type="checkbox"/> <b>EXCLUSIVE OR UNIQUE CAPABILITY</b>	SEE ATTACHMENT	
<input type="checkbox"/> <b>OTHER</b>		

07 SEP 28 AM 10:58

APPROVED BY: Adrian Jasso 9/28/07 [Signature] 10/9/07  
 DEPARTMENT HEAD OR DESIGNEE DATE BOARD CHAIRPERSON DATE

**Non-Competitive Justification**  
**Requisition Number 35012**  
**Procurement History (Including Future Procurement Objective)**

The Graphics and Reproduction Center, currently uses negatives to make printing plates that are used on 9 different offset printing presses. The purchase of this new Direct to Plate process, will bring new technology into the department. This technology eliminates the need to make negatives using chemicals. Direct to Plate equipment is an environmentally friendly process that eliminates 90% of hazardous chemicals currently used. In addition this technology will reduce maintenance costs by \$15,000 per year and eliminate the \$20,000 per year expense for negatives and chemistry.

We reached out to 3 vendors to request their proposals for direct to plate technology and those were:

Heidelberg USA  
Pitman  
Screen

These three companies are the printing industry leaders. The plate material that will be used on this equipment will be competitively bid on a separate contract with all other printing supplies.

**Cost**

This cost is broken into two parts

\$85,000 – Platemaking machine, imposition software, supraSetter A74 CtP, installation and training, freight and rigging to be purchased thru Heidleberg and leased over a 60 month period for \$1848.37.  
Assuming installation of 10/1/07  
2007 Cost - \$1848.37 x 3 months = \$5545.11  
Yearly lease cost thereafter = \$22,180.44

\$19,545 – MetaDimension Rip software purchased thru SSI – Certified MBE

**Exclusive or Unique Capabilities**

GRC will use this plate maker to create plates for 9 different offset printing presses. The Heidleberg plate maker is the only machine capable of meeting the size requirements for all nine of our presses.

In addition the software that is available exclusively thru Heidleberg can also be used to direct files to our (1) digital offset press, and our (1) digital color copier. This allows us to use one software package versus three different. Using three different software packages versus one would make for a difficult training curve

for our existing staff. This software will provide for a complete new pdf workflow process. Allowing us to impose and direct pdf's to all digital equipment. We estimate migrating to this pdf digital workflow will provide for time savings. What now takes 3 hours to create plates will be done on the new equipment within 1 hour.

	Plate Material Size	Training	Service
Heidelberg	Minimum – 9.45” x 9.45”	5 days 4 day classroom 1 day on-site	24 hour telephone support 5 service technicians for Chicagoland area, guaranteed 24 hour response without parts and 48 hours with parts.
Pitman	Minimum - 12.25” x 9”	2 days on-site 2 days on-line	Service is not provided by supplier.
Screen	Minimum - 12” x 14.6”	4 days on-site	7am-7pm telephone support service hours 9am-5 pm, 10 service technician for area

Jet Plates 10” x 12.25”

# DPS PROJECT CHECKLIST

For DPS Use Only	
Date Received	_____
Date Returned	_____
Date Accepted	_____
CA/CN's Name	_____

**IMPORTANT:** PLEASE READ AND FOLLOW THE INSTRUCTIONS FOR COMPLETING THE PROJECT CHECKLIST AND CONTACT THE APPROPRIATE UNIT MANAGER IF YOU HAVE ANY FURTHER QUESTIONS. ALL INFORMATION SHOULD BE COMPLETED, ATTACH ALL REQUIRED MATERIALS AND SUBMIT FOR HANDLING TO THE DEPARTMENT OF PROCUREMENT SERVICES, ROOM 403, CITY HALL, 121 N. LASALLE STREET, CHICAGO, ILLINOIS 60602.

**GENERAL INFORMATION:**

Date: **September 13, 2007**  
 REQ No.: **35012**

Contact Person: Carmella Duran  
 Tel: **744-4942** Fax: \_\_\_\_\_ E-mail: **GR00032**  
 @cityofchicago.org

Specification No.: (if known): **60091**  
 PO No.: (if known): \_\_\_\_\_

Project Manager:  
 Tel: \_\_\_\_\_ Fax: \_\_\_\_\_ E-mail: \_\_\_\_\_  
 @cityofchicago.org

Modification No.: (if known): \_\_\_\_\_

Previous PO No.: (if known): \_\_\_\_\_

**Project Description:** Request for a 5 year lease on a platesetter and the purchase of desktop software.

**FUNDING:**

- |          |   |                                       |                                     |                                 |                                |
|----------|---|---------------------------------------|-------------------------------------|---------------------------------|--------------------------------|
| City:    | <input checked="" type="checkbox"/> Corporate | <input type="checkbox"/> Bond         | <input type="checkbox"/> Enterprise | <input type="checkbox"/> Grant* | <input type="checkbox"/> Other |
| State:   | <input type="checkbox"/> IDOT/Transit         | <input type="checkbox"/> IDOT/Highway | <input type="checkbox"/> FAA        | <input type="checkbox"/> Grant* | <input type="checkbox"/> Other |
| Federal: | <input type="checkbox"/> FHWA                 | <input type="checkbox"/> FTA          |                                     | <input type="checkbox"/> Grant* | <input type="checkbox"/> Other |

LINE	FY	FUND	DEPT	ORGN	APPR	ACTV	OBJT	PROJECT	RPTG	\$ DOLLAR AMOUNT
	007	0144	037	3015	0159					110902.2
	007	0144	037	3015	0350					19545

Estimated Value \$130447.2

\*IF GRANT FUNDED, A COPY OF THE APPROVED GRANT AND APPLICATION ARE REQUIRED and any other Terms and Conditions that may apply.

**SCOPE STATEMENT:**

Attached is a Detailed Scope of Services and/or Specification

**IMPORTANT:** THIS IS A CRITICAL PORTION OF YOUR SUBMITTAL. IN ORDER FOR DPS TO ACCEPT YOUR SUBMITTAL YOU MUST COMPLETE THE SPECIFIC SCOPE REQUIREMENTS AS SET FORTH IN THE SUPPLEMENTAL CHECKLIST FOR THAT UNIT.

The following is a general description of what should be included in a Scope of Services or Specification:

A clear description of all anticipated services and products, including: time frame for completion, special qualifications of prospective vendors, special requirements or needs of the project, locations, anticipated participating user departments, citation of any applicable City ordinance or state/federal regulation or statute.

**TYPE OF PROCUREMENT REQUESTED (check all that apply):**

**NEW REQUEST**

- Blanket Agreement
- Standard Agreement
- Small Orders

**MOD/AMENDMENT**

- Time Extension
- Vendor Limit Increase
- Scope Change/Price Increase/Additional Line Item(s)
- Other (specify): \_\_\_\_\_

**FORMS:**  Requisition  Special Approvals  Non-Competitive Review Board (NCRB)

**CONTRACT TERM:** Requested Term (number of months): \_\_\_\_\_

**PRE BID/SUBMITTAL REQUIREMENTS:**

Requesting Pre Bid/Submittal Conference?  Yes  No Requesting Site Visit?  Yes  No

# DPS PROJECT CHECKLIST

## ARCHITECTURAL/ENGINEERING SUPPLEMENTAL CHECKLIST

**Required Attachments:** Scope of Services, including location, description of project, services required, deliverables, and other information as required

**Risk Management**

Will services be performed within 50 feet of CTA train or other railroad property?  Yes  No

Will services be performed on or near a waterway?  Yes  No

**If applicable, Pre-Qualification** Category No.                      Category Description:

For Pre-Qualification Program, attach list of suggested firms to be solicited

**Other Agency Concurrence Required:**  None  State  Federal  Other (fill in)

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## AVIATION CONSTRUCTION SUPPLEMENTAL CHECKLIST

DOA sign-off for final design documents:  Yes  No

**Required Attachments:**

Copy of Draft Contract Documents and Detailed Specifications.

**Risk Management:**

Current Insurance Requirements prepared/approved by Risk Management: Yes  No

Will work be performed within 50 feet of CTA or ATS structure or property? Yes  No

Will work be performed airside? Yes  No

**\*NOTE:** Any non-construction Aviation request, complete the applicable section.

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## COMMODITIES SUPPLEMENTAL CHECKLIST

**Required Attachments:** Detailed Specifications (Scope of Services) including detailed description of the product, delivery location, user department contact, price escalation considerations, Bidder's qualification, contract term and extension options, Contractor's qualifications, citation of any applicable City/State/Federal statutes or regulations, citation of any applicable technical standards and Price Lists/Catalogs, technical drawings and other exhibits and attachments as appropriate.

**If Modification request**, please verify and provide the following:

Contractor's Name:

Contractor's Address:

Contractor's e-mail Address:

Contractor's Phone Number:

Contractor's Contact Person:

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## CONSTRUCTION SUPPLEMENTAL CHECKLIST

**Required attachments:**

Copy of Draft (80% Completion), Contract Documents and Detailed Specifications

**Risk Management**

Will services be performed within 50 feet of CTA train or other railroad property?  Yes  No

Will services be performed on or near a waterway?  Yes  No

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# DPS PROJECT CHECKLIST

## VEHICLES/HEAVY EQUIPMENT SUPPLEMENTAL CHECKLIST

### Required Attachments:

- Detailed Specifications including detailed description of the vehicle(s) or equipment, mounted equipment, if any, and options/accessories.
- Special Provisions (Delivery, Warranty, Manuals, Training, Additional Unit Purchase Options, Bid Submittal Information, etc.)
- Delivery Location(s)
- Technical Literature
- Drawings, if any
- Part Number List (           Manufacturer; or           Dealer;           or Other Source:           )
- Current Price List(s)/Catalog(s)
- Special Approval Form
- Exhibits and Attachments

If **Modification request**, please verify and provide the following:

Contractor's Name:

Contractor's Address:

Contractor's e-mail Address:

Contractor's Phone Number:

Contractor's Contact Person:

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## PROFESSIONAL SERVICES SUPPLEMENTAL CHECKLIST

- Detailed description of project listing obligations of each party.
- The Schedule of Compensation
- Deliverables
- Request for individual contract services (if applicable)
- The appropriate EPS form
- ITSC (approved by BIS)
- OBM (approved by Budget form/memo)
- Grant document attached

Attach any documentation indicating any previous purchase activity to assist in the procurement process

## TELECOMMUNICATIONS AND UTILITIES SUPPLEMENTAL CHECKLIST

**Required Attachments:** Detailed Scope of Services/Specification which sets forth all of the anticipated services and products the user department wants provided, including time frame for completion, special qualifications of prospective vendors, special requirements or needs of the project, locations, anticipated participating user departments, citation of any applicable City ordinance or state/federal regulation or statute.

Has the project been reviewed by BIS?           Yes   No

Attach copy of BIS Recommendation; Reservation(s); or participate under current contract.

Does the project include software?           Yes   No

If yes, is signed ITSC form attached?       Yes   No

Does the location involve:

A public way?                                   Yes   No

Any concession in the City's facilities?     Yes   No

Is it anticipated City Council approval of the project or contract will be required?       Yes   No

# DPS PROJECT CHECKLIST

## WORK SERVICES/FACILITY MAINTENANCE SUPPLEMENTAL CHECKLIST

**Required Attachments:** Detailed Specifications (Scope of Services) including detailed description of the work, locations (with supporting detail), user department contacts, work hours/days, laborer/supervisor mix, compensation and price escalation considerations, Bidder's qualification, contract term and extension options, Contractor's qualifications, citation of any applicable City/State/Federal statutes or regulations, citation of any applicable technical standards and Price Lists/Catalogs, technical drawings and other exhibits and attachments as appropriate.

**Risk Management:**

Will services be performed within 50 feet (50') of CTA train or other railroad property? Yes No

Will services be performed on or near a waterway? Yes No

Will services require the handling of hazardous/bio-waste material? Yes No

Will services require the blocking of streets or sidewalks which may affect public safety? Yes No

**If Modification or Amendment request**, please verify and provide the following:

Contractor's Name:

Contractor's Address:

Contractor's e-mail Address:

Contractor's Phone Number:

Contractor's Contact Person:



**Heidelberg SupraSetter  
A74 Thermal CtP with  
MetaDimension RIP  
Workflow**

**PRICE QUOTATION**

**Fourth Revision – Prinect Signa  
Station Imposition Software, Prinect  
Trap Editor, Prinect PDF Assistant  
2.0, and larger hard disk drives on  
MetaDimension**

**Prepared for:**

**Joseph Maul  
City Of Chicago Graphics &  
Reproduction Services  
121 North LaSalle Street  
Chicago, IL 60602**

**Proposal Date: July 28, 2007  
Presented by: William J. Reed  
Robert Newlin  
Heidelberg USA  
Central Region**

July 28, 2007

Mr. Joseph Maul  
Coordinator of Printing Services  
City of Chicago Graphics & Reproduction Center  
City Hall, Room 3M20  
121 North LaSalle Street  
Chicago, IL 60602

Dear Joe,

Thank you for providing Heidelberg with the opportunity to present this Computer-To-Plate proposal to The City Of Chicago's Graphics & Reproduction Center. The proposed cost of Heidelberg's MetaDimension RIP from System Solutions Inc. (see attachment) is \$19,545.00. Heidelberg's proposed SignaStation Imposition Software, SupraSetter A 74 CtP, installation, training, and freight & rigging (see attachment) is \$87,500. The only item not included in this pricing is a PC or Mac platform for the Signastation Imposition Software. In our previous discussions it was suggested that one of your existing PC/Macs could be used for the Imposition Software. This proposed \$87,500 funded through Heidelberg Print Finance on a sixty-month, 9.75% loan comes out to \$1,848.37 per month.

There are many good reasons to purchase Heidelberg's Suprasetter A 74 Computer-To-Plate Technology versus other CtP devices on the market today. I have listed seven below and have also included a recent article by Andrew Tribune that goes into detail on the benefits of Heidelberg's JDF workflow – another unique benefit to the Heidelberg technology.

- #1. Better quality Printing with your existing equipment – Heidelberg CTP provides the City Of Chicago with first generation digital plate output. This results in sharper dots and better printing with no registration problems.
- #2. Debris Removal System & Modular Sixty-Four Channel Imaging Head – Heidelberg's Debris Removal System is a standard feature with all the Heidelberg CtP products we sell today. This Debris Removal System is a must have technology for today and tomorrow's process-less plate technology. This feature is not standard on competitive CtP imaging devices.

Heidelberg's patented CtP imaging head was developed and manufactured by Heidelberg. Most of our competitor's source imaging head technology. Heidelberg's SupraSetter Intelligent Diode System (IDS) provides uninterrupted production by monitoring laser power over time. The imaging head in the Suprasetter A 74 is only

powered on when imaging resulting in a longer laser life. Other competitive CtP devices (Agfa and Screen's GLV technology for example) have the laser on whenever the CtP device has power. One important item worth mentioning is that the Heidelberg SupraSetter A 74 Imaging Head has a large depth of focus which eliminates hotspots on plates which translates into less plate remakes and service calls for downtime for the City Of Chicago.

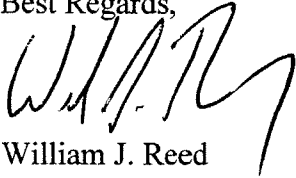
- #3. Internal Plate Punching – Heidelberg's SupraSetter A 74 can have up to two plate punch pairs available for better registration. These punches are field upgradeable.
- #4. Faster turnaround of jobs – By having this capability in-house provides the City of Chicago the means job turnaround can be much quicker and more efficiently. This also provides your department with the capability of handling more work without adding additional staff.
- #5. Less physical space needed in the department – The Heidelberg SupraSetter Chem-Free Solution does not require a lot of space (see attachment of competitive comparison) nor yellow safelights for operation.
- #6. Heidelberg Consumables Chem-Free Plates – Heidelberg's Chem-Free Plate Gum-Out Unit is very simple and easy to maintain. With this technology there's no need for pre-bake ovens or plumbing. Heidelberg's Chem-Free plates come out of the SupraSetter already "developed" – unlike other thermal plate technologies. The function of the Gum-Out unit is to provide contrast to the plate (Quality Control) and to gum the plate to run on-press. Heidelberg's Chem-Free Plates are the closet thing to "green" plate technology available today – a very important feature to the City of Chicago.
- #7. Heidelberg Workflow Connectivity To Your Pressroom – Heidelberg's JDF workflow provides the City of Chicago with an excellent migration path to more automation in the future – presetting of your printing Presses and Postpress equipment for quicker make-readies for example. Heidelberg is the only manufacturer in our industry that is providing customers with JDF workflow automation features from estimating to bindery – see attached article from "What They Think.Com" for more details.
- #8. Heidelberg Designed, Manufacturing, and Serviced – our proposed CTP equipment was designed and manufactured by Heidelberg – the recognized leader in our industry. Our proposed equipment (software & hardware) comes with a one-year warranty and is serviced by local factory-trained Heidelberg USA Service Technicians. Heidelberg USA Service Technicians are not only the best in the business but Heidelberg USA has a much larger service organization than any of our competitors.

**HEIDELBERG**

HEIDELBERG USA  
1000 Asbury Drive  
Buffalo Grove, IL 60089  
TEL: (847) 226-5650  
OFFICE: 847-484-1502

Joe thanks again for your interest in our products. I look forward to reviewing this with you.

Best Regards,



William J. Reed  
Heidelberg USA  
Heidelberg Prepress Sales - Central Region  
847-226-5650  
[william.reed@heidelberg.com](mailto:william.reed@heidelberg.com)



City of Chicago, Chicago, IL

06/22/07

Direct Sale From Heidelberg USA To City Of Chicago

Heidelberg Suprasetter A74 CtP + Workflow Tools

Qty.	Part #	Description	Investment
<b>Heidelberg Suprasetter A74</b>			<b>\$79,000</b>
1	PT.MC3.V000	Suprasetter A74	
<p>Suprasetter A74 produces up to 14 CD 74 pph (Chemfree is 9 CD 74, 11 SM 52 &amp; 14 PM 46 pph). Plate format is 26.38" x 29.53" to 9.45" x 9.45. Note, the smallest plate length the CP85 will process is 11.81 inch and Thermal Pro 85 11.42 inch. The A74 can be upgraded with internal punches and the Auto Top Loader.</p>			
<b>PDF Workflow Support</b>			<b>\$8,100</b>
1	PP.09910012	Prinect Trap Editor 5.0 (includes Plus packaging features)	
1	PP.09910020	Lic Prinect PDF Assistant 2.0 (suite of tools)	
1	PP.01110486	Mkit PDF toolbox	
<b>Signa Station Imposition</b>			<b>\$6,800</b>
1	PP.09910029	License Prinect Signa Station 74+, v2.0 Requires Customer Supplied Mac or PC (see specs) + Adobe Acrobat Professional	
1	PP.01110474	Prinect Signa Station 2.0 Mkit (include with all below offerings)	
<b>Workflow Training</b>			<b>\$4,800</b>
2	SU45.1DAYCLASS	Classroom training. MetaDimension, 2 Days	
2	SU45.1DAYCLASS	Classroom training. Add quantity as required by product Signa Station, 2 Days	
1	SU45.1DAYINTEGRAT	Onsite workflow integration. MetaDimension Workflow	
<b>Heidelberg Proposed Equipment Total -</b>			<b>\$98,700</b>
<b>City Of Chicago Discounted Price -</b>			<b>\$85,000</b>



City of Chicago, Chicago, IL

06/22/07

Direct Sale From Heidelberg USA To City Of Chicago

Heidelberg Suprasetter A74 CtP + Workflow Tools

Qty.	Part #	Description	Investment
		Freight & Rigging -	\$2,500

City Of Chicago Discounted Pricing Including Freight & Rigging Total - **\$87,500**

**Notes**

This proposed configuration, and final pricing reflected in this quotation is contingent on final technical review and approval by Heidelberg USA.