



Request for Proposal
 Solicitation No. **BPM003137**
 Description:
 Mailing Equipment, Supplies, and Maintenance

Arizona Department of Administration
State Procurement Office
 100 N 15th Ave., Suite 402
 Phoenix, AZ 85007

Attachment 3-E
Proposed Dealers and Partners

Check "NO" if you WILL NOT have any portion of the Work and will therefore be carrying out all of the Work with your own personnel.

NO, the Offeror will not use authorized dealers and partners for any portion of the Work.

If you WILL subcontract any portion of the Work, check "YES" below and list name of persons or companies you propose to use as subcontractors.

5. Fill in the information for every significant dealer/partner – indicate the type of work the subcontractor will perform under the Contract, and their approximate percentage of the total Contract work.
 Our Dealers are responsible for the install, training and service of the equipment. Dealers in NASPO states attribute approximately 30% of their work from the NASPO contract.
6. Provide copies of relevant certifications each one possesses in the Attachment Supplements section.
 Please see Supplemental Attachment #8 Quadient Dealer Certifications.
7. Provide description of quality assurance methods and quality control measures that you will use to ensure that Subcontractor work meets the Contract requirements.
 This would be in the form of the D&A (Delivery and Acceptance) form signed by the customer that all is working as expected. Dealer technicians receive factory training on installation and servicing from Quadient that includes checklists for success. Dealers will reach out to Quadient with any issues so they are addressed jointly.
8. State may demand additional information about dealers/partners as a precondition of award.

YES, the Offeror will use the authorized dealers and partners listed below:

	Company Name and contact information	Small Business	Proposed State	Product Lines Authorized to Market
11.	Accurate Control Equipment 30652 Sgt El Boots Thomas Drive Spanish Fort, AL 36577-7635 251-928-4976 Randall Staab staabr@accuratecontrolequipment.onmicrosoft.com	NO	AL	ALL



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12.	Linage – Little Rock 5001 Northshore Lane North Little Rock, AR 72118-5326 (501) 663-6110 Lance Smith lsmith@trustlineage.com	NO	AR	ALL
13.	Apache Business Systems Inc. 4560 S Coach Drive Ste 100 Tucson AZ 85714-3429 520-519-5000 Jon Love jon@apachebusiness.com	YES	AZ	ALL
14.	NCCI Office Technologies 5777 Olivas Park Dr. Unit E Ventura CA 93003-7930 (805) 658-9123 Cory Brown coryb@summitaffiliates.com	NO	CA	ALL
15.	International Mailing Equipment 336 North 12th St Sacramento, CA 95811-0510 (916) 448-1000 Robert Biedenweg rbiedenweg@icoud.com Small Business & DVBE certified	YES	CA	ALL
16.	JMP Office Technologies 1450 Tollhouse Road., Ste. 103 Clovis, CA 93611-0503 559-298-6580 Robert Harlan robertharlan@jmbiz.com	YES	CA	ALL



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17.	<p>North Valley Business Systems Inc. 3295 Veda Street Redding , CA 96001-3512 530-242-1000 Matt Hansen nvbsystems@gmail.com</p>	YES	CA	ALL
18.	<p>Business Machines Inc. 4815 List Drive, Ste. 101 Colorado Springs, CO 80919-3340 719-528-7070 David Friedman davidf@bmi-net.com</p>	YES	CO	ALL
19.	<p>Complete Mailing Solutions, Inc 3001 South Tejon Street Englewood, CO 80110-1316 303-761-0681 Paul Johnson paul.johnson@cms-colorado.com</p>	YES	CO	ALL
20.	<p>New England Mailing Systems, Inc. 400 Chapel Rd Ste 3-D South Windsor, CT 06074-4159 (860) 289-4416 Brendan Ludlow brendan@nems.net</p>	NO	CT	ALL
21.	<p>American Business Systems 9637 Hood Road Jacksonville, FL 32257-1127 904-880-2176 Dave Klusmeier david.k@absjacksonville.com</p>	YES	FL	ALL



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22.	Copy Products Mailing Systems 910 E Cervantes Street Pensacola, FL 32501-3214 (850)432-1580 Roger Wallace	NO	AL, FL, MS	ALL
23.	A-1 Postage Meters & Shipping Systems 2706 Second Ave Columbus, GA 31904-8410 (706) 327-0732 Skip Seda/Chris Jeffcoat sseda@a-1postagemeters.com cjeffcoat@a-1postagemeters.com MBE	YES	GA	ALL
24.	Ashley's Business Solutions, Inc. 2020 McCormick Drive Tifton, GA 31793-0026 229-386-4345 Ashley Johnson ajohnson@ashleys.info	NO	GA	ALL
25.	Integrated Business Solutions of Hawaii 99-1046 Iwaena Street Aiea, HI 96701-3250 808-545-5540 Dan Hollembaek dan@businessworkshawaii.com	NO	HI	ALL
26.	Copy Systems, Inc. 920 E 21st St Des Moines, IA 50317-5216 (515) 262-2100 Troy Paterson /Michelle Paterson troy.paterson@copysystemsinc.com	NO	IA, IL	ALL
27.	Postal Source – Madison 21130 Holden Drive Davenport, IA 52806-9314 608-221-2472 Francis Costello fcostello@postalsource.com	NO	IA	ALL



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28.	Postal Source - Quad Cities 21130 Holden Drive Davenport, IA 52806-9314 563-445-3470 Francis Costello sdeloe@postalsource.com	NO	IA, IL	ALL
29.	Postal Source Chicago 21130 Holden Drive Davenport, IA 52806-9314 847-259-0701 Francis Costello ameronek@postalsource.com	NO	IA	ALL
30.	Brent's Mailing Equipment Co. 5301 East State St, Ste. 123 R Rockford, IL 61125-6031 815-226-8111 John Brent brentsmailing@aol.com	YES	IL	ALL
31.	Mailing Methods Inc. 8850 Sterling Place Caseyville, IL 62232-1642 (618) 397-7776 Joe Rule msax@mailingmethods.com	NO	IL	ALL
32.	Midwest Mailing & Shipping Systems Inc. 3006 Gill Street, Ste. A Bloomington, IL 61704-2509 309-661-1144 Dave Rappa dave@midwestmailing.com SBAA & WBE certified	YES	IL	ALL
33.	Walz Label and Mailing Systems 624 High Point Lane East Peoria, IL 61611-9329 (309) 698-1500 Tom Walz nwalz@walzeq.com	NO	IL	ALL



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34.	<p>Impac 1516 Directors Row Fort Wayne, IN 46808-1278 Chuck Schrader impacmail@impacpaper.com</p>	NO	IN, OH	ALL
35.	<p>Mail Management Inc. 1000 County Road 6 W Elkhart, IN 46515-1123 (260) 483-1695 Jon Walker sales@mailmanagement.com</p>	YES	IN	ALL
36.	<p>Pulse Technology 312 Roberts Road Chesterton, IN 46304-1570 574-266-6245 Chip Miceli chip@pulsetechnology.com</p>	NO	IN, MI	ALL
37.	<p>Southern Business Machines, Inc. 2040 E Division St Evansville, IN 47711-6825 219-924-1400 x311 Jennifer Stevens Jennifer@sbm-inc.com</p>	NO	IN	ALL
38.	<p>Lineage - Kansas City 8208 Nieman Rd Lenexa KS 66214-1507 Tony Ambrosia tambrosia@trustlineage.com</p>	NO	KS, MO	ALL
39.	<p>Midwest Single Source 1501 E 1st Street Wichita, KS 67214-4115 (913) 888-0333 John Osborne chris@midwestsinglesource.com</p>	NO	KS	ALL
40.	<p>Central Business Systems, Inc. 3138 Custer Dr, Ste 210 Lexington, KY 40544-4450 Frank Shoaf fshoaf@cbsedge.com</p>	NO	KY, WV	ALL



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41.	<p>Scot Mailing and Shipping Systems, Inc. 3305 College Drive Louisville, KY 40299-3606 Leonard Altier lenaltier@scotmailing.com</p>	NO	KY	ALL
42.	<p>Cunningham Business Systems, LLC. 120 Windermere Blvd Alexandria, LA 71303-3535 (318) 442-2679 Patrick Cunningham patrick@cbssales.com</p>	NO	LA	ALL
43.	<p>DMS Mail Management Inc. 8282 Siegen Lane Baton Rouge, LA 70810-2050 (225) 763-6245 Gary Simmons garysimmons@dmsmail.com</p>	YES	LA	ALL
44.	<p>Jett Business Systems 1452 Hawn Avenue Shreveport, LA 71137-8501 (318) 424-9542 Tim Jett tjett@jettbusiness.com</p>	NO	AR, LA	ALL
45.	<p>Mailing Systems Inc./Louisiana 2301 Moss Street Lafayette, LA 70509-3055 (337) 234-8292 Melissa Robichaux mailingsystemsinc@gmail.com</p>	NO	LA	ALL
46.	<p>Mail Movers 112 Moss Hill Lane Salisbury, MD 21802-2924 410-749-1885 Shawn Dykes shawn@mailmovers.net</p>	YES	MD	ALL



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47.	Northern Business Products, Inc. 96 State Street Presque Isle, ME 04769-2319 207-540-1490 Steve Charmichael steve@northernbusinessproducts.biz	NO	ME	ALL
48.	Michigan Officeways 135 M-66 Highway Charlevoix, MI 49720-9338 (231) 547-6891 Dave Kurchinski – President dave@michiganofficeways.com	NO	MI	ALL
49.	National Office Products and Printing, Inc. (Service only) 322 Court Street Sault Ste. Marie MI 49783 906-632-3095 Shannon Veum shannon@nopp.com	NO	MI	ALL
50.	Mantronics Mailing Systems, Inc. 20307 State Hwy. 66 Mankato, MN 56002-1880 (507) 345-7048 Dan Hagen dan_hagen@mantronics.com	NO	IA, MN	ALL
51.	Bowman's Mailing Solutions 410 Sovereign Court Ste.17 Ballwin MO 63011-4400 (636) 227-1090 Steve Bowman steveb@bowmanms.com	NO	IL, MO	ALL
52.	Bowman's Mailing Solutions-Columbia 410 Sovereign Court Ste.17 Ballwin, MO 63011-4400 (573) 303-3450 Steve Bowman steveb@bowmanms.com	NO	IL, MO	ALL



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53.	MCC Mississippi 114 W. Jackson Street Ridgeland, MS 39157-2437 601-228-1800 Shane Berry shaneberry@mccsolutions.net	NO	MS	ALL
54.	Addco Office Systems, Inc. 2621 Overland Ave. Ste. B Billings, MT 59108-0823 (406) 651-9454 Kent Nauman kent@addcomt.com	NO	MT, WY	ALL
55.	Mailing Systems Plus More 219 12th Ave Helena, MT 59601-3614 406-442-6222 Bill Kearney mspmbk@aol.com	NO	MT	ALL
56.	Advanced Mailing Systems 63 Bradley Branch Rd. Arden, NC 28704-9472 (865) 558-3001 Dave Goyette daveg@advancedmailingsystems.com	NO	NC, TN, VA	ALL
57.	Anza Mailing Systems Inc. 111 New Edition Court Cary, NC 27511-4450 919-461-1752 Robert Williams bw.williams@anzamail.com VOSB	YES	NC	ALL
58.	Lineage – Charlotte 1629 Cross Beam Drive Charlotte, NC 28217-2809 (704) 559-6569 Paul Klein pklein@trustlineage.com	NO	NC	ALL



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59.	<p>The Alternative Mailing & Shipping Solutions, Inc. 335 Sherwee Dr. Ste 111 Raleigh, NC 27603-3510 (919) 779-8828 Kevin McLamb kevin@the-alternative.net</p>	NO	NC	ALL
60.	<p>Dakota Business Solutions Inc. 4912 Harbor Trail SE Mandan, ND 58554-7953 701-391-4373 Stephanie Heinert kelly@dbs.business</p>	NO	ND	ALL
61.	<p>DBS-East 4912 Harbor Trail SE Mandan, ND 58554-7953 701-391-4373 Stephanie Heinert kelly@dbs.business</p>	NO	ND, MB, SD	ALL
62.	<p>Midwest Connect 2501 30th Avenue, Ste B Kearney, NE 68848-2183 (308) 238-5070 Brian Cochran brian@midwestconnect.com</p>	NO	KS, NE	ALL
63.	<p>Formax 1 Education Way Dover, NH 03820-5815 (800) 232-5535 Ryan Lindsay trlindsay@formax.com; eroyal@formax.com</p>	NO	NH	ALL



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64.	General Mailing & Shipping Systems, Inc. II 8532 Paseo Alameda NE Albuquerque, NM 87113-1547 (505) 474-4990 Kristen Briggs kbriggs@generalmailingnm.com WBE	YES	AZ, NM	ALL
65.	Mailmax Mailing Solutions LLC 5966 Topaz Street Las Vegas, NV 89120-2451 702-970-2700 Francisco Soto fsoto@mailmaxsolutions.com MBE certification	YES	AZ, NV	ALL
66.	MMS West 1380 Greg St #219 Sparks, NV 89431-6070 (775) 331-5554 Kristen Briggs kbriggs@generalmailingnm.com WBE	YES	NV	ALL
67.	Acme Business Machines 313 West State St. Olean, NY 14760-0284 (716) 372-1325 Jim Finch jim.finch@acmebusiness.com	NO	NY, PA	ALL
68.	ED & ED Business Technology, Inc. 4919 State Route 233 Westmoreland, NY 13490-1309 (315) 853-4111 Joe Madden joe@edanded.com Yes WBE	YES	NY, PA	ALL



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69.	Lineage – Buffalo 385 N French Rd Amherst, NY 14228-2032 (716) 631-3345 Jeff Shepard Cowens@trustlineage.com	YES	NY	ALL
70.	Metroland Business Machines Inc. 25 Kraft Ave Suite 101 Albany, NY 12205-5464 518-452-2600 Edward Neary ed@metrobusma.com SBE	YES	NY	ALL
71.	International Mailing Systems of Dayton 77 West Elmwood Dr. Ste 203 Dayton, OH 45459-4263 (937) 438-8900 Rodney Higgins rhiggins@imsofdayton.com	NO	OH	ALL
72.	Oklahoma Mailing Equipment (OME)5125 S Garnett Rd., Ste F Tulsa, OK 74147-1587 (918) 664-2588 David Riesen & Bill Meade bill@omecorp.com	NO	OK	ALL
73.	Summit Mailing and Shipping 500 Enterprise Drive Edmond, OK 73013-3670 405-947-2200 Tony Pezeshkian exec@summitaffiliates.com	YES	OK	ALL
74.	Bullfrog Enterprises 1581 South A Street Springfield, OR 97477-5245 541-726-6800 Terry Matthews tj@bullfrogenterprises.com	YES	OR	ALL



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75.	Document Systems Ltd. 5930 Hamilton Blvd., Ste. 105 Allentown, PA 18106-9654 610-366-9888 Tom Stofanak tstofanak@ptd.net	NO	PA	ALL
76.	Hagan Business Machines Inc. - #654 1112 Peach Street Erie, PA 16512-1247 814-456-7521 Julie Greaves julieg@haganerie.com	YES	PA	ALL
77.	Postage Pros Plus, Inc. 106 S. Lehigh Street, Suite 101 Shavertown, PA 18708-1600 570-696-6500 Mike Clonan mclonan@postageprosplus.com	YES	PA	ALL
78.	Herald Office Solutions 708 N 1st Avenue Dillon, SC 29536-1288 (843) 774-5155 Myers Jordan/Matt Jordan myers@heraldoffice.com; matt@heraldoffice.com	NO	GA, SC	ALL
79.	Major Business Machines 354A Feaster Rd. Greenville, SC 29615-6130 (864) 288-7388 Don Major dmajor@mbmachines.com	YES	SC	ALL
80.	Dex Imaging & Mailing, Inc. 50 Rachel Dr. Nashville, TN 37214-3609 615-366-6007 Mike Leonemike.leone@deximaging.com	NO	TN	ALL



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81.	MCC Nashville 5217 Linbar Drive #306 Nashville, TN 37211-1018 866-805-5893 Shane Berry shaneberry@mccsolutions.net	NO	TN	ALL
82.	Memphis Communications Corporation 4771 Summer Avenue Memphis, TN 38122-4724 (901) 725-9271 Shane Berry shaneberry@mccsolutions.net	NO	AR, MS, TN	ALL
83.	Accurate Business Machines 2102 West Avenue N San Angelo, TX 76904-4605 (325) 944-8282 David Sims/Chad Sims sims@zipnet.us; abm@zipnet.us	NO	TX	ALL
84.	Advanced Business Solutions 7302 82nd St., Ste. 13 Lubbock, TX 79424-4922 806-866-2266 Walter Buyea walt@advanced-businessinc.com	NO	OK, TX	ALL
85.	Electronic Systems Inc. 369 Edwin Dr. Virginia Beach, VA 23462-4522 (757) 497-8000 Chuck Moyer Chuck.Moyer@esi.net	NO	VA	ALL
86.	Shenandoah Valley Office Equipment Inc. 10 Green Hills Dr. Verona, VA 24482-0878 540-248-7863 Tim Hebb thebb@svoe.net	NO	VA	ALL



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87.	Absolute Office Equipment, Inc. 948 Hercules Dr Ste 09 Colchester, VT 05446-5926 (802) 655-5560 Robert M. Stevens bob@aoevt.com	NO	NY, VT	ALL
88.	1st Class Office Solutions 3016 E Queen Ave Spokane, WA 99217-6164 (509) 466-7575 Dan Browne Dan@1stclassos.com	NO	WA, OR	ALL
89.	1st Class Office Solutions West 19032 66th Ave. S. STE C101 Kent, WA 98032-2116 (509) 466-7575 Dan Browne Dan@1stclassos.com	NO	WA	ALL
90.	Office TECH, Inc. 6310 E Sprague Ave. Spokane, WA 99212-0839 907-522-5850 Mike Zoske mike@xofficetech.com	NO	WA, AK	ALL
91.	Advanced Business Systems, Inc. 2003 George St. LaCrosse, WI 54602-2895 (608) 781-5440 Anne Schmal anneschmal@gmail.com	YES	IL, IA, MN, WI	ALL
92.	Office Enterprises, Inc. 6002 Municipal Street Weston, WI 54476-4243 (715) 359-8737 Bob Lamovec/Seth Sierk Bob@theOElgroup.com	YES	MN, WI	ALL

End of Attachment 3-E