NYSID
Preferred Source Solutions

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July 24, 2013

Ms. Christine Irvine
Assistant Director
NYSPRO Contract Management
Office of General Services
38th Floor Corning Tower
Empire State Plaza
Albany, New York 12242

Dear Ms. Irvine:

Re: Revised Letter to Later Dated April 4, 2013

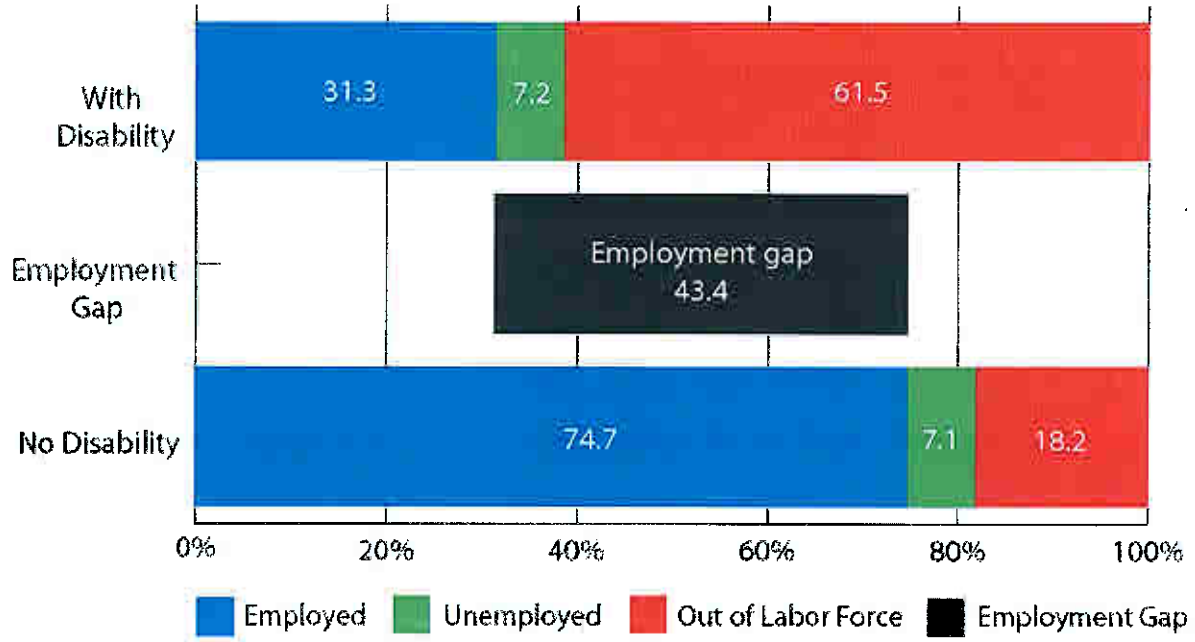
New York State Industries for the Disabled, Inc. (NYSID) is applying to expand the services offered under the category of Document Processing on the List of Preferred Source Offerings [Section D] (see attached modified document "List of Preferred Source Offerings" page 23). While "Photocopying" and "Reproduction" are currently included in the aforementioned category, we are requesting the specific addition of "Digital Printing" on a statewide basis as a third method of Document Processing, in response to technological developments, customer demand and new capabilities at NYSID.

NYSID's intent is to provide Digital Printing services by partnering with NYS businesses, some of which are MWBEs and/or small businesses, in addition to offering Digital Printing through traditional member agencies.

Employment

The addition of Digital Printing to NYSID's list of Preferred Source offerings would significantly increase desperately needed employment opportunities among New Yorkers with disabilities. The New York Makes Work Pay Initiative (NY-MWP) is made up of the NYS Office of Mental Health, Cornell University and Syracuse University. Their 2010 research shows that, "the employment rate for people with disabilities [between the ages of 21-64] in New York State is 31.3 percent, compared with 61.5 percent for people without disabilities, a gap of 43.4 percentage points." NY-MWP also reveals that New York is in a group of states that fare poorly in terms of relative employment of people with disabilities. (See attached "Disability and Employment Status Report" pages 3-4. The full report is accessible at www.nymakesworkpay.org.)

Exhibit 3. The Employment Situation of New Yorkers, by Disability Status



Source: Calculations by Cornell University, Employment and Disability Institute, 2010 American Community Survey, Public Use Microdata Samples (PUMS). Estimates are for New York State working age (21-64) civilian noninstitutionalized population.

Over the past 10 years, the Procurement Council has approved four new Preferred Source services for NYSID: Digital Imaging, Industrial Laundry, Secure Document Destruction and Electronics Recycling. In 12, those four services alone added over 240 FTE (Full-Time Equivalent) jobs. In that same time, those services employed workers to perform over 470,000 hours of labor. (See attached charts titled "New Statewide Approved Services Since 2000".) The addition of each new service provides the potential for thousands of labor hours for New Yorkers with disabilities.

Approved NYSID services also increase business for NYS private industry vendors; NYSID works with ACCESS-VR-approved Corporate Partners (Associate Members) on many of our services. NYSID member agencies have worked with 15 different Corporate Partners on the last four services added to the list of Preferred Source offerings.

Definition:

Digital Printing is defined as a physical process that transfers an image stored in digital format on a computer to a printable material. It does not use metal printing plates as the mechanical means to affix the image to the paper and does not include a press set-up process. The term expressly does not include the mechanical processes of offset lithography and offset printing (traditional printing). Digital Printing uses computerized printing processes enabled by new digital technologies, resulting in faster, lower-cost printing. It is generally used for short-run print jobs, since it does not require a press set-up process. (See attached four-page illustration, "Digital vs. Offset Printing" from Computer Encyclopedia.)

Characteristics of Digital Printing include:

- short-run printing, flexible, on-demand printing processes
- increased speed, lower cost and ease of customization
- elimination of many of the mechanical steps required for conventional printing

Digital Printing services sometimes include Variable Data Printing, a form of customizable (on-demand) Digital Printing. Using information from a database or external file, the printer can change text and graphics from one printed piece to the next without stopping or slowing down the press. For example, a VDP process can print personalized letters with a different name and address on each letter.

Variable Data Printing characteristics include:

- printing with a different name and address on each letter
- "mass-customization" of documents
- computer databases, digital print devices and highly effective software

This application exclusively covers Digital Printing, and does not include offset printing, custom-printed carbonless forms, typesetting, engraved stationary or engraved business cards, silk screen reproduction or map printing. NYSID's intention is to be the Preferred Source provider for Digital Printing services in all of its forms, including Variable Data Printing, which would expand and complement not only our Document Processing services, but also our Mail Fulfillment services.

In the past NYSID had been precluded from seeking addition to the List of Preferred Source Offerings for this service because of the State Printing and Document Law. An amendment to that law in 2012 allows printing to be treated as a commodity or service, which is why we seek addition of this offering at this time.

Members:

NYSID has five member agencies who partner with NYS small businesses in Corporate Partnerships, as well as three member agencies who offer Digital Printing independently:

- Northeast Career Planning/The Norton Center partners with Camelot Consulting, Inc., DBA Preferred Reproductions, in Albany. Camelot Consulting is a woman-owned business, and a certified NYS MWBE. They have over 10 years in the Digital Printing market, and have been working with Northeast Career Planning\The Norton Center for the past two years. Camelot employs 25 people exclusively for Digital Printing, including five full-time employees from Northeast Career Planning.
- Montgomery County ARC, AKA Liberty Enterprises, partners with Amsterdam Printing in Montgomery County. Amsterdam Printing is one of the oldest and largest printing companies in New York State. They have worked with Liberty Enterprises for more than a decade, at times employing Liberty's workers in their facility. Amsterdam has offered Digital Printing for the past two years, and employs 50 people for that service.
- Fulton ARC, AKA Lexington Industries, has been working with Miller Printing in Amsterdam since 2008. Miller specializes in complex Variable Data/Mail Merging applications that have to meet rigid HIPPA and/or client issues of security and confidentiality. They employ 14 workers for Digital Printing, having offered that service since 2002.

- ARC of Onondaga County will establish a Corporate Partnership with Avalon Document Services. Together, they provide Digital Printing in Syracuse, Rochester and Buffalo. Avalon has offered Digital Printing services for the past 12 years, and employs 14 people for that service.
- F.E.G.S. intends to partner with New York Digital Color Lithographers & Printers, Inc. (NYDC) in New York City. NYDC has offered Digital Printing for the past 15 years, employing 25 people for that service.
- Fedcap Rehabilitation Services is a NYSID member in New York City that has offered Digital Printing services since 2002. Much of their printing is associated with their mailing services, and three employees work on Digital Printing full-time.
- Oswego Industries, Inc. in Fulton has offered Digital Printing since 2007. They employ three part-time people for Digital Printing.
- Jefferson County ARC, AKA Jefferson Rehabilitation Center, in Watertown has offered Digital Printing since 2002. They currently employ one full-time person for Digital Printing.

This list reflects the NYSID members who currently provide Digital Printing services, although we may add more in the future as the market demands. The current list covers each geographic market in New York State (see attached map, "NYSID Members providing Digital Printing Services").

Customers:

NYSID's members and potential associate members (Corporate Partners) have a strong history of winning and keeping Digital Printing accounts for private and public sector customers:

Camelot Consulting's Digital Printing customers include:

- BlueCross and BlueShield of WNY
- NYSERDA
- Cornell Cooperative Extension
- SUNY Albany
- The Office of the NYS Attorney General
- NYS Police
- Department of Motor Vehicles
- Albany County

Amsterdam Printing's Digital Printing customers include:

- McGraw-Hill
- Community Behavioral Health in Philadelphia
- Lockheed Martin
- CDTA
- NYS Department of Health

Miller Printing's Digital Printing customers include:

- MVP, Schenectady
- Saratoga Hospital Foundation

- City of Amsterdam
- Hugh T. Farley, New York State Senator

Avalon Printing's Digital Printing customers include:

- Honeywell
- Catholic Health Systems
- Syracuse University
- NYS Courts
- Onondaga County Bar Association
- US Attorney's Office

New York Digital Color Lithographers & Printers' Digital Printing customers include:

- Citi Bank
- Meredith Publishing
- Conde Nast Publishing
- ING
- Brooklyn Botanical Gardens
- The Fund for the City of NY
- Fashion Institute of Technology
- Pratt Institite

Fedcap's Digital Printing customers include:

- Nassau County
- NYC Department of Environmental Protection (DEP)
- Kingsborough Community College
- NYC Department of Housing Preservation and Development (HPD)
- Fire Department City of New York (FDNY)

Oswego Industries' Digital Printing customers have included:

- City of Fulton
- United Way
- Oswego County
- SUNY Oswego

Jefferson Rehabilitation's Digital Printing customers include:

- Carthage Area Hospital
- Watertown Boxing Club
- Tobacco Cessation Support Group

Capabilities:

Digital printers resemble large copiers, and the operation of Digital Printing equipment requires less skill compared to the expertise needed to operate an offset press. Therefore, with minimal training, Digital Printing can offer employment opportunities to individuals with disabilities that are more difficult with offset printing. The jobs to be performed by New Yorkers with disabilities include:

- Document preparation - Electronically manipulating files to prepare for digital production
- Digital small format - digital reproduction which includes loading and unloading paper from machines
- Digital large format - digital reproduction of architectural and oversized prints
- Finishing - includes several binding processes including stapling, folding, tape binding & perfect binding books, drilling, cutting and inserting
- Quality control and shipping - product quality control, packaging and preparing for delivery or shipment

Digital printers start at an average salary of $10.50/hour. NYSID hopes to add 10-11 new jobs across New York State, based on one full-time disabled worker for approximately $100,000 of business, and based on the market estimate detailed below.

Market:

Granting Preferred Source status to NYSID for Digital Printing should increase jobs for New Yorkers, since government agencies may otherwise choose out-of-state vendors to meet their printing/reproduction needs. For example, the State Education Department's contract with Vitalsource Technologies, Inc. (Raleigh, NC) is a Digital Printing contract worth almost $4 million. Additionally, of the 68 printing contracts listed in Open Book New York, 30 were with vendors outside NYS. (See attached document headed, "Open Book New York.")

State agencies that do in-house printing would most likely save money by using NYSID for Digital Printing services. The Office of the State Comptroller (OSC) performed a Staff Study on Statewide Printing and Reproduction Services (95-D-21), and concluded that in-house printing was not cost-effective:

> *Many State agencies have their own printing presses and high-speed photocopiers. We examined the cost-effectiveness of these operations and found that improvements were needed. For example, we identified several items that were printed on in-house presses when they could have been printed by commercial vendors under State contract at a fraction of the cost. We analyzed the use of 56 printing presses at 11 State agencies and found that the presses were used for an average of only 37 percent of their capacity. We suggested a number of alternatives for increasing the cost- effectiveness of State agency printing and reproduction operations.*

In researching market data for this proposal, NYSID reached out to the following resources:

- OSC
- Open Book New York
- Camelot Consulting
- Amsterdam Printing
- Miller Printing
- Printing Industries of America (PIA)

Digital Printing is a growing section within the printing industry, which is declining in total. Camelot Consulting estimates that between 70-80% of their printing business is digital. According to PIA,

conventional offset printing is projected to decrease 2-3% per year, due to the shift to Digital Printing (see attached article "Digital Printing and Ancillary Services").

Open Book New York records that between 1/1/11 and 12/31/12, NYS agencies spent $7,676,865.37 on general printing services, or approximately $4,000,000 per year. It is not specified which of those jobs were for Digital Printing, but it is safe to exclude contracts greater than $250,000 in two years, since they would be too large for Digital Printing. That leaves 39 contracts, equaling $3,860,383.24 or about $2 million per year. We recognize that the contracts on Open Book New York are not comprehensive, but reflect perhaps one-fourth of the State spending for printing services. Therefore, we estimate the total market for Digital Printing among NYS agencies to be about $8 million.

Historically, NYSID strives to attain 15% of a market; therefore, NYSID hopes to earn about $1,200,000 per year for Digital Printing. Our Corporate Partners estimate that for every $100,000 in new sales, they add 40 hours per week to their payroll. Therefore, the approval of Digital Printing would add about 12 new jobs for people with disabilities across New York State.

The approval of this request should result in the increase of Digital Printing business for NYS companies, make Digital Printing easier for NYS agencies that would no longer be required to bid contacts, and save money for agencies who currently print in-house. It will also complement and enhance NYSID's Document Processing and Mail services.

Pricing:

NYSID's pricing for Digital Printing is competitive with other vendors in this industry. NYSID's pricing for Digital Printing is according to the variables of the customer's request. Factors that affect pricing include:

- Paper stock (coated, glossy, etc.)
- Quantity of items printed
- Paper size
- Finishing/binding
- Black and white content vs. full color

Attached is a list of sample prices, averaged from participating NYSID members (see "Sample NYSID Pricing for Digital Printing"). **It is our intent to apply to OGS for individual price approvals as required once Digital Printing is included on the List of Preferred Source Offerings.**

Summary:

NYSID is requesting Procurement Council approval of this service addition to the "List of Preferred Source Offerings" for the following reasons:

1. Successful experience
2. Competitive pricing
3. Customer demand
4. Customer satisfaction
5. Thriving corporate partnerships
6. Market comprehension

7. Supporting NYS-based businesses
8. Proven opportunities for people with disabilities

Should you have any questions or comments, please feel free to contact me at 463-9706, ext. 226 or Joe Messina at ext. 300. As always, we look forward to working with you toward approval of this service.

Sincerely,

Ronald P. Romano
President and Chief Executive Officer

cc w/Encs: John Traylor
Anne Phillips
Nancy Fisher
Joe Messina

Enclosures:

- Modified "List of Preferred Source Offerings" page 23
- "Disability and Employment Status Report" pages 3-4
- 2 charts: "New Statewide Approved Services Since 2000"
- 4-page article: "Digital Vs. Offset Printing" from Computer Encyclopedia
- Map: "NYSID Members Providing Digital Printing Services"
- Open Book New York: Approval Date between 1/1/2011 and 12/31/2012, Contract Type = Printing
- 2-page chart: "Sample NYSID Pricing for Digital Printing"
- 2-page article: "Digital Printing and Ancillary Services"

SERVICE Services listed below have been approved as a preferred source service for one or more State agencies, political subdivisions or public benefit corporations.

{Section D}

	Corcraft	Industries For Blind	Industries For Disabled	BUY OMH
Assemblies				
Electronic Assembly			√	
Kit Assembly and Maintenance			√	
Call Center Services				
Inbound Tele-response & Fulfillment		√		
Outbound Telephone Survey & Fulfillment		√		
CD Replication		√		
Data Entry			√	
Document Processing				
Photocopying			√	
Reproduction			√	
Digital Printing			√	
Electronics Recycling			√	
Food Services				
Food Warehousing, Storage & Dist Service			√	
Meal Preparation & Delivery			√	
Furniture Refurbishment				
Electrostatic Painting			√	
Re-upholstery			√	
Repair			√	
Stripping and Refinishing			√	
Information & Records Conversion Mgt.				
Data Imaging Services			√	
Microfiche			√	
Microfilming			√	
Inventory Control Services			√	
Laundry Service *(Industrial)*			√	
Mail Fulfillment Services				
Chesire Labeling		√	√	
Collating, Packaging, Distribution		√	√	
Folding & Inserting		√	√	
Inkjet Labeling		√	√	
Offsite Mailroom, Services		√	√	
Onsite Mailroom Services			√	
Presort, All Classes		√	√	

Another subpopulation of interest is veterans, particularly those with a service-connected disability. A veteran service-connected disability is measured differently from the definition of disability used elsewhere in this report, and is defined as a disease or injury determined to have occurred in or to have been aggravated by military service (see Glossary for more details). In New York State, there are 476,900 civilian working age veterans, of whom 69,400 (14.6%) have a service-connected disability.

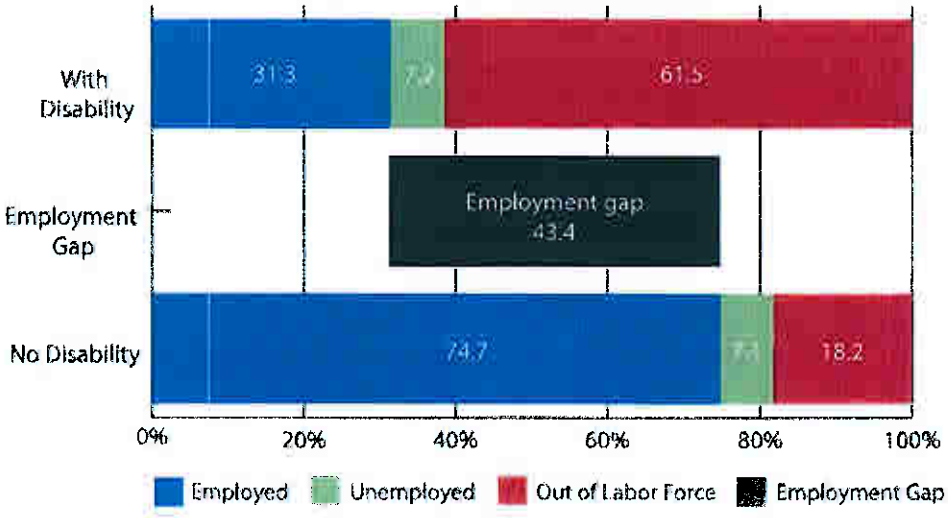
Employment Situation

With a better understanding of the prevalence of disability and the demographic characteristics of people with disabilities, we now explore how the employment situation of people with disabilities differs from that of their peers without disabilities.

Employment Rates

The employment rate for people with disabilities in New York State is 31.3 percent, compared with 74.7 percent for people without disabilities, a difference of 43.4 percentage points (see Glossary for more information on employment). Exhibit 3 presents the employment rates (in blue) and highlights the employment gap (in black), which is the difference in the employment rates between people without and with disabilities. The corresponding national employment rates are 33.8 percent and 75.3 percent, respectively, resulting in a gap of 41.5 percentage points.

Exhibit 3. The Employment Situation of New Yorkers, by Disability Status



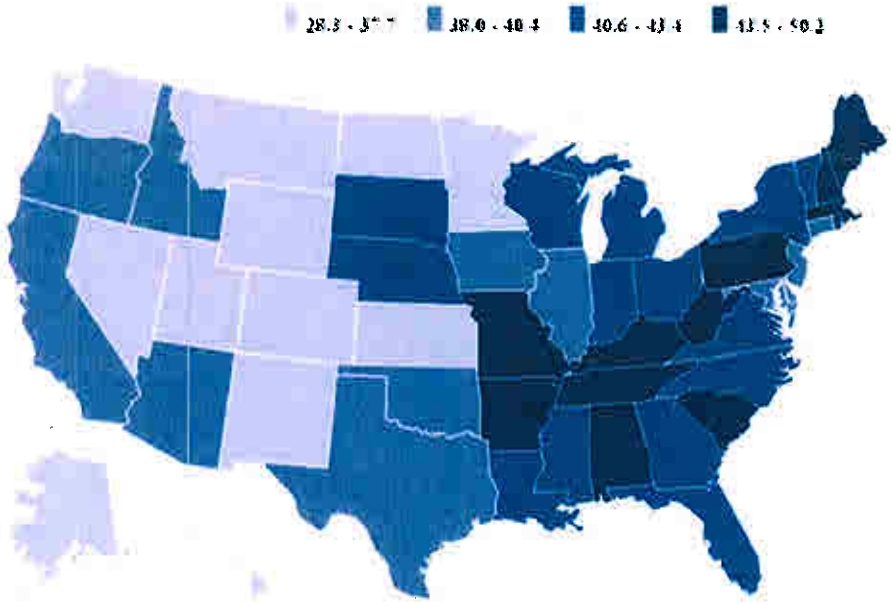
Source: Calculations by Cornell University, Employment and Disability Institute, 2010 American Community Survey, Public Use Microdata Samples (PUMS). Estimates are for New York State working age (21-64) civilian noninstitutionalized population.

© Cornell University

A person is defined as "not working but actively looking for work" if he or she reports not being employed but has been actively looking for work during the last four weeks. Someone who is not working and not actively looking for work is considered "out of the labor force." Exhibit 3 illustrates that people with disabilities are far more likely than people without disabilities to be out of the labor force -- 61.5% vs. 18.2%, respectively. An estimated 69,900 people with disabilities are unemployed, that is, not working but actively looking for work. Among people who are not working, people with a disability were less likely to have worked at some point in the previous 12 months (10.0%) than people without a disability (25.4%).

Working-age New Yorkers with disabilities are employed at less than half the rate of their non-disabled peers. Exhibit 4 provides the nationwide distribution of statewide employment gaps -- the darker the shade of blue, the greater the employment gap. The figure shows that New York is in a group of states with a larger employment gap.

Exhibit 4. Employment Gaps by State

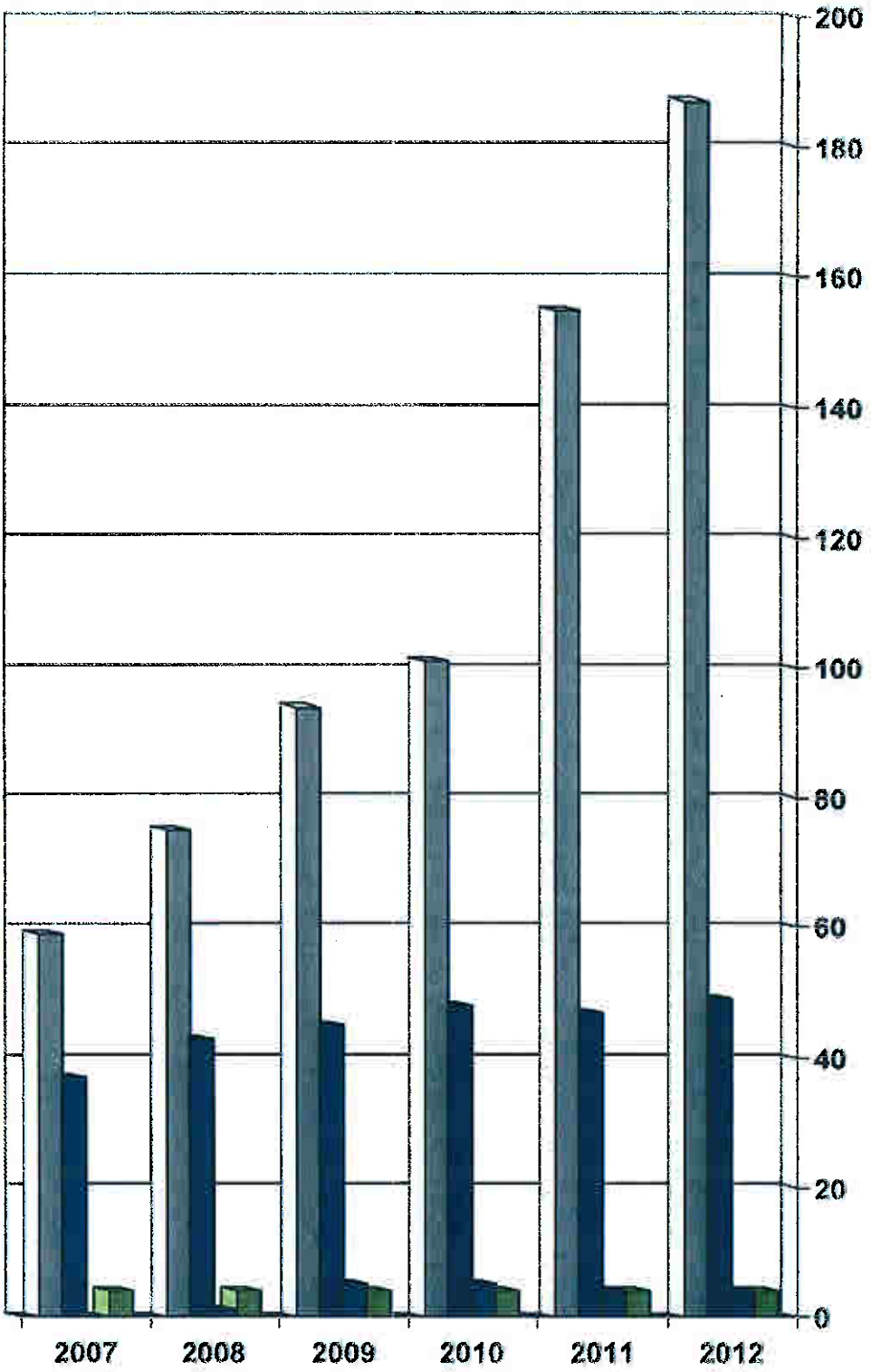


Source: Calculations by Cornell University, Employment and Disability Institute, 2010 American Community Survey, Public Use Microdata Samples (PUMS). Estimates are for New York State working age (21-64) civilian noninstitutionalized population.

In general, regardless of disability status, employment rates tend to be lower for women than for men. This difference holds in New York State: the employment rate for women with disabilities is 30.0 percent compared with 32.7 percent for men with disabilities. Employment rates are lower for racial/ethnic minorities with disabilities, with 28.5 percent employed compared with 32.8 percent of White, non-Hispanics. Employment rates among people with disabilities also vary across race/

New Statewide Approved Services Since 2000

Employed FTE's Since 2007



Digital Imaging
Industrial Laundry
Document Destruction
Electronics Recycling

Digital Imaging:

- 2007: 60
- 2008: 75
- 2009: 94
- 2010: 101
- 2011: 155
- 2012: 187

Commercial Laundry:

- 2007: 37
- 2008: 43
- 2009: 45
- 2010: 48
- 2011: 47
- 2012: 49

Document Destruction:

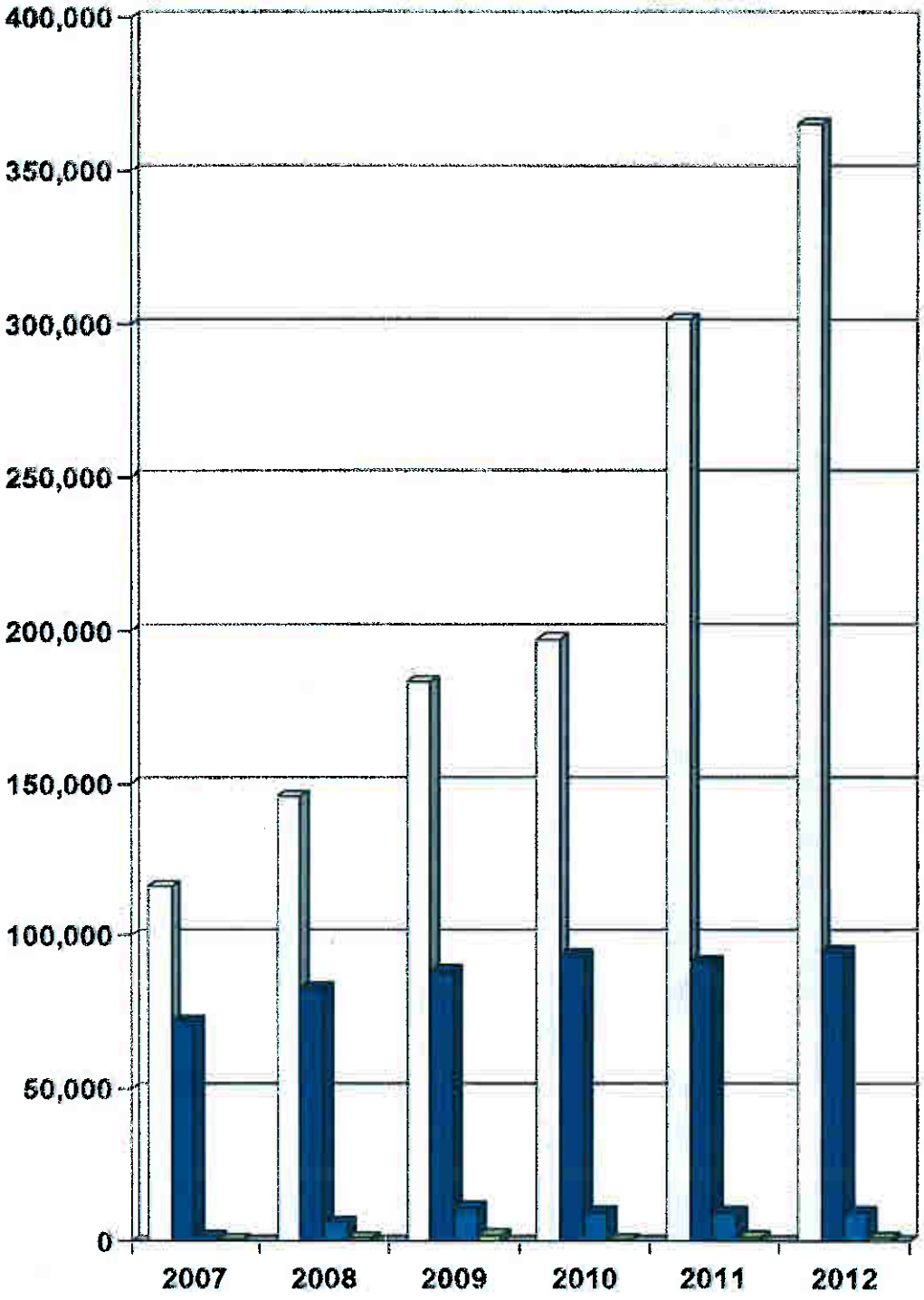
- 2007: .05
- 2008: 1.02
- 2009: 5.14
- 2010: 5.01
- 2011: 3.90
- 2012: 3.90

Electronics Recycling:

- 2007: 3.90
- 2008: 3.90
- 2009: 3.90
- 2010: 3.90
- 2011: 3.90
- 2012: 3.90

New Statewide Approved Services Since 2000

Hours Worked Since 2007



- Digital Imaging
- Industrial Laundry
- Document Destruction
- Electronics Recycling

Digital Imaging:

- 2007: 115,960
- 2008: 145,620
- 2009: 183,200
- 2010: 197,105
- 2011: 301,479
- 2012: 365,173

Commercial Laundry:

- 2007: 72,159
- 2008: 82,935
- 2009: 88,485
- 2010: 94,079
- 2011: 91,838
- 2012: 94,934

Document Destruction:

- 2007: 1,887
- 2008: 6,271
- 2009: 11,243
- 2010: 9,962
- 2011: 9,862
- 2012: 9,659

Electronics Recycling:

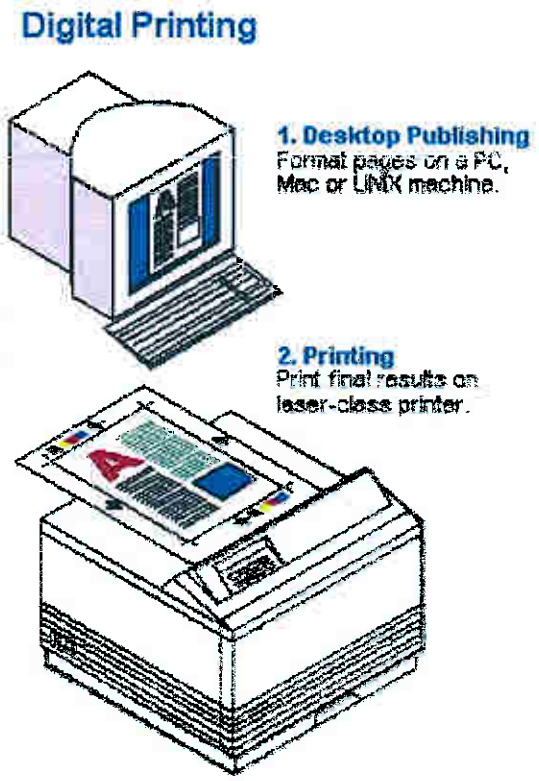
- 2007: 672
- 2008: 1,057
- 2009: 2,142
- 2010: 819
- 2011: 1,513
- 2012: 1,040

Digital vs. Offset Printing

Definition of: **digital printing**

From Computer Desktop Encyclopedia
© 2008 The Computer Language Co. Inc.

All printed output from a computer is technically digital. However, the term refers more to printing finished pages for brochures, journals and booklets from the computer rather than using an offset printing press and commercial printer. Although digital printer systems do not compete with high-speed newspaper and magazine presses, it is expected that these "analog" monsters will become all digital in time.



Mechanical Steps Are Eliminated
Digital printing eliminates numerous mechanical steps in the conventional printing process, including making films, color proofs, manually stripping the pieces together and making plates. Instead of cutting and folding printed "signatures" to put the pages in order, software sorts them in memory and prints them in the correct sequence.

Ready for Binding
After printing, the output goes directly to next-stage equipment that can staple, 3-hole punch or bind the paper and even turn it into postmarked packages for the mailroom. Millions of invoices, documents and booklets are printed on large digital printer assembly lines every day.

Digital vs. Offset Printing

From Computer Desktop Encyclopedia
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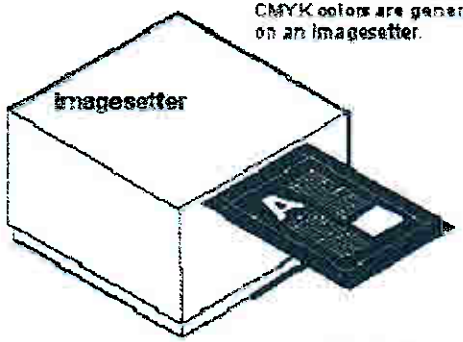
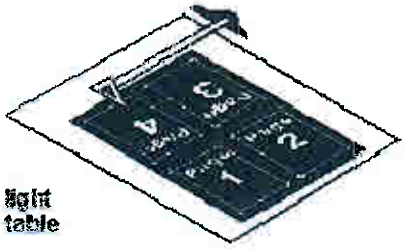
Offset Printing

1. Transfer Files
Obtain electronic files from customer. Check fonts and format for proper conversion from source machine to printer's imagesetter. This is typically done on a Macintosh.

2. Film Making
Films for each of the four CMYK colors are generated on an imagesetter.



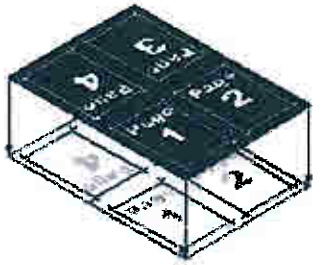
3. Color Proofs
Create match prints or color keys to check for proper color registration and as guides for the printer.

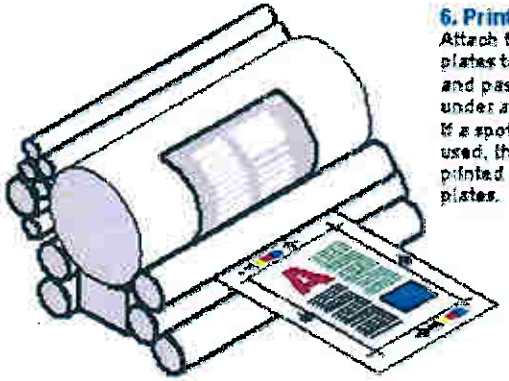


light table

4. Stripping
Lay out pages in the proper order for the binding process. This is a manual process, but large imagesetters (step 2) are performing this task.

5. Plate Making
Create the physical plates that will hold the ink on the printing press. Plates for each of the four CMYK colors have to be created for all the pages.





6. Printing
Attach the four color plates to the press and pass the paper under all four plates. If a spot color is used, the page is printed with five plates.

offset press

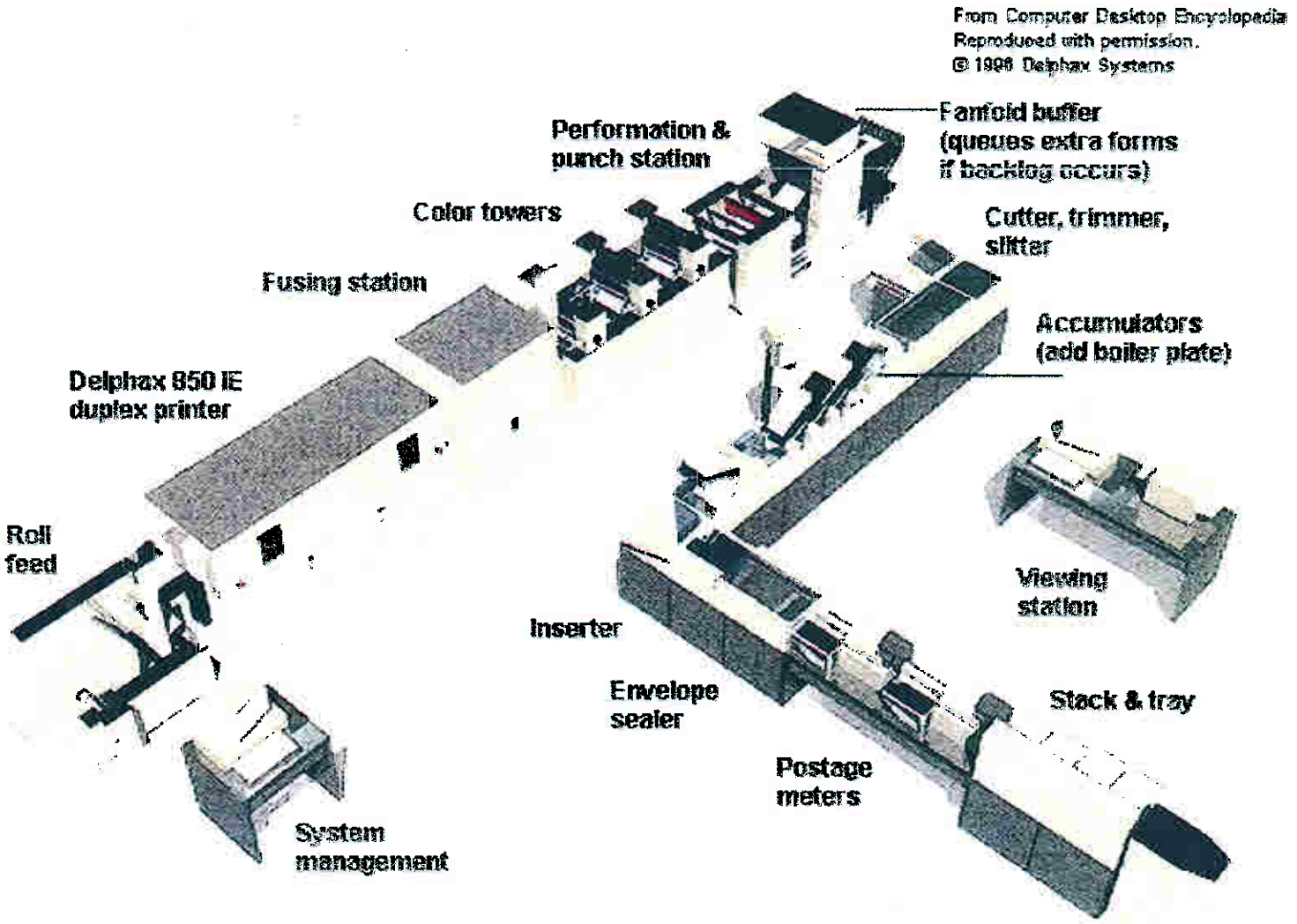
A Digital Printing Plant

These Model 2140 digital printing presses from Oce Printing Systems feed paper to the trimmer (middle) and then to a burster (left), which separates and stacks the pages. *(Image courtesy of Oce Printing Systems USA.)*

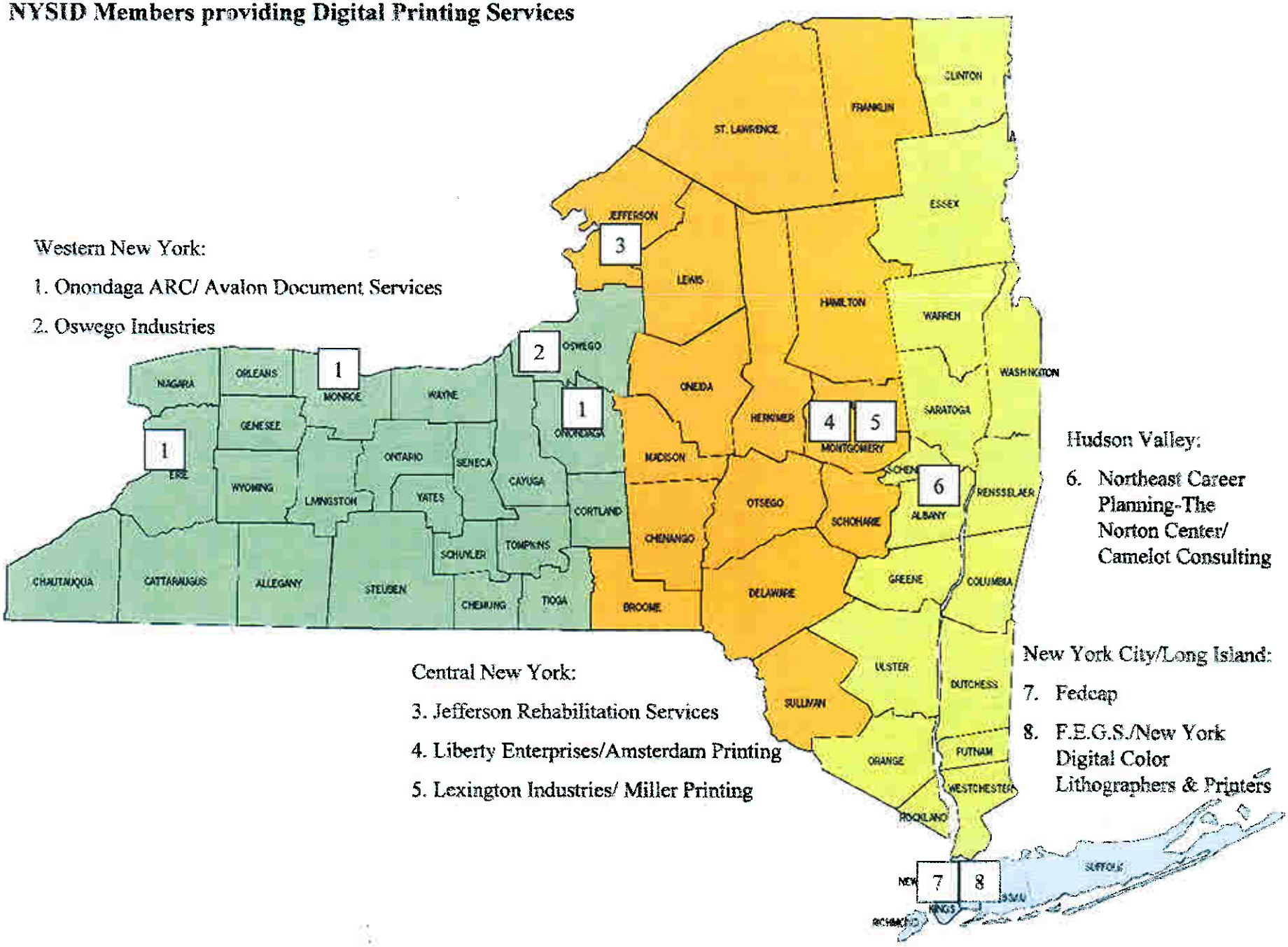
From Computer Desktop Encyclopedia
Reproduced with permission.
© 1998 Oce Printing Systems USA, Inc.

The Output Factory

This digital printing complex produces more than 10,000 finished invoices per hour. They are inserted with other boiler plate into envelopes, sealed, stamped, stacked and trayed for mailing. The Delphax printer prints 850 ppm, while the Delphax color towers apply spot color. The additional equipment is from Pitney Bowes, and software from both companies manages the system. *(Image courtesy of Delphax Systems.)*



NYSID Members providing Digital Printing Services



Western New York:

1. Onondaga ARC/ Avalon Document Services
2. Oswego Industries

Central New York:

3. Jefferson Rehabilitation Services
4. Liberty Enterprises/Amsterdam Printing
5. Lexington Industries/ Miller Printing

Hudson Valley:

6. Northeast Career Planning-The Norton Center/ Camelot Consulting

New York City/Long Island:

7. Fedcap
8. F.E.G.S./New York Digital Color Lithographers & Printers

Open Book New York
Office of the State Comptroller
Thomas P. DiNapoli, State Comptroller
Contract Search Results
Approval Date between 1/1/2011 and 12/31/2012

April 3, 2013 - 02:18 PM

VENDORS IN RED ARE OUT-OF-STATE BUSINESSES

Vendor Name	Department/ Facility	Contract Number	Current Contract Amount	Spending to Date	Contract Start Date	Contract End Date	Contract Description	Contract Type	Original Contract Approved/ Filed Date
AVIACIRCLE LIMITED	Department of Economic Development	C004718	$1,293,542.01	$339,557.68	11/01/2011	06/30/2015	Tourism representative in the United Kingdom and Europe	Printing	07/25/2012
BENCHEMARK PRINTING INC	SUNY at Albany	T004128	$46,410.97	$46,410.97	06/16/2012	06/15/2013	PRINTING OF ADMISSIONS' VIEWBOOK SERIES FOR ONE YEAR WITH ONE YEAR RENEWAL OPTION.	Contracts Not Subject to OSC Pre-Audit	06/27/2012
CBS OUTDOOR GROUP INC	State Education Department	C010702	$937,069.00	$358,297.00	07/05/2011	08/02/2015	PROVIDE ADVERTISING SPACE ON N	Printing	05/02/2011
COOPERATIVE EXTENSION ASSOC	Department of Agriculture & Markets	C011323	$64,224.00	$18,745.88	09/01/2011	08/30/2013	promotion and distribution of local agricultural products through bed and breakfasts	Printing	08/02/2012

CREASEY PRINTING SERVICES	SUNY at Albany	T004503	$10,802.00	$10,502.00	07/01/2012	06/30/2013	PRINTING, BINDING AND DELIVERY OF THE 2012-2013 UNDERGRADUATE BULLETINS	Contracts Not Subject to OSC Pre-Audit	07/27/2012
CUSTOM PRINTERS OF GUILDERLAND INC	Office of Temporary & Disability Assistance	C021116	$426,640.00	$355,437.37	03/28/2011	03/27/2013	OTDA WINDOW ENVELOPE CONTRACT	Printing	03/28/2011
CUSTOM PRINTERS OF GUILDERLAND INC	Higher Education Services Corporation	C112172	$161,757.22	$20,215.25	03/19/2012	03/18/2014	PRINTING SERVICES	Printing	03/19/2012
DATA PALETTE INFORMATION SERVICES LLC	Office of the State Comptroller	C000897	$356,160.00	$173,762.26	03/01/2012	02/28/2014	2012-2013 MEMBER ANNUAL STATEM	Printing	02/28/2012
DATA REPRODUCTIONS CORPORATION	SUNY at Albany	T004093	$11,662.00	$0.00	05/01/2012	04/30/2013	PRINTING OF NYS STATISTICAL YEARBOOK	Contracts Not Subject to OSC Pre-Audit	06/15/2012
DER GRAPHICS INC	Office of Court Administration	PA06870	$2,270,422.32	$300,869.78	07/11/2011	07/10/2014	Case File and Motion Jackets for Courts	Printing	09/21/2012
DRI-STICK DECAL CORP	Department of Motor Vehicles	C000724	$162,900.00	$139,050.00	08/16/2011	08/15/2013	MV-664 PARKING PERMITS FOR DIS	Printing	09/30/2011
GBSA INC	SUNY - Upstate Medical University	C503017	$1,250,000.00	$154,566.93	05/01/2011	04/30/2016	EMPLOYEE RECRUITMENT ADVERTISI	Printing	10/14/2011
GBSA INC	College at Oneonta	C990231	$208,987.02	$199,598.64	07/01/2011	06/30/2013	EMPLOYEE ADVERTISING SERVICES	Printing	08/08/2011

GRUNER & JAHR PRINTING AND PUBLISHING	Department of Environmental Conservation	C008124	$1,320,400.00	$685,710.78	03/28/2011	03/27/2013	HUNTING/TRAPPING/FISHING GUIDE	Printing	08/05/2011
GTECH PRINTING CORP	Division of the Lottery	C110004	$0.00	$0.00	07/28/2011	01/31/2013	INSTANT TICKET DESIGN, DEVELOP	Printing	08/22/2011
HOLLAND USA INC	Department of Health	C027326	$679,200.00	$287,190.04	08/01/2011	07/31/2013	NUTRITION/CHECK STOCK FOR THE	Printing	08/31/2011
IMAGEMASTER LLC	New York State Thruway Authority	CT11086	$19,210.00	N/A	09/30/2011	10/31/2013	Financial Printing Services	Commodity	05/16/2012
IMAGEMASTER LLC	Office of the State Comptroller	T000880	$20,000.00	$4,268.70	10/01/2010	09/30/2012	FINANCIAL PRINTING SERVICES	Contracts Not Subject to OSC Pre-Audit	03/18/2011
JD MEDIA MARKETING & PLANNING	College of Technology at Alfred	C000082	$1,200,000.00	$369,325.78	01/01/2012	12/31/2015	MEDIA BUYING AND SPONSORED EVE	Printing	12/22/2011
KENYON PRESS INC	Department of Environmental Conservation	C008109	$465,584.20	$310,753.52	08/04/2011	06/30/2013	CONSERVATIONIST MAGAZINE PRINT	Printing	08/08/2011
KENYON PRESS INC	State University of New York - Agency-wide	T002323	$128,961.00	$128,961.00	04/30/2012	04/29/2013	PRINTING OF THE SUNY ANNUAL VIEWBOOK 2013	Contracts Not Subject to OSC Pre-Audit	05/08/2012
LAMAR TRANSIT ADVERTISING	State Education Department	C010771	$247,286.27	$94,552.50	07/05/2011	08/01/2015	PRINT POSTERS/PROVIDE ADVERTIS	Service	07/15/2011
LANE PRESS INC	College at New Paltz	T990841	$105,285.00	$84,660.28	08/04/2011	08/03/2013	2-YEAR CONTRACT FOR PRINTING O	Contracts Not Subject to OSC Pre-Audit	08/04/2011

M SILVER ASSOCIATES INC	Department of Economic Development	C004699	$800,000.00	$459,325.33	10/01/2011	09/30/2013	ILOVENY PUBLIC RELATIONS AGENC	Printing	01/12/2012
MARY ELIZABETH MOONEY	Office of Temporary & Disability Assistance	C021416	$200,000.00	$62,100.00	06/01/2012	05/31/2013	MEDIA PLACEMENT CONTRACT	Printing	05/24/2012
MATT INDUSTRIES	Office of General Services - Purchasing (P) Contracts	PC65658	$106,845.20	temporarily unavailable	10/09/2011	10/08/2013	THERMOGRAPHED BUSINESS CARDS	Printing	10/07/2011
MCGREEVY PROLAB INC	Department of Economic Development	C004716	$80,000.00	$10,956.83	07/01/2012	06/30/2015	Processing and Printing Services for the Seasonal Tourism Campaigns	Printing	07/12/2012
MICHAEL SUTTER COMPANY	SUNY at Albany	T003074	$51,480.00	$31,569.00	07/01/2011	06/30/2013	PRINTING AND MAILING OF DIPLOM	Contracts Not Subject to OSC Pre-Audit	06/23/2011
MIDWEST BANK NOTE COMPANY	Department of Motor Vehicles	C000738	$107,460.00	$53,730.00	03/14/2012	03/13/2014	PRINTING SERVICES - FS-6T	Printing	03/14/2012
MILLER ADVERTISING AGENCY INC	Department of Environmental Conservation	C007960	$1,000,000.00	$95,636.01	11/15/2011	11/14/2016	LEGAL NOTICES IN NEWSPAPERS FO	Printing	11/25/2011
MILLER ADVERTISING AGENCY INC	Office of Mental Health	C008487	$100,000.00	$692.25	01/01/2012	12/31/2016	Advertising Services	Printing	06/22/2012
MONROE LITHO INC	College at Oneonta	T990230	$76,716.67	$76,644.33	05/16/2011	06/30/2012	PRINTING OF ADMISSIONS PUBLICA	Contracts Not Subject to OSC Pre-Audit	05/24/2011
MOORE WALLACE	Department of Motor Vehicles	C000723	$588,388.39	$588,388.39	03/31/2011	02/28/2013	PRINTING SERVICES - REGISTRATI	Printing	03/31/2011

MOORE WALLACE	Department of Motor Vehicles	C000747	$51,800.00	$51,800.00	11/23/2011	11/22/2013	PRINTING SVCS-MV82 APP FOR TIT	Printing	11/23/2011
MOORE WALLACE	Department of Motor Vehicles	C000761	$0.00	$0.00	10/25/2012	10/26/2012	PRINTING SERVICES - MV999 CERT	Printing	10/25/2012
MOORE WALLACE	Department of Motor Vehicles	C000765	$0.00	$0.00	10/25/2012	02/28/2013	PRINTING SERVICES - MV-50 SERI	Printing	10/25/2012
MOORE WALLACE	Department of Motor Vehicles	PA06926	$133,245.00	$0.00	11/01/2011	10/31/2013	CONTINUOUS FORM ROLL PAPER, US	Printing	11/16/2011
NEW JERSEY BUSINESS FORMS MANUFACTURING	Division of Criminal Justice Services	C002114	$259,695.50	$259,695.50	03/30/2011	03/29/2013	DOMESTIC INCIDENT REPORT FORM	Printing	03/30/2011
NEW YORK STATE IND FOR THE DISABLED	SUNY at Albany	T003116	$200,000.00	$16,035.87	05/01/2011	04/30/2016	MAILHOUSE AND PRINTING SERVICE	Contracts Not Subject to OSC Pre-Audit	06/22/2011
NEWKIRK PRODUCTS INC	Office of Court Administration	C500962	$200,906.00	$0.00	03/01/2012	02/28/2015	FOR THE PRODUCTION AND MAILING	Printing	01/11/2012
NYS BROADCASTERS ASSOC INC	State University of New York - Agency-wide	C002336	$1,500,000.00	$0.00	05/01/2012	04/30/2015	Placement Service for Public Service Announcements	Printing	06/20/2012
PAYNE PRINTERY INC	SUNY at Stony Brook	T092311	$104,190.00	$69,460.00	10/01/2011	09/30/2013	CALENDAR AND ENVELOPE PRINTING	Contracts Not Subject to OSC Pre-Audit	09/26/2011
POLLARD BANKNOTE LIMITED	Division of the Lottery	C110005	$0.00	$0.00	07/28/2011	01/31/2013	INSTANT TICKET DESIGN, DEVELOP	Printing	08/24/2011
PRESS OF FREMONT PAYNE INC	Division of Housing & Community Renewal	C148044	$125,000.00	$14,296.12	07/01/2010	06/30/2015	APPELLATE BRIEF PRINTING AND S	Service	01/31/2011

PRINTING & IMAGING ASSOC OF NEW YORK	Department of Labor	T014142	$23,846.00	$23,764.37	08/01/2011	07/31/2012	OSH T&E FY11/12	Contracts Not Subject to OSC Pre-Audit	08/24/2011
PRINTING & IMAGING ASSOC OF NEW YORK	Department of Labor	T014517	$20,544.00	$7,933.97	08/01/2012	07/31/2013	OSH T&E FY 12/13	Contracts Not Subject to OSC Pre-Audit	08/21/2012
RIVET MARKCOM INC	Higher Education Services Corporation	C112176	$900,000.00	$313,076.47	03/01/2012	03/31/2013	MARKETING AND ADVERTISING	Printing	03/27/2012
RR DONNELLEY & SONS COMPANY	Department of Motor Vehicles	C000719	$223,599.77	$223,599.76	03/30/2011	03/29/2013	PRINTING SVCS - MV1 DRIVER LIC	Printing	03/30/2011
RR DONNELLEY & SONS COMPANY	Department of Motor Vehicles	C000760	$115,681.50	$48,714.00	10/19/2012	10/18/2014	PRINTING SERVICES - MV639PS	Printing	10/19/2012
RR DONNELLEY & SONS COMPANY	Board of Elections	C003362	$120,894.62	$18,996.00	08/30/2012	08/29/2014	Printing services of voter registration forms	Printing	08/30/2012
RR DONNELLEY & SONS COMPANY	Office of Court Administration - Ninth District Administration	CM00933	$35,000.00	$10,875.05	10/01/2011	09/30/2014	PRINTING OF JUROR SUMMONSES	Printing	07/10/2012
RR DONNELLEY & SONS COMPANY	Fourth Judicial District	CM00933	$4,600.00	$3,056.41	10/01/2011	09/30/2014	PRINTING/JUR Y MAILERS	Service	03/08/2012
SCIENTIFIC GAMES INTL INC	Division of the Lottery	C110001	$0.00	$0.00	07/28/2011	01/31/2013	INSTANT TICKET DESIGN, DEVLOPM	Printing	08/15/2011
SOURCELINK OHIO LLC	Department of Motor Vehicles	C000711	$758,799.91	$392,105.95	07/14/2011	07/13/2013	REG RENEWAL PRINTING & MAILING	Service	07/14/2011

SPECIALIZED PRINTED FORMS INC	Department of Agriculture & Markets	T011348	$34,130.00	$34,130.00	04/01/2012	03/31/2013	Farmers' Market Nutrition Prog	Contracts Not Subject to OSC Pre-Audit	08/02/2012
SYMQUEST GROUP INC	College at Plattsburgh	T000461	$87,044.00	$32,700.25	09/15/2011	09/15/2012	PRINT MANAGED SERVICES	Contracts Not Subject to OSC Pre-Audit	12/08/2011
THE STANDARD REGISTER COMPANY	Department of Motor Vehicles	C000743	$325,540.00	$117,028.60	01/25/2012	01/24/2014	PRINTING - UT50 & UT60 UNIFORM	Printing	01/25/2012
THE STANDARD REGISTER COMPANY	Office of General Services - Purchasing (P) Contracts	PS65671	$18,315,000.00	temporarily unavailable	03/01/2012	02/28/2014	OFFICIAL NEW YORK STATE PRESCR	Printing	12/27/2011
TOBAY PRINTING CO INC	Department of Motor Vehicles	C000733	$471,771.20	$215,146.80	03/28/2012	03/27/2014	PRINTING SVCS - MV21 DRIVERS M	Printing	03/28/2012
TOBAY PRINTING CO INC	Office of General Services - Purchasing (P) Contracts	PC65367	$379,562.00	temporarily unavailable	03/01/2011	02/28/2013	OFFSET REPRODUCED BOUND BOOKS	Printing	02/22/2011
TOBAY PRINTING CO INC	SUNY at Albany	T003117	$17,084.00	$17,084.00	07/01/2011	06/30/2012	PRINTING OF 2011-2012 UNDERGRA	Contracts Not Subject to OSC Pre-Audit	06/29/2011
VILLANTI & SONS PRINTERS INC	College at Potsdam	T000544	$76,264.00	$53,695.75	09/12/2011	04/30/2013	POTSDAM PEOPLE ALUMNI MAGAZINE	Contracts Not Subject to OSC Pre-Audit	10/05/2011
VITALSOURCE TECHNOLOGIES INCORPORATED	State Education Department	C011007	$3,745,268.00	$0.00	07/01/2012	06/30/2014	EFFECTIVE TEACHER AND PRINCIPAL practice video production	Printing	11/16/2012
WATCHABLE WILDLIFE INC	Department of Environmental Conservation	C008223	$60,600.00	$60,600.00	08/01/2011	08/31/2013	NEW YORK WILDLIFE VEIWING GUID	Printing	01/04/2012

WEST PUBLISHING	Public Employment Relations Board	X000001	$84,375.00	$0.00	01/01/2011	12/31/2015	WEST TO PUBLISH PERB DECISIONS	Printing	10/18/2011
YOUNG & RUBICAM INC	Long Island Power Authority	C000751	$1,008,000.00	N/A	08/01/2012	07/31/2015	Advertising & Info Services	Printing	11/01/2012
ZYTRON INC	City University Accounting Office	NMP1112	$231,592.00	$231,592.00	12/03/2010	12/02/2012	DUPLEX PRINTING OF IRS 1098-T	Printing	02/18/2011

Sample NYSID Pricing for Digital Printing

Central/Western NY			Central/Capital Region			Hudson Valley/Capital District			NYC	
Description	Qty	Cost/Piece	Description	Qty	Cost/Piece	Description	Qty	Cost/Piece	Description	Cost/Piece
black			black			black			black	
1 side			1 side			1 side			1 side	
8.5 x 11			8.5 x 11			8.5 x 11			8.5 x 11	
50# text	250	0.0650	50# text	250	0.0600	50# text	250	0.0212	50# text	0.0218
	500	0.0650		500	0.0380		500	0.0200		0.0206
	1000	0.0550		1000	0.0210		1000	0.0177		0.0182
	5000	0.0300		5000	0.0195		5000	0.0177		0.0182
	10000	0.0275		10000	0.0175		10000	0.0154		0.0158
	15000	0.0200		15000	0.0163		15000	0.0154		0.0158
	20000	0.0200		20000	0.0157		20000	0.0154		0.0158
black			black			black			black	
2 side			2 side			2 side			2 side	
8.5 x 11			8.5 x 11			8.5 x 11			8.5 x 11	
50# text	250	0.1100	50# text	250	0.0900	60# text	250	0.0332	50# text	0.0342
	500	0.1100		500	0.0570		500	0.0252		0.0260
	1000	0.1000		1000	0.0315		1000	0.0252		0.0260
	5000	0.0575		5000	0.0290		5000	0.0240		0.0247
	10000	0.0525		10000	0.2620		10000	0.0240		0.0247
	15000	0.0400		15000	0.0244		15000	0.0229		0.0236
	20000	0.0375		20000	0.0235		20000	0.0217		0.0224
black			black			black			black	
1 side			1 side			1 side			1 side	
11x17			11x17			11x17			11x17	
50# text	250	0.1100	50# text	250	0.1200	50# text	250	0.0252	50# text	0.0260
	500	0.1100		500	0.0760		500	0.0252		0.0260
	1000	0.1000		1000	0.0420		1000	0.0229		0.0236
	5000	0.0575		5000	0.0390		5000	0.0229		0.0236
	10000	0.0525		10000	0.0350		10000	0.0229		0.0236
	15000	0.0450		15000	0.0326		15000	0.0217		0.0224
	20000	0.0450		20000	0.0314		20000	0.0217		0.0224
black			black			black			black	
2 side			2 side			2 side			2 side	
11x17			11x17			11x17			11x17	
50# text	250	0.1500	50# text	250	0.1800	50# text	250	0.0457	50# text	0.0471
	500	0.1500		500	0.1140		500	0.0457		0.0471
	1000	0.1500		1000	0.0630		1000	0.0446		0.0459
	5000	0.0750		5000	0.0590		5000	0.0446		0.0459
	10000	0.0750		10000	0.0525		10000	0.0435		0.0448
	15000	0.0700		15000	0.0488		15000	0.0435		0.0448
	20000	0.0700		20000	0.0471		20000	0.0423		0.0436
4 color			4 color			4 color			4 color	
1 side			1 side			1 side			1 side	
8.5 x 11			8.5 x 11			8.5 x 11			8.5 x 11	
60# text	250	0.4900	60# text	250	0.1950	60# text	250	0.1830	60# text	0.1885
	500	0.3900		500	0.1550		500	0.1601		0.1649
	1000	0.2900		1000	0.1350		1000	0.1258		0.1296
	5000	0.1400		5000	0.0950		5000	0.0915		0.0942
	10000	0.1350		10000	0.0895		10000	0.0915		0.0942
	15000	0.1200		15000	0.0795		15000	0.0915		0.0942
	20000	0.1100		20000	0.0650		20000	0.0800		0.0824
4 color			4 color			4 color			4 color	
2 side			2 side			2 side			2 side	
8.5 x 11			8.5 x 11			8.5 x 11			8.5 x 11	
60# text	250	0.9000	60# text	250	0.2930	60# text	250	0.2973	60# text	0.3062
	500	0.8000		500	0.2340		500	0.2516		0.2591
	1000	0.7500		1000	0.2030		1000	0.2173		0.2238
	5000	0.2100		5000	0.1425		5000	0.1601		0.1649
	10000	0.2000		10000	0.0950		10000	0.1258		0.1296
	15000	0.1900		15000	0.0850		15000	0.1258		0.1296
	20000	0.1850		20000	0.0800		20000	0.1201		0.1237
4 color			4 color			4 color			4 color	
1 side			1 side			1 side			1 side	
11x17			11x17			11x17			11x17	
60# text	250	0.7900	60# text	250	0.3900	60# text	250	0.2516	60# text	0.2591
	500	0.5500		500	0.3100		500	0.2058		0.2120
	1000	0.4900		1000	0.2700		1000	0.1601		0.1649
	5000	0.1400		5000	0.1900		5000	0.1372		0.1413
	10000	0.1300		10000	0.0990		10000	0.1144		0.1178
	15000	0.1200		15000	0.0790		15000	0.1067		0.1099
	20000	0.1100		20000	0.0590		20000	0.0995		0.1025

Central/Western NY			Central/Capital Region			Hudson Valley/Capital District			NYC	
Description	Qty	Cost Per Piece	Description	Qty	Cost Per Piece	Description	Qty	Cost Per Piece	Description	Cost Per Piece
4color			4color			4color			4color	
2 side			2 side			2 side			2 side	
11x17			11x17			11x17			11x17	
60# text	250	1.5000	60# text	250	0.5850	60# text	250	0.3431	60# text	0.3534
	500	1.0000		500	0.4650		500	0.2973		0.3062
	1000	0.8500		1000	0.4050		1000	0.2518		0.2591
	5000	0.2800		5000	0.2850		5000	0.1830		0.1885
	10000	0.2600		10000	0.1485		10000	0.1555		0.1602
	15000	0.2400		15000	0.1185		15000	0.1441		0.1484
	20000	0.2200		20000	0.0885		20000	0.1349		0.1389

The prices in the Albany/Hudson Valley down to NYC will be less then those of Central/Western/and Northern NY. The difference in price is mainly do to volume of each vendor. Those vendors who do a higher overall business will get better deals on equipment, lease agreements, maintenance agreements and even paper. Since these are the main divers in cost those members that have the higher volume will be able to offer better pricing. Our pricing in the Capital District took into account the OGS quick copy and printing contract that is currently out and is within market of that contract.

Digital Add on Services

Black Digital Printing- additional price per 100 sheets	
8.5 x 11	
60# white opaque	$2.03
65# white cover	$2.35
65# color cover	$2.60
8.5 x 14	
50# white text	$0.35
60# white opaque	$2.74
65# white cover	$3.18
65# color cover	$3.51
11 x 17	
60# white opaque	$4.06
65# white cover	$4.70
65# color cover	$5.20
Color Digital Printing- additional price per 100 sheets	
8.5 x 11	$2.35
65# white cover	$2.60
65# color cover	$11.43
80# white gloss text	$12.57
80# white gloss cover	
8.5 x 14	$2.74
60# white opaque	$3.18
65# white cover	$3.51
65# color cover	$12.57
80# white gloss text	$18.29
80# white gloss cover	
11 x 17	$4.06
60# white opaque	$4.70
65# white cover	$5.20
65# color cover	$12.57
80# white gloss text	$18.29
Finishing options:	$5/m sheets
Drilling - 3 hole std	$5/m
Letter fold	$.15/set
Banding	$.25/set
Shrink wrap	$.30/set
Saddle/Edge stitch	$.95/book
Punching Sheets & Plastic Comb Bind	$1.25/set
up to 25 sheets	$1.49/set
up to 100 sheets	$1.74/set
up to 150 sheets	$1.99/set
Punching Sheets & Plastic Spiral	$1.25/set
up to 25 sheets	$1.49/set
up to 100 sheets	$1.99/set
Velo Bind	$1.25/set
up to 25 sheets	$1.49/set
up to 100 sheets	$1.74/set
up to 150 sheets	$1.99/set
up to 200 sheets	
	$.10/piece
Inserting	$.99 per 8.5x11
Laminating	.19 each
Tabs - stock b/w	.25 each
Tabs - Custom b/w	

Industry Profile & Economics

Digital Printing and Ancillary Services

The major challenge to the industry is the slowing of total printing shipments (adjusted for inflation) over the next decade. Although nominal printing shipments (not adjusted for inflation) will most likely continue to increase, real or inflation-adjusted industry shipments have most likely peaked for the foreseeable future and are projected to stabilize or decline by as much as 0.5 to 1 percent per year to 2020 before possibly beginning to grow again around 2025.

The major cause of this challenge is the projected decline of conventional ink-on-paper print which may decrease 2 to 3 percent or so per year over the next twelve years. There are multiple reasons for the slowing of conventional print, but primarily it is the result of competition with other (non-print) media and the shifting of conventional print to digital print (in contrast there is also some increase in offset print volumes from the combination of offset and digital printing in some print jobs). Even with this decline, however, conventional print will remain large in an absolute sense. Currently, conventional ink-on-paper print comprises around two-thirds of total printing volume in the U.S. or approximately $111.6 billion in annual shipments. By 2020 this volume may decline to around $77 billion to $87 billion (in real terms—it should grow on a nominal basis), thus remaining a very large business segment.

On a more positive note, there is significant opportunity on the horizon since industry shipments of digital-based print and printers' ancillary services are expected to grow at fairly healthy rates during the same period. In fact, much of the growth of digital print is a result of the digital displacement of offset printing. Digital print currently accounts for around 22 percent of printers' shipments or about $36.7 billion. Depending on the scenarios explored in this report, this volume could grow between 2.5 percent and 3.5 percent per year. This growth is coming from two sources—conventional print moving to digital process and new business as a result of digital print's capabilities in shorter runs, versioning, and personalization. By 2020, the growth in digital print could add $13 billion to almost $20 billion to annual industry shipments.

The other opportunity area, printers' ancillary services, currently accounts for approximately $18 billion or 11 percent of total industry annual shipments. By 2020 ancillary services may grow by $2 billion to $5 billion in additional shipments per year.

In fact, there is potential for total inflation-adjusted printing shipments to begin growing again sometime around 2020 as the increases in digital print and ancillary services outweigh the decline in conventional printing shipments.

For additional information about these growing market segments, see the reports in this section on ancillary services and digital printing.

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