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August 22, 2018

Mr. Sean Carroll
Chief Procurement Officer, Council Chair
New York State Office of General Services
38th Floor, Corning Tower
Albany, NY 12242

Dear Mr. Carroll: *Sean*

New York State Industries for the Disabled, Inc. (NYSID) is in receipt of correspondence sent by the Printing Industries Alliance (PIA) regarding the Mail Fulfilment application before the New York State Procurement Council. As you are aware, the PIA is a trade and lobbying association serving the graphic communications industry in New York State, New Jersey and Pennsylvania. We believe the documents are misleading and do not portray accurately the NYSID application.

NYSID would like to reiterate what our Preferred Source application is attempting to accomplish. We also would be happy to meet with you to review the application in detail and answer any questions you may have in advance of the meeting.

Mailing Services/Fulfilment has been on the list of Preferred Source offerings for over 20 years. Mail Fulfilment is an important job that offers individuals with specific disabilities a living wage. Technology, specifically the electronic transfer of files, has changed the nature of how Mailing Services/Fulfilment are delivered and public sector customers have become accustomed to dealing with a one stop shop for their Mailing Services/Fulfilment needs. In addition, a single supply chain provides security of personal information.

Under the leadership of OGS, a workgroup was established in the Spring/summer of 2016 to address these technology changes. The workgroup was diligent in crafting a definition that would allow agencies employing individuals with disabilities who have provided Mail Fulfilment Services in the past to continue to do so, even as the tools by which they offer this service have changed. **This application does not stray in any way from the definition created by the workgroup and in no way seeks for NYSID or any other Preferred Source to gain entry into digital printing, offset printing, or printing of any kind as a stand alone service.**

In crafting the definition that is now before the Council the workgroup implemented numerous safeguards to ensure that the services being provided by Preferred Sources would be closely monitored. This, along with the current process of OGS price approval which includes reviewing the full specifications or scope of work of the services to be provided for the contracting agency ensure efficient monitoring of the work being performed by the Preferred Source.

NYSID seeks to work with our member agencies to employ individuals with disabilities while also remaining cognizant of the concerns of the printing industry. NYSID and our member agencies have no interest in entering the graphic printing space. Our interests lie in creating meaningful employment opportunities for individuals with disabled in New York State and technological advances require a change in the manner in which Mailing Services/Fulfilment are delivered. In New York State the employment rate among individuals with disabilities is in excess of 70%. An individual living with a disability is twice as likely to live in poverty as an individual that does not have a disability. This application will allow for the continued employment of over 200 individuals with disabilities.

We respectfully request your continued support and the approval by the Procurement Council of NYSID's Mail Fulfillment application at the September 13, 2018 meeting.

Sincerely,

A handwritten signature in black ink that reads "Kevin Crosley". The signature is written in a cursive, flowing style.

Kevin Crosley
Chair- NYSID Board of Directors

Cc: NYS Procurement Council Members