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September 4, 2020

Mr. Sean Carroll, Chief Procurement Officer
NYS Office of General Services
Procurement Services
38th Floor – Corning Tower
Empire State Plaza
Albany, NY 12242

Re: Staff recommendation on extending Mail Fulfillment Services definition

Dear Mr. Carroll:

On August 20, 2020, the Office of General Services recommended that the Procurement Council vote to extend the provisional approval of Mail Fulfillment Services as a NYSID Preferred Source offering. The recommendation specified that the Procurement Council extend the provisional conditions, which include periodic reports about mail fulfillment contracts from NYSID, to 2023. We have no objection to the extension of the provisional approval. We wish to continue working with our member agencies that perform Mail Fulfillment Services to employ individuals with disabilities and capitalize on the equipment investments made.

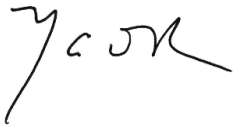
We offer the following response to the comments from the Printing Industries Alliance (PIA), as described in their letter to you on August 26, 2020:

1. It should be noted, that NYSID's approved definition is for the provision of mail-fulfillment services and not for printing as a standalone service offering. Simply put, we are only approved to print certain items within the approved definition of mail-fulfillment and only if the approved item is mailed.
2. The impact that Covid-19 has made on the members of the PIA, are also felt by NYSID member agencies that employ people with disabilities. NYSID Member Agencies that provide mailing services have experienced the same loss of business. In fact, it has been especially difficult for NYSID's government agency customers to timely pay for services rendered leaving significant cash flow issues. Additionally, state funds earmarked to provide care for individuals with disabilities are being withheld at 20%.
3. The work currently being completed by NYSID is work that NYSID has always completed or the state of NY has done through ITS. There has been no move of work from private commercial printers.
4. NYSID's pricing has proven to be competitive with the market, and the price NYSID charges for each contract will continue to be approved by OGS.

5. There are a significant number of ad, marketing and commercial printing contracts that are awarded to out of state vendors (nearly \$1B). The PIA should be advocating on behalf of their membership to have those contracts brought back into NYS.

Please feel free to contact me should you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Maureen O'Brien". The signature is fluid and cursive, with the first letter of the first name being a large, stylized 'M'.

Maureen O'Brien
President and Chief Executive Officer

cc: NYS Procurement Council