

## **Executive Summary**

### ***Overview***

It is the desire of WSCA/NASPO to provide a purchasing process that provides access to a wide breadth of market leading products and solutions to meet the needs of the State of Arizona and Participating Entities.

Bowe Bell + Howell, a market leader in the mail processing industry, has provided a detailed response as requested meeting both the technical and financial objectives of this request.

### ***Proposed Solutions***

The solutions proposed span several categories of the request that include:

- Inserters
- Folders/Inserters, High Volume
- Folders/Inserters, Production
- Pressure Sealing, Production
- Pre-sorting Equipment, Production
- Installation – Assembly – Software Integration, Production

Bowe Bell + Howell has provided pricing for service maintenance to support and ensure the longevity of equipment that may be purchased under this contract. In addition, Bowe Bell Howell provides the opportunity to acquire Certified Factory Rebuilt equipment as detailed in the Statement of Work of this RFP.

### ***Proposed Solution Benefits***

The products offered in our response are currently utilized at all levels of commercial and government operations through the US and Puerto Rico and are mainstays of central mail operations as well as large individual processing centers such as the Internal Revenue Service and as found in the State of California Office of State Publishing, State Controllers and others. Bowe Bell + Howell's footprint in the Vote by Mail market has grown significantly and is tailored to meet the needs of the individual states/cities/counties.

Bowe Bell + Howell solutions are acknowledged by the industry as innovative, robust and flexible assuring that the initial investment meets and exceeds the justification or return on investment analysis.

As the direct supplier of our products and services, we provide "factory direct/trained" technicians which are part of a national service support network. This service support network assures that service levels, processes, parts inventories and availability are all closely monitored meeting or exceeding the requirements set forth in this RFP and most importantly the end user.

## ***Support***

Bowe Bell + Howell has a distinctive business unit that works with and manages government business exclusively. This group and its years of experience guarantees that the WSCA/NASPO cooperative agreement will be managed as required and most importantly that it will exceed the expectations of the State of Arizona as the administering entity and all those that participate.

The Government Account group supports and is supported by a nationwide team of sales and service professionals who are committed to the success of our customers.

## ***Restructuring***

Bowe Bell + Howell is currently in the process of selling its business to an equity investor (Sponsor). A negotiated Asset Purchase Agreement is in place and the expected sale is anticipated to be approved in early June. Closing is expected to take place 14 days after approval. In order to accomplish the sale and transfer of assets, BBH filed for protection under Chapter 11 of the US Bankruptcy code. As a result of the acquisition transaction expected in mid-June, the new Bell & Howell operating company will not be in bankruptcy.

Please refer to the "Confidential Financial Information" which is attached as a separate document in the RFP response and is intended only for the WSCA/NASPO evaluation team and is not for public dissemination.