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RFP Number: ADSP016-00006328 RFP Due Date: November 15, 2016	RFP Title: NASPO ValuePoint Master Agreement for Mailroom Equipment, Supplies and Maintenance
Lead State Entity: State of Arizona Procurement Office	Offeror: OPEX Corporation
State of Arizona Contact Information: Christopher Lacey; Email: christopher.lacey@azdoa.gov T: 602.542.7600	Offeror Contact Information: OPEX Corporation: Winnie Chow Email: wchow@opex.com T: 856.727.1100, x2202

Document

OPEX's Responses to Attachment B – Key Personnel; Page 97 of the RFP

Please see the next page for the applicable information.

OPEX Corporation

Position: Director of Sales

Name: Mr. Dann Worrell

Current Information

Position currently held in firm:	Director of Sales
Years with firm:	25 Years (total)
Years in current position:	12 Years
Years experience in role under this contract:	5 Years (Of the 12 years Mr. Worrell worked as Director of Sales, he worked directly with the OPEX Sales Team regarding any purchase transactions relating to OPEX’s WSCA (Western States Contracting Alliance) Contract ADSP011-00000411-5 for the extractor category which started on October 11, 2011 and expired on October 11, 2016) Contract.)
Percentage of employee’s time dedicated to this contract.	It varies based on the amount of time Mr. Worrell will spend working on the purchase based transaction with the OPEX Sales Department under the NASPO ValuePoint Master Agreement.

Related Experience

Project Name (Please refer to OPEX’s responses under Question 3.2.1 of Attachment A for a list of the customer experiences which were managed by Mr. Worrell relating to the customer’s equipment purchase of the OPEX products.)		
Job Title	Project Begin Date	Project End Date
Duties performed related to proposed position		
Project Name		
Job title		
Duties performed related to proposed position		

Identify the primary function(s) of the candidate in performing the services by this solicitation. Indicate the corresponding solicitation/response page and paragraph

Similar to Mr. Worrell’s functions under OPEX’s WSCA (Western States Contracting Alliance) Contract ADSP011-00000411-5 for the extractor category which expired on October 11, 2016, Mr. Worrell will continue to oversee and manage the OPEX Sales Team including the OPEX Account Executives and OPEX National Sales Manager. Please refer to OPEX’s responses under Question 3.3.1 of Attachment A and our responses to Attachment D – the Authorized Dealer/Partner/Sales and Service Provider form. Please also refer to OPEX’s responses under Section 4.4.1(f) titled “Offeror Profile” and Section 4.4.2 titled “Customer Service” of the RFP.

OPEX Corporation

Position: Director of Field Service

Name: Mr. Tim Buhr

Current Information

Position currently held in firm:	Director of Field Service
Years with firm:	18 Years
Years in current position:	11 Years
Years experience in role under this contract:	5 Years (Of the 11 years Mr. Buhr worked directly with the OPEX Service Team, he worked directly with the Service Team on the service based matters relating to OPEX's WSCA (Western States Contracting Alliance) Contract ADSPO11-00000411 -5 for the extractor category which started on October 11, 2011 and expired on October 11, 2016) Contract.)
Percentage of employee's time dedicated to this contract.	It varies based on the amount of time Mr. Buhr will spend working on service based related transactions with the OPEX Service Department under the NASPO ValuePoint Master Agreement.

Related Experience

Project Name (Please refer to OPEX's responses under Question 3.2.1 of Attachment A for a list of the customer experiences which were managed by Mr. Buhr relating to the customer's purchase of the services for the OPEX products.)		
Job Title	Project Begin Date	Project End Date
Duties performed related to proposed position		
Project Name		
Job title		
Duties performed related to proposed position		

Identify the primary function(s) of the candidate in performing the services by this solicitation. Indicate the corresponding solicitation/response page and paragraph

Similar to Mr. Buhr's functions under OPEX's WSCA (Western States Contracting Alliance) Contract ADSPO11-00000411-5 for the extractor category which expired on October 11, 2016, Mr. Buhr will continue to oversee and manage the OPEX Service Team including the OPEX Regional Service Managers, National Service Managers and service technicians. Please refer to OPEX's responses under Question 3.3.1, Question 6.1, Question 6.2, Question 6.3, and Question 6.4 of Attachment A and our responses to Attachment D – the Authorized Dealer/Partner/Sales and Service Provider form. Please also refer to OPEX's responses under Section 4.4.1(f) titled "Offeror Profile" and Section 4.4.2 titled "Customer Service" of the RFP.

OPEX Corporation

Position: Assistant Comptroller

Name: Ms. Sue Green

Current Information

Position currently held in firm:	Assistant Comptroller
Years with firm:	16 Years
Years in current position:	16 Years
Years experience in role under this contract:	5 Years (Of the 16 years Ms. Green worked directly on managing the invoice process for OPEX customers, she managed the invoice process for purchasing entities that purchased the OPEX Model 72 product and related services under OPEX's WSCA (Western States Contracting Alliance) Contract ADSP011-00000411-5 for the extractor category which started on October 11, 2011 and expired on October 11, 2016) Contract.)
Percentage of employee's time dedicated to this contract.	It varies based on the amount of time Ms. Green will spend working on the invoicing process for each individual purchase order that will be received by OPEX under the NASPO ValuePoint Master Agreement.

Related Experience

Project Name (Please refer to OPEX's responses under Question 3.2.1 of Attachment A for a list of the customer experiences which were managed by Ms. Green relating to the invoicing aspects of the customer's purchase of the OPEX products and related maintenance services.)		
Job Title	Project Begin Date	Project End Date
Duties performed related to proposed position		
Project Name		
Job title		
Duties performed related to proposed position		

Identify the primary function(s) of the candidate in performing the services by this solicitation. Indicate the corresponding solicitation/response page and paragraph

Similar to Ms. Greens' functions under OPEX's WSCA (Western States Contracting Alliance) Contract ADSP011-00000411-5 for the extractor category which expired on October 11, 2016, Ms. Green will oversee the billing process for all OPEX customers and she will also oversee the billing process for any purchase orders that are received by OPEX under the NASPO ValuePoint Master Agreement., if awarded to OPEX.

Please refer to OPEX's responses under Question 4.4.3 of Attachment A.

OPEX Corporation

Position: Asst. Dir. of Corp. & Legal Affairs

Name: Ms. Winnie Chow, Esq.

Current Information

Position currently held in firm:	Asst. Dir. of Corp. & Legal Affairs
Years with firm:	15 Years
Years in current position:	15 Years
Years experience in role under this contract:	5 Years (Of the 15 years Ms. Chow worked directly on various legal based transactions for OPEX, she worked on the bid issued in May of 2011 for WSCA (Western States Contracting Alliance) Contract ADSPO11-00000411-5. She also negotiated the applicable participating addendums that were signed by OPEX related to the WSCA contract. She was also involved in the proposal process when purchasing entities expressed a firm interest to purchase the OPEX Model 72 product under OPEX's WSCA Contract.
Percentage of employee's time dedicated to this contract.	It varies based on the amount of time Ms. Chow will spend working on the contractual matters relating to the participating addendum, proposal, and/or purchase order that will be received by OPEX under the NASPO ValuePoint Master Agreement.

Related Experience

Project Name (Please refer to OPEX's responses under Question 3.2.1 of Attachment A for a list of the customer experiences in which Ms. Chow was involved with the proposal process and/or contractual based matters relating to the customer's purchase of the OPEX products and related maintenance services.)		
Job Title	Project Begin Date	Project End Date
Duties performed related to proposed position		
Project Name		
Job title		
Duties performed related to proposed position		

Identify the primary function(s) of the candidate in performing the services by this solicitation. Indicate the corresponding solicitation/response page and paragraph.

Ms. Chow is an attorney for OPEX and she is involved in the proposal, bid, purchase, maintenance and other legal based transactions relating to the purchase of the OPEX products and related services. Similar to Ms. Chow's functions under OPEX's WSCA (Western States Contracting Alliance) Contract ADSPO11-00000411-5 for the extractor category which expired on October 11, 2016, she will continue to negotiate the applicable participating addendums that will be signed by OPEX relating to the NASPO ValuePoint Master Agreement. She will also be actively involved with the OPEX Sales Department in reviewing and/or drafting the proposal document when a purchasing entity expresses a firm interest to purchase the OPEX Model 72 product under the NASPO ValuePoint Master Agreement.

Please also refer to OPEX's responses under Section 4.4.5 titled "Promotion of the NASPO ValuePoint Master Agreement of the RFP.

OPEX Corporation

Position: OPEX Director of Corporate & Legal Affairs Name: Mr. Joseph Mullen, Esq.

Current Information

Position currently held in firm:	Director of Corporate & Legal Affairs
Years with firm:	7 Years
Years in current position:	7 Years
Years experience in role under this contract:	7 Years (Mr. Mullen worked on the bid issued in May of 2011 for WSCA (Western States Contracting Alliance) Contract ADSPO11-00000411-5. He also managed the negotiation process for the applicable participating addendums that were signed by OPEX related to the WSCA contract. He also managed the proposal process when purchasing entities expressed a firm interest to purchase the OPEX Model 72 product under OPEX's WSCA Contract.
Percentage of employee's time dedicated to this contract.	It varies based on the amount of time Mr. Mullen will spend working on the contractual matters relating to the participating addendum, proposal, and/or purchase order that will be received by OPEX under the NASPO ValuePoint Master Agreement.

Related Experience

Project Name (Please refer to OPEX's responses under Question 3.2.1 of Attachment A for a list of the customer experiences in which Mr. Mullen managed the proposal process and/or contractual based matters relating to the customer's purchase of the OPEX products and related maintenance services.)		
Job Title	Project Begin Date	Project End Date
Duties performed related to proposed position		
Project Name		
Job title		
Duties performed related to proposed position		

Identify the primary function(s) of the candidate in performing the services by this solicitation. Indicate the corresponding solicitation/response page and paragraph.

Mr. Mullen is an attorney for OPEX and he manages the proposal, bid, purchase, maintenance and other legal based transactions relating to the purchase of the OPEX products and related services. Similar to Mr. Mullen's functions under OPEX's WSCA (Western States Contracting Alliance) Contract ADSPO11-00000411-5 for the extractor category which expired on October 11, 2016, he will continue to manage the negotiation process of the applicable participating addendums that will be signed by OPEX relating to the NASPO ValuePoint Master Agreement. He will also be actively involved with the OPEX Sales Department in managing the process of reviewing and/or drafting the proposal document when a purchasing entity expresses a firm interest to purchase the OPEX Model 72 product under the NASPO ValuePoint Master Agreement.

Please also refer to OPEX's responses under Section 4.4.5 titled "Promotion of the NASPO ValuePoint Master Agreement of the RFP.