



William S. Hart Union High School District

VIA EMAIL AND US MAIL

September 13, 2016

Jeffrey Parnell
Senior Managing Counsel
Xerox Corporation
180 South Clinton Avenue
Rochester, New York 14644

Re: Xerox Corporation Proposal Protest (RFP No.: WSH16-06B)

Dear Mr. Parnell:

This correspondence responds to the Xerox Corporation ("Xerox") letter dated September 12, 2016 ("Protest") to the William S. Hart Union High School District ("District") in which Xerox protests the selection of American Business Machines ("ABM") for the award of RFP No.: WSH16-06B (the "RFP"). Xerox protests the selection of ABM principally on the grounds that "ABM's proposal fails to meet the mandatory specifications" relating to the Web and MFD Scan Requirements contained in the RFP.

The District carefully reviewed the Protest against both the RFP and the ABM Proposal and finds the ABM Proposal meets all mandatory requirements. ABM's method of meeting the District's requirements as specified in the ABM Proposal were scored by the District's evaluation team in accordance with the RFP requirements. The scores given to each component of the ABM Proposal by the District's evaluation team are within the District's discretion. Moreover, the District carefully evaluated each contention contained in the Xerox letter and finds that the assumptions contained therein regarding the Canon UniFlow solution to be unsupported by the evidence and meritless. Therefore, the District respectfully denies the Protest.

If Xerox wishes to appeal the District's denial of the Protest, it may do so pursuant to the appeal process contained in the RFP, in which case the appeal will be heard by the District's Governing Board at 7:00 PM on September 21, 2016 at the District's Administrative Center located at 21380 Centre Pointe Parkway, Santa Clarita, CA 91350. The Governing Board's decision shall be final.

Nothing in this letter shall be construed as a waiver of the District's rights or remedies which are expressly reserved.

Sincerely,

Erin Lillibridge
Chief Financial Officer