



THE ASSEMBLY
STATE OF NEW YORK
ALBANY

PATRICIA A. FAHY
Assemblymember 109th District

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Alcoholism & Drug Abuse
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Codes
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Higher Education
Tourism, Parks, Arts &
Sports Development

November 15, 2018

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

Dear Mr. Carroll:

I enthusiastically support the application of the New York State Industries for the Disabled (NYSID) to the New York State Procurement Council for approval of Digital Printing in connection with a Mail Fulfillment Services contract as a Preferred Source offering.

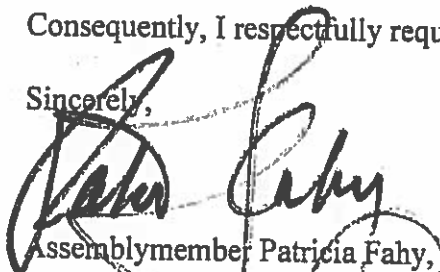
I represent the Center for Disability Services which, through NYSID and the Preferred Source Program, contracts with New York State agencies to provide Mail Fulfillment Services. As you're aware, the Preferred Source Program was instituted decades ago by the Legislature to provide employment opportunities for the disabled. The Center created a mailing facility to provide jobs for the individuals with disabilities that they serve in a safe and supportive environment. In the past, hard copies of documents to be mailed were physically transported to the mail fulfillment center for processing. With the advancements in technology, these documents are now able to be sent electronically for reproduction and mail processing.

The Center has expanded its capabilities to provide transactional printing. However, "digital printing" is not designated as a Preferred Source offering, which prohibits the Center from receiving the mailing documents electronically and reproducing them. In order to comply with federal HIPAA and other security regulations that are now common in the mailing industry, and in the interest of efficiency, both State agencies and commercial customers want to be able to send mail documents in electronic form for reproduction by the mail fulfillment vendor, rather than delivering hard copies.

NYSID currently has an application pending before the Procurement Council to allow digital printing in connection with a mail fulfillment contract as a Preferred Source offering. If Digital Printing - as a component of mailing - is not approved as a Preferred Source offering, the Center will not be competitive in the mail fulfillment market and will be faced with the prospect of closing its facility which will result in several hundred employees with disabilities becoming unemployed.

Consequently, I respectfully request your support for the application.

Sincerely,



Assemblymember Patricia Fahy, NY 109th



November 16, 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:

I am writing to provide additional information in response to a letter written to you on August 22, 2018 by Gregory Sorrentino, President/CFO of the Center for Disability Services. This letter supplements correspondence we sent in September 2018 refuting some of the points in Mr. Sorrentino's letter.

Mr. Sorrentino states as "non-factual" our assertion that the Center for Disability Services was operating a "digital printing press." I had indicated that we had, in fact, observed four digital printing presses during a tour of the Center for Disability Services printing facility. This tour took place as part of a work group meeting in mid-2016, after the submission of NYSID's latest application but before the application was tabled by the Procurement Council.

Enclosed with this letter is a document published by the Center for Disability Services called "Center/ Commercial Services – Document Solution Center." The document touts the Center's extensive printing capabilities that are offered to "New York State agencies, health care and insurance companies, financial institutions, large corporations, non-profits and small businesses." The document goes on to list the various services offered with a variety of pictures including their sophisticated mail sorter and one of their digital printing presses. We have attached a notation on the page with the digital printing press to identify it for the Council members.

I would be pleased to answer any questions you may have.

Yours very truly,

Timothy Freeman
President, Printing Industries Alliance

Cc: Ms. RoAnn Destito, Commissioner, New York State Office of General Services
NYS Procurement Council Members
Interested Parties

PIA Headquarters
636 North French Road, Suite 1
Amherst, NY 14228
tel: 716-691-3211 or 800-777-4742
fax: 716-691-4249

NY/NJ Metro Office
195 Prospect Park West
Suite 1A
Brooklyn, NY 11215
cell: 203-912-0804

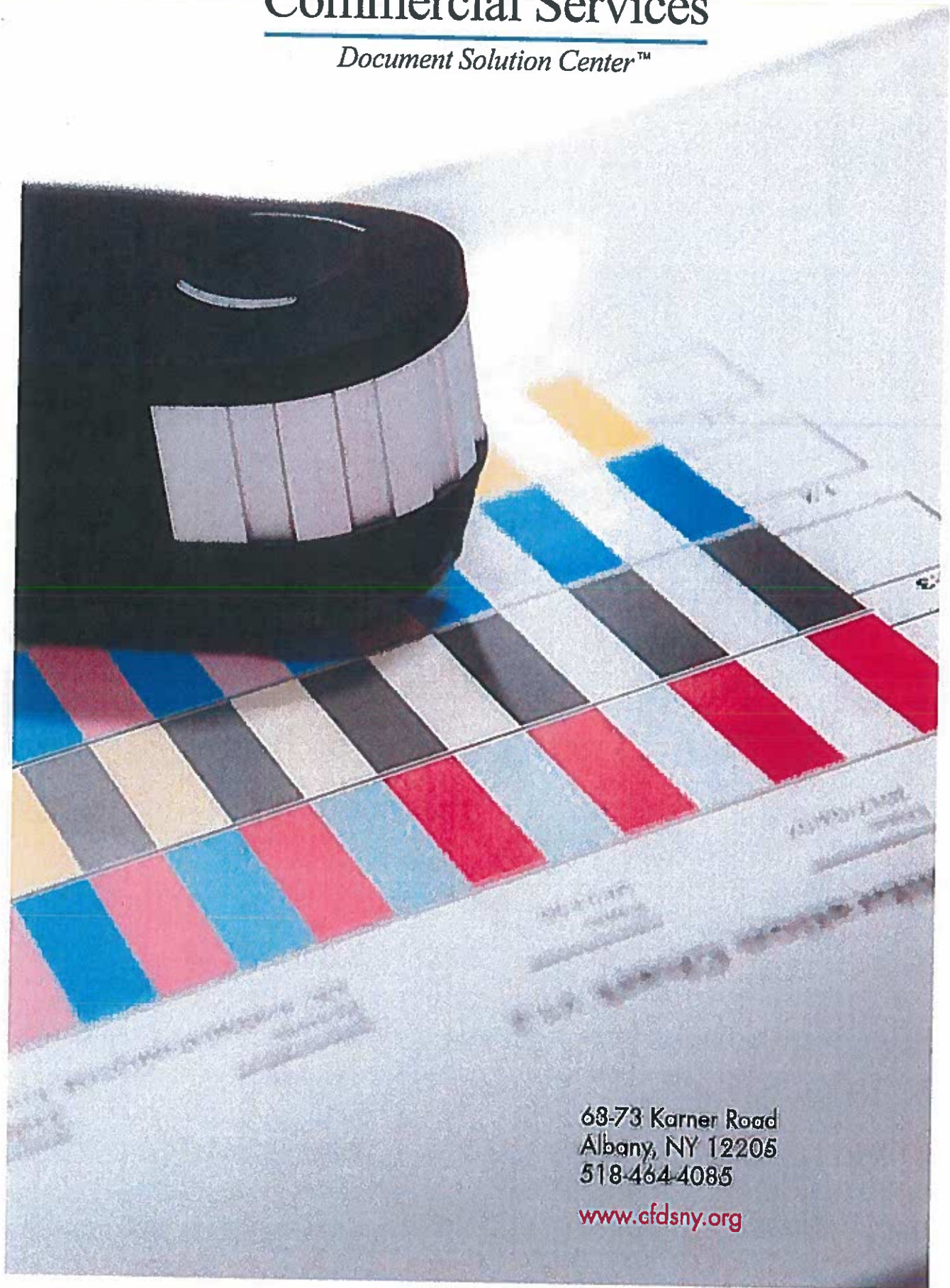
LI Office
3951 New York Avenue
Seaford, NY 11783
cell: 516-528-4747

www.PIAAlliance.org | info@PIAlliance.org



Center
Commercial Services

Document Solution Center™



68-73 Karner Road
Albany, NY 12205
518-464-4085

www.cfdsny.org

Center Commercial Services

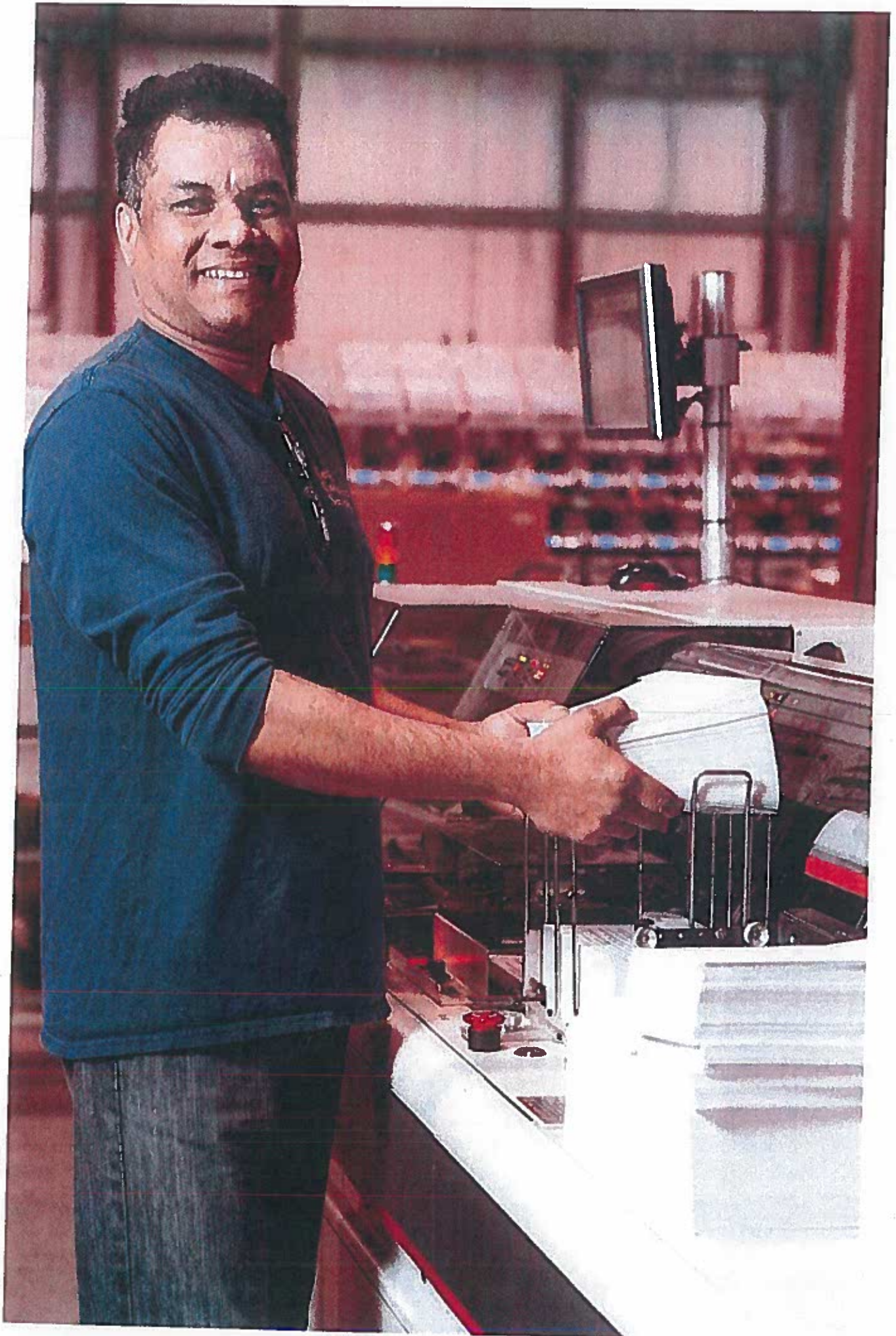
Center Commercial Services is a Document Solution Center for a wide range of customers including New York State agencies, health care and insurance companies, financial institutions, large corporations, non-profits and small businesses.

With its workforce of employees with and without disabilities, Center Commercial Services provides transactional printing, document scanning, inserting, presorting and mailing for businesses across New York State.



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Mail Fulfillment & Presort Services

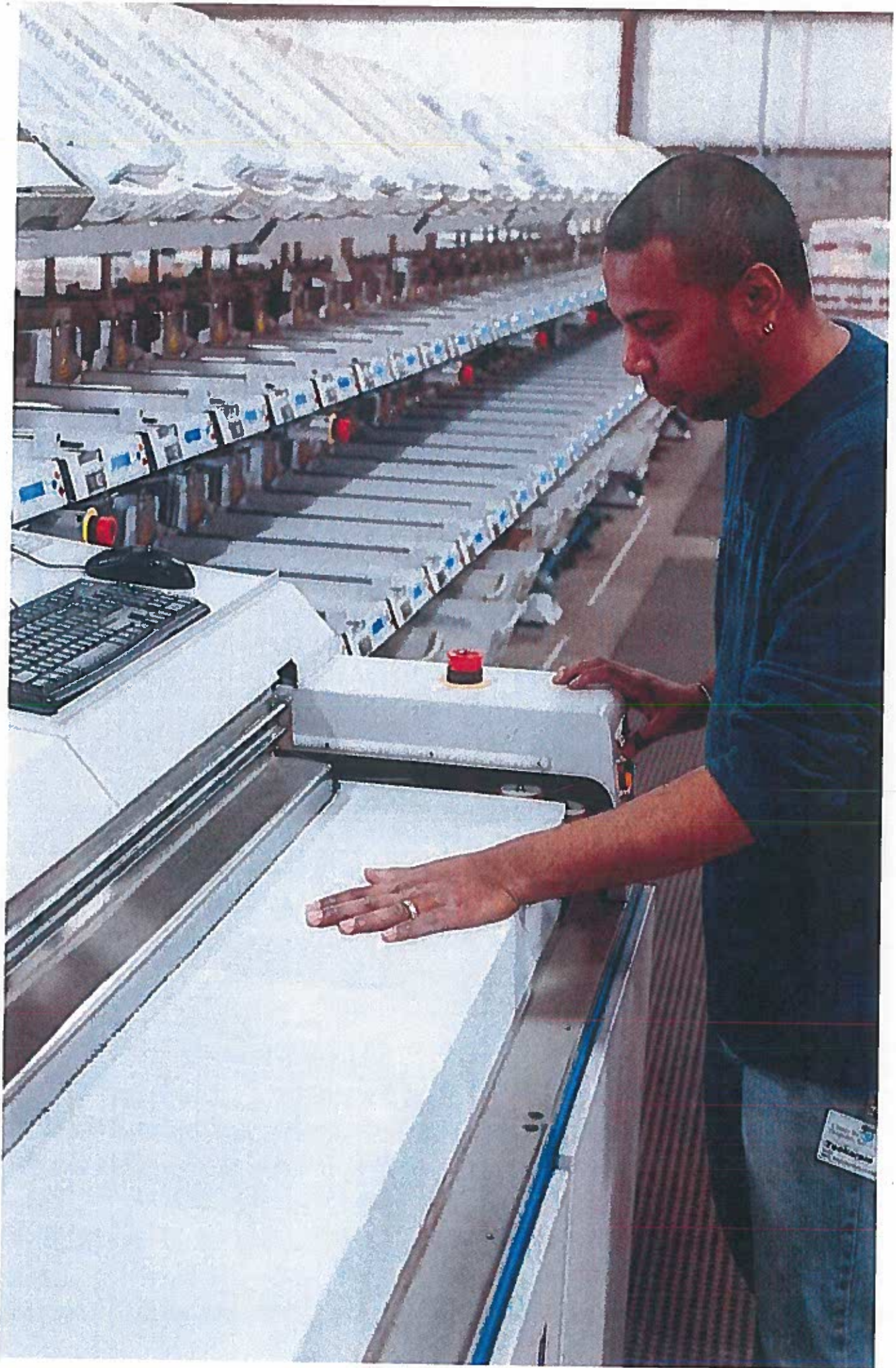
Presort mail services greatly reduce postage costs for our customers and eliminate mail meter equipment expenses. Mail pieces are processed with intelligent mail barcoding (IMB) to enhance delivery speed and accuracy. Center Commercial Services handles millions of pieces of mail annually.

- Mail Metering
- Courier Services
- Bound Printed Matter
- Flats Fulfillment
- Certified Mail Fulfillment
- Kitting of Package Materials
- International Mail
- NCOA- National Change of Address



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Transactional Printing

Center Commercial Services offers transactional printing which has content unique to each recipient. Data management and reporting ensure piece and page level accuracy.

- Statements
- Invoices
- Personalized Notices

Scanning & Data Services

Document imaging saves space, reduces storage costs and expands search options. Electronic data is easily retrieved and used.

- Secure Storage
- Document Management
- Data Scrubs
- List Cleansing
- Warehousing
- Document Destruction



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PIA
Printing Industries Alliance

Digital Printing Press



Center 
Commercial Services

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A Division of the Center for Disability Services

A New York State Preferred Source Vendor

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