



NEW HANOVER COUNTY FINANCE DEPARTMENT

November 8, 2018

TO: Michael May
South Data, Inc.
mmay@southdata.com

Jim Cote
The Master's Touch, LLC
rfpdist@themastertouch.com

FROM: Lena Edwards Butler, Purchasing Supervisor

SUBJECT: Award RFP for Bill Printing, Insertion and Mailing Services to **SouthData, Inc.**

Review and Evaluation of the proposals received in response to the RFP for Bill Printing, Insertion and Mailing Services for our County Tax Office is complete and SouthData, Inc., has been selected as the successful Proposer. Staff is confident that based on their evaluation of the company, they are capable of providing the requested services at the most economical price.

The County only received two proposals in response to our solicitation. I have attached a summary of the required services detailing the costs for your information.

I want to thank each of you for participating in this RFP process. Proposals, excluding any information marked confidential, will be available for public inspection upon award and execution of the contract.

If you have any questions or concerns, you can reach me at (910) 798-7190 or email lbutler@nhc.gov.

Cc: Allison Snell asnell@nhc.gov

Bill Printing, Insertion, Mailing Services
Price Comparison for Required Services

SouthData*

Master's Touch

Revaluation Notices	110,000	\$	0.089	\$	0.087 Black
				\$	0.092 Color
Ad Valorem Bills	130,000	\$	0.090 Single page	\$	0.111 Black
		\$	0.145 Add. Page	\$	0.117 Color
PP Discoveries	4,500	\$	0.090	\$	0.204 Black
				\$	0.208 Color
Delinquent Bills	10,000	\$	0.090	\$	0.157 Black
				\$	0.163 Color
Scanned Abstracts	15,000	\$	0.145	\$	0.005 Black
					Color
PP/RP	20,000	\$	0.090	\$	0.131 Black
				\$	0.135 Color

*SouthData does not charge extra for additional colors. Multi-color printing is included in their pricing model and they can handle any combination of colors needed by the County.