Low Vision Handheld RFP Questions and Answers – April 4, 2025

## Battery Life

The RFP notes a “full school day” requirement. Could you please clarify how you envision

the typical usage pattern (e.g., continuous vs. intermittent usage, average on-screen time

per day, etc.) in meeting this requirement?

**The hand-held magnifier must have a long battery life. Because this device will accompany students between classes and activities, often without reliable means of charging, the battery life should support periods of extended use. The internal battery should maintain charge for a full school day, allowing the use of the device throughout a school day.**

**We expect the magnifier to be used intermittently throughout an approximate 7-hour school day. While the magnifier will not need to have a 7-hour continuous use battery life, it should have around 4.5 hours of battery life per full charge. We know students may often forget to turn off the magnifier when it is not in use; therefore, it is very important to have a battery conservation feature that will turn the magnifier off after inactivity.**

## Memory and Storage

The RFP indicates a preference for 16GB of internal memory with the possibility of

expansion. Could you share more about the specific use cases driving this substantial

requirement (e.g., saving images, documents, or other data-intensive needs)?

**We expect students to save images with this magnifier and possibly transfer them to other devices. This could include taking pictures of small items such as stamps or coins and magnifying the image to better see fine detail. Students could take a picture of a math problem written on a white board to review later while doing homework. They could also possibly take a picture of a map or chart on the classroom wall to review later.**

## Magnification

We notice the stated maximum of 30x for a 5-inch device. Could you clarify the scenario or user needs behind this range of magnification.

**A wide range of magnification and screen adjustability is required to meet the needs of as many customers as possible. Users of the device will have a wide range of eye conditions and visual acuity levels, and they will rely on this device to meet diverse activities, including reading text, spot reading at a distance, and looking at fine details of objects.**

## Evaluation Criteria

Can you provide insight into the criteria that will guide your selection? Are certain factors—

such as cost, durability, or user experience—weighted more heavily than others?

**The most important criterion for this magnifier is product quality, which incorporates durability. This device should be easy to use, have excellent display quality, and be durable to meet the needs of its intended users, students. Students can be rough on devices, dropping them, tossing them into backpacks without a case, and using them with dirty hands. The magnifier should be able to be easily cleaned and durable enough to stand up to more rigorous situations. APH also intends to keep the price in the reach of as many customers as possible. This 5-inch magnifier should not compete in functionality or be in the same price range as larger hand-held magnifiers.**

## Annual Sales Volume

Do you have an approximate range for expected sales across your primary markets?

(education, consumer, and others)?

**APH is expecting to place an initial product order of 500 units, which can be delivered on a staggered schedule. After the first order, magnifier sales will drive orders. APH has not projected a sales range across potential markets; although, experience shows us the K-12 school-age students will be the largest users of the magnifier.**

## Program Duration

What is the anticipated lifespan of this program—both in terms of product availability and

ongoing support?

**APH is expecting a multi-year product life span for this hand-held magnifier. Ultimately, product sales will determine its actual life span, though we project at least 5 years of product sales with an additional 1 to 2 years of customer support after sales end.**

## Handwriting Stand

Would you consider a handwriting stand or similar writing aid to be a required accessory, or is it more of an optional enhancement for users?

**A handwriting stand would be an optional enhancement.**

## Other Questions

- Is there a form or specific format that is intended to be used for the RFP submission (i.e. PDF or other)?

**Accessible PDF or Word**

-Lead time expectation on orders?

**4-6 weeks**

-What are the most important aspects of the supplier relationship to APH (available inventory, service, product performance, specific feature)?

**Product performance is the number one priority, then customer support, and steady inventory.**

-Do we require both a hardware and software unique APH feature to ensure we can contend?

**No**

-Are there price adjustments permitted given external factors (tariffs) during contract period?

**Yes**

-How long is contract period?

**The contract will remain in effect until appropriate written notice is given by either side. We are anticipating a multi-year contract.**

-What have been the key features of portable video magnifiers most liked by APH and it’s end users?

**Simple to use interface and high-quality magnification.**

-Would screen printing of the APH logo on the device handle (or different colored bumper – whichever is preferred) plus APH logo on opening screen suffice as a unique differentiator?

**Yes**

-Is a free handle with screen printing preferred vs. a colored bumper? What color is preferred?

**This is open to discussion.**

-Does the unique feature factor into the decision or is that something negotiated after the bid is won?

**This could be determined after, but any ideas that can be implemented to meet APH specifications will help to determine if the product will work for our customers.**

-Is there a weighting to the specifications required (ex. Is a stronger protective case more important to win the bid then an accessory handle)?

**There are no weighted responses.**

-Are there any expectations on volume pricing structures or is the bid awarded on a per unit price basis?

**The bid is awarded on a per unit price, but it would be good to know if there are discounts for a certain volume.**

-Do we need a case that has a second pocket? Is this a disqualifying factor?

**No, this would be a nice to have. We often get requests for this from our customers.**