

# Cardinal County

## Request for Proposals: Solutions for Successful Transfer of Confidential Paper



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### Submission Instructions:

- Submissions are due 7 minutes after RFP Release Time. Place submissions in the box: "Solutions for Successful Transfer of Confidential Paper" box located at the front of the room.
- Respondents are asked to provide the County with one (1) prototype made from a 8 ½ x 11 inch piece of paper.
- Submissions should include your full name visibly written on the submission. Next to your name, write the total number of folds needed for your design:  
Example: John Doe (5)
- Because the goal of a successful transfer is to be able to read the confidential paper; no cuts, tears or other alterations of the paper can be made.

# Request for Proposals:

## Solutions for Successful Transfer of Confidential Paper

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Cardinal County is a beautiful, thriving county located in the heart of Arizona. For more information, please visit [www.cardinalcounty.org/boringbackgroundinfo](http://www.cardinalcounty.org/boringbackgroundinfo).

### Overview:

Cardinal County is looking for solutions that will allow management to successfully transfer confidential papers to specific individuals during large public meetings. Successful transfers are vital to the County management's ability to react in real-time to public concerns and ensure that privileged information is protected from larger audiences. Unfortunately, this process has to involve the physical movement of paper, as technological solutions are in violation of Arizona State law.

The County is looking for a solution(s) that:

- Primarily **increases the successful transfer of confidential paper**; and,
- Secondarily **decreases undesired interception and loss of confidential paper**.

### Problem Statement:

The poor performance of current methods for the in-meeting transfer of confidential paper information has led to embarrassing disclosures for the County, including disclosure of personal performance information, early release of strategic management decisions, and revelation of confidential budget numbers.

**Parameters:** The successful transfer of documents needs to occur over an average distance of 10ft with the longest transfer being 20ft. Because most public meetings involve people sitting, successful transfers typical require the paper being able to sustain a height in the air of between 5ft (height of person in a chair) and 15ft (height of ceiling).

**Past Attempts:** Different solutions have been tried in the past, including crumpling paper into a ball for throwing (paper became too hard to read), passing notes (interception rate was too high), and paper footballs (too many folds).

**Current Baseline:** Paper airplanes appear to be the best method known to the county at this time. The current model, referred to as the Cardi Fold, suffers from poor performance. Current data analysis of the last 500 attempts to deliver a message using the Cardi Fold have resulted in:

- 10% successful deliveries
- 80% interceptions:
  - 70% falling short of intended recipient
  - 30% veering off-course of intended recipient (i.e. to the left, right, or even backwards)
- 10% lost paper (i.e. no one knows where the paper went after being thrown)

### Performance Measures

The County will pay performance-based royalties on paper airplanes or solutions that perform best on the following measures:

- Successful transfers over a one-year period
- Low numbers of interceptions

### **RFP Review Criteria:**

The RFP review committee will be reviewing prototype submissions based upon the following criteria:

- **Quality of Test Throw (95 pts)**
  - Length—Ability to go at least 10ft
  - Straightness—Lack of deviation from original path
  - Height—Maintain height between 5ft and 15ft.
  
- **Costs (Number of Folds) (5 pts)**
  - More folds or preparation of the paper requires increased amount of time from management and therefore increases the costs of the design.

### **Background Research:**

Over the last month, County procurement staff conducted various forms of background research, including site visits to leading paper airplane designers, literature reviews on paper airplane design, and focus groups. Respondents should not think of the following as all of the solutions possible, but the procurement staff nonetheless found the following as promising designs: *(Additional information on these models is included in Appendix A)*

- **Arrow Model**—This plane is easy to fold and flies straight and smooth.
  
- **Classic Dart**—This plane is the classic schoolyard dart. It has short, compact wings and will fly straight as an arrow. It generally needs some up elevator along the back wing edges to fly properly.
  
- **Condor**—This plane produces tremendous lift at low speed, giving it a very low glide slope. It is an excellent indoor flier and will coast across the room on slow, smooth glides.