



SOUTH SAN ANTONIO INDEPENDENT SCHOOL DISTRICT

Agenda Item Summary

Meeting Date: September 21, 2026

Agenda Section: Consent

Agenda Item Title: Sharp Businesses Systems Restructured Proposal for Cost Savings

From: Stanley Osborne, Chief Financial Officer

Description: South San Antonio ISD and Sharp Business Systems will enter into a 60-month agreement, renewing their partnership to generate district-wide cost savings. Through a review of current resources, the district identified several underutilized copier units and scheduled them for removal, eliminating unnecessary lease and maintenance expenses.

Historical Data: n/a

Recommendation: To approve new State of Texas DIR quote that consists of an annual savings of approximately \$83,000 district wide.

Purchasing Director Victoria Cantu, Sept 8, 2026

and Approval Date:

Funding Budget Code N/A
and Amount:

Goals: 3. SSAISD will implement program initiatives and activities that reflect a commitment to preparing 100% of students for post-secondary educational or career paths.

SHARP ELECTRONICS CORPORATION

STATE OF TEXAS DIR-CPO-5417 QUOTE

Vendor Name:	SHARP Electronics Corp.; C/O SHARP Business Systems	Date:	09/01/26
Address:	100 Paragon Drive Box Q	Quote No:	SSISD0092026
City, State Zip	Montvale, NJ 07645		

Customer Name/Invoice Address:	Delivery Address:
South San Antonio ISD	South San Antonio ISD
1450 Gillette Blvd.	Various
San Antonio, TX 78224	

Contact Name	Victoria Cantu	Phone:	(210) 977-7022
		E-Mail:	Email: victoria.cantu@southsanisd.net
SHARP Business Systems, Jesse Mendez	Quoting Reseller:	SHARP Business Systems, 5627 University Heights Ste 201, San Antonio, TX 78249	
Dealer Authorized Signature	Installing Reseller:	SHARP Business Systems, 5627 University Heights Ste 201, San Antonio, TX 78249	

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Item	Description	QTY	Price/ Mo.	Cost / Month
1	BP-70M90 with MXFN34,MXRB26, ARD5143, PCMF-ADD ON w 3-YR-Support. Toner inclusive service \$0.0035 per page B&W	17		
2	MX-7081 with MX-RB12N, MX-FN34, AR-E524ZNT, PCMF-SINGLEMF-ADD-ON w 3-YR-Support. Toner inclusive service \$.004 per page B&W, \$.035 per page Color	23		
3	MX-7081 with MX-RB12N, MX-FN34, AR-E524ZNT,MX-FX15 PCMF-SINGLEMF-ADD-ON w 3-YR-Support. Toner inclusive service \$.004 per page B&W, \$.035 per page Color	2		
	Refinance Plan Service to be billed monthly. Includes Pick Up Of 28 Units, Training, Parts, Labor and Supplies SSISD's authorization to proceed with the Sharp equipment order By _____ Date _____ Victoria Cantu, MPA Director of Procurement			
State of Texas DIR-CPO-5417 60 Month Lease			Cost Per Month	\$9,109.38



Prepared For:

South San ISD-Restructured Proposal

Prepared By:

Jesse Mendez
jesse.mendez@sharpusa.com
Branch Sales Manager
08-10-2026



Restructured Agreement-South San ISD

New Rental Agreement For 42 Units

\$9,109.38 Per Month

\$1,100.00 (Average Monthly Cost For Service)

Rental Includes The Following:

Papercut and card reader (badge authenticator) for 42 units

Scan Share Essential For 1 Unit- Central Office (DOA Hallways 2nd Floor RM215)

Removal of 28 Units From Current Fleet

Current Rental Agreement:

Current Rental Monthly Payment: \$16,069.32

Average Monthly Cost For Service: \$1,100.00

Savings:

Monthly Savings: \$6,959.94

Annual Savings: \$83,519.28

Savings For The Duration of a 60 Month Rental: \$417,596.40