



Meeting Date: June 25, 2026

Submitted By: Dr. Lacey Gosch
Title: Interim Deputy Superintendent

Agenda Item: Consider and take action regarding approving lease of the copier/printer hardware with usage tracking software.

CONSENT ITEM

RECOMMENDATION:

To approve the lease of Copier/Printer Hardware with Usage Tracking Software.

IMPACT/RATIONALE:

The procurement of Copier/Printer Hardware with integrated Usage Tracking Software through DIR-listed vendors provides Judson ISD with a comprehensive, scalable, and cost-managed solution to modernize its district-wide print environment. The District currently manages a large fleet of copiers and printers across all campuses and departments, requiring a standardized approach to equipment lifecycle, cost control, and operational efficiency.

This procurement is for a Managed Print Services (MPS) model, combining hardware, software, service, and consumables into a unified solution. Vendors participating in this evaluation, that are compliant cooperative purchasing options, include:

- HP Inc. (DIR-CPO-5850)
- Ricoh USA, Inc. (DIR-CPO-5413)
- Konica Minolta Business Solutions (DIR-CPO-5424)
- Sharp Electronics Corporation (DIR-CPO-5417) Toshiba
- America Business Solutions (DIR-CPO-5427)

Each vendor proposal included varying approaches, ranging from full fleet replacement to partial refresh strategies, along with differing pricing models such as fixed lease structures and cost-per-click (CPC) agreements.

The copier and printer hardware component provides modern multifunction devices designed to support high-volume educational environments. Proposed devices include advanced capabilities such as secure badge authentication, mobile printing, high-speed output, and integrated finishing options. Lease structures ranging from 36 to 60 months allow



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the District to align expenses with budget cycles while ensuring predictable costs and planned technology refresh timelines.

The inclusion of usage tracking software, primarily through platforms such as PaperCut MF or equivalent solutions, introduces centralized management of printing activity across the District. These capabilities ensure efficient use of resources while supporting administrative oversight of printing activity.

Vendor service agreements further strengthen the solution through comprehensive support models that include toner, parts, labor, preventative maintenance, and remote monitoring. Service Level Agreements (SLAs) provide defined response times and uptime expectations, ensuring minimal disruption to instructional and administrative operations.

Copier/Printer Hardware – Monthly Cost Comparison

Vendor	Lease Term	Estimated Hardware Cost	Monthly	Notes
HP	36 Months	\$30,926.56		Full fleet replacement
	60 Months	\$19,580.18		Full fleet replacement
Ricoh	36 Months	\$26,452		Full fleet replacement
	60 Months	\$17,200		Full fleet replacement
Sharp	36 Months	\$23,369.45		Full fleet replacement
	60 Months	\$15,139.78		Full fleet replacement
Toshiba	60 Months	\$10,929		Partial fleet refresh (retains existing devices)
Konica Minolta	36 Months	\$36,218		Full fleet replacement
	60 Months	\$25,019.52		Full fleet replacement

Usage Tracking Software & Per-Click Cost Comparison

Vendor	Platform	B&W Cost per Click	Color Cost per Click	Notes
HP	PaperCut MF	\$0.0066– \$0.0491	\$0.0239– \$0.2169	Device-dependent rates
Ricoh	PaperCut MF	~\$0.006	~\$0.039	Fixed pricing model
Sharp	PaperCut MF	~\$0.0035– \$0.012	~\$0.0045 – \$0.08	Tiered CPC structure



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Vendor	Platform	B&W Cost per Click	Color Cost per Click	Notes
Toshiba	PaperCut MF	~\$0.00345	~\$0.035	Maintains current rate structure
Konica Minolta	PaperCut MF	~\$0.0047	~\$0.034	Competitive flat rate

Evaluation Summary and Best Value Determination

The District conducted a comprehensive evaluation of all proposals based on key factors including:

- Total cost of ownership (hardware + software + usage)
- Equipment standardization and lifecycle management
- Software integration and reporting capabilities
- Service levels, response times, and vendor support
- Scalability and long-term sustainability

While some vendors presented lower initial or monthly costs, the District prioritizes best overall value, which includes not only financial considerations but also long-term operational sustainability, device standardization, reliability of service, and the ability to support evolving instructional and administrative needs.

Expenditures will be made from local funds and shall not exceed \$ 485,000.00 annually for Copier/Printer Hardware with integrated Usage Tracking Software.

BOARD ACTION REQUESTED:
Approval/Disapproval