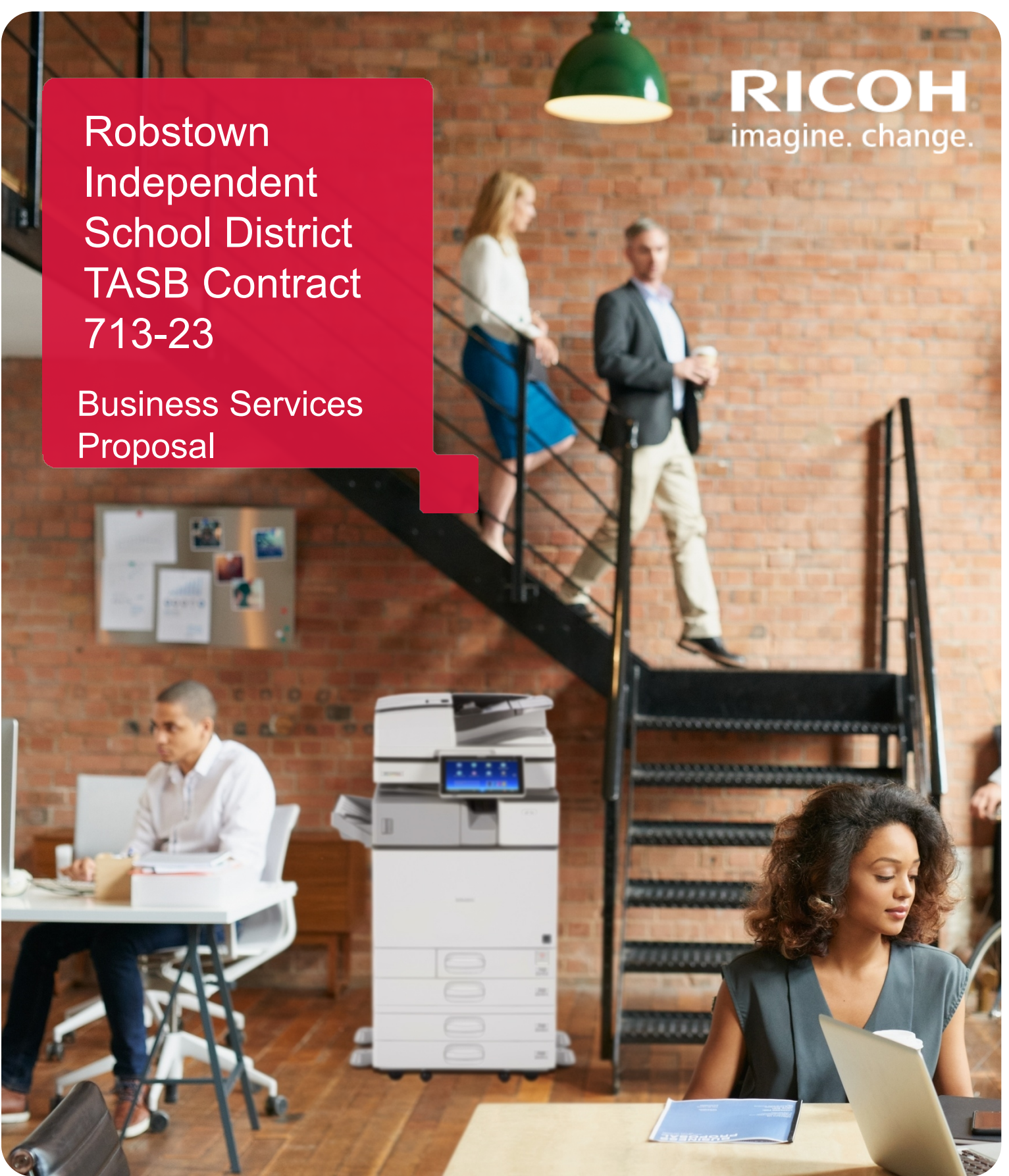


RICOH
imagine. change.

Robstown
Independent
School District
TASB Contract
713-23

Business Services
Proposal



PREPARED BY:

Martha Rosen

361-688-6373

Martha.rosen@ricoh-usa.com

October 12, 2023

Cover Letter

Dear Eva Cisneros,

On behalf of your Ricoh team, thank you for meeting with us to discuss your districts challenges and how we can deliver the solutions that will help propel Robstown ISD forward and position you for success. Based on our conversations, I have prepared a proposal that will assist you in achieving your goals.

We have used the TASB Buyboard Contract # 713-23 for pricing for the systems and solutions in the quote.

Ricoh has expanded their portfolio to provide schools with custom solutions to meet the needs of 2023 and forward. Robstown ISD needs are consistent with many districts throughout the nation. Ricoh partners with many companies to provide “ Best Practice” solutions that are tested and proven to meet the printing, tracking and technology needs that are facing us today.

An excellent example of this is Beeville ISD. There situation was exactly like Robstown ISD. The good news is your contacts at Beeville can give you a firsthand report on the install and performance of Ricoh.

In addition, our extensive experience in school districts gives us in-depth knowledge to understand your challenges — and how our services can help overcome them.

“Fleet upgrades are an excellent time to install technology solutions at the same time”

We appreciate your time and look forward to helping your organization work smarter.

Sincerely,

Martha Rosen
Ricoh Account Manager
361-688-6373
Martha.rosen@ricoh-usa.com



About Ricoh

For over 80 years, Ricoh has transformed the way people work with breakthrough technologies that help businesses innovate and grow. Our focus has always been to envision what the future will look like so that we can help prepare you for success.

Today, that means improving workplaces using innovative technologies & services enabling individuals to work smarter.

Learn more:
ricoh-usa.com/about-us



Video: Ricoh is empowering digital workplaces

“Ricoh’s team is always there when we need them. And they understand and respect what we do, so they work diligently to resolve issues quickly.”

**Texas based
School District**

Executive Summary

Current State

- Aging Fleet – Leases are up and month to month status
- Ricoh Rebates are available thru December 2023
- Account Representative turnover
- Manufacturer or Dealer Confusion
- Faxing Technology upgraded needed on 6 Analog lines
- Tracking & Reporting Prints needed
- Current AMV is 395k Blk and 20k Clr

Goals

- Replace 21 units that are at lease end.
- Utilize Rebates to Cover cost to Return Existing Equipment
- Provide out standing technical and sales support
- Provide Account Representative with 30 years experience
- Ricoh is a manufacturer - Stable future
- Present Faxing alternative using existing infrastructure
- Present tracking solution Papercut

Investment for Robstown ISD

Robstown ISD Proposal

Recommended Monthly Lease Term Options

60 months lease- \$3,009.52
36 month lease - \$4,381.00

Lease on 21 Ricoh MFP Units
(see attached for Models)
XM Fax included

Monthly Service – ONLY PAY FOR WHAT YOU USE!

Covers all parts, labor, toner , and refill staples
\$0.004 Blk. \$0.032 Color

Itemized bill
Installation
Operator training (5 hours)
Cost per Copy Locked in for 5 years
XM Faxing and Installation
Docuware Proof of Concept

RICOH REBATE
\$14,995.00

Payment is approximately 4 weeks after delivery

4 Ricoh MP 7000
3 Ricoh IMC 4510
11 Ricoh IMC 3010
2 Ricoh IMC 2510
1 Ricoh IMC 6500

21 Units
Configuration sheets attached.
Location Spreadsheet

Ricoh Equipment Recommended (See Configuration Sheets Attached)

LOCATION	EQUIPMENT (21)
Administration	Ricoh IMC 4510
Superintendent, HR	Ricoh IMC 4510
Maintenance ?	Ricoh IMC 2500
Federal Programs	Ricoh IMC 4510
Speical Education	Ricoh IMC 3010
Lotspiech Office	Ricoh IMC 3010
Lotspiech Workroom	Ricoh IM 7000
Driscoll Elementary Office	Ricoh IMC 3010
Driscoll Elementary Workroom	Ricoh IM 7000
San Pedro	Ricoh IMC 3010
Seale Junior High Counselor	Ricoh IMC 3010
Seale Junior High Band	Ricoh IMC 3010
Seale Junior High Workroom	Ricoh IM 7000
High School Registrar	Ricoh IMC 3010
High School Counselor	Ricoh IMC 3010
High School Athletics	Ricoh IMC 3010
High School Career Technology	Ricoh IMC 3010
High School Band	Ricoh IMC 3010
High School Workroom	Ricoh IM 7000
Food Service	Ricoh IMC 2510
Print Shop	Ricoh IMC 6500

Benefit of “ Pay For What You Use”

This is a new Service Contract offering that many districts are using for future contracts.

Covers all Parts, Labor , Toner and Refill Staples.

1. Takes away the mystery of trying to predict what you will be printing 5 years in the future.
2. Allows for summertime reduction of prints so you only pay for what you use
3. Printing volumes are decreasing every year in School Districts
4. Billing back campus becomes easier due to monthly reporting of meters and usage of each unit.
5. Meters are reporting automatically with @remote tool.
6. Website offers easy toner ordering and service request. No shipping fees on toner if ordered via Website.



FCC Forbearance Order 19-72A1 Regarding Analog POTS Lines



The Sunset of Copper POTS (“Plain Old Telephone Service”) Lines

FCC order 19-72A1 (issued August 2, 2019) has officially granted telecommunications carriers permission to abandon outdated, degrading copper POTS lines.

Per the order, carriers are not only released from maintaining this critical part of the communications infrastructure - they also are no longer required to make this important element of telecommunications service available to consumers.

Impact of the Order

The change has already begun. As a result of the Order, carriers are increasing pricing for existing POTS lines by 75% - 150% in a concerted effort to force customer migration off of the outdated, and literally, crumbling, POTS line infrastructure.

Some customers are receiving communication from their carriers informing them that their current POTS line services will no longer be available after “X” date.

In any case, the FCC Order mandates that customers and resellers of POTS line services, must transition to an alternative service on or before August 2, 2022.

Benefits/Challenges to Ricoh's Customers



POTS

Analog

VS.

Digital

XM Fax
Cloud



Customer Challenges

- ❑ \$30 or higher per month analog phone line cost per MFP / Fax Machine
- ❑ Informed customers are looking at alternative methods, which may not be a good long term solution: SIP (connection to VoIP), CISCO ATA (Analog to digital converter)
- ❑ FCC gave permission to start sunsetting POTS lines in 2017
- ❑ FCC has granted a forbearance request obligation from companies supplying copper POTS lines starting... August 2022.

Information: Telecom companies are decommissioning their copper wire-based networks. "Networks are aging, parts are unavailable, and technicians are retiring. If your organization uses copper-based services, make a plan to eliminate them quickly ...With currently 40 million plain old telephone services (POTS) lines in the U.S., this cash cow of the telecom industry has become much more expensive for carriers to maintain and support." (Consultant Perspectives by Denise Munro, December, 2021).

Customer Benefits

- ❑ Uptime - capability to send and receive fax when MFP / Fax Machine is down
- ❑ Remote Worker: Fax from mobile devices, laptop & PC
- ❑ Can recover send & received fax for 90 days (default)
- ❑ Better reporting and auditing capabilities to meet compliance needs
- ❑ Secure, centralized management with minimal overhead



Why schools manage their printing with PaperCut

60 Month lease for 21 units - \$389.63

- Track and control walk-up / off-the-glass photocopying using hardware or software solutions.
- 100% web-based administration allowing admin control from anywhere on the network.
- Cross-platform support for both servers and clients. Available for Windows, Mac, Novell and Linux.
- Vendor neutral - no hardware vendor or operating system lock-in.
- Differential copy/print charging allowing costs to be defined per copier or printer.
- Varied prices for colour, duplex and large format printing.
- Print release and secure printing for pay-per-print usage in public libraries or internet cafes.
- Advanced reporting in PDF, HTML and Excel that can all be automated.

Maximizing Customer Experience with Ricoh

One of the industry's largest services networks of **over 12,000 field based employees**

State-of-the-art automated cloud dispatch program brings together the right technician with the right parts and keeps you apprised of status

Support personnel who possess the **professional certifications** to work effectively in your environment and resolve issues quickly

Ricoh's Technology Support Services Center provides **24/7 customer support** for hardware devices as well as application software that's part of your solution

- Onsite service
- Self-help global knowledgebase
- Customer help desk
- Dispatch via web

MyRicoch online customer service portal that allows you to submit and manage service requests, submit meter reads, order supplies and even chat live with our support team



Welcome to MyRicoch



Browse products, place & track orders online



Receive personalized alerts for tasks that require attention



Submit meter reads for your Ricoh devices



Submit service requests for your devices



Our Technology Services team has received the **NorthFace ScoreBoard Award (SM)** for customer satisfaction. This award recognizes organizations who not only offer exemplary service to their customers, but who also center their existence on a deep commitment to exceeding customer expectations and is solely based on the **Voice Of the Customer** satisfaction ratings for our Technology Services function.

Grow your Business with Ricoh

Uphold your competitive edge by leveraging our industry expertise and intellectual property to help you unravel your business challenges through people, processes and technology. With over 80+ years of innovation, our focus has always been to help prepare you for success. The key to helping you succeed in the midst of this ongoing change is our digital workplace solutions.



Managed Print



Enterprise Content Management & Workflow



Business Process Outsourcing



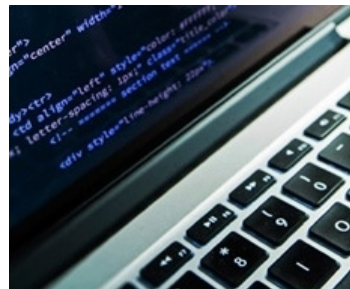
Workplace Productivity



Enterprise Support



Customer Communications Management & Mail









Information Governance & Cyber Security



Cloud & IT

Our recognition that sets us apart

-  2018 **World's 50 Most Innovative Companies** from USA Today
-  Awarded **Highest Gold Rating in EcoVadis Global Supplier Survey** 4 times in a row
-  Named a **Leader in Gartner Magic Quadrant** for Managed Print & Content Services worldwide 6 years in a row.
-  2018 **Energy Star Partner of Year**
-  2017 **Global Leader in Print and Document Security** from IDC MarketScape
-  2017 **Excellence in Partnership Best Veteran Hiring Award** from Coalition for Government Procurement

Ricoh Customers

Aransas County ISD

Beeville ISD

Gregory Portland ISD

Aransas Pass ISD

Sinton ISD

Ricardo ISD

Skidmore Tynan ISD

Port Aransas ISD

Coastal Bend College

RICOH
imagine. change.

Ricoh USA, Inc. 70 Valley Stream Parkway, Malvern PA 19355 | 1-800-63-RICOH

©2019 Ricoh USA, Inc. All rights reserved. Ricoh® and the Ricoh logo are registered trademarks of Ricoh Company, Ltd. All other trademarks are the property of their respective owners. The content of this document, and the appearance, features and specifications of Ricoh products and services are subject to change from time to time without notice. Products are shown with optional features. While care has been taken to ensure the accuracy of this information, Ricoh makes no representation or warranties about the accuracy, completeness or adequacy of the information contained herein, and shall not be liable for any errors or omissions in these materials. Actual results will vary depending upon use of the products and services, and the conditions and factors affecting performance. The only warranties for Ricoh products and services are as set forth in the express warranty statements accompanying them.



Ricoh USA, Inc. 70 Valley Stream Parkway, Malvern PA 19355 | 1-800-63-RICOH

©2019 Ricoh USA, Inc. All rights reserved. Ricoh® and the Ricoh logo are registered trademarks of Ricoh Company, Ltd. All other trademarks are the property of their respective owners. The content of this document, and the appearance, features and specifications of Ricoh products and services are subject to change from time to time without notice. Products are shown with optional features. While care has been taken to ensure the accuracy of this information, Ricoh makes no representation or warranties about the accuracy, completeness or adequacy of the information contained herein, and shall not be liable for any errors or omissions in these materials. Actual results will vary depending upon use of the products and services, and the conditions and factors affecting performance. The only warranties for Ricoh products and services are as set forth in the express warranty statements accompanying them.



Ricoh USA, Inc. 70 Valley Stream Parkway, Malvern PA 19355 | 1-800-63-RICOH

©2019 Ricoh USA, Inc. All rights reserved. Ricoh® and the Ricoh logo are registered trademarks of Ricoh Company, Ltd. All other trademarks are the property of their respective owners. The content of this document, and the appearance, features and specifications of Ricoh products and services are subject to change from time to time without notice. Products are shown with optional features. While care has been taken to ensure the accuracy of this information, Ricoh makes no representation or warranties about the accuracy, completeness or adequacy of the information contained herein, and shall not be liable for any errors or omissions in these materials. Actual results will vary depending upon use of the products and services, and the conditions and factors affecting performance. The only warranties for Ricoh products and services are as set forth in the express warranty statements accompanying them.