



San Elizario ISD

Date: 03/18/2026

Maria Ochoa
915-533-6901
maria@cotelpaso.com



About Complete Office Technologies Inc,

The company was built on the idea that customer service, upon delivery of new equipment, is paramount to the success of our relationship. Delivering a copier and then connecting it to the network is just the beginning. We believe that continued **training** is a critical part of our business function.

Our team continuously strives to integrate our values in our day-to-day business interactions. As a growing women-owned locally business in El Paso, we realize that our support of each customer is critical to our reputation and future success.

However, we find it important to elaborate why a business relationship between San Elizario ISD and Complete Office Technologies is a great fit. Our team, being members of communities such as Clint, Fabens, and Socorro, understand that our clients value and rely on our team's communication, professionalism, dependability, and reliability of the products we offer.

Maria Ochoa, Owner, and Business Leader of Complete Office Technologies gained extensive knowledge through her 27+ years within this industry. Her experience includes working for a local dealership, as well as a manufacturer managing the public sector accounts such as all El Paso ISD's, City, County, Ft Bliss. This combination allowed Maria a unique perspective in providing customer service.

Maria surrounded herself with a technical support team that's been in the industry since the equipment was analog stand-alone copiers to now digital multifunction machines. These qualified technicians constantly are being trained and certified by the manufacture, for every product we offer making sure they stay up to date with all firmware updates, knowledge of equipment we offer being crossed trained to be able to provide our clients best customer service.

Technicians assigned to San Elizario, Roberto Estrada graduate of Socorro started working on copiers in 1983 he is trained from single functions to production multifunction devices, as well as other products we offer. Armando Hernandez graduated of Fabens started in the industry 2001 also trained to work on all devices, software solutions, and IT support.

We chose to become an authorized dealer and represent Sharp Electronics products. Why? Sharp was founded in 1912 is a Global technology leader with global resources financially stable with the financial backing of Foxconn. Sharp has received prestigious awards for product line of the year, recognized by Source well Legendary Award and most recently 2022 best manufacturer, many other awards. Sharp's support to its dealers is outstanding with them always working side by side to assist in every account no matter the size the account. Having the support of our manufacturers is key for our success.

Our Proposal

Option 1: This option is same configuration as you currently have Sharp Advance Series devices and Duplo duplicators. The pricing consists of the following equipment.

1. 33 Sharp BP-71M 55 Page Per Minute Mono Workgroup Document System
 - A. 24 BP-71M55 with 2 550 sheet drawers-stand and inner finisher-stapling unit
 - B. 9 BP-71M55 with 2 550 sheet drawers-stand and inner finisher-stapling/whole punch
2. 2 Sharp BP-71C55 55 Page Per Minute Color Workgroup Document System
 - C. 2 BP-71C55 with 2 550 sheet drawers-stand, inner finisher-w hole punch
3. 1 Sharp BP-B540WR 40 Page Per Minute Mono Desktop Document System
 - D. BP-B540WR with 600 sheet drawers, stand and inner finisher-stapling.
4. 3 Duplo DP-A120 II 130 Page Per Minute duplicator with stand

PRICING SUMMARY

36 Mo Lease	48 Mo Lease	Color CPC Charge	Mono Charge
\$ 8492.00	\$7614.41	\$.045 each	\$ 0.00

Option 2: This is Complete Office Technologies, Inc, recommendation based on the usage of the equipment and accessories.

1. 33 Sharp BP-71M55 55 PPM Mono with 2 550 sheet drawers-stand
2. 1 Sharp BP-71C55 55 PPM Color with 2 550 drawers-stand, stapling -hole punch (Superintendent)
3. 1 Sharp BP-71C65 65 PPM Color with 2 550 sheet drawers-stand (Print Shop)
4. 1 Sharp BP-70M75 75 PPM Mono with 2 550 drawers, 2100 tandem drawers and stapling (Garcia parent center)
5. 1 Sharp BP-71M55 55 PPM Mono full-size with 2 550 sheet drawers-stand (reception area)

ALTERNATIVE PRICING SUMMARY

36 Mo Lease	48 Mo Lease	Color CPC Charge	Mono Charge
\$ 8156.93	\$ 7351.67	\$.045 each	\$ 0.00

Stapling unit	36 Mo Lease	48 Mo Lease	
BPFN18	\$ 15.53	\$ 12.18	

NOTE: Superintendent and Garcia parent center are the only devices that include stapling unit. All other devices are not included please see stapling unit pricing if you would like to include it.