

Livonia Public Schools

Business Services Proposal

RICOH
imagine. change.



PREPARED BY:
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Cover Letter

Dear Tim,

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

Ricoh has transformed the way people live and work with breakthrough technologies and services. Our solutions help you to remove obstacles to sustained growth by optimizing the flow of information and automating antiquated processes to increase productivity.

In addition, our extensive experience in a wide range of industries gives us in-depth knowledge of your unique challenges — and how our services can help overcome them.

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

Sincerely,

Kelly Evans
Account Manager
(248) 320-7244
Kelly.m.evans@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.”

**Oregon based
Non-profit Organization**

Executive Summary

Current State

Ricoh’s analysis of your current situation revealed:

- 22 of your current Ricoh devices have over 2 million copies.
- Due to the volume on these 22 devices, we are seeing an increase in service calls.

Goals

- Start to refresh fleet in phases
- Phase 1 will include upgrading 22 devices with over 2 million copies.
- Ricoh will recommend devices that can be moved around to prolong the life of remaining machines.

Proposed Solutions

- Our proposed solution will address the current devices that are nearing life end and bring together our consulting expertise to offer the combination of new devices and moving existing devices with lower volumes to give you increased longevity in the devices.
- There are 11 MP 6503’s that will be upgraded to the newer model IM 7000. The IM 7000 will be configured the same as the MP 6503’s to provide a seamless transition for staff.
- There are 2 MP 7503’s that will be upgraded to the newer model IM 8000. The IM 8000 will be configured the same as the MP 7503’s to provide a seamless transition for staff.
- There are 8 MP C6503’s that will be upgraded to the newer model IM C3500. The IM C6500’s will be configured the same as the existing MP C6503’s to provide a seamless transition for staff.
- We recommend upgrading 1 Pro8210 to the newer model Pro 8310. Volumes are nearing maximum on the existing device.
- The pricing contract that will be used is the ST-OF-MI-MIDEAL 171-18000000366.

Devices to be replaced

In	Instance Id	Config Serial / Serial #	Serial Number	Model	Install Date	Sales Order #	Address	Site Reference	City	State	Postal Code
	47539854	C84191272	C446CA00002	PRO8210S	3/10/17	62646303	15125 FARMINGTON RD	Wouldn t be in till Friday 8 00 You can call my cell 313-268-7327	LIVONIA	MI	48154
	47677044	C84192136	G656L900432	MP6503SP	3/20/17	62628043	14041 STARK RD	LMC WORK ROOM	LIVONIA	MI	48154
	47679964	C84192147	C066C900384	MPC6503	3/23/17	62628042	16200 NEWBURGH RD	MAIN OFFICE	LIVONIA	MI	48154
	47692172	C84192141	G656LB00300	MP6503SP	3/23/17	62628043	16200 NEWBURGH RD	STAFF WKRM 1	LIVONIA	MI	48154
	47692401	C84192139	G656L900416	MP6503SP	3/23/17	62628043	16200 NEWBURGH RD	STAFF WKRM 2	LIVONIA	MI	48154
	47750776	C84192199	G666LC00445	MP7503SP	3/20/17	62628044	14041 STARK RD	LMC- staff workroom	LIVONIA	MI	48154
	47949679	C84194662	C066C900223	MPC6503	3/22/17	62628042	8400 N HIX RD	main office	WESTLAND	MI	48185
	48007727	C84195062	C066C800233	MPC6503	3/27/17	62628042	28550 ANN ARBOR TRL	OFFICE WORK AREA	WESTLAND	MI	48185
	48014858	C84195063	C066C800216	MPC6503	3/28/17	62628045	16400 HUBBARD ST	Color Copier AV Room	LIVONIA	MI	48154
	48021338	C84195086	G666LB00567	MP7503SP	3/24/17	62628044	29100 W CHICAGO ST	Counseling Workroom by Bulletin Board	LIVONIA	MI	48150
	48055026	C84195341	C066CB00133	MPC6503	3/28/17	62628045	14470 NORMAN ST	MAIN OFFICE	LIVONIA	MI	48154
	48055374	C84195331	G656LC00568	MP6503SP	3/28/17	62628044	15555 HENRY RUFF ST	Room 315	LIVONIA	MI	48154
	48059380	C84195570	G656LC00208	MP6503SP	3/29/17	62628041	8900 NEWBURGH RD	LMC 1 20	LIVONIA	MI	48150
	48059693	C84195532	C066CB00154	MPC6503	3/29/17	62628045	28030 CATHEDRAL ST		LIVONIA	MI	48150
	48071789	C84195534	C066CB00217	MPC6503	3/28/17	62628045	15900 LEVAN RD	Main Office Workroom	LIVONIA	MI	48154
	48075338	C84195764	C066C900153	MPC6503	3/30/17	62628045	9300 HUBBARD ST	OFFICE	LIVONIA	MI	48150
	48123247	C84196272	G656LC00461	MP6503SP	3/31/17	62628043	33500 6 MILE RD	LMC Workroom	LIVONIA	MI	48152
	48123800	C84196270	G656LC00387	MP6503SP	3/31/17	62628041	31000 JOY RD	Room 303	LIVONIA	MI	48150
	48128926	C84196273	G656LC00140	MP6503SP	3/31/17	62628043	33500 6 MILE RD	LMC Workroom	LIVONIA	MI	48152
	48130027	C84196279	G656LC00464	MP6503SP	3/31/17	62628043	31000 JOY RD	Room 414	LIVONIA	MI	48150
	48133778	C84196278	G656LC00365	MP6503SP	3/31/17	62628043	31000 JOY RD	attendance office	LIVONIA	MI	48150
	48137287	C84196276	G656LC00456	MP6503SP	3/31/17	62628043	33500 6 MILE RD	Business Office Copier	LIVONIA	MI	48152

Eid 13939367

Yellow - MP6503SP
 Orange - MP7503SP
 Green - MP C6502
 Blue - Pro 8210

Financial Summary

ST OF MI – MIDEAL 171-18000000366 Contract

<u>Device</u>	<u>Quantity</u>	<u>Device Cost</u>	<u>Total</u>		
<u>RICOH IM 7000 BRANDING SET</u>	11	\$ 7,829.00	\$ 86,119.00		
FINISHER SR4150					
XG-PCS 120/20D RIC AMP SURGE PROTECTOR					
TS NETWORK & SCAN CONNECT - SEG 5					
<u>RICOH IM 8000 BRANDING SET</u>	2	\$ 9,575.00	\$ 19,150.00		
FINISHER SR4150					
XG-PCS 120/20D RIC AMP SURGE PROTECTOR					
TS NETWORK & SCAN CONNECT - SEG 5					
<u>RICOH IM C6500 BRANDING SET</u>	8	\$ 10,593.00	\$ 84,744.00		
FINISHER SR4150					
XG-PCS 120/20D RIC AMP SURGE PROTECTOR					
TS NETWORK & SCAN - SEG BC4					
<u>RICOH PRO 8310S BRANDING SET</u>	1	\$ 55,674.00	\$ 55,674.00		
VACUUM FEED LCIT RT5120					
COVER INTERPOSER TRAY CI5040					
BOOKLET FINISHER SR5120					
PUNCHUNITPU5030NA					
TRIMMERUNITTR5050					
GBC STREAMPUNCH ULTRA					
GBC STREAMPUNCH ULTRA DIE C4 COIL 43-47H ROUND					
XG-PCS20820D RIC AMP SURGE PROTECTOR					
PRINTERCONTROLLEREB-35					
ESP XG-PCS-15D					
NFC CARD READER TYPE S6					
TCRU/ORU TYPE S11 (SET A)					
TCRU TYPE S11 (SET B)					
Total Device Cost			\$ 245,687.00		
Intallation and training			\$ 15,527.20		
Grand Total			<u>\$ 261,214.20</u>		
SLNX Transfer			<u>\$2,550.00</u>		
Project total			<u>\$ 263,764.20</u>		
Trade ins			\$15,100		

Monthly Maintenance Summary

		<u>Current Maintenance</u>		
B/W AMV	B/W CPC	Color AMV	Color CPC	Total Monthly Maintenance
1,155,854	0.003	147,308	0.045	\$10,096.42
		<u>Proposed Maintenance</u>		
B/W AMV	B/W CPC	Color AMV	Color CPC	
1,155,854	0.0033	147,308	0.045	\$10,443.18
Difference				\$346.76

Devices to be moved

<u>Location</u>	<u>Model</u>	<u>Serial #</u>	<u>Swap with</u>	
14470 Norman St.	MP 6503	C84195332	C84195333	
15555 Henry Ruff St.	MP6503	C84195331	C84195786	
28550 Ann Arbor Trl	MP6503	C84195074	C84195076	
30500 Curtis Rd	MP6503	C84195744	C84195561	
31000 Joy Rd	MP6503	C84196267	C84199854	
8900 Newburgh Rd	MP6503	C84195569	C84195567	