

Toshiba Refresh Proposal





Local Toshiba Account Management Team

John Schneider – Director of Professional Services &

Solutions – Solutions Architect

- Toshiba Advanced Solutions Specialist
- 30+ Years in Document Management Industry
- Certified in various advanced solutions
- *Enterprise Content Management*
- *Managed Print as a Services*
- *E-Fax Solutions*
- *Secure Document Exchange*
- *Advanced Capture*
- *Local Sacramento County Resident*

Van Real – Vice President / General Manager – Northern

California – Local Market Leadership

- Local Decision-Making Authority
- 24 Years in Document Management Industry
- Business Process Expertise
- *Production Workflow*
- *Lifecycle Management*
- *Labor Workflow Analysis*
- *Electronic Content Management*
- *Creative Solutions Collaborator*
- *Financial Strategies*



Leveraging Existing Membership





OMNIA Partners & Toshiba

PUBLIC SECTOR | K-12, HIGHER EDUCATION, STATE & LOCAL GOVERNMENT | NONPROFIT

OMNIA Partners, Public Sector is the nation's largest and most experienced cooperative purchasing organization dedicated to public sector procurement. Our immense purchasing power and world-class suppliers have produced a comprehensive portfolio of cooperative contracts and partnerships, making OMNIA Partners the most valued and trusted resource for organizations nationwide. Through the economies of scale created by OMNIA Partners, our participants now have access to an extensive portfolio of competitively solicited and publicly awarded agreements. The lead agency contracting process continues to be the foundation on which we are founded.

BENEFITS

- No cost to participate
- No minimum purchase requirements
- Competitively bid discount pricing no formal bid required
- Award-winning Toshiba products and services
- Local support from qualified dealers

CONTRACT DETAILS

Toshiba was awarded a national cooperative contract by Region 4 Education Service Center. Through Contract #R191103, public municipalities and academic institutions nationwide may now purchase Toshiba's award-winning Managed Print Services and save on all business solutions needs.

WHO CAN PARTICIPATE?

- City/Local Government
- County Government
- State Government
- Nonprofits
- Public, Private, Secondary, Higher Education
- Institutions and Systems Special Districts

business.toshiba.com
<https://www.omniapartners.com/suppliers/toshiba/public-sector>

- ✓ Mendocino County already a member
- ✓ Mendocino County previously utilized on last technology refresh
- ✓ Mendocino County Aggressively priced below the contract pricing
- ✓ Aligns to Mendocino County's preferred lease type (Lease Purchase)
- ✓ Flexibility in T's and C's
- ✓ One of the Largest and most widely recognized Cooperative Contracts
- ✓ New contract offers expanded solutions
 - ✓ MFP's, MPS, Solutions, Digital Signage, etc.



Contract Comparison

- Proposal would be to lease new machines for a three-year period, at which time the machines could then be traded in for a cash rebate.
 - The cash rebate proposed for current inventory is \$33,650.
- The County has made significant strides to reduce printing, which can be seen in the reduction of mono images per year.
 - Roughly 2.5M fewer mono images per year.
- The information below represents the entire County and is not broken out by General Fund vs. Non-General Fund.

Type	Current Inventory Count	Proposed Inventory Count
Mono	56	43
Color	<u>58</u>	<u>53</u>
Total	114	96
Annual Lease Costs	\$261,312	\$219,432

Type	Current Annual Count of Images	Current Rate Per Image	Current Annual Maintenance Costs
Mono	6,540,000	\$.0066	\$43,164
Color	1,409,556	\$.0374	\$52,717
Total			\$95,881

Type	Proposed Annual Count of Images	Proposed Rate Per Image	Proposed Annual Maintenance Costs
Mono	4,000,000	\$.00638	\$25,520
Color	1,404,000	\$.03558	\$49,954
Total			\$75,474

Questions

