



**Example #2
Copier and Printer Bid
July, 2018**

Client Profile:

- Medical Practice with five (5) office locations in Florida
- Seventeen (17) copiers

Situation

- We were retained to perform a Copier Cost Savings Audit, and eventually manage the Bid Process to replace their Seventeen (17) copiers.
- Monthly copier expenses prior to the audit = \$1,772

Summary

- We helped them replace all 17 copiers with brand new equipment
- We helped them reduce their monthly payment from \$1776 / month to \$805 / month.
 - Savings = \$970 / month
 - Savings = \$48,541 during the new lease term
- The Client didn't have to deal with Copier Salespeople until the very end

Copier Proposals -- Quick Analysis						
Company	New Copier Capital Costs	Estimated Monthly Lease	Estimated Monthly Service	Estimated Copiers Monthly	Potential Savings Monthly	Technology Refresh
Konica Minolta/HP	\$28,259.00	\$565.18	\$240.00	\$805.18	\$970.82	\$48,541.00
Canon / HP	\$32,717.00	\$654.34	\$240.00	\$894.34	\$881.66	\$44,083.00
Ricoh	\$34,266.00	\$685.32	\$360.00	\$1,045.32	\$730.68	\$36,534.00
Toshiba - Lexmark	\$36,985.00	\$739.70	\$280.00	\$1,019.70	\$756.30	\$37,815.00
Kyocera	\$58,580.00	\$1,171.60	\$200.00	\$1,371.60	\$404.40	\$20,220.00

Notes:

Estimated Monthly Lease is based on a 5-year term

Estimated Monthly Service is based on an average of 40,000 impression / month

Potential Savings Monthly is based on a current monthly costs of \$1,776 / month

Technology Refresh Fund assumes a 5-year term, lease factor of .02