

Example #2 Copier and Printer Bid July, 2018

Client Profile:

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

Managed Services Group was retained to audit the organization's existing expense structure on their seventeen (17) copiers, with the goal being to reduce costs and to secure better equipment through a competitive bid process.

Situation

The clients' monthly copier expenses prior to the audit totaled \$1776. Coupled with the need for higher-end equipment, MSG set out to produce a stronger candidate for their operational goals.

Goals

- Reduce lease costs
- Obtain better technology
- Reduce and lock-in maintenance rates
- Obtain multiple proposals

Result

In a short time and with multiple bid options, we helped the medical practice replace all 17 copiers with brand new equipment. The client could expect heightened service and reduced costs through each of these options and was not made to interact with Copier Salespeople until the end.

Savings Summary

Reductions in their monthly payment from \$1776 / month to \$806 / month.

- Savings = \$970 / month
- Savings = \$11640 / year
- Savings = \$48,541 during the new lease term

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

The original Summary Report is available upon request.

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