

# Solutions Proposal MP CW2200SP

Document Copying  
and Printing

THE GILCHRIST COUNTY  
RECREATIONAL  
AUTHORITY, INC

**PREPARED BY:**

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[usa.com](http://usa.com) Proposal Submitted: July  
21, 2016

Chris Ruggles  
Contact  
403 East Wade Street  
Trenton, NJ 32693

July 21st, 2016

Dear Chris:

Thank you for the opportunity to continue the relationship between Ricoh and The Gilchrist County Recreational Authority Inc. As you are aware, due to the age of your current machine, it is very costly to operate. I have prepared a proposal which would allow you to upgrade to a more cost effective machine, while also enhancing over office productivity. With approval of this proposal, Ricoh would deliver a brand new Ricoh MP CW2200SP. Not only does this machine prints up to 36x590, comes with 2 Rollers and prints in both black and white and in full color. The machine also comes with scan, print, and copy capabilities. Your black and white cost per page will be \$.0355, and your color will be at \$.0519 per copy. In total the lease for the machine and the service which includes the Ricoh Bronze service plan which encompasses, a cost of is \$6,990.00 cash price. If we went with a lease it would be a total of \$152.38 per month for 60 months. Also this machine comes with a \$1,000 CASH REBATE as well for added value. This program insures that you have the highest functioning equipment on site and getting your best value per dollar- it's a win-win!

At Ricoh, we have built a solid reputation for providing the best solution for each of our customer's unique requirements. We are able to meet your specific needs by leveraging innovative technology backed by Ricoh's world-class service and expertise.

Thank you for giving us the opportunity to present our proposal. On behalf of your Ricoh team, we appreciate the time you have committed to considering our recommendations. We look forward to serving all of your information mobility needs and improving the way your business is able to access, capture, and manage it's information in today's changing workforce

Sincerely,

*Troy Wansley*

Troy Wansley  
Senior Account Executive  
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[Troy.Wansley@ricoh-usa.com](mailto:Troy.Wansley@ricoh-usa.com)

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# Proposed Solution

## Signature Series Ricoh MPCW2200SP

The RICOH MP CW2200SP is an affordable, low-volume digital Wide Format system offering color printing, copying and scanning. With warm-up time less than 40 seconds, color printing capabilities at 1.1ppm and Scan-to USB/SD Card features, it meets the demands of today's wide format workflow.

### KEY FEATURES

- Full-color Printing/Scanning/Copying
- 3.2ppm B&W and 1.1ppm Color
- Up to 36 inch wide printing
- Scan-to Functionality
- Print and Scan from USB
- Cost effective Color printing
- Embedded SDK Architecture

#### **Includes:**

- MPCW2200SP - Signature Series
- Essential MP CW2200SP
- 2 Roll Holder MP CW2200SP Stand
- Browser Unit
- ESP XG-PCS-15D



This product image shown above may be configured with additional options/accessories not included with the mainframe. For more information, please speak with your Ricoh Sales Representative.

# Overview of Current Situation



## Summary of Current Key Statistics

The following statistics were gathered through a detailed review and analysis of the information provided to Ricoh including:

- Copier Equipment Invoices
- Copy Logs
- Equipment Service Logs

Monthly Cost	
Lease	\$152.38
Service	\$.69
Overage	\$N/A
<b>Total</b>	<b>\$153.07</b>

# Financial Considerations



## Investment Details

### PRICING COMPONENTS

- Installation
- 2 hour Operator training

### FINANCIAL CONSIDERATIONS

**60-mo. Lease Option- MP CW2200SP**  
Monthly Payment **\$152.38**

Service Agreement- BRONZE-Package  
Monthly payment- \$0.69

- Black and white service agreement.  
Any overages will be \$.0355 per copy.  
\*COLOR copies are \$.0519 per copy.

# The Ricoh Value Proposition



At Ricoh, we look at our customer's businesses from every angle to help them create the future they want. We see where there is room for innovation, where there is room to grow, and where there is room to rethink. Our dedicated people, processes and technologies drive the path to change that delivers the top business outcomes desired

by our customers...whatever they might be. Ricoh is committed to providing our people with all the tools necessary to not only imagine what's next for businesses, but to drive the change necessary within those businesses, to create the future they want.

## Drive Cost Effectiveness

We help businesses increase efficiency by identifying non-core and labor intensive tasks that would be more efficiently done by others, and recommend technology investments that optimize business processes.

## Maintain Data Privacy and Security

With more data at risk every day, customers look to Ricoh and our long history of securing data for the processes and technology that provide secure accessibility in their IT infrastructure.

## Streamline Business Processes

We re-engineer critical workflows to optimize the flow of information and greatly enhance business agility for our customers.

## Manage Organizational Change

Change isn't always easy, but it is critical to any organization's growth. Our technology solutions and work expertise help increase adoption of change.

## Maximize Worker Productivity

Empowering iWorkers to collaborate, innovate and problem-solve rather than re-creating information that already exists is our top priority.

## Optimize Information

We unlock business information hidden within companies and make it more easily available to the right people, at the right place and at the right time.

## Build a Strategic Infrastructure

Beyond recommending systems and software, our teams of experts offer the critical expertise needed to design environments within which any businesses' unique processes can flourish.

## Achieve Environmental Stability

As the industry leader in eco-solutions, we are driving businesses toward conserving energy and minimizing waste. It's good for business... and the planet.

# Why Ricoh



## The Ricoh Difference

There are many reasons why companies choose to partner with Ricoh, including our access to best-in-class technology and the strength of our people and support structure. Ultimately, however, customers stay with Ricoh because of our commitment to helping their businesses succeed.

### Helping Our Customers Succeed

At Ricoh, we recognize that if we are to help our customers remain competitive, we must provide the vision and solutions that enable them to:

- Develop Business methodologies that focus on process improvement and increased workflow efficiency
- Control or reduce the total cost of ownership associated with document management processes
- Strengthen collaboration, while maintaining document security when sharing information
- Minimize environmental impact and partner on "green" document management initiatives
- Provide total compliance with regulatory and risk standards

### Our People

Our team of sales and technical resources are personally committed to bringing the best solution to each individual customer, and we hold them accountable for your results. Our local service professionals average over 18 years' experience and undergo approximately 100 hours of training per year. They work in conjunction with our dedicated systems analysts to concentrate on your digital document needs. Our highly trained and experienced service technicians support specific customers in assigned territories. This process fosters solid relationships and a true understanding of your operations, applications and peak production periods, to ensure maximum responsiveness and uptime.

- Experienced team supported by comprehensive award-winning training
- National network of 4,600 Ricoh-employed service professionals
- Accountable for your results

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### Our Solutions

Ricoh offers open-architecture products that can be customized for your infrastructure. Leveraging our expertise and network of technology partners, we also deploy software solutions that deliver measurable results. Ricoh provides end-to-end solutions through one of the industry's broadest portfolios of document management services, including on-site and off-site managed services, technical service and support, and customized workflow design and implementation. We also provide flexible financing options to meet your specific needs through a variety of payment and invoicing options.

- Award-winning technology choices with open architecture, backed by world-class service and support
- End-to-end solutions for all phases of the document lifecycle
- Flexible financing options

### Our Company

Ricoh USA combines the manufacturing and engineering expertise of Ricoh Company, Ltd. — a global technology innovator — with the experience and reach of our locally based sales and services teams. Our experience has taught us that the people best-suited to make decisions about the services and support offered to our customers are those closest to our clients and their needs. Localized decision-making is a fundamental organizational paradigm. Simply put, this process translates into fast, consistent, world-class service for our customers.

- Support resources of a major international corporation committed to quality, innovation and the environment
- Flexible and responsive localized decision-making



# Transformation



## Our Approach. Our Solutions.

Ricoh believes that the key to transforming the way a company works starts with harnessing the collective imagination of people. This idea, paired with our award-winning technology and services, is how we are breathing new life into established forms of knowledge-sharing — helping companies move beyond paper and beyond the office, so employees can collaborate like never before. Services-led, technology-enabled and people-driven, Ricoh is committed to helping each customer leverage the powerful information and knowledge that already exists throughout its organization — often untamed, untapped and buried — to create the future it wants.

## Support When and Where you Need It.

- National coverage through a team of more than 4,000 locally based technical support professionals
- Telephone response of one hour or less on average
- On-site response of four hours or less on average
- Routine preventative maintenance support
- Online self-service to submit service requests
- Technician parts inventory managed through an automated parts system
- Customer history tracked through Edge wireless mobile device
- Customer service guarantees

## Facts about Ricoh

- Ricoh USA, Inc., is part of a financially stable organization with FY14 annual revenues of \$21.3 billion
- Number 1 in global market share for MFPs (*IDC's Worldwide Hardcopy Peripherals Tracker*)
- With over 108,000 Ricoh employees worldwide, Ricoh operates in approximately 200 countries and regions worldwide, with direct service in over 50 countries.
- Ricoh is a two-time winner of the Deming Award for quality; all manufacturing facilities are ISO 9001:2000 certified
- As a leader in environmental stewardship, Ricoh is ISO 14001 certified and has earned multiple awards, including the World Environmental Center (WEC) Gold Medal for its International Achievement in Sustainable Development

[www.ricoh-usa.com](http://www.ricoh-usa.com)

**RICOH**  
imagine. change.