



# COPIERS & MANAGED PRINT SERVICES

**NASPO Contract #: NP-18-001**     **Contract Date: January 1, 2020 – July 31, 2024**

**IRIS MA #: 210000032**

NASPO ValuePoint leverages the buying power of all 50 states to offer exceptional pricing for participating states and their political subdivisions. Alaska is an active member of NASPO ValuePoint. In order to use a contract, the state must sign a Participating Addendum (PA).

NASPO ValuePoint has established the following non-mandatory contracts with providers of Copiers & Managed Print Services (2019-2024). This contract will provide copier machines and managed print services.

These copier contracts are available to state agencies and political subdivisions in Alaska. They are divided into six groups, which are distinguished by device type. In addition to these groupings there are segments within each grouping to denote the minimum speed for devices offered in each group. The groups are listed below along with the awarded manufactures and their contact award number.

These are manufactured based contracts, presented in alphabetical order but there is no required ranking and agencies are free to utilize whichever awarded manufacture they choose without additional competition. The manufacturer names listed below are hyperlinked to take you to the manufacturer's NASPO ValuePoint website for Sate of Alaska. The websites provide pricing and details for purchasing devices.

Award by Category					
<u>Group A</u> Multi-Function Devices (MFD) A3	<u>Group B</u> MFD A4	<u>Group C</u> Production Equipment	<u>Group D</u> Single Function Printers	<u>Group E</u> Large/Wide Format Equipment	<u>Group F</u> Scanners
<u>Manufacture</u>	<u>PA Number</u>	<u>Website</u>	<u>Authorized Dealers</u>	<u>Group Awarded</u>	
<a href="#">Konica Minolta</a>	2020COPIERS0008	<a href="#">Konica Minolta</a>	Konica Minolta Business Solutions, TBG Office Solutions, Royal Business Systems		A B C D E F
<a href="#">Sharp</a>	2020COPIERS0005	<a href="#">Sharp</a>			A B C D F
<a href="#">Xerox Corp.</a>	2020COPIERS0004	<a href="#">Xerox Corp</a>	AES, Kelley Imaging, Office Tech		A B C D E
<a href="#">Canon USA</a>	2020COPIERS0003	<a href="#">Canon USA</a>	Arctic Office Machines Inc., Boynton Office Systems, Inc.		A B C D E F
<a href="#">Toshiba</a>	2020COPIERS0006	<a href="#">Toshiba Media</a>			A C D E F
<a href="#">Ricoh</a>	2020COPIERS0002	<a href="#">Ricoh USA</a>	Ricoh Direct, Office Product Services Inc.		A B C D E F
<a href="#">HP, Inc.</a>	2020COPIERS0001	<a href="#">HP</a>	Lewis & Lewis, Arctic Office, Royal Business Solutions		A B D E F
<a href="#">Kyocera</a>	2020COPIERS0009	<a href="#">Kyocera</a>	Royal Business Solutions, Fairbanks Printers & Office Equipment, Southeast Business Machines		A B D

<b>Canon</b>	<b>HP, Inc.</b>	<b>Konica</b>	<b>Kyocera</b>
<b>Dave Rothauser</b> Email: <a href="mailto:isgbidadmin@cusa.canon.com">isgbidadmin@cusa.canon.com</a> Phone: <a href="tel:631-330-5443">631-330-5443</a>	<b>Debra Lee</b> Email: <a href="mailto:debra.lee@hp.com">debra.lee@hp.com</a> Phone: <a href="tel:847-537-0344">847.537.0344</a>	<b>Ann Marie Burns</b> Email: <a href="mailto:annmarie.burns@kmbs.konicaminolta.us">annmarie.burns@kmbs.konicaminolta.us</a> Phone: <a href="tel:703.637.1516">703.637.1516</a>	Joe Dolce Email: <a href="mailto:joseph.dolce@da.kyocera.com">joseph.dolce@da.kyocera.com</a> Phone: <a href="tel:973-882-6085">973-882-6085</a>

<b>Sharp</b>	<b>Toshiba</b>	<b>Xerox</b>	<b>Ricoh</b>
<b>Brenda Siemer</b> Email: <a href="mailto:siemerb@sharpsec.com">siemerb@sharpsec.com</a> Phone: <a href="tel:201-529-0354">201-529-0354</a>	<b>Christina Fisher</b> Email: <a href="mailto:christina.fisher@tabs.toshiba.com">christina.fisher@tabs.toshiba.com</a> Phone: <a href="tel:949.462.6325">949.462.6325</a>	<b>Rachael Jones Turner</b> Email: <a href="mailto:rachael.jones@xerox.com">rachael.jones@xerox.com</a> Phone: <a href="tel:310.258.6266">310.258.6266</a>	<b>Todd Marron</b> Email: <a href="mailto:todd.marron@ricoh-usa.com">todd.marron@ricoh-usa.com</a> Phone: <a href="tel:541.508.7233">541.508.7233</a>

The RFP, Master Agreement and State of Alaska Participating Addendum along with contract pricing and other information regarding the solicitation for Copiers & Managed Print Services, can be found at the following website: [NASPO ValuePoint – Copiers & Managed Print Services](#)

Term	Description
<b><i>Cancelable Rental</i></b>	An agreement that is cancellable upon the Purchasing Entity providing the Contractor with a thirty (30) day written notice and is subject to a penalty of three (3) months of Total Monthly Payments.
<b><i>Capital Lease</i></b>	Also referred to as a \$1 Buyout Lease and means the Purchasing Entity will take title to the Equipment at the end of the Initial Lease Term and will not be subject to additional payments in order to assume ownership.
<b><i>Fair Market Value (FMV) Lease</i></b>	A lease in which the Purchasing Entity can either 1) Take title to the Equipment at the end of the Initial Lease Term by paying the residual value to Contractor, 2) Enter into a Renewal Term for the Equipment, or 3) Return the Equipment to Contractor at the end of the Initial Lease Term.
<b><i>Initial Lease or Rental Term</i></b>	The length of time (i.e. 12, 18, 24, 36, 48, or 60 months) that a Purchasing Entity enters into a lease or rental agreement.
<b><i>Maintenance Agreement</i></b>	An Agreement in which the Awarded Vendor provides monthly Service, parts, Supplies, and Preventative Maintenance on purchased, leased or rented Devices.
<b><i>Managed Print Services (MPS)</i></b>	The management, Service, and support of the Purchasing Entity's entire enterprise and output infrastructure of printed materials, with the objective of creating a solution that improves the print process and reduces the expense of printed material.
<b><i>Short-Term Rental</i></b>	A type of agreement in which ownership is not an option and the maximum rental term does not exceed 18 months.
<b><i>Straight Lease</i></b>	A type of agreement in which ownership is not an option and the Total Monthly Payment amount remains firm throughout the Initial Term.

Group A – MFD, A3 B/W only; B/W and Color	
Segment	PPM
2	20 – 30
3	31 – 40
4	41 – 50
5	51 – 60
6	61 – 70
7	71 – 90

Group B – MFD, A4 B/W only; B/W and Color	
Segment	PPM
1	Up to 20
2	21 – 30
3	31 – 40
4	41 – 50
5	51 – 60
6	61+

Group C – Production Equipment B/W only; B/W and Color	
Segment	PPM
1	65 – 79
2	80 – 89
3	90 – 110
4	111 – 130
5	131+

Group D – Single-function Printers B/W only; B/W and Color	
Segment	PPM
1	Up to 20
2	21 – 40
3	41 – 60
4	61+

Group E – Large/Wide Format Equipment B/W only; B/W and Color	
Segment	A1 or D Size PPM
Low	1 – 3
Medium Low	4 – 8
Medium High	9 – 19
High	20+

Group F - Scanners	
Segment	PPM
1	10 – 29
2	30 – 49
3	50 – 69
4	70 – 89
5	90 – 110
6	111 – 130
7	131+

### **Instructions**

**All agencies will have a fleet manager responsible for the management of their division’s machines:** A Fleet Manager - Copier Tracker document can be found on page 5. Once a fleet manager is selected, please get in contact with your divisions OIT contact to discuss what type of machine/machines are necessary for a section/division. Once a machine type and manufacturer are determined, next you will need to determine if you will want to lease the machine or purchase the machine.

**Leased Machines Process:** There are multiple types of leases, please read and understand the lease you are entering. All leases include maintenance agreements, purchasing maintenance agreements is not necessary for leases. Definitions of each lease type are on page two of this document. Fleet managers will be responsible for renewing leases and/or returning machines once a lease is complete.

**Purchase Machines Process:** Once a manufacturer and specific machine are determined, please contact the manufacturer notifying them of the desire to purchase. They will either take your order directly or send you over to their dealer in your location. From there you will get all information for the delivery of your machine and will need to procure a maintenance agreement.

**Maintenance Agreement Process:** Once a machine is purchased, it is mandatory that a maintenance agreement is procured for the machine. Please contact the manufacturer for a maintenance agreement, fleet managers will be responsible for ensuring the maintenance agreement is maintained for the life of the machine.

For additional information on how to use the Copier & Managed Print Services contracts, please contact:

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