



MANAGED PRINT SOLUTIONS  
Executive Summary

**Lead Agency:** Region 4 Education Service Center

**Solicitation:** 17-14

**RFP Issued:** June 1, 2017

**Pre-Proposal Date:** June 21, 2017

**Response Due Date:** July 18, 2017

**Proposals Received:** 8

**Awarded to: Canon Solutions America, Inc. R171401**

Region 4 Educational Service Center (ESC) issued RFP 17-14 on June 1, 2017, to establish a national cooperative contract for Managed Print Solutions.

The solicitation included cooperative purchasing language in Sections A. Introduction:

Region 4 Education Service Center (“Region 4 ESC” herein “Lead Public Agency”) on behalf of itself, the state of Hawaii and all its state and local government entities and all state, local governments, school districts, and higher education institutions in the United States of America, and other government agencies and non-profit organizations (herein “Participating Agencies”) solicits proposals from qualified Offerors to enter into a Vendor Contract (“contract”) for the goods or services solicited in this proposal.

Contracts are approved and awarded by a single governmental entity, Region 4 ESC, and are only available for use and benefit of all entities complying with state procurement laws and regulations (public and private schools, colleges and universities, cities, counties, non-profits, and all governmental entities). These types of contracts are commonly referred to as being “piggybackable”.

Region 4 ESC’s purchasing cooperative was established in 1997 as a means to increase their economic and operational efficiency. The purchasing cooperative has since evolved into a National Cooperative used to assist other government and public entities increase their economical and operational efficiency when procuring goods and services.

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 ESC website
- National IPA website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA

- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- South Carolina website/newsletter (get from Chris White)
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT

On July 18, 2017 proposals were received from the following offerors:

- The Print Operations Group
- Office Depot
- Xerox Corporation
- HP, Inc.
- Lexmark International
- Toshiba
- Harris Technologies
- Canon Solutions America, Inc.

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to award to Office Depot, Xerox Corporation, HP, Lexmark International, Toshiba, and Canon to proceed with contract award upon successful completion of negotiations.

Region 4 Education Services Center (ESC) executed contracts effective date of March 1, 2018.

Contract includes:

A full catalogue offering of Canon Solutions America devices, service, document management solutions, and related software solutions

Term:

Initial three-year agreement from March 1, 2018 through 2/28/2021 with the option to renew for one (1) additional two-year periods through 02/28/2023.

Pricing/Discount:

The Region 4 ESC award includes discounts on the complete line of Canon Solutions America products, services, and third-party applications. All units may be designed for each participating agency's specific requirements. Due to the vast array of the offering your local Canon Account Manager will work with you to identify the best solution for your requirements