



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: Xerox Corporation R171406**

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:

- Offer includes the complete line of Xerox Services & Software including the depth, breadth and quality of resources necessary to complete all phases of MPS Solution Deliverables:
  - Xerox Pre-Sales Assessment Services
  - Device Maintenance including Xerox and non Xerox devices.
  - Move, Add, Change and Dispose
  - Assessment and Consumable Management
  - Value-Add Solutions: Work Flow Automation and Enterprise Content Management.
- Offerings include Xerox's extensive product portfolio ranging from single function desktop printers to high end digital presses.
- 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:

- Scalable and competitive national pricing based on the scope of the offering.
- Unique price offers based on customized customer requirements and total contract/size opportunity.
- Fixed Services price contract available.
- Various contract terms including 36, 48 and 60 month terms.
- Equipment flexibility options including upgrade/downgrade, copy allowance plans, etc.
- Ability to include customized supply offerings for Xerox products.
- Ability to include existing competitive/Xerox contract retirement costs into new agreements.