



SACRAMENTO
STATE

Business Partners RoundTable

New Print Services Contract

February 10, 2022

Print Services RFP

- Goal – reduce cost and contract complexity of the campus multi-function printer (MFP) fleet
- Appreciation to the RFP Committee:
 - Chris Wessendorf
 - Kimberly Holmberg
 - Teresa Palmer
 - Angel Thayer-Smith
 - Lynne Koropp
 - Marvis Hood III
 - Jeff Mauer
 - Joy Ira
- New Vendor – Konica Minolta



Print Services Goals

PrintSmart (Student Print Services)

- Affordable/flexible on-site student printing:
 - Fee collection rates to dictate the scale of the device fleet
 - Usage rates and student feedback to inform device locations
- Address sustainability through managed print services (PaperCut) and promotion of digital transformation practices to reduce paper consumption.

Department Print Services

- Provide affordable and predictable flat rate monthly costs:
 - No extra per page costs
 - 5 year lease
- Secured service network settings
- Promote sustainability through offering managed print services (PaperCut) and promotion of digital transformation practices to reduce paper consumption.



Timeline for Department Xerox Replacement

- March 1st for Konica Minolta Orders
- June 30th removal of Xerox

Questions?

Thank you!

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***Contact for multi-function device ordering:
Service Request***