

Ricoh / NASPO ValuePoint Contract

Time is Money

We encourage State and Local governmental entities to consider the NVP contract offering prior to issuing their own bid, which normally requires hours of bid preparation, vendor meetings, solicitation evaluation, and dealing with post award protests. Your time is simply too valuable to waste!

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NASPO
ValuePoint
formerly WSCA-NASPO

NASPO VALUE POINT

NASPO ValuePoint is a unified, nationally focused cooperative alliance aggregating the demand of all 50 states, the District of Columbia and the organized US territories, their political subdivisions and other eligible entities, spurring best, innovation and competition in the marketplace.

The NASPO ValuePoint Cooperative Purchasing Organization provides the highest standard of excellence in public cooperative contracting. Contractors also benefit considerably by avoiding the repetitive bid preparation expenses of bidding time and again on the same solicitations for different jurisdictions. Contractors also factor in greater volumes for multiple jurisdictions when determining their pricing. These savings are then passed along to the states.

<http://www.naspovaluepoint.com/#/home/contracts>



Copier, Printer, & Related Devices Contract

There are many benefits to cooperative contracting. Collectively, states are able to leverage their spending through a single solicitation that obtains best value pricing and superior contract terms.

NASPO ValuePoint emphasizes best value from its contractors considering price, quality, reliability, warranties, and service while protecting states' interests with favorable terms and conditions.

The Copiers, Printer, & Related Devices contract developed by the State of Nevada & NVP is the most extensive agreement ever produced in the copier industry. The contract value will exceed \$500,000,000 million.

By leveraging the leadership and expertise of all states with the purchasing power of their public entities, NASPO ValuePoint delivers best value, reliable, competitively sourced contracts that offer public entities outstanding pricing and value.

RICOH



Solicitation Development of the Copiers, Printers, & Related Devices Contract

The NVP contract, lead by the State of Nevada, was the result of a long and complex bidding cycle involving procurement officials from several states. NVP believes that involving the State Procurement community is key to a well thought out procurement and future usage of the contract.

Because of the highly developed nature of this NVP contract a customer can truly customize and re-customize their program as needs change.

The *Copiers, Printers, Related Devices Contract* offers multiple options regarding Acquisition Methods, Service Programs, & Product Choices.

ACQUISITION METHODS

In addition to an outright purchase, a customer may acquire Fair Market Value Leases, Operational Leases, Non Cancelable Rentals, Capital Leases & Cancelable Rentals. Customers may wish to utilize one acquisition method this year but may change to a different one next year as their situation warrants. This contract allows you to move from one method to another.

SERVICE PROGRAMS

For virtually every product category, there are four (4) different service programs – Straight CPC, Low Volume, Parts and Supplies Only, and also a no minimum program. In addition, there are various plans for after hour and weekend service. Our authorized distribution also offers additional IT services. This allows you to tailor a service program just for you!

PRODUCT CHOICES

This cooperative agreement offers a full breadth of competitively bid products. Many RFP's will evaluate only a few selected models and then will attempt to add additional models and product categories onto the subsequent post award contract schedules. The NASPO ValuePoint contract offers all types of printing technology.



To Learn More

To order or gather additional information about this contract, please visit our website at:

<http://ricoh-usa.com/rmap/wsca>

Product Groups

In the NVP solicitation, each product group was evaluated and awarded separately. As such, you can have confidence that each of the awarded products provides you with the best value.

Group	Description	Speed
A	Convenience B&W & Color Copiers	20 – 90 CPM
B	High Production	91 + CPM
C	Wide Format	2-15 LFPM
D	Printers	Various
E	Digital Duplicators	Various

