



# Managed Print Proposal

**PREPARED FOR:** Shelton Public Schools

**Submitted to:** Mr. Engel

**PREPARED BY:** Crystal Bosshamer

Eakes Office Solutions

**PROPOSAL DATE:**

June 4, 2026

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Pricing in this proposal expires 30 days after June 4, 2026.

June 4, 2026

Dear Mr. Engel,

On behalf of Eakes Office Solutions, we'd like to thank you for this opportunity to present a Managed Print Solution for your organization. Our goal is to provide products and services that improve technology, efficiency and save money.

We understand what a significant decision this is for your company and how important it is to work with partners you can trust.

Eakes has been a trusted partner with organizations like yours for over 75 years. We appreciate the opportunity to demonstrate that we're the right partner for your organization.

From cutting edge technology from our manufacturer partners to toner replenishment and superb, reliable service you will have our full attention, and all the resources of Eakes Office Solutions behind it. In that we promise.

Thank you again for this opportunity.

Respectfully,

A handwritten signature in black ink that reads "Crystal Bosshamer". The signature is written in a cursive, flowing style with a large initial "C" and a decorative flourish at the end.

Crystal Bosshamer  
Account Manager  
Eakes Office Solutions

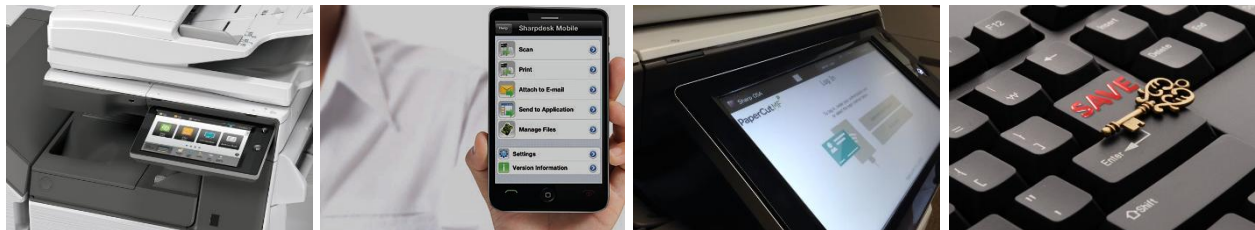
## ABOUT EAKES OFFICE SOLUTIONS

Eakes Office Solutions has been an industry leader in the commercial office products and services business for over 70 years and is one of the largest independent dealers in the United States. The company specializes in copiers, printers, office supplies, janitorial products, office furniture and design, and represents brand names such as Sharp, Ricoh, HP, Steelcase, Hon, and many other major lines. Today, Eakes employs over 275 people in the 13 locations – Beatrice, Columbus, Fremont, Grand Island, Hastings, Kearney, Lincoln, McCook, Norfolk, North Platte, Omaha, Sioux City and York.

## MANAGED PRINT SOLUTIONS

It's not just copying anymore. It's how you move documents around in your organization. Let's talk bundling cost, improving profits, gaining efficiency, technology. We have multi-function devices that streamline workflow and maximize productivity. Your MFPs become the technology hub for your organization.

From software to hardware... Eakes will create the Managed Print Solution for you.



## CUSTOMER C.A.R.E.

### Consult

Let's talk. Once we know how you are managing your printing now, that starts the wheels turning for us. Through discussion we uncover what is most important to you now and in the future, that maybe you didn't know could be addressed.

### Analyze

From your information, we pull together a team with expertise in printing devices and software. With your organization's objectives, we analyze the data, crunch numbers and formulate a print management solution.

### Recommend

Let's talk again. We review your custom print management solution with you and fine tune it.

### Execute

Now the rubber meets the road. Eakes team of specialists, technology consultants and service engineers will take the care needed to successfully implement your print management solution within your organization.



## INDUSTRY LEADER



### Hyakuman Kai Award

Eakes is one of 23 Sharp “Hyakuman Kai Elite Dealers” which represent the largest dealers in the nation. Eakes has been recognized by Sharp Electronics for outstanding sales achievement in Managed Print Solutions with this award for multiple years.



### Elite Dealer Award

Eakes has been named one of the country’s Elite Dealers by enx Magazine, receiving the award in 7 times over the last 10 years. The award is presented annually by the magazine to the top equipment, office products and furniture dealers in the United States.



### Ricoh National Award of Excellence

Eakes Office Solutions received this award and recognition at the July 2018 ConvergeX conference, Ricoh Family Group’s (RFG) National Dealer Conference, for achieving the highest revenue growth for mid-market dealer partners.

## MANUFACTURER PARTNERS

Sharp has always been an innovator in electronics & technology. From the Ever-Sharp pencil in 1915 to a leader in developing Liquid Crystal Displays and innovative document technologies, Sharp’s passion for creativity enables them to set the pace in the ever-changing office environment. Award winning Sharp MFPs are designed to make device set-up easier and faster as well as to operate, control, monitor, manage and maintain. Precision engineering helps increase workflow efficiency and provide exceptional image quality, Sharp MFPs take you to the next level of productivity and performance.



Ricoh is a leader in global technology for more than 80 years. With expertise in capturing, managing and transforming information, Ricoh delivers a broad portfolio of products from desktop to production that help you innovate and grow. From redefining a workplace to providing solutions that help you be more productive and efficient, we make information work for you.



HP is a leader in technology, hands down. HP has recognized Eakes for superior customer service by designating Eakes as a Gold Managed Print Advanced Specialist Partner. Eakes, the only HP independent dealer with this HP recognition in Nebraska, shows that we have met high standards of expertise in the broad range of HP Managed Print solutions.



## ACCESSIBLE LOCATIONS



With 13 locations across Nebraska that provide service to Nebraska, Iowa, Kansas, Colorado and South Dakota, Eakes continues the tradition of personal customer service that our customers value the most.

- **Grand Island** (Corporate Office)  
617 W 3<sup>rd</sup> St  
Grand Island, NE 68801  
308.382.8026 | 800.652.9396
- **Beatrice**  
1803 N 6<sup>th</sup> St  
Beatrice, NE 68310  
402.228.7202
- **Columbus**  
2911 13<sup>th</sup> St  
Columbus, NE 68601  
402.564.2679 | 800.445.4431
- **Fremont**  
2630 N Yager Road #501  
Fremont, NE 68025  
402.941.5000
- **Hastings**  
839 W 2<sup>nd</sup> St  
Hastings, NE 68901  
402.463.2537 | 888.329.1344
- **Kearney**  
2401 Avenue A  
Kearney, NE 68847  
308.234.2538 | 800.652.9399
- **Lincoln**  
110 N 35<sup>th</sup> St  
Lincoln, NE 68503  
402.438.6700
- **McCook**  
120 Norris Ave  
McCook, NE 69001  
308.345.5447 | 888.772.7114
- **Norfolk**  
201 S 1<sup>st</sup> St  
Norfolk, NE 68701  
402.371.4181 | 800.925.4552
- **North Platte**  
520 N Vine  
North Platte, NE 69101  
308.534.7800 | 800.356.8844
- **Omaha**  
8402 S 117<sup>th</sup> St, Suite #200  
La Vista, NE 68128  
402.898.3017 | 800.652.9396
- **Sioux City**  
510 W 13<sup>th</sup> St  
South Sioux City, NE 68776  
402.412.2334
- **York**  
710 N Lincoln Ave  
York, NE 68467  
402.362.5442

## EAKES MANAGEMENT

### Corporate Management

Mark Miller	President and CEO
Paul McKinney	CFO/COO
Cameron Peister	Director of Sales
David Leahy	Managed Print Product Manager
Scott Lilleskov	Managed Print Support Manager
Dan Eakes	Director

### Location Management

Ryan Grubbs	Sales Manager	Grand Island, York
Steve Zikmund	Sales Manager	Kearney, McCook
Luke Luxford	Sales Manager	Hastings
Holly Hopkins	Managing Partner	Columbus, Norfolk
Matthew Scheef	Managing Partner	Lincoln
Dylan Poppo	Sales Manager	Omaha
Kevin Hafer	Managing Partner	North Platte
Justin Dembowski	Managing Partner	Sioux City
Brendon Bounds	Sales Manager	Cheyenne
Michael Anderson	Sales Manager	Scottsbluff

### Service Management

John Watkins	Technology Division Manager
Mike Nierman	Service Manager
Adam Kieckhafer	Technical Service Manager - West
Rick Hays	Technical Service Manager - East

## ACCOUNT MANAGEMENT

Eakes Managed Print Specialist is responsible for managing the local relationship with the client and ensuring that you receive the highest level of service and support.



**Account Manager**  
 Crystal Bosshamer  
 2401 Ave A  
 Kearney, NE 68845  
 cbosshamer@eakes.com  
 402.469.7446

**Market**  
 Kearney and Broken Bow  
 + Surrounding area

**Years of Experience** 16





## OVERVIEW – CURRENT EQUIPMENT

### Sharp Copiers – HP Printers

Location	Machine	B/W	Color
Central Office	MX-6071	12,997	18,307
High School Office	MX-M6071	14,112	
Teacher's Lounge	MX-M6071	8,092	
Missy Printer	HP M611	759	
Library Office	HP M611	469	
HS Business	HP M404	980	
HS Yearbook	HP M404	0	
Library Printer	HP M404	386	
Elementary SPED	HP M404	605	
Central Office Secretary	HP M404	157	
Counselors Office	HP M404	0	
Principal Office	HP M404	51	
Elementary Office	HP M404	783	
<b>Totals</b>		<b>39,391</b>	<b>18,307</b>



## PROPOSED SOLUTION

Location	Machine	B/W	Color
Central Office	Sharp BP-71C65	12,997	18,307
High School Office	Sharp BP-71M55	14,112	
Teacher's Lounge	Sharp BP-71M55	8,092	
Missy Printer*	HP M611	759	
Library Office*	HP M611	469	
HS Business *	HP M404	980	
HS Yearbook *	HP M404	0	
Library Printer*	HP M404	386	
Elementary SPED*	HP M404	605	
Central Office Secretary*	HP M404	157	
Counselors Office*	HP M404	0	
Principal Office*	HP M404	51	
Elementary Office*	HP M404	783	
PaperCut – Support			
eGold Fax - Optional			
<b>Totals</b>		<b>39,391</b>	<b>18,307</b>

\*Keep

Please see attached brochure or specification sheet for more details.

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**CURRENT COST**

	Mono	Color
Monthly Volume	39,391	18,307
Monthly Service & Supply Spending	\$447.88	\$1,187.76
Current Monthly Lease Payment	\$653.27	
Total Est. Monthly Costs	\$2,288.90	

**OPTION #1**

	Mono	Color
Monthly Volume	39,000	18,000
Monthly Service & Supply Spending	\$326.82	\$796.50
Proposed Monthly Lease Payment	\$720.52	
Total Est. Monthly Costs	\$1,843.84	

**Monthly Savings - \$445.06**

**OPTION #2 – WITH EGOLD FAX**

	Mono	Color
Monthly Volume	39,000	18,000
Monthly Service & Supply Spending	\$326.82	\$796.50
Proposed Monthly Lease Payment	\$753.76	
Total Est. Monthly Costs	\$1,877.08	

**Monthly Savings - \$411.82**

## PAYMENT OPTION: Lease with Service

Term	Monthly Payment
60 Months	\$1,843.84
60 Month includes eGold Fax	\$1,877.08

Smart Print Agreement includes:

- All parts, labor, toner and service calls
- Includes 468,000 **Mono** pages annually with additional mono pages billed annually at \$0.00716 per page
- Includes 216,000 **Color** pages annually with additional color pages billed annually at \$0.03893 per page
- Delivery, digital installation, training, and support
- 2-hour response time

SPA excludes:

- Paper and staples





## EXECUTIVE SUMMARY

### **98% Up-Time**

Our commitment to quality and service results in an average up-time of 98% for the equipment we provide. We guarantee a quarterly average up-time of 98%, and we will exchange any machine that fails to achieve this.

### **Manufacturer's Specifications**

We provide precise records that track a complete customer history of equipment performance, print usage and maintenance requirements to ensure peak operation of your system. Should the unit be un-repairable onsite, we will provide a temporary replacement at no charge until repairs are completed.

### **2-Hour Response Time**

Our dealership provides rapid call back with 2-hour or less service response time.

### **Manufacturer-Trained Personnel**

We guarantee to follow the manufacturer's suggested replacement schedule on all consumable parts. All improvements made available by the manufacturer will be installed at no additional charge. Equipment operators will be provided with free, unlimited training for the lifetime of the digital system while maintained under one of our Agreements.

## EAKES SERVICE

### Expertise

Industry experience, we've got it! Over 45 Service Engineers conveniently located throughout our market averaging 19 years in the industry – that's over 850 years of technical expertise.

### Advanced Service Dispatch

Within minutes of your call or email to us, a Service Engineer is notified.

### Remote Service

With today's technology, some service calls can be completed quickly by our Service Engineers accessing devices remotely. That's fast service.

### e-info

With Eakes' online service portal, e-info, you can easily order toner, request service or submit meter readings all from one simple interface.

### Continuing Education

Our Service Engineers are continuously training with the manufacturers, Eakes Technical Trainer and our pooled resources internally.

### Team Leadership

The Service team is led by a trio with almost 60 years technical experience at Eakes. They provide support directly to the technical team in the field.



## TECHNOLOGY SERVICES CONSULTANTS

Your equipment has been delivered and installed. Now what? How do you get the most out of your investment?

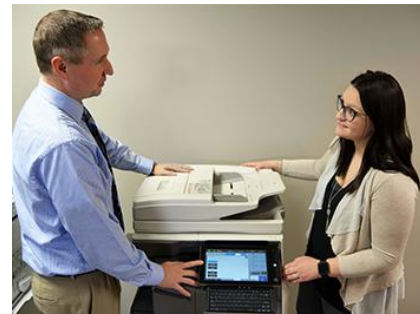
### Training. Training. Training.

Our Technology Services Consultants provide integrated training and support. It is user-specific training and consulting from basic printing needs to the most sophisticated, networked systems and software solutions.

The key contact in your organization will work with Eakes Technology Services Consultants to create a technology training plan for users. Training will be conducted in front of the machines with user interaction to assure competence.

Our trainers specialize in...

- Installation
- Integration
- Printing
- Account Control Software
- Document Management
- Fax Servers



## SOFTWARE SERVICES

Today's multi-function printing devices are smarter. They have touch screens and the ability to run embedded software directly on the device itself. This new technology has allowed us to bring a popular print and document management software into the MFP space, making it a technology hub for your organization.

We work with you from discovering what documents and processes you are managing in your organization, to finding the best software solution for you and demonstrating how the software works specifically to your needs. We work side-by-side with your staff on both installing and training on the new software. It's a complete package of services.

### Discovery Meeting

What documents and processes are you managing in your organization? Once we understand what you are doing, we can create a solution that will provide economy or efficiency or both.

### Demonstration

Our demonstration shows how the software solution can be applied in your environment, with your processes and workflow.

### Installation

Our Technology Consultants work directly with you to fine tune the installation and application within your organization and create a Statement of Work defining the entire implementation plan.

### Training

Eakes Technology Consultants will also work with you on this project to create a technology training plan. Training options include train-the-trainer, group training or multiple sessions.

## SOFTWARE PARTNERS



**PaperCut MF** is a low-cost software solution that is primarily used to manage print and copy access, implement quotas, charge per page and account by user, department or client via silent tracking or policy.



**GoldFax**, built on Microsoft .NET™ technology, integrates Sharp OSA-enabled MFPs into enterprise-class Fax Server solutions at a small business price. Increase productivity: automated fax routing and PC faxing. Integrates with your software applications, e-mail and phone system.



**docMgt** was designed to provide you with an easy way to address your document management challenges. It's intuitive, affordable and cost effective. With docMgt, you can manage content from any source whether its scanning paper documents, importing emails, generating e-forms or importing document created in other applications or systems.