



Ricoh IM C2510 with eGoldfax & (RSI Software) Proposal

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PROPOSAL DATE:

December 6, 2023

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Pricing in this proposal expires 30 days after December 6, 2023.

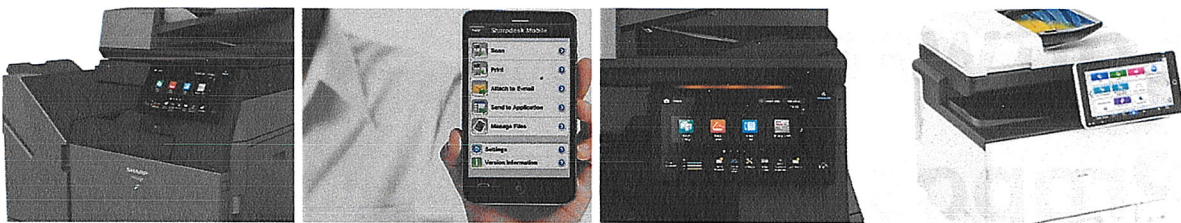
ABOUT EAKES OFFICE SOLUTIONS

Eakes Office Solutions has been an industry leader in the commercial office products and services business for over 75 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 14 locations – Beatrice, Columbus, Fremont, Grand Island, Hastings, Kearney, Lincoln, McCook, Norfolk, North Platte, Omaha, Scottsbluff, 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, and 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 8 times over the last 11 years. The award is presented annually by the magazine to the top equipment, office products and furniture dealers in the United States.

**Ricoh Dealer Services Circle of Excellence**

Ricoh Dealer Services Circle of Excellence program was designed to recognize only the top group of dealerships who provide outstanding support in accordance with Ricoh's guidelines.

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.



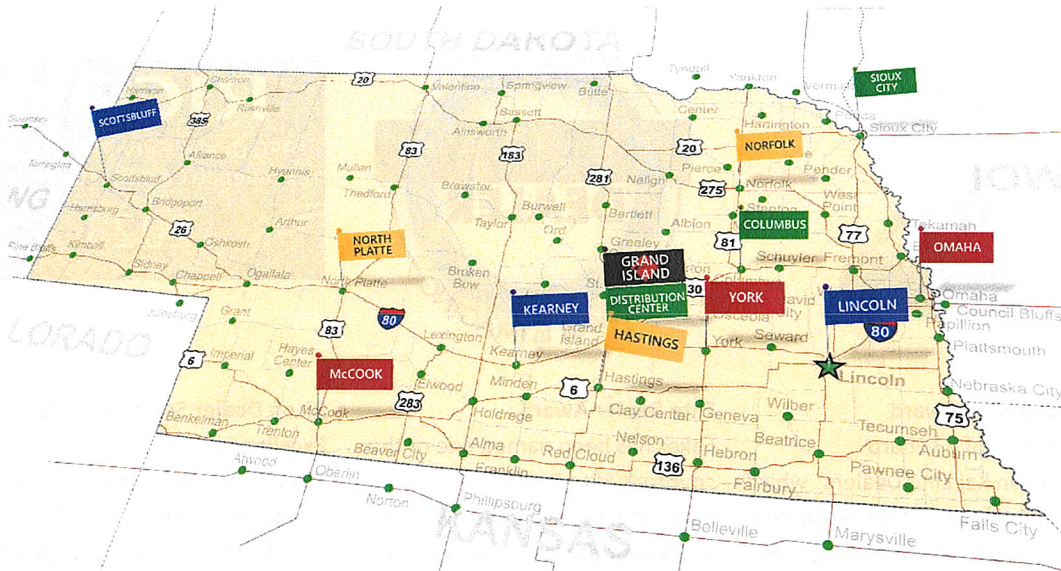
Ricoh is a leader in global technology for more than 80 years. With expertise in capturing, managing and transforming information, Ricoh delivers a broad portfolio of products from desktop to production that help you innovate and grow. From redefining a workplace to providing solutions that help you 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 locations across Nebraska that provide service to Nebraska, Iowa, Kansas, Colorado, Wyoming and South Dakota, Eakes continues the tradition of personal customer service that our customers value the most.

- **Grand Island (Corporate Office)**
617 W 3rd St
Grand Island, NE 68801
308.382.8026 | 800.652.9396
- **Columbus**
2911 13th St
Columbus, NE 68601
402.564.2679 | 800.445.4431
- **Hastings**
839 W 2nd 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 35th St
Lincoln, NE 68503
402.438.6700
- **McCook**
120 Norris Ave
McCook, NE 69001
308.345.5447 | 888.772.7114
- **Norfolk**
201 S 1st 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**
11108 Q St
Omaha, NE 68137
402.898.3017 | 800.652.9396
- **Scottsbluff**
14 E 14 St
Scottsbluff, NE 69361
308.631.5544
- **Sioux City**
510 W 13th St
South Sioux City, NE 68776
402.412.2334
- **York**
710 N Lincoln Ave
York, NE 68467
402.362.5442

PROPOSED SOLUTION

EQUIPMENT

Qty	Model	Description
1	IMC2510	25 PPM Digital Color MFP-Copy, Print & Scan
1	IMC2510	Cabinet Type A5 (2 Drawer with Cabinet)
1	IMC2510	Toner Bottle Lock Type M52
1	RSI ESS 5 Year	RSI Essentials 5 Years (Cloud Printing)
1	Install/Professional Services RSI ESS	Install/Professional Services RSI Essentials (Cloud Printing)
1	eGoldfax	Cloud-based fax server, setup/install, new fax #, and professional services

Please see attached brochure or specification sheet for more details.

RECOMMENDED PAYMENT OPTION: SMART PRINT AGREEMENT (eGoldFax and Ricoh RSI Essentials)

SPA Payment	Months
\$153.41	60

Smart Print Agreement includes:

- All parts, labor, toner, remote & onsite support, training, and service calls
- 5 years/60 months of RSI Essentials (Cloud Printing)
- 5 years/60 months of a 250-page eGoldfax plan (Cloud Faxing).
- **Note: Fax pages will be monitored closely, and changes can be made via. Addendum if necessary**
- 1,035 mono pages per month with additional mono pages billed quarterly at \$0.00700 per page
- 218 color pages per month with additional color pages billed quarterly at \$0.04000 per page
- 4-hour response time

SPA excludes:

- Paper and staples

RECOMMENDED PAYMENT OPTION: SMART PRINT AGREEMENT (eGoldFax only)

SPA Payment	Months
\$148.22	60

Smart Print Agreement includes:

- All parts, labor, toner, remote & onsite support, training, and service calls
- 5 years/60 months of a 250-page eGoldfax plan (Cloud Faxing).
- **Note: Fax pages will be monitored closely, and changes can be made via. Addendum if necessary**
- 1,035 mono pages per month with additional mono pages billed quarterly at \$0.00700 per page
- 218 color pages per month with additional color pages billed quarterly at \$0.045000 per page
- 4-hour response time

SPA excludes:

- Paper and staples

EGOLDFAX SOLUTION

Choose your plan:



- 250 Monthly Page Plan = \$38.49 / Overages = \$0.11 per page
- 500 Monthly Page Plan = \$63.82 / Overages = \$0.11 per page
- 750 Monthly Page Plan = \$90.74 / Overages = \$0.10 per page
- 1,000 Monthly Page Plan = \$114.48 / Overages = \$0.10 per page
- 2,000 Monthly Page Plan = \$176.47 / Overages = \$0.09 per page
- 3,000 Monthly Page Plan = \$285.46 / Overages = \$0.08 per page
- 4,000 Monthly Page Plan = \$355.10 / Overages = \$0.07 per page
- 5,000 Monthly Page Plan = \$412.10 / Overages = \$0.07 per page

****Additional fax lines are only \$1.50 per month for each fax line****

One Time Fax Number Port Fee = \$30.00 per fax number

With eGoldFax, you can eliminate your fax analog line(s) thus saving approximately \$30-\$40 per month per line with your phone carrier. Please verify with your carrier to determine cost savings.

****With eGoldfax, a fax accessory is not required, thus saving = \$7.70 per month ****

No bottlenecks, incoming and outbound faxes. Never miss a fax. All Sharp/Ricoh copiers can be leveraged to send faxes, you are not limited to just one designated copier.

In addition to sending faxes from any Sharp, faxes can be sent from any workstation, tablet, smartphone, etc. Inbound faxes can be routed to specific email address or network folder for easy distribution. You also can track sent/received for regulatory purposes for up to 10 years.

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.

4-Hour Response Time

Our dealership provides rapid call back with 4-hour or less service response time.

Manufacturer-Trained Personnel

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! With 43 Service Engineers conveniently located throughout our market averaging 16 years in the industry – that's over 665 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 85 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?

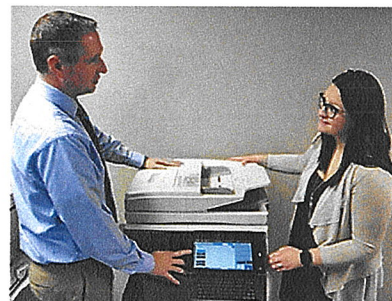
Training. Training. Training.

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.

MANAGED PRINT REFERENCES

Westside Community Schools

Bob Zagozda
402-390-2138
zagozda.robert@westside66.net
4-year Contract includes eGoldfax/Papercut

**Gretna Public Schools**

Dr. Rich Beran
402-332-3265
rberan@gpsne.org
5-year Contract includes eGoldfax/Papercut

**Wayne State College**

John Dunning
402-369-2262
jodunni1@wsc.edu
5-year Contract includes eGoldfax/Papercut

**Columbus Public Schools**

Leonard Kwapnioski
402-563-7000
kwapnioski@discoverers.org
5-year Contract includes Papercut

**Fremont Public Schools**

Scott Stoltenberg
402-727-4190
Scott.Stoltenberg@fpsmail.org
5-year Contract includes Papercut

**Lincoln Electric System**

Todd Dlouhy
402-473-3198
tdlouhy@les.com
5-year Contract includes eGoldfax/Papercut

