



**RICOH**

# Hernando County School District

## Business Solutions Proposal

**PREPARED BY:**

Mark Casey

Date: 6/12/25

# Cover Letter

Dear Julie & Chris,

On behalf of your Ricoh team, thank you for meeting with us to discuss your organization's challenges and how we can deliver the solutions that will help propel the District forward and position you for success. Based on our conversations, I have prepared a Like for Like proposal that will assist you in achieving your goals.

Ricoh has transformed the way people live and work with breakthrough technologies and services. Our solutions help you to remove obstacles to sustained growth by optimizing the flow of information and automating antiquated processes to increase productivity.

In addition, our extensive experience in a wide range of industries gives us in-depth knowledge of your unique challenges — and how our services can help overcome them.

We appreciate your time and look forward to helping the District work smarter.

Sincerely,

Mark

Mark Casey  
Account Manager  
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# IM 4000

## Laser Multifunction Printer



### IM 4000

#### SYSTEM SPECIFICATIONS

##### **Includes:**

- ✓ Output speed of 40 page per minute Black & White
- ✓ Copy, Print and Scan
- ✓ 1,000 Sheet Staple Finisher
- ✓ 1200 x 1200 dpi max print resolution
- ✓ Scans speed of 150 impressions per minute (simplex) / 300 impressions per minute (duplex)
- ✓ Paper capacity of 1,200 sheets

##### **Service Includes:**

- ✓ All parts, toner, labor and staples
- ✓ Installation and implementation
- ✓ Preventative maintenance
- ✓ 4 hour response time

# IM C4510

## Color Laser Multifunction Printer



### IM C6010

#### SYSTEM SPECIFICATIONS

##### **Includes:**

- ✓ Output speed of 45 page per minute Black & White and Color
- ✓ Copy, Print and Scan
- ✓ 1,000 Sheet Staple Finisher
- ✓ 1200 x 1200 dpi max print resolution
- ✓ Scans speed of 150 impressions per minute (simplex) / 300 impressions per minute (duplex)
- ✓ Paper capacity of 1,200 sheets

##### **Service Includes:**

- ✓ All parts, toner, labor and staples
- ✓ Installation and implementation
- ✓ Preventative maintenance
- ✓ 4 hour response time

# IM 7000

## Laser Multifunction Printer



### IM 7000

#### SYSTEM SPECIFICATIONS

##### **Includes:**

- ✓ Output speed of 70 page per minute Black & White
- ✓ Copy, Print and Scan
- ✓ 3,000 Sheet Staple Finisher
- ✓ 1200 x 1200 dpi max print resolution
- ✓ Scans speed of 150 impressions per minute (simplex) / 300 impressions per minute (duplex)
- ✓ Paper capacity of 4,300 sheets

##### **Service Includes:**

- ✓ All parts, toner, labor and staples
- ✓ Installation and implementation
- ✓ Preventative maintenance
- ✓ 4 hour response time

# Pro 8400S

## Laser Multifunction High Volume Printer



### Pro 8400S

#### SYSTEM SPECIFICATIONS

##### **Includes:**

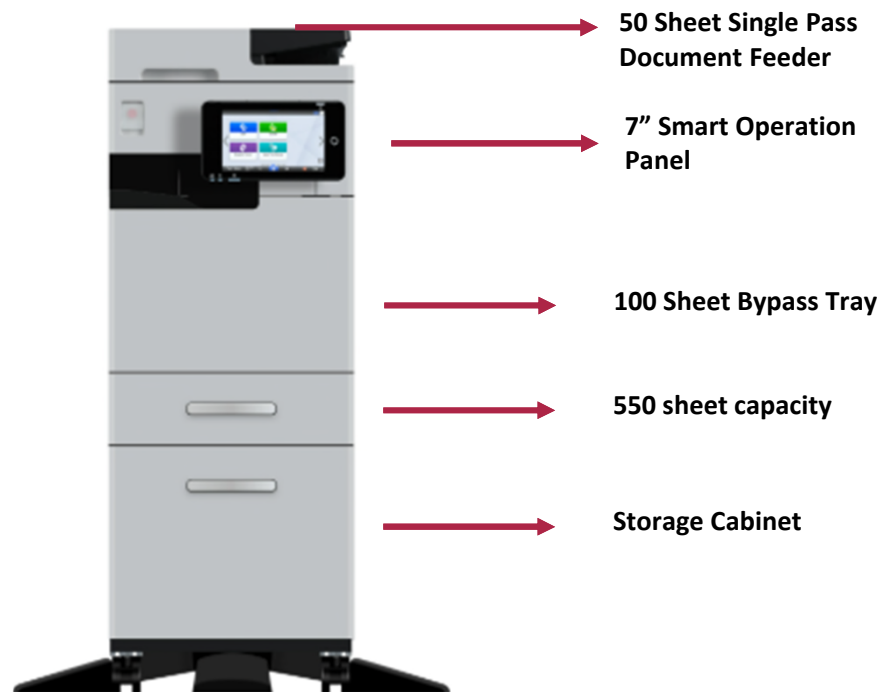
- ✓ Output speed of 96 page per minute Black & White
- ✓ Copy, Print and Scan
- ✓ 3,000 Sheet Staple Finisher
- ✓ 1200 x 1200 dpi max print resolution
- ✓ Scans speed of 150 impressions per minute (simplex) / 300 impressions per minute (duplex)
- ✓ Paper capacity of 4,300 sheets

##### **Service Includes:**

- ✓ All parts, toner, labor and staples
- ✓ Installation and implementation
- ✓ Preventative maintenance
- ✓ 4 hour response time

# IM 370F

## Laser Multifunction Printer



### *IM 370F*

#### *SYSTEM SPECIFICATIONS*

##### **Includes:**

- ✓ Output speed of 37 page per minute Black & White
- ✓ Copy, Print and Scan
- ✓ 1200 x 1200 dpi max print resolution
- ✓ Paper capacity of 650 sheets

##### **Service Includes:**

- ✓ All parts, toner, and labor
- ✓ Installation and implementation
- ✓ Preventative maintenance
- ✓ 4 hour response time

# Proposed MFP Pricing

District Fleet			
Model #	Quantity	Unit Price	Total Cost
IM4000	42	\$ 152.10	\$ 6,388.20
IM7000	42	\$ 184.50	\$ 7,749.00
IM7000 w/ Hole Punch	1	\$ 193.50	\$ 193.50
Pro8400	4	\$ 274.50	\$ 1,098.00
IM370F	11	\$ 35.10	\$ 386.10
IMC4510 w/ Hole Punch	8	\$ 144.00	\$ 1,152.00

Proposed 60 Month \$1.00 Total Lease Payment:	\$ 16,966.80
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Proposed BW Cost Per Copy/Print:	\$0.0034
Proposed Color Cost Per Copy/Print:	\$0.0400

Food Nutrition			
Model #	Quantity	Unit Price	Total Cost
IM370F	22	\$ 35.10	\$ 772.20
IMC4510	1	\$ 135.00	\$ 135.00

Proposed 60 Month \$1.00 Total Lease Payment:	\$ 907.24
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Proposed BW Cost Per Copy/Print:	\$0.0034
Proposed Color Cost Per Copy/Print:	\$0.0400 <sup>8</sup>

# Proposal for Hernando County School District



## Leveraging 80+ years of innovation in office technology

Ricoh's industry leading product line is designed to meet the demands of any of our customer's environments. We offer both workgroup multifunctional printers and printers that work seamlessly with our digital workplace solutions and software to allow our clients to create, share and manage their critical business information and documents. **Hernando County School District** can look forward to these benefits:

- Ability to connect to cloud applications
- Lower Total Cost of Ownership (TCO)
- Improved print & scan quality
- Increased document security options
- Reduction in hardware malfunctions, resulting in improved uptime
- Carbon footprint reduction initiatives and transparent sustainability reporting to align with ESG reporting criteria

*It's been a total win-win with Ricoh. We've been able to improve our services and the functionality is so much better — and our costs went down..*

**Hatboro-Horsham School District**  
[Case Study](#)

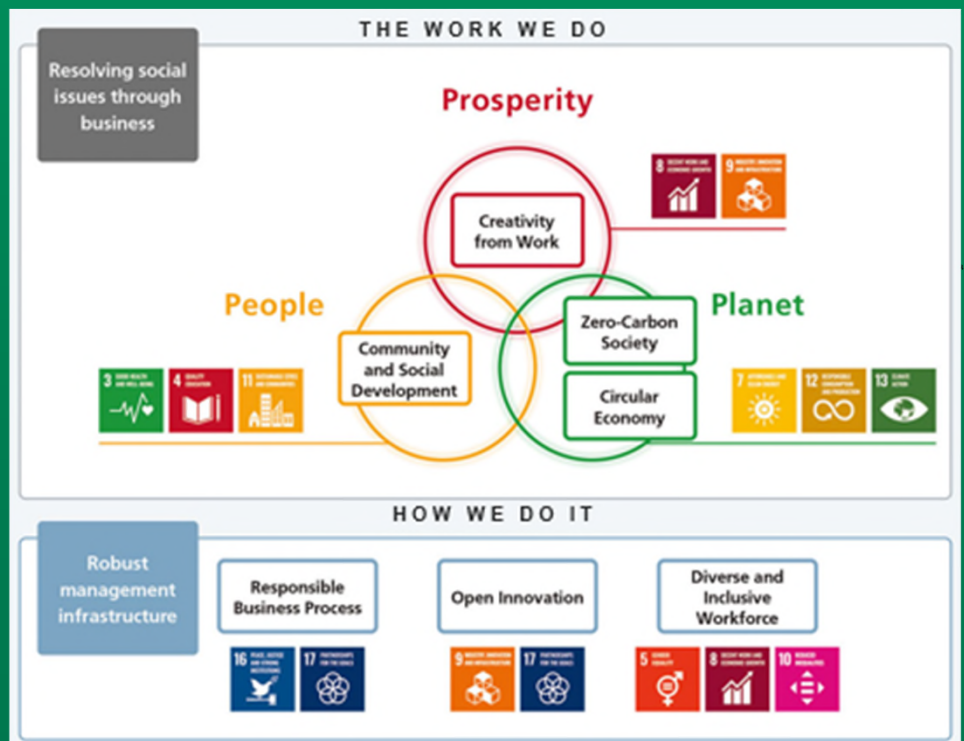


## 5 decades of environmental sustainability

Our commitment to environmental conservation has been woven into the DNA of our manufacturing, logistics, product use and final disposal processes since 1976. Our ENERGY STAR certified products, services and solutions can assist you in achieving your ESG requirements through eco-friendly procurement, recycling initiatives, reduction in paper and electricity usage, process optimization and carbon footprint reporting.

## Accomplishing our ESG promise through 12 focus Sustainable Development Goals (SDGs)

From the start, we have been focused on delivering value through attaining what we call “the Three Ps Balance” or building harmony among People, Prosperity and Planet. At the highest level, our commitments focus around “resolving social issues through business”—and the way we accomplish that is through the foundation of our robust management infrastructure





# RICOH

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