



**Santa Rosa City Schools – Print Optimization Proposal Date:** January 22, 2026

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### **Executive Summary**

Kyocera proposes leveraging OMNIA Partners Contract #R241203 as the procurement vehicle for this project. Under the terms and conditions of Contract #R241203, authorized dealers who have executed a Kyocera Partnership Addendum may receive purchase orders in their name and invoice the customer directly, provided the contract number is referenced on the order.

This proposal delivers a comprehensive print optimization solution for Santa Rosa City Schools, reducing monthly costs by 22.4%, consolidating devices for greater efficiency, and eliminating unnecessary expenses such as HP toner and desktop printers. The new fleet of 131 Kyocera devices, combined with KCPS Follow-You Print software, will enhance security, streamline workflows, and provide centralized control over color printing.

### **Our turnkey package includes:**

Full installation, software deployment, and payoff of remaining leases, ensuring a seamless transition with no upfront costs and the first payment due at the end of February.

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## **Current Total Monthly Print Spend**

**\$40,955.41**

### **Includes:**

- Lease #1 – Original 36-Month Term
- Lease #2 – Original 36-Month Term
- Service base charges (Black & White)
- Service base charges (Color)
- Black & White service overages
- Color service overages
- HP toner estimated cost
- IT labor and related costs

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## **New Kyocera agreement**

<b>Term Option</b>	<b>New Monthly Bundled Lease &amp; Service</b>	<b>Duplication Lease</b>	<b>Total Monthly Cost</b>	<b>Savings</b>
<b>48-Month</b>	\$27,845.03	\$3,937.81	\$31,782.84	<b>22.4%</b>

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### **New Kyocera Fleet & Key Benefits**

- Consolidate 161 units into (125) TASKalfa MZ3501ci color units and (6) TASKalfa MZ7001i, defaulted to black & white printing. **(131 Total proposed)**
- KCPS Follow-You Print Software: Secure printing from any device using PIN codes.
- Print management controls: Restrict color printing to authorized users.
- Remove all HP desktop printers to drive volume to cost-effective Kyocera devices.
- Color cost-per-copy program at \$0.03 per copy.
- Eliminate HP toner costs for significant additional savings.
- 5 units in duplicating center (current lease ends in 15 months).
- **New fleet total 136:**
  - **131 Units** - New 48 Month Lease + (Duplication center 18-month lease) **5-units.**

## Configurations

TASKalfa MZ7001i



TASKalfa MZ3501ci



<b>TASKalfa MZ7001i</b>	<b>TASKalfa MZ350 ci</b>
<b>DP-7160:</b> 320 – Sheet Dual Document Processor	<b>DP-7160:</b> 320 – Sheet Dual Document Processor
<b>PF-7150:</b> Dual 1,500 Sheet Paper Tray	<b>PF-7150:</b> Dual 1,500 Sheet Paper Tray
<b>AK-7110:</b> Attachment Kit	<b>DF-7100:</b> 500 Sheet Staple Finisher
<b>DF-7120:</b> 1,000 Sheet Staple Finisher	<b>PH-7100:</b> 2-3 Hole Punch Unit
<b>PH-7A:</b> 2-3 Hole Punch Unit	<b>Fax System 12:</b> Fax Board
<b>Fax System 12:</b> Fax Board	(INTENTIONALLY BLANK)

# Software Solutions

## **KYOCERA CLOUD PRINT AND SCAN**

- Security & Authentication - Users must authenticate (via ID card, PIN, user/password, or integration with services like Azure Active Directory) before print jobs are released.
- Cloud Storage Integration - Scanning to or printing from cloud storage services: OneDrive, Google Drive, SharePoint Online, Box, etc.
- Reporting & Monitoring - Reporting tools ("actionable reporting") to monitor print job usage, costs, quotas, etc.
- Print Management & Follow Me Print



**Kyocera Cloud Print & Scan**

131-Licenses (Proposed)