

## Statewide Term Contract - Print Management Program Highlights

<https://webprod.cio.sc.gov/SCSolicitationWeb/contractSearch.do?solicitnumber=5400019474>

The Division of Procurement Services has issued a Solicitation aimed at improving the STC-Print Management Program. Our goal is to reduce your hardware, service and supply expenses for copiers, printers and scanner products. It's something all of our organizations have in common, and we anticipate you'll have a number of questions. Below are answers to FAQs about our new STC-Print Management Program:

### Why a different program?

- The FY 2021 – 2022 South Carolina Proviso 117.85 requires recovery audits for all state agencies. This Proviso further provides a recovery audit firm may conduct an analysis of contracts and pricing structures to identify and recommend future cost-savings and improved state agency financial operations going forward. This Proviso provides that the State shall pay a fee to the recovery audit firm for obtaining actual savings.
- Recovery Audit Services (RAS) assisted the State with developing a cost-reduction initiative applicable to the print management program based upon their industry and market knowledge and expertise.

Over time, DPS entered participating addendums with multiple copier and print manufacturers under NASPO ValuePoint contracts. These serve as State Term Contracts which allow using governmental units to purchase copier, printer, and scanner products along with related services. The *new* STC-Print Management Program will provide cost reduction by significantly reducing your hardware-, service- and supply-related expenses for each product. RAS provides crucial industry and market expertise needed to help us all save money.

### What will the program do for you?

- Reduce costs for copier/manged print equipment.
- Simplify program operations by standardizing equipment configurations.
- Facilitate financial comparisons of needed equipment.
- Improve the level of customer service while providing advanced technology at a lower cost.

### Timeframe and Expectations?

- DPS doesn't expect all copiers to be changed out right away. It's a phased approach during the life of the contract.

### How?

- Current invoice pricing serves as the benchmark to estimate savings for each UGU.
- Currently, the Solicitation lists a fee of 7%. The final administrative fee will be determined at the time of the award based on estimated savings.

- RAS will continue to assist the State with reducing costs and will provide consultation services to all of us to facilitate the program and assist in right-sizing equipment needs.
- Once compensation is made to RAS as set forth in the Proviso, the administrative fee will be reduced.