

Case Study

environmental

Ricoh's Solutions Help a Government Department Meet Cost Directives and Sustainability Initiatives

The new Ricoh MFPs help meet the government's standards for advanced sustainability technologies as well as the reduced cost requirements of the sourcing program.

ABOUT THE CUSTOMER

The customer is a large government department.

CHALLENGE

An administrative agency of the government oversees a government-wide acquisition vehicle that leverages the government's consolidated buying power to acquire and manage resources at lower cost.

The acquisition vehicle's sourcing program allows government agencies to achieve cost savings and reduce their environmental impact through a holistic acquisition approach and mindful printing practices. Government agencies can utilize the contract vehicle to acquire and implement managed print services, managed document services, software and hardware. The program identifies selected print vendors whose services and solutions meet the program's cost reduction goals. Additionally, the program designates a category of "Green" devices that demonstrate the most advanced sustainability technologies.

The customer issued a Request For Proposal (RFP) for 290 multifunction products (MFPs) as part of an eventual roll out of a department-wide print migration initiative. It desired a wide selection of MFPs with color print capabilities. It also wanted devices that met the sourcing program's Green designation. Ricoh offers a vast selection of environmentally sustainable devices—both black and white from 20 to 90 pages per minute and color from 30 to 75 pages per minute. The RFP also required flat rate maintenance and EPEAT® (Electronic Product Environmental Assessment Tool) registered products.

The department evaluated responses to the RFP, in which vendors identified models of their products that met the low cost program standard as well as those that met the Green standard. After careful evaluation, the department chose Ricoh due to the large number of Ricoh products that met both its cost and sustainability goals.

CHALLENGE

- Source 290 MFPs through the government's sourcing program that meet the cost and sustainability objectives of a federal department

SOLUTION

- Ricoh's full range of MFPs that meet required standards for both cost, sustainability and security requirements

RESULTS

- A successful print migration that satisfies the government's cost requirements and most advanced sustainability standards and sets the stage to continue the migration throughout the rest of the department

Case Study

RICOH

SOLUTION

Companies that responded to the RFP typically had only selected products that met both the department's low cost and environmental requirements. In contrast, a wide-variety of Ricoh's products that were on the low cost standard list were also on the list for the Green standard. This meant the department could choose from a product range with print capabilities from 20-90 pages per minute and meet the highest environmental guidelines of the program. Additionally, the Ricoh devices enable the department to meet Environmental Protection Agency government standards related to sustainability as well as ENERGY STAR® and EPEAT requirements.

The Ricoh MFPs also satisfied security requirements with data overwrite security system and HDD encryption technologies. Moreover, the devices support common access card and personal identification verification authentication solutions for added security.

In addition to reduced device costs, the government department benefits from a flat-rate service contract for all of its MFPs, eliminating unpredictability when it comes to fleet maintenance costs.

RESULTS

The new Ricoh MFPs help meet the government's standards for advanced sustainability technologies as well as the reduced cost requirements of the sourcing program.

With the MFPs in place that range from 20-90 pages per minute depending on individual requirements within the government department's print environment, the organization has reduced its device-to-user ratio to 1:15.

Having proven success with the initial roll out, the department is now working with Ricoh on a migration of 2,200 printers with on-site personnel and a goal to achieve a 1:14 device-to-user ratio. On Ricoh's recommendation, it is also planning to deploy NSI™ AutoStore™ SecurePrint™ and Output Manager™ to manage its printer fleet and help improve document security within the organization.



www.ricoh-usa.com