



Statewide Print Management Strategies Team

August 27, 2019 – Bi-Annual Meeting

1500 Jefferson Street, Olympia – Presentation Room 1st Floor – Enterprise Services

Print Management Strategies Team Resources:

Damien Bernard, Business Resources Division

Jason Bippert, Business Resources Division

Alexander Kenesson, Contracts & Procurement

Jeff Kessler, Managed Print & Internal Use



Today's Agenda

Topic		Who
Welcome – Housekeeping	Information	Jeff
Print Management Report Review – FY18	Information & Discussion	Damien
Print Management Report Update – FY19	Information & Discussion	Damien
Print spend	Information & Discussion	Jason / Damien
NASPO contract update	Information & Discussion	Alexander
Wrap Up and Next Steps	Discussion	Team



Welcome

- Please mute cell phones
- For those dialing in, please do not use your “Hold” function
- Emergency exit- Assemble at flag pole in front of building



Staff Changes

- New DES Contract Representative Alex Kenesson
- Special thanks to Josh Klika



Print Management Requirement

RCWs & WAC	State Agencies, Boards, Commissions	Institutions of Higher Education
RCW 43.19.742 DES to establish rules and guidelines for managing print operations	DES only	
WAC 200-380 Agencies must adopt a print policy, standards and procedures Determine baseline costs Annual reporting	✓	✓
RCW 43.19.733 Managed print required for agencies with 1,000+ employees	✓	✓
RCW 43.19.739 Agencies must consult with DES for printing and binding	✓	✓
RCW 43.19.745 Agency use of envelopes-Standardization	✓	✓
RCW 28B.10.029 Grants colleges independent authority to purchase materials, supplies and equipment		✓



Print Management Report FY18 – Reporting Compliance

Agency Name	Total FTE	Report Annually to DES	Adopt Policies, Procedures and Standards	Determine Baseline Cost	Utilize Managed Print Services for Agencies over 1,000 FTE's
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Print Management Report FY18 - Participants

Agency Type	2016	2017	2018
State Agencies	31	35	32
Boards and Commissions	15	36	23
Higher Education	30	34	23
Total	76	105	78

- Sixteen agencies with 1,000 or more FTEs submitted annual reports.
- Twenty-five agencies of varying sizes operate in-plant printing services.
- Forty-eight of the 78 agencies reporting have fewer than 500 FTEs.



Print Management Report FY18 – Print Spend

- 69 Agencies reported print spend
- Total print cost: \$38,066,075
- Total internal use cost \$21,120,439
- Total external use cost \$16,945,636

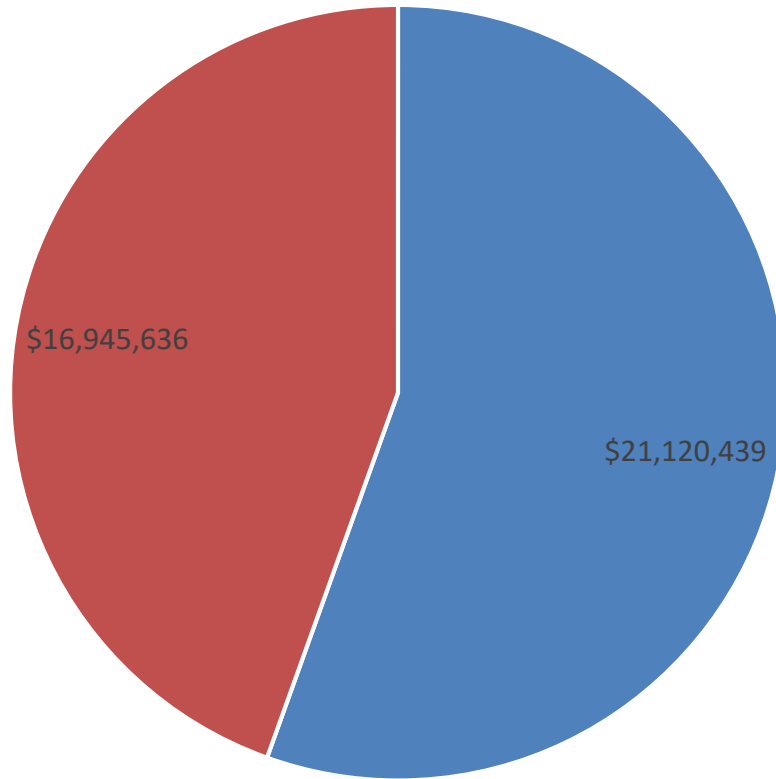


Print Management Report FY19 - Review

[2019-Print-Management-Survey.pdf](#)



Print Spend - Reported Statewide



- 68 Agencies reported print spend
- Total print report spend was \$38,066,075



■ Internal Spend ■ External Spend



Print Spend – External Options

- External Print Spend
- DES Print and Mail Services
- Digital Printer Refresh



NASPO Contract Update

- NASPO Copiers and Managed Print Services are being rebid
- Combining two existing contracts
 - NASPO Copiers, Printers & Related Devices (#05214)
 - NASPO Managed Print Services (#00215)
- These were extendable but NASPO is rebidding instead
- Current contracts expire December 31, 2019
- DES Serving as sourcing team member



NASPO – New Contract

- Many details are just being released
 - NASPO is in the awarding phase to Vendors
 - Six (6) Vendors already signed with NASPO
 - Canon, Hewlett Packard, Konica Minolta, Ricoh, Toshiba, Xerox
 - Kyocera, Lexmark, Sharp still pending
- NASPO Contract Website:
<https://www.naspovaluepoint.org/portfolio/copiers-managed-print-services-8119-123121/>
- Recommended Reading
 - Award Summary
 - Executive Summary
 - Decision Memorandum



NASPO – Known Changes

- The evaluation consisted of 2 parts
 - Copiers and Managed Print Services (MPS)
 - Vendor must win Copiers award to be eligible MPS for that segment
- Technical Factors 60%, Cost 40%
- 6 Separately Awarded Categories
 - A3 MFD's
 - A4 MFD's
 - Production Equipment
 - Single-function Printers
 - Large/Wide Format Equipment
 - Scanners
- “Standard” MPS purely based off of per-click rates for parts, labor, and OEM/compatible supplies
 - Other services available in varying different implementations
- Copiers include sale or lease
 - With or without maintenance/supplies
 - With or without minimums



NASPO – New Contract - Awards

- NB: We have NOT signed a Participating Agreement yet; this is preliminary and informational only

Vendor	A3	A4	Production	Single Fct.	Large/WF	Scanners	MPS
Canon	Yes	Yes	Yes	Yes	Yes	Yes	Yes
HP	Yes	Yes	No	Yes	Yes	Yes	Yes
Konica	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Kyocera	Yes	Yes	No	Yes	No	No	Yes
Lexmark	No	Yes	No	Yes	No	No	Yes
Ricoh	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Sharp	Yes	Yes	Yes	Yes	No	Yes	Yes
Toshiba	Yes	No	Yes	Yes	Yes	Yes	Yes
Xerox	Yes	Yes	Yes	Yes	Yes	No	Yes



NASPO – Stakeholder Feedback

- Stakeholder outreach to begin early September
 - Waiting for lead state to receive all of the master agreements and finalize bid process
- Stakeholder meetings begin late September/early October
 - Discuss current vs new contract
 - Need feedback on current contract
- We need to decide which Participating Agreements to sign and why
 - Likely (much) more restrictive than the full award
- If interested contact Breann.Aggers@des.wa.gov



Questions?



Next Steps

We agreed to:



Thank you!

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Alexander.Kenesson@des.wa.gov

Jeff.Kessler@des.wa.gov

Print Management resources online:

<http://des.wa.gov/services/printing-mail/printing-services/print-management>

