

Best in Class Technology for Education

RICOH
imagine. change.



All of Government PTAS for Schools

Print Technology and Associated Services (PTAS) for Education

The All-of-Government Print Technology and Associated Services (PTAS) contract covers print-related product and service requirements through the one contract.

This contract uses Statements of Work as the agreement between participating agencies and providers.

The PTAS contract covers the following products and services:

Print equipment, software, sector-specific products like 3D printers, wide- and large-format printers and scanners, as well as related consultancy and provider-enabled services and maintenance and servicing.

All schools are eligible to use the All of Government (AoG) PTAS contract to procure any print equipment and associated services.

- Category 1 – Device and peripherals (including MFDs and Printers)
- Category 2 – Device maintenance; consumables and parts
- Category 3 – Print- and scanning-related software
- Category 4 – Print and scanning consultancy and professional services
- Category 5 – Provider-enabled solutions
- Category 6 – Sector-specific solutions (3D Printers)

How to access these benefits

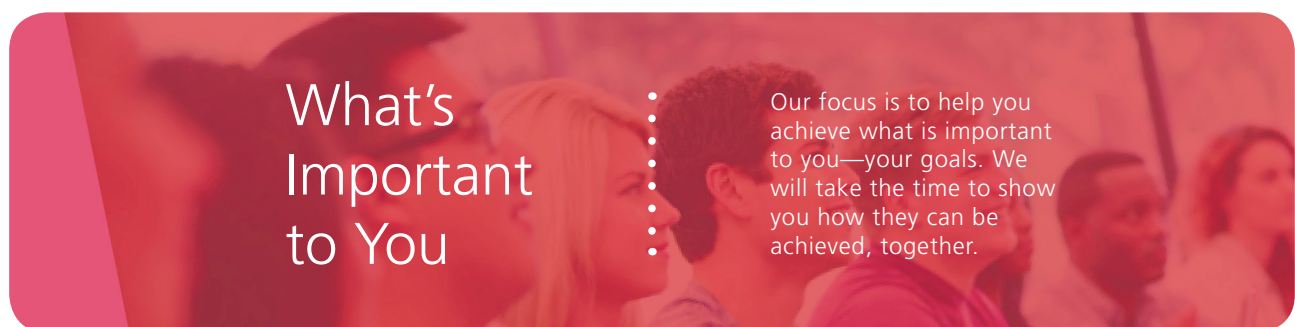
- For further details, please contact the MBIE Centre of Excellence for Print and arrange to sign a Non-Disclosure Agreement (NDA) and a Letter of Accession (LOA) – visit: www.procurement.govt.nz/contracts/print-technology-and-associated-services/
- Email procurement@mbie.govt.nz



Why use Ricoh All of Government PTAS?

Our range of solutions and services enable you to reach the unique goals of your organisation. We can help you:

- **Control costs and reinforce your operations** by implementing more efficient processes that free up time, enabling you to focus on your resource development.
- **Eliminate wastefulness and enhance sustainability** with secure print by driving more environmentally-friendly operations that can reduce your operating costs and empower your employees to increase productivity and boost innovation.
- **Tighten information security and governance**, enhancing your reputation with customers and reducing the risk of critical-data security incidents.
- **Get the most out of your team members** and free them from the frustration of inadequate, inefficient processes by providing secure, timely access to the accurate information they need to perform their roles.
- **Streamline processes**, making your workflows more cost-efficient and delivering strategic benefits such as improving customer service, responding more quickly to market developments and increasing knowledge-sharing and collaboration for greater productivity.
- **Drive positive change while minimising disruption to your operations**, helping transition employees through the change process and ensuring that they are proficient with the new processes, workflows and technologies that are involved.
- **Insurance**; equipment installed on an AoG PTAS SOW insurance is covered by Ricoh.
- **Overcome the common pitfalls of information overload and unstructured data**, ensuring your employees have ready access to the right documents and information in the right format, whenever and wherever they need it.
- **Ensure you're prepared** to harness the benefits of new technologies and new ways of working and can continue to support the needs of a changing workforce with agile, high-performing infrastructure.



Ricoh is an accredited supplier on the All of Government PTAS supply panel

The range of products and services available includes:

- **Ricoh printers and MFDs, printroom equipment and accessories**
Plus the supply of service, support and consumables to keep the equipment running.
- **A full range of print- and scanning-related software to drive down costs**
Including EDRMS, Smart Scanning, Follow-You printing, cost recovery, card systems, mobile printing software and electronic forms' software.
- **Consulting and professional services**
Including IT consultation, solutions architects, technical/analyst support, project management services and business analysis services.
- **Business solutions**
Accounts payable automation in-house or as a service, smart image/data capture and processing, cloud hosting for scanning, back-capture scanning and valet services (staff).
- **Sector-specific solutions**
Full range of 3D printers, wide-format printers, copiers, production printing products and print-finishing equipment for print rooms.

Within the All Of Government offering there is a range of procurement options available including:

- Purchasing from the range of products and services
- Leasing equipment, software and services over a choice of short or long terms
- Paying for all products and services on a per-impression basis.

Ricoh understands schools and education

Ricoh realises there are a whole range of different requirements and challenges across the entire education sector. That's why Ricoh has built a business model around supporting this unique market – thriving on the opportunity to continually innovate.

The services and solutions Ricoh provides offer the flexibility to meet the ever-changing school environment coupled with the thirst for technology uptake and use within schools throughout New Zealand. Our solutions meet and exceed the school's business and teacher and student expectations and requirements while providing the elasticity to constantly adapt to meet the sector's continually advancing technology.

Our involvement stretches beyond just the provision of technology to meet the business needs of our schools. We are proactively seeking out opportunities to make a real difference to schools and their communities by offering additional assistance in sport and cultural sponsorship, technology initiatives, scholarships and community-driven activities.



The Ricoh-developed te Reo Māori app available on our MFD Smart Operation Panels.

Supporting Schools and Communities

Ricoh has long recognised that it is in a position to help the communities in which it operates and has chosen to take both a national and regional approach to how it engages with different groups. Ricoh is a part of the community and our community is our framework, so we see it as a basic responsibility to give back and stay in touch. Ricoh New Zealand supports a number of schools, organisations and individuals with a sport, activity or environmental focus. Here is a small selection of the schools and groups we support:



A junior team plays in a primary school six-a-side football tournament



College Street Normal School Basketball team
Their performance helped the school win the Ricoh Cup



The Ricoh Cup

The Ricoh Cup is an annual sporting competition between five Primary Schools and over 200 students, who compete in Netball, Hockey, Rugby, Soccer and Basketball. Ricoh supports the competition by sponsoring the event, providing drink bottles and the grand prize – The Ricoh Cup!

The Digi Awards

The Inspire Net Manawatu Digi Awards is a student eLearning competition and awards evening, which is open to all schools that are financial members of the Manawatu Principals' Association. Held annually, the event features teams from 39 schools from across the region. The awards evening provides an opportunity for students, their families and friends to share and celebrate eLearning excellence.



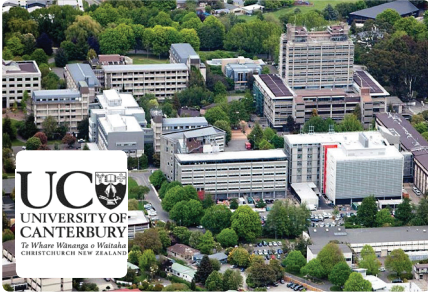
Young Enterprise Trust

The Young Enterprise Trust offers a range of enterprise programmes and financial literacy resources that can be used by teachers throughout New Zealand. Each resource is designed for a specific age group, and aligns to the New Zealand Curriculum. The Young Enterprise Scheme (YES) is an experiential programme where students set up and run a real business. Each YES company creates their own product or service and brings this to market with the help from business mentors.



Ricoh in Action in Education

The way we, as a society, work and learn is changing and Ricoh New Zealand is at the forefront of that transformation. Through a national network in 26 locations Ricoh has partnered with numerous schools and education providers to implement a number of solutions to help students and faculty alike. From traditional printing to 3D Printing to IT Services and Production Print, Ricoh's range of solutions enables New Zealand's tertiary institutes and schools to focus on what they do best; teach.



University of Canterbury

The University of Canterbury (UC) and Ricoh have worked together since 2008 when UC selected Ricoh as its Print Provider—Ricoh currently supplies nearly 400 MFDs and four Pro Devices for UC Print. In 2016 Ricoh implemented Equitrac to provide print cost tracking and 'Follow You' printing.

This working relationship now includes UC Procurement, IT, PMO, Warehousing and the Print Room. UC has recently re-signed the Print contract via the AoG process, which included amalgamating the Print Room contract under the AoG umbrella along with the campus MFD fleet.



Pukeatua School

Pukeatua Primary School was opened in 2001 as a result of the merger between local Wainuiomata schools Glendale and Pencarrow. Pukeatua provides education for Years 1–8 with a total immersion Māori learning option.

The school was particularly interested in the te reo Māori app, available on Ricoh's smart operation panels, as well as built-in OCR Scanning capability, which they found would reduce their office administration tasks by around 20 per cent.



St Oran's College

St Oran's College is a year 7 to 13 college for girls in Lower Hutt, which was founded by the Presbyterian Church of Aotearoa New Zealand in 1958 and integrated into the State School system in January 1991.

The size of the school—504 pupils—contributes to a 'family' atmosphere, creating a strong sense of belonging and community amongst students.

Ricoh was able to standardise their otherwise disparate fleet and provide 'Follow You' printing, which allowed their users the flexibility to print on the go. The inclusion of a Pro C5100 was a huge selling factor.



Westlake Girls High School

WGHS is a secondary school located in Takapuna, Auckland. The school was established in 1958 as a coeducational school, becoming girl only in 1962 following the opening of Westlake Boys High School.

Their partnership with Ricoh addressed a number of issues, such as coping with large volumes of print and updating the school's network of printers.

As well as a new fleet of printing devices, Ricoh also implemented Papercut to help with cost allocation. Student BYOD printing was also introduced, a feature not previously available to Westlake Girls High School.



Kelston Deaf Education Centre

With a focus on working together with families and the Deaf community, Kelston Deaf Education Centre (KDEC) provides equitable and coordinated deaf education.

They aim to empower their students to make meaningful contributions to their community, become socially integrated and determine their own futures after they finish their education.

Ricoh has worked alongside KDEC to mitigate costs by installing efficient print management software and refreshing their fleet of photocopiers.



To whom it may concern;

Recently Ricoh was successful in tendering and attaining Westlake Girls High School printer services. The tender was very specific and the evaluation process was very robust in finding the best company and solution for the school.

A number of companies tendered for this work which also included our previous printer company. In the past we had had some requirements that had not been met, including up-time on equipment and the software solution that we had. We had some compatibility issues therefore the solution did not meet our expectations in some areas.

We are a large school with a state of the art reprographics area. This area demands large volume print which exceeds 2,000,000 copies per year. In addition to this we have a large network of printers of various sizes throughout the school.

Our new partnership with Ricoh not only addressed the above issues, but exceeded our expectations of delivery deployment of Papercut and our new fleet of printing / copying devices. Papercut works as per the solution design with little maintenance required from our technical team. Including student BYOD printing that was previously not available to us.

Ricoh's software and project management teams played a significant part in the design, deployment and post implementation of the overall Ricoh Solution. Their approach made the transition (which had strict time constraints) very seamless and simple for our school

For any organisation considering a new print / copy contract, I would highly recommend they speak to the team at Ricoh NZ

Grant Brown
Mr Grant Brown
Property Manager
Westlake Girls High School

Print CoE
Ministry of Business Innovation and Employment
PO Box 1473
WELLINGTON 6140

PTAS Acknowledgement Card

This letter is acknowledgement for the Ministry of Business Innovation and Employment that Ricoh New Zealand Limited presented information about the Print Technology and Associated Services (PTAS) contract while _____ (educational institution name) was evaluating options.

- In this instance, we **will be** proceeding with the All of Government option.
- In this instance, we **will not be** proceeding with the All of Government option.

Should you have any further queries regarding this please, feel free to contact me.

Signed,

Title

Name

Date

/ /

Local Awards and Accreditation



Kofax Diamond
Partner of the Year 2014
Kofax Partner of the
Year 2013, 2015 and 2016

Laserfiche

2017 Top
International
Value-added
Reseller



ISO 27001
Information
Security
Management



ISO 14001
Environmental
Management



ISO 14064-1
Certified
Organisation



Environmental
Choice

First in New Zealand to receive



**Westpac Auckland
Business Awards**
Central | North | South | West

2017 Employer of the Year



2017 Most
Sustainable
Large Business



Outstanding
Performance in Carbon
Product Footprint
Management 2017



2017 Business Partner
of the Year

Contact

Want to find out more, contact:

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www.ricoh.co.nz

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