ANNOUNCING KONICA MINOLTA – PREFERRED SUPPLIER

Recently added to the UTSA Supplier Mall, Konica Minolta offers discounted rates on a wide range of services under a UT System-wide contract. The Purchasing Office encourages you to utilize the Supplier Mall when possible. Preferred Suppliers offer deep negotiated discounts, added benefits and meet or exceed UTSA Purchasing requirements. Be sure to visit the Supplier Mall (http://utsa.edu/purchasing/suppmall) to find savings on a variety of goods and services. Great savings are just a click away at the UTSA Supplier Mall!

PREFERRED SUPPLIER
Konica Minolta Business Solutions, Inc.
Konica Minolta Home http://www.konicaminolta.com
Konica Minolta Printers http://kmbs.konicaminolta.us/wps/portal/web/home/home/businesssolutions

PRODUCTS
Konica Minolta offers Multifunctional Devices (MFDs) and related equipment such as desktop units, printers, and production print equipment. A MFD is a multifunction printer, fax, and copier which puts more speed, quality, and productivity at the hub of your business

AGREEMENT
Agreement Number: UTSSCA3812 (Place this number on all purchase requests using this agreement)
Contract Duration: February 1, 2012 – January 31, 2015 (plus three one-year extension options)

PRICING
The contract provides for fixed discounts from list price and fixed lease rates (lease rates may decline if future market rates decline) for the first 36 months of the agreement. These fixed discounts from list price are applicable to both leased and purchased equipment. Under the lease option, a print charge is assessed to each print (cost per copy), which pays for the cost of all consumables, maintenance, and service for the equipment. Rider 200 to the agreement contains a comprehensive price list applicable to UTSA. Analyses performed by the strategic sourcing team indicates a savings range from 15% - 50% is achievable.

ADDED BENEFITS
Konica Minolta will provide account management activities under this Agreement and provide for the following additional services:
• Equipment Management
• Hard Drive Services (Wiping and Disposal)
  For more on the security aspects of the equipment provided by Konica Minolta, please visit: http://kmbs.konicaminolta.us/content/products/subcategories/as_security.html
• Unconditional Return Policy

PRIMARY SUPPLIER CONTACT
Mike Strole
Major Account Executive
Government & Education Specialist
PH: 210-483-1813
Email: strollem@kmbs.konicaminolta.us

For questions or additional information regarding this contract or supplier, please contact the Purchasing & Distribution Services Department at 210-458-4060.

Thank you,
Lane Brinson, C.P.M.
Assistant Director of Purchasing