

RESOLUTION APPROVING THE RENEWAL OF A CONTRACT WITH RICOH USA INC. FOR MANAGED SERVICES

WHEREAS, for the past fifteen years the City has participated in a Managed Services Provider contract and relationship with Ricoh USA Inc. (Ricoh) for reproduction, printing, and courier services; and

WHEREAS, the first contract, for five years, was awarded in February 2006, and since that time the City has entered into two additional five-year contracts with Ricoh; and

WHEREAS, the current and third contract with Ricoh expires on January 31, 2021; and

WHEREAS, Ricoh has been awarded a contract in the U.S. Communities Government Purchasing Alliance, offering Ricoh's most competitive prices and meeting all N.C. State Statutes; and

WHEREAS, Ricoh has an existing N.C. State purchasing contract; and

WHEREAS, Ricoh maintains a local presence, with 300+ employees living within the Triad area, and has a diverse team of five employees whose central day-to-day working hub is the Bryce A. Stuart Municipal Building; and

WHEREAS, Print Shop services requested by the City that Ricoh cannot accommodate, considered "overflow", are sub-contracted out by Ricoh, with first attempts to contract directly with local M/WBE providers; and

WHEREAS, Ricoh has provided a proposal for a three-year extension for the services that includes \$1,192,296.13 for Managed Services and \$694,800.00 for Equipment Leasing, for a total three-year cost of \$1,887,096.13, covering the time period of February 1, 2021 through January 31, 2024.

NOW, THEREFORE, BE IT RESOLVED that the Mayor and City Council of the City of Winston-Salem authorize the City Manager to enter into a contract with Ricoh USA Inc. for the total amount of \$1,887,096.13 for a three-year contract extension.

BE IT FURTHER RESOLVED that the City Manager is hereby authorized to execute the contract on behalf of the City.