BROKEN ARROW ⟩ PUBLIC SCHOOLS

Educating Today   *Leading Tomorrow*

Contract Committee Review Request
MUST BE COMPLETED IN FULL   Date: 03/25/2024

Contract/Agreement Vendor: | SumnerOne & Ashley Featherston |
Name of Vendor & Contact Person
afeatherston@sumnerone.com
Vendor Email Address

Purchase Copiers

Describe Contract (Technology, program, consultant-prof Development, etc.)

Please use Summary below to fully explain the contract purchase , any titles, and details for the Board of Education to review.

District Sites
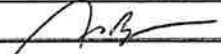Reason/Audience to benefit

04/15/2024 | $ 395,078.39 |
BOE Date   Amount of agreement

Person Submitting Contract/Agreement for Review: | Ali Shehada |

PLEASE SEND THROUGH APPROPRIATE APPROVAL ROUTING BEFORE SENDING TO BOARD CLERK

Principal **&/or** Director or Administrator: _____

Does this Contract/Agreement utilize technology? YES/NO
If yes, Technology Admin: _____

Cabinet Team Member: _____

Funding Source: | 37/163 | | 163-2230-653-697-0000-000-site |
                      Fund/Project   OCAS Coding

☐ **Consent**   Accept and approve the NEW agreement between Broken Arrow Public Schools and SumnerOne to purchase 101 Kyocera Copiers to be used at sites accross the District. Total cost to the District is $395,078.39 to be paid with Bond funds. / A.Shehada

■ **Action**   OMNIA Partners Purchasing Coopertative Contract Contract Number: R191102
The pricing offered via this contract is advantageous for the District, The national solicitation is in compliance with the District's purchasing policy.

Summary   *This area must be complete with full explanation of contract*

The Contract/Agreement should be received at least 2 weeks prior to a Board Meeting to ensure placement on the Agenda. The Contract Committee meets most Tuesdays at 8:00a.m. All Contracts/Agreements, regardless the amount, must be first approved by the Contract Committee and then presented to the Board of Education for approval and signature. The item will be placed on Electronic School Board for the board agenda by Janet Brown. By following this process, the liability of entering into an agreement is placed with the district rather than an individual.

REFRESH 2024-2025 - SumnerOne Proposal Quote 02.29.24

#	Location	Kyocera		Model	QTY	Per Unit	Total
	Aspen Creek Elementary 2800 W Florence St, Broken Arrow, OK 74011			TASKalfa 4004i	32	$ 2,685.85	$ 85,947.20
1	AC-100F-Work Room Main Office	TASKalfa 5054ci	Fax	TASKalfa 5004i	3	$ 3,232.93	$ 9,698.79
2	AC-863-Media Center Resource Rm	TASKalfa 7003i		TASKalfa 7003i	34	$ 4,728.40	$ 160,765.60
3	AC-901 Purple Resource Rm	TASKalfa 4004i		TASKalfa 5054ci	6	$ 3,817.05	$ 22,902.30
4	AC-902-Purple Resource Rm	TASKalfa 4004i		TASKalfa 5054ci w/FAX	14	$ 4,317.55	$ 60,445.70
5	AC-903-Green Resource Rm	TASKalfa 4004i		TASKalfa 4004i w/FAX	4	$ 3,186.35	$ 12,745.40
6	AC-904-Blue Resource Rm	TASKalfa 4004i		TASKalfa 7003i w/FAX	5	$ 5,228.90	$ 26,144.50
7	AC-905-Blue Resource Rm	TASKalfa 4004i		TASKalfa 7003i w/FAX and Booklet Finisher	1	$ 5,628.90	$ 5,628.90
	Aspen Creek ECC 2700 W Florence St, Broken Arrow, OK 74011			Kyocera Desktop BW Printers - P2235cdw	2	$150.00	$ 300.00
8	ACECC-100-Main Office Lobby	TASKalfa 5054ci		**Total Units:** 101			**$ 384,578.39**
9	ACECC-101E-Workroom	TASKalfa 4004i	Fax	All units need the appropriate power conditioners			
	Arrowhead Elementary 915 W Norman St, Broken Arrow, OK 74012			Power Conditioner Strips NOT included in per unit price.			
10	AH-100A-Office	TASKalfa 5054ci	Fax	Power Conditioner Strip Cost: $105 Each			$10,500
	Options Academy 412 S 9th St, Broken Arrow, OK 74012						
11	BAA-A1-TigerConnect	TASKalfa 4004i		**Total SumnerOne Proposal Quote 101 Kyocera's $ 395,078.39**			
12	BAA-A2-Instructional	TASKalfa 4004i					
	Broken Arrow High School 1901 E Albany St, Broken Arrow, OK 74012						
13	BAHS-1st Flr-Main-102	TASKalfa 4004i	Fax				
14	BAHS-1st Flr-Main-102I	TASKalfa 4004i		**OMNIA Partners Purchasing Cooperative Contract**			
15	BAHS-1st Flr-Main-120	TASKalfa 7003i		**Contract Number: R191102**			
16	BAHS-1st Flr-Main-124	TASKalfa 4004i					
17	BAHS-1st Flr-Main-861	TASKalfa 4004i					
18	BAHS-1st Flr-Main-Media	TASKalfa 7003i					
19	BAHS-2nd Flr-Main-216	TASKalfa 4004i					
20	BAHS-A-1st Flr-130	TASKalfa 5004i					
21	BAHS-A-2nd Flr-210	TASKalfa 7003i		Prepared by:			
22	BAHS-A-2nd Flr-264	TASKalfa 7003i		Ashley Featherston			
23	BAHS-B-1st Flr-114	TASKalfa 7003i		Major Account / Business Development / Education Specialist			
24	BAHS-B-1st Flr-134D	TASKalfa 5004i		Office 918.250.7431	Ext 4508		
25	BAHS-B-2nd Flr-214	TASKalfa 7003i		Direct Dial 918.362.1002			
26	BAHS-B-2nd Flr-258	TASKalfa 7003i					
27	BAHS-Baseball-Softball-Cheer	Kyocera Desktop					
28	BAHS-C-2nd Flr-210-1	TASKalfa 7003i		SumnerOne			
29	BAHS-C-2nd Flr-210-2	TASKalfa 7003i		Welcome to the one place where everything works.			
30	BAHS-D130 Admin	TASKalfa 5004i					
31	BAHS-D-1st Flr-902	TASKalfa 7003i					
32	BAHS-D-2nd Flr-210	TASKalfa 7003i					
33	BAHS-D-2nd Flr-262	TASKalfa 7003i					

#	Location	Model	Notes
34	BAHS-D-2nd Flr-262-2	TASKalfa 7003i	
35	BAHS-JROTC	TASKalfa 4004i	
36	BAHS-Orchestra-J102	TASKalfa 7003i	needs pamphlet finisher and Fax
37	BAHS-WW-Office	TASKalfa 4004i	
Country Lane Primary 301 E Omaha St, Broken Arrow, OK 74012			
38	CLP-160-Workroom Printer 1	TASKalfa 7003i	
39	CLP-160-Workroom Printer 2	TASKalfa 7003i	Fax
Centennial Middle School 225 E Omaha St, Broken Arrow, OK 74012			
40	CMS-Media Center	TASKalfa 4004i	
Central on Main 210 N Main St C, Broken Arrow, OK 74012			
41	COM-121	TASKalfa 5054ci	
42	COM-134	TASKalfa 5054ci	
43	COM-TECH	TASKalfa 4004i	Fax
Creekwood Elementary 1301 E Albany St, Broken Arrow, OK 74012			
44	CW-100F-Workroom B/W	TASKalfa 7003i	
45	CW-100F-Workroom Color	TASKalfa 5054ci	Fax
46	CW-863-Media Center Resource Rm	TASKalfa 7003i	
47	CW-901-Green Resource Rm	TASKalfa 4004i	
48	CW-902-Green Resource Rm	TASKalfa 4004i	
49	CW-903-Red Resource Rm	TASKalfa 4004i	
50	CW-904-Blue Resource Rm	TASKalfa 4004i	
51	CW-905-Blue Resource Rm	TASKalfa 4004i	
Creekwood ECC 1351 E Albany St, Broken Arrow, OK 74012			
52	CWECC-101-Attendance Office Color	TASKalfa 5054ci	
ECHS at NSU BA 3100 New Orleans St, Broken Arrow, OK 74014			
53	ECHS-Main	TASKalfa-5054ci	
Education Service Center 701 S Main St, Broken Arrow, OK 74012			
54	ESC-1st flr-File Rm-2	TASKalfa 7003i	Fax
55	ESC-1st flr-Sm Wrkrm	TASKalfa 7003i	Fax
56	ESC-2nd flr-221	TASKalfa 7003i	Fax
57	ESC-2nd flr-Fed Prog & Ind Edu	TASKalfa 7003i	
58	ESC-2nd flr-SS&COMM	TASKalfa 7003i	
59	ESC-3rd flr-357	TASKalfa 7003i	Fax
Kirkland Theatre 808 E College, Broken Arrow, OK 74012			
60	Kirkland Auditorium	Kyocera Desktop	
Liberty Elementary School 4300 S 209th E Ave, Broken Arrow, OK 74014			
61	LB-100-Front Office Color	TASKalfa 5054ci	Fax
62	LB-100-Main Office Teacher Workroom #	TASKalfa 7003i	
63	LB-300-North End East Hall	TASKalfa 7003i	

64	LB-409/411-Unmarked Room	TASKalfa 7003i	
65	LB-Computer Lab	TASKalfa 7003i	
Leisure Park Elementary School 4300 S Juniper Pl, Broken Arrow, OK 74011			
66	LP-100E-Front Main Office	TASKalfa 5054ci	Fax
67	LP-109/111-Red Hallway	TASKalfa 7003i	
68	LP-132/134-Blue Hallway	TASKalfa 7003i	
69	LP-142/144-Purple Hallway	TASKalfa 7003i	
Lynn Wood Elementary School 1600 W Quincy St, Broken Arrow, OK 74012			
70	LW-100-Main Office Lobby	TASKalfa 5054ci	Fax
Broken Arrow Public Schools-Maintenance 1504 Joliet St, Broken Arrow, OK 74012			
71	Maint-Office Color	TASKalfa 5054ci	Fax
Broken Arrow High School 1901 E Albany St, Broken Arrow, OK 74012			
72	MPF-1st Flr-Coaches Rm	TASKalfa 4004i	
73	MPF-1st Flr-Training Rm	TASKalfa 4004i	Fax
74	MPF-2nd Flr-Athletic Office Color	TASKalfa 5054ci	
Oliver Middle School 3100 W New Orleans St, Broken Arrow, OK 74011			
75	OMS-Media Center Workroom	TASKalfa 4004i	
Oneta Ridge Middle School 6800 E Quincy Pl, Broken Arrow, OK 74014			
76	ORMS-100B-Admin Lobby	TASKalfa 4004i	
77	ORMS-100R-Copy Rm	TASKalfa 5054ci	Fax
78	ORMS-108-Science Rm	TASKalfa 7003i	
79	ORMS-208-Conference Rm	TASKalfa 7003i	
Park Lane ECC 7700 S Shelby Ln, Broken Arrow, OK 74014			
80	PL-ECC-100-Main Office Lobby	TASKalfa 5054ci	Fax
Rosewood Elementary 4300 E Gary St, Broken Arrow, OK 74014			
81	RW-100A-Front Office Admin	TASKalfa 5054ci	Fax
82	RW-862-Resource Rm	TASKalfa 7003i	
83	RW-902-Orange Resource Rm	TASKalfa 4004i	
84	RW-903-Teal Resource Rm	TASKalfa 4004i	
85	RW-904-Purple Resource Rm	TASKalfa 4004i	
86	RW-908-Green Resource Rm	TASKalfa 4004i	
87	RW-910-Blue Resource Rm	TASKalfa 4004i	
Spring Creek Elementary School 6801 S 3rd St, Broken Arrow, OK 74011			
88	SC-100D-Office	TASKalfa 5054ci	Fax
89	SC-108-Computer Lab	TASKalfa 7003i	
90	SC-125-Science Rm	TASKalfa 7003i	
91	SC-863-Media Center Workroom	TASKalfa 7003i	
Transportation Department 1500 Joliet St, Broken Arrow, OK 74012			
92	TRANS-Color	TASKalfa 5054ci	Fax
Vandever Elementary School 2200 S Lions Ave, Broken Arrow, OK 74011			

93	VA-100-Main Office Lobby	TASKalfa 5054ci	Fax
94	VA-100G-Workroom	TASKalfa 7003i	
95	VA-862-Media Center Workroom	TASKalfa 7003i	
Vanguard Academy 3000 E Albany St, Broken Arrow, OK 74014			
96	VGA-003-Print&Pro Lab	TASKalfa 4004i	
97	VGA-005-Collaboration	TASKalfa 4004i	
98	VGA-010-Collaboration	TASKalfa 4004i	
99	VGA-101E-Admin Workroom	TASKalfa 5054ci	Fax
100	VGA-102-Collaboration	TASKalfa 4004i	
101	VGA-107-Collaboration	TASKalfa 4004i	

My Recommendation for:

Broken Arrow Public Schools

Ashley Bowser and Ali Shehada
SumnerOne Service & Support

March 13, 2024

Prepared by:
Ashley Featherston
Direct Line (918) 362-1002
afeatherston@sumnerone.com

SUMNER ONE

The SumnerOne Promise

Working with SumnerOne means starting with a simple promise:
We are the one company who can deliver day after day, year after year. Other companies can copy our approach, but they can't copy our expertise and experience.

One Team
Every member of our locally based, experienced team is as dedicated to improving your business as you are. We are consultants, not salespeople. We're not here to sell you technology solutions. We're here to learn what it will take to help your business run more smoothly and efficiently. Recommending the right equipment, for the right places in your organization, across multiple locations.

One Partner
We can coordinate all your IT and document management needs, from copiers and printers to information storage and security.

One Source
No one can make finding and leasing equipment easier. We own our own leases, so there are never hidden fees or surprise charges, and upgrading is straight-forward and hassle-free.

One Call
If service is needed, call us and we'll be there. Our uptime guarantees are the best in the industry. Our local technicians will respond to your call within four hours. Guaranteed.

One Community
From our community service projects to sustainability efforts, we know that our people and our efforts can make a real difference.

Welcome to the one place where everything works.

- Large Format Printers & Scanners
- Multifunction Printers and Copiers
- Digital Presses
- Document Management
- Workgroup Printers & Scanners

- Software & Apps
- Managed Print Services
- Enterprise Content Management (ECM)
- Surveillance & Entry Access
- FP Mail and Shipping Solutions

SUMNER ONE

Overview

The support SumnerOne will provide is exclusive of the OMNIA contract and will be with the local SumnerOne branch personnel, resources, inventories, and warehousing. An additional advantage to BA Schools is our extensive resources for back-up support and product availability through our 13 regional locations across the Midwest and surrounding areas.

Placing Orders

Orders can be placed based on the customer's preferred method of ordering. Email, phone, website, etc.

Labor Costs

Phone support will be included at no charge to BA Schools. In-person service visits requested will be charged at a discounted rate of $100 / per hour.

Pricing on Parts & Supplies

Kyocera – Toner (Based on SumnerOne complete case order)

See attached pricing sample. SumnerOne will match any existing OEM pricing with valid proof provided from authorized Kyocera dealer if our pricing does not beat the current pricing structure.

Kyocera - Parts

Fuser	FK-8570 - $354.32 each
Drum	DK-8560 - $255.81 each
Developer	DV-8570 - $246.32 each

Canon – Toner (Based on SumnerOne complete case order)

See attached pricing sample. SumnerOne will match any existing OEM pricing with valid proof provided from authorized Canon dealer if our pricing does not beat the current pricing structure.

Canon - Parts

Fixing Assembly	FX-501 - $437.78

Fixing Film Assembly IR ADV DX SERIES - $251.77

Delivery

Delivery is included in the quoted price. Service will work with BA Schools Service team to schedule all delivery dates and times for installation. SumnerOne Service team will assist BA Schools Service team in transportation of current devices from school sites back to BA warehouse if needed.

Hard Drive destruction – 3 Potential Options with SumnerOne support/assistance. Pricing is determined based on support provided by SumnerOne.
1. The copier has built in standard wipe program and formatting that takes hours to do per machine.
2. Assist in physical destruction per desired method.
3. We assist BA Service team in pulling hard drives and provide back to BA Schools to dispose of at their discretion.

#3 option is SumnerOne's preferred method. Pricing will be determined based on support provided by SumnerOne.

Device Recycle – SumnerOne will work with Jess Wallace and our Recycle program, Louie, to make arrangements after installation of new Kyocera equipment for Sharps to be picked up at BA Warehouse for recycle at NO Charge to BA Schools.

Warranty Claims

Instructions for sample warranty claim submissions have been listed below for reference. Process will be adapted if needed based on customer needs and best practices to ensure a smooth process going forward. TBD Credits: BA Schools Finance and SumnerOne billing will collaborate to determine best practice and processes for how credits will be issued based after warranty submission.

Basic Process – BA Service team will submit Warranty Claim to SumnerOne Service Department after below information is collected. NOTE: Process can be analyzed and adjusted after the first few claims are worked to determine the BEST PRACTICE between BA and SumnerOne Service departments.

- Shared Spreadsheet for Warranty Claims and Credit tracking.
- Checklist for BA Technician for information collection at site.
- Part Number with exact serial number of both original part and replacement part.
- Description of problem including any examples if a print quality issue or note error codes in event log.
- Maintenance report from U000. *Maintenance Pages, Status Page, Service Status Page, Event Log & Image Quality Samples (U089/LLU Report) must be included.*
- Keep part until credit issued as Kyocera may request return.
- Once or twice a year Shared Spreadsheet can be "balanced" to ensure everything is being handled accordingly.

SumnerOne Sample Pricing

BA SCHOOLS CANON TONER PRICING

PART #	ITEM	DESCRIPTION	PRICE
0473C003AA	GPR-57	DX45XX/DX47XX SERIES	$98.00
1008B001AA	STAPLE P1	FOR STAPLE FINISHER	$63.00
3763C003AA	GPR-61	TONER BLACK DX C58XX SERIES	$145.00
3764C003AA	GPR-61	TONER CYAN FOR DX C58XX SERIES	$305.00
3765C003AA	GPR-61	TONER MAGENTA FOR DX C58XX SERIES	$305.00
3766C003AA	GPR-61	TONER YELLOW FOR DX C58XX SERIES	$305.00
4766C003AA	GPR-63	TONER BLACK FOR DX 68XX SERIES	$138.00
852FB003BA	GPR-53	TONER BLACK FOR IR A C3325i/C3330i	$77.00
8525B003AB	GPR-53	TONER CYAN FOR IR A C3325i/C3330i	$122.00
8526B003AB	GPR-53	TONER MAGENTA FOR IR A C3325i/C3330i	$122.00
8527B003AB	GPR-53	TONER YELLOW FOR IR A C3325i/C3330i	$122.00

BA SCHOOLS KYOCERA TONER PRICING

PART #	ITEM	DESCRIPTION	PRICE
1T02YM0US0	TK-8547K	5054CI BLACK TONER	$106.00
1T02YMAUS0	TK-8547Y	5054CI YELLOW TONER	$133.00
1T02YMBUS0	TK-8547M	5054CI MAGENTA TONER	$133.00
1T02YMCUS0	TK-8547C	5054CI CYAN TONER	$133.00
1T02NJ0US0	TK-6727	7003i BLACK TONER	$152.00
1T02XF0US0	TK-6347	4004i BLACK TONER	$143.00
1903JY0000	SH-10	STAPLE CARTRIDGE	$50.75
1903NB0UN0	SH-12	STAPLE CARTRIDGE	$87.00