



PRUDENCE CRANDALL CENTER

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Agenda

- 1. UBEO U-Manage Rental**
- 2. UBEO's DCA Tool**
- 3. Current Situation**
- 4. Proposed Solutions**
- 5. Next Steps**



The Benefits of a U-Manage Rental



Lowest Cost of Ownership

Renting from UBEO allows your organization to finance equipment over the longest possible term without the penalty of rollover upon renewal.



No Penalties for Changing Needs

When you rent from UBEO, you are purchasing an agreement, not a serial number. This allows us to change your devices as needed to reflect the changes in your organization.



Bundled Solutions

UBEO offers an ecosystem of products and solutions that address a wide range of critical business challenges.



Simplified Billing

Renting from UBEO allows your organization to finance equipment over the longest possible term without the penalty of rollover upon renewal.

UBEO DCA Tool

Automate meter reporting and firmware updates by installing UBEO's free Data Collection Agent today!



Data Collection Tool Benefits:

- Captures all meters and toner data from all devices at customer site.
- Total account overview - machines on contract / all non UBEO machines on customer network
- Onsite Monitor self-healing
- Collection aligned with customer bill dates
- Loads meters directly into the system for billing
- Gives current device firmware version to help manage security
- Can upgrade device firmware remotely on certain OEMs
- Works on any OS (Windows, Mac, Linux)

Current Situation

Xerox C8145 - Lease ends July 2026

3 A4 MFP's

7 desktop print only devices

Serviced by CBS

Criteria:

- **Looking to implement print management solution - cloud based, easy reporting, easy management**
- **Replace any old, broken-down, unsecure devices**

Current Situation



PRINTER MAKE	MODEL	DEPT	Person reporting data	Capabilities	Recommended Model
Xerox	C8145	Main		Color, Print, Scan, Copy, 11x17, Staple	Ricoh IM C4510
Brother	MFC L6810DW)	Shelter	Erika	Color MFP w Fax	Ricoh IM C401F
Brother	DCP-L2540	2nd Floor	Wendy	B&W MFP w fax	Lexmark XM3350
HP	Laser Jet M203-206	Dev	Sarah	B&W	Lexmark M1342
HP	Laser Jet Pro M404dn	Dev	Donna	B&W	Lexmark M1342
HP	Laser Jet M203dw	Dev	Caylee	B&W	Lexmark M1342
HP	Laser Jet Pro M402dn	Dev	Carolyn	B&W	Lexmark M1342
HP	LaserJet M203-206	Dev	Meg	B&W	Lexmark M1342
HP	laserjet pro MFP M479fdw	Court	Daniela/Kellie	Color MFP w Fax	Ricoh IM C401F
	?	Bristol	Kayla	B&W	Ricoh IM 370F
HP	Laserjet P1505n	Business Office	Elke	B&W	Lexmark M3350
HP	Laserjet 1320 PCL 5	Barbara	Home	B&W	Lexmark M1342



Ricoh IMC4510

Color Multifunction Printer

W: 45.70 in D: 27.60 in H: 47.60 in

- 45 Pages Per Minute (Color & B&W)
- 10.1-inch Smart Operation Panel
- 1,200 Sheet Standard Paper Capacity
- Print, Copy, Scan, Fax
- Automatic Duplex Printing



Ricoh IMC401F

Color Multifunction Printer

W: 19.60 in D: 22.20 in H: 29.10 in

- 42 Pages Per Minute (Color & B&W)
- 10.1-inch Smart Operation Panel
- 550 Sheet Standard Paper Tray + 100 Sheet Bypass
- 50 Sheet Single Pass Document Feeder (SPDF)
- Print, Copy, Scan, Fax



Ricoh IM 370F

Black & White Multifunction Printer

W: 14.70 in D: 19.40 in H: 30.10 in

- 37 Pages Per Minute (B&W)
- 7-inch Smart Operation Panel
- 500 Sheet Paper Tray + 100 Sheet Bypass
- 50 Sheet Single Pass Document Feeder (SPDF)
- Print, Copy, Scan, Fax



Lexmark M3350

Black & White Laser Printer

W: 15.7 in D: 15.3 in H: 12.1 in

- 50 Pages Per Minute (B&W)
- 2.8-inch Color Touchscreen
- 350 Sheet Standard Paper Capacity
- Duplex Printing
- Print Only



Lexmark M1342

Black & White Laser Printer

W: 14.5 in D: 14.3 in H: 8.7 in

- 42 Pages Per Minute (B&W)
- 2-line LCD Display
- 350 Sheet Standard Paper Capacity
- Duplex Printing
- Print Only

Proposed Solution B

63 Month UManage Rental

Ricoh IMC4510

Ricoh IMC401F

Ricoh IM370F (2)

CloudStream Solution

Lexmark M1342 (6)

Lexmark M3350 (2)

Total Monthly Payment: \$650.00

- **Equipment Only: \$529.62/mo.**
- **Cloudstream: \$120.38/mo.**

Usage Charged Quarterly - Only billed for what is used

Ricoh Fleet

B&W @ .007

Color @ .05

Lexmark Fleet:

B&W @ .012

All service and supplies included throughout the life of the contract.

Ubeo will remove and dispose machines free of charge - Customer must obtain Return Authorization from current vendor and send over

Ubeo will provide training at any point during the contract.



Next Steps...

- Contracting – Ubeo will put together paperwork and can send over via DocuSign
- Delivery in most cases can be scheduled 1-2 weeks after signatures
 - Ubeo will work with PCC to coordinate
- DCA installation – Ubeo will coordinate with PCC to connect with DCA engineer, process usually takes 15-20 minutes.
- Installation – Ubeo technicians will work in conjunction with PCC IT to install, network, & adjust settings for each device
- Cloudstream installation – PCC will be assigned a dedicated project manager to work with PCC IT to implement Cloudstream solution. Ubeo will assist from beginning to end, and provide admin/user training