



FUJI XEROX AND THE EDUCATION SECTOR

SECONDARY

Your AoG partner for true innovation
and enduring commitment

FUJI xerox 

ALL-OF-GOVERNMENT PRINT TECHNOLOGY AND ASSOCIATED SERVICES FOR EDUCATION

The All-of-Government (AoG) Print Technology and Associated Services (PTAS) contract covers print equipment and associated services.

This single contract includes hardware, software, sector-specific products (such as wide and large format printers and scanners), related consultancy and provider-enabled services, and maintenance and servicing.

By participating in the PTAS contract it means you don't need to go through a full procurement process on your own. This saves you a considerable amount of time, effort and cost.



How do you join AoG contracts?

To purchase from us, you first need to join the AoG contract with New Zealand Government Procurement. Visit www.procurement.govt.nz/contracts/joining-aog-contracts/ and follow the step-by-step process.

What products and services can you access?

Schools taking advantage of the AoG PTAS contract process can procure print equipment and associated services from us in these categories:

- **Category 1**
Devices and peripherals (including Multifunction Devices (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

How PTAS works, and what you need to know

Statements of Work act as the contracting agreement between you and us. You can choose from a range of different pricing options:

- **Monthly Lease** – pay a fixed monthly cost to lease print devices.
- **Purchase** – outright purchase of print devices.
- **Standard Cost per Copy** – pay a fixed per copy rate for selected print devices.
- **Managed Cost per Copy** – pay a negotiated per copy rate for print devices selected by your provider.
- **Short Term Rental** – to provide print devices for three months or less.

All pricing options have capped Service and Maintenance rates, which are charged per copy, and include the maintenance of devices and the provision of all consumables.

For details please refer to www.procurement.govt.nz/contracts/print-technology-and-associated-services/



WHY CHOOSE FUJI XEROX NEW ZEALAND ALL-OF-GOVERNMENT PTAS?

We know education. We understand what's important to help you run your school smoothly and affordably. We can help you reduce manual processes, save money, and improve the student, administration and faculty experience.

We are an accredited supplier on the AoG PTAS supply panel. Our record of reliable support and innovative solutions has made us the partner of choice for many schools and universities.

Our job is to help you achieve your goals. We'll work with you to:

- Take control of your costs, eliminate waste and enhance your sustainable practises.
- Streamline your processes to free up staff time, increase knowledge-sharing and collaboration, and ensure your team members have the information they need in the right format, when they need it and where they need it.
- Make your workflows efficient and innovative to improve areas such as student service, multi-channel communications and new technology uptake.
- Improve your information security to minimise the risk of a data breach.
- Create positive changes in your systems with little or no disruption to your operations and productivity.
- Help your staff through the change process by making sure they fully understand the new processes, workflows and technologies.

The benefits of transitioning to Fuji Xerox and AoG PTAS

- **Predictable expenses.**
 - We provide fixed costs for the term of the agreement
 - A3-sized print charged at a single click rate
 - No rate increases for the term of the contract
 - No delivery fees
 - No installation fees
- **Full coverage.**
'Repair or replace' insurance cover.
- **Peace of mind.**
Maintenance is Fuji Xerox's responsibility.
- **Proven partnership.**
Schools in New Zealand are already on the PTAS AoG agreement and are currently enjoying a partnership with Fuji Xerox.

FUJI XEROX PRODUCTS AND SOLUTIONS



Category 1:

Devices and peripherals (including MFDs and Printers)

Print optimisation

Saving money on printing isn't just about the price you pay, but the decisions you make beforehand. Our trained analysts review your current fleet and look for opportunities to rationalise the number and types of devices. They can reduce costs without impacting convenience for your users.

Maximise productivity, minimise downtime

Using our high-quality print and multifunction devices improves productivity and provides a firm foundation for your cloud and mobility strategies.

Everything is easier, faster and more intuitive.

Our devices are exceptionally reliable and cloud-enabled. Your sustainability objectives are supported with power-efficient devices that contain **up to 99.5% recyclable** and/or reusable materials, and a free toner recycling programme.

Expand your capabilities

Equip your on-site print room with our wide range of professional digital printing and finishing devices to streamline collateral production.



Category 2:

Device maintenance; consumables and parts

Get the support you deserve

We give you ongoing support day in, day out. Our comprehensive **24/7 support model** resolves 50% of all issues remotely. We provide online self-help support, phone support, remote technical support and onsite service, and your staff will have immediate access to our technical specialists. And we adhere to strictly monitored KPIs, so you can be confident we'll do our best to live up to your expectations.

DocuCare

DocuCare is our on-site support service provided by trained staff who personally perform preventative and ongoing maintenance, provide rapid response problem resolution and user support and training. Our DocuCare specialists proactively monitor your MFDs, printers and copiers throughout the day and are your central point of contact for device enquiries and requests.



Category 3: Print and scanning-related software

Recover costs, eliminate waste

Our follow-you and cost recovery print solutions are tried, tested and proven in the Aotearoa-New Zealand education sector. They give you affordable copying and printing as well as ultra-reliable tracking and monitoring. Expensive paper wastage from 'forgotten' prints is

eliminated because your printing isn't released until needed. We can also build in print rules like duplexing and mono output to keep your costs down. One of our solutions even offers a prepaid 'account' card for student printing that can also be used for bus travel and purchases at the canteen and uniform shops.



Category 4: Print and scanning consultancy and professional services

Enterprise consulting services

Turn your system requirements into solution design and architecture documentation with the

help of our expert consultants. Our highly experienced team can add value by providing insights, direction and guidance.



Category 5: Provider-enabled solutions

Creative and printing services

Get creative with our design, art direction, copywriting, and media strategy and placement services. Delivered inhouse or off-site, our fast and flexible agency standard team will execute your advertising, collateral, or digital marketing brief with flair and professionalism.

Make significant cost savings when you leverage the valuable print production advice offered by our Print Procurement team. We have in-depth experience in the New Zealand print industry, and an extensive supply chain of independent printers. We manage millions of commercial and speciality printing for our clients every year. Every job you place with us is printed on time, within budget and to the expected quality.

Imaging services

Digitise and archive school records through the back-scanning services offered by our Value Innovation Centre (VIC). Our highly secure centre provides a fast and secure service to help you preserve historical and/or administrative documents and images.

Streamline administrative processes

Esker – a cloud-based accounts payable automation solution – frees up your valuable time. It's specifically designed to reduce costs, improve efficiency and replace time-intensive manual processes. It scans your invoices and intelligently and rapidly ingests data before entering it into your chosen approval workflow.

Online document management for schools – securely share and manage documents

You can manage content, automation and collaboration across your organisation with Fuji Xerox DocuShare 7, our mobile-friendly Enterprise Content Management platform. Administrators, teaching faculty and students can share content and submit projects. Your documents, videos and photos are stored securely, and you can restrict access by role. Inbuilt workflows streamline how and where your content is stored, managed and retired, while meeting the demands of data protection and legislative compliance. And because it's web-based, finding files using keywords is as easy as a Google search.



WE'RE BEHIND THE EDUCATION SECTOR, ALL THE WAY



Established in 1964, Fuji Xerox New Zealand employs around 500 staff nationwide.

We first engaged with the education sector in 1964 and have gone on to be the trusted partner to independent and public schools, polytechnics and universities nationwide.

Playing our part as a socially responsible organisation

We don't just pay lip service to the concept of being a socially responsible organisation. We take it seriously. That's why we invest over \$1,000,000 in a wide variety of New Zealand sports, education, community and sustainability initiatives every year.

We're deeply involved with New Zealand schools up and down the country. We're proud to connect with teachers, students and the communities they live in to make a measurable difference.

International Baccalaureate (IB) Top Scholars' Awards

In recognition of our ongoing investment in education, we were invited to become the primary sponsor of the IB Awards Top Scholars programme in 2012. We've continued that sponsorship every year since, marking the outstanding performance of IB students across NZ schools.

WHAT CURRENT FUJI XEROX EDUCATION PARTNERS ARE SAYING ABOUT US...

Motivational speakers

We're frequently approached to help provide speakers at a diverse range of events and occasions with the aim of inspiring and motivating students. We're happy to facilitate the services of highly-regarded role models for fundraisers, sports or prize giving assemblies, and general speaking engagements.

Scholarships

In exceptional circumstances, we provide financial assistance to students for education initiatives in the form of Academic, Sporting and Financial Scholarships.

Sponsorships

While supporting a diverse range of charities such as the Child Cancer Foundation, Graeme Dingle Foundation and Variety, we also champion events aimed at directly building up the confidence and leadership skills of children around Aotearoa-New Zealand. Our Fuji Xerox Netball Experience Day, for example, is an annual event for schoolgirls aged 13-14, and is made possible through our sponsorships with Netball North Harbour and the Northern Mystics professional netball team.

Our commitment to sustainability

We are proud of our environmental and sustainability initiatives. They are core to the work we do, both as part of a global organisation, and in our local context as a company aiming to contribute positively to the environment and our communities. As well as our long-standing commitment to environmentally responsible product design (from procuring raw materials to end-of-life recovery) we are deeply involved in other ground-breaking initiatives both locally and internationally. Please feel free to ask for a copy of our detailed Sustainability Report for more details.

“You don't want a room full of cardboard boxes with accounts and invoices when you don't have enough room for gym mats or something that's going to make a real difference to the learning of the children that attend the school. Having DocuShare in place has allowed us to manage document growth and our precious space more effectively.”

Heath McNeil, Leader of Learning, Ormiston Primary School

“Fuji Xerox approached our school in a very professional manner and offered a very comprehensive solution that exceeded our expectations. The cost savings that Fuji Xerox was able to implement for our school gave us the ability to offer more resources and activities for our students.”

Mark Tan, Principal, Kaitia Abundant Life School

“Fuji Xerox has been successful with the tender process, extending our relationship to 18 years. They won that contract based on understanding our needs and their agreement meeting our requirements with Account Management, Price, Equipment, Reliability and Service.”

Moira Christie, Business & Finance Manager, Whangarei Girls High School

“We have been with Fuji Xerox for over eight years and found they were keen to understand our needs and supply the right machines at a great price. They have been quick to respond to issues and after sale service has been very good.”

Carla Strachan, Executive Officer, Mahurangi College

“Fuji Xerox Document Production and Printing Services really came to the party and we have the full backing of the larger Fuji Xerox family. Tammy and Philippa know our requirements and consistently deliver the highest quality outputs for our brand. It's big value to us and I'd highly recommend this kind of service for any school.”

Patrick Lau, Financial Manager, Macleans College

“The relationship with Fuji Xerox has worked very well, and they have worked hard to deliver great service to AUT”

Liz Gosling, CIO, Auckland University of Technology (AUT)

“Fuji Xerox is a multinational corporation with a global workforce and it recognises its important role in developing future leaders and growing economies.”

Dr Jeff Stangl, Executive Director of Strategic Partnerships, Massey Business School



Like to know more?

Please visit and contact us at
www.fujixerox.co.nz/education

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