

Meridian Joint School District No. 2 needed to re-bid their \$4.3 million copier contract and maximize savings.

We delivered an improved process that saved the district \$1.2 million.

Our independent analysis and contracting solution allowed Meridian Joint School District No. 2 to reduce their annual budget by \$240,000, increase device count by 22, and achieve one million more pages in their contract.



“The difference with using Optimizon is that we are in the driver’s seat, not the vendor.”

Challenge

With student enrollment jumping 50% over the last ten years, Meridian Joint School District No. 2 in Idaho is under tremendous pressure to manage every penny of precious district resources. When questions were raised about the pricing and the process behind a newly awarded copier contract, district administrators engaged Optimizon to perform an independent assessment, write specifications for a new contract, evaluate vendor responses, and make a final recommendation to the board.

Dr. Bruce Gestrin, Assistant Superintendent, describes the circumstances. “We awarded a contract to our incumbent vendor, but they were not the low bidder. Another vendor, who was the low bidder, filed an appeal. As a result, the board did not uphold the original decision and sent it back for another RFP. This meant essentially starting over again from scratch.”

Solution

Optimizon was hired to do a thorough assessment of the district’s current state and identify opportunities where the district could improve savings and performance. “The engagement with Optimizon was two fold,” says Gestrin. “One was to do the needs survey, the second was to establish the qualifications for the RFQ and then submit that out to the vendors. They handled the entire process.”

Gestrin praises Optimizon for the tenacious and non-bias evaluation of the newly submitted vendor bids and for ensuring that the right mix of machines, services, and other criteria were met. “They worked for us, not the vendor. Together, we examined each particular area in detail, ultimately coming up with the recommendation for the board.”

According to Gestrin, “business as usual” was no longer adequate to ensure the district was following non-bias best practices for their contract negotiations. He is confident that by

working with Optimizon, the right processes are now in place for the district. “It’s easy to see the added value because we now have less cost and we have a more robust fleet,” says Gestrin.

The best interests of the district have been served as a result of working with Optimizon. Best of all, Gestrin feels that any concerns about contract specifications and the bid process have been resolved. “The major difference with using Optimizon is that we are in the driver’s seat, not the vendor,” he explains.

Result

Optimizon helped Meridian structure a new lease contract that not only provided substantial savings over the previous contract, but also included additional machinery and higher page count limits as well. “Even if there weren’t any additional savings” says Gestrin, “we will be getting an additional one million copies per month, and we have 22 additional machines coming in.”

Alex Simpson, Director of Budget and Finance, says that the savings found by engaging Optimizon is significant, especially when considered in comparison to their original five-year contract. “We actually took \$240,000 out of the 2010 budget and I expect that reduction to continue for the next five years,” says Simpson. “We would never have realized that amount without an independent audit using Optimizon. I would recommend them to anybody.”

Meridian Joint School District No. 2 is saving more money than before and has gained the benefit of adding additional machinery and additional copies. Optimizon gave the district confidence that they are moving forward to ensure ongoing best practices and best savings. “We brought Optimizon on board because we knew that we had to do the very best job to write the new specifications as bullet proof as possible,” says Gestrin.



Sector: Education

Solution: Optimizon Assessment and Acquisition Services for their copier fleet

Client: Meridian Joint School District No. 2, Meridian, ID

Challenge: Re-bid a \$4.3 million copier contract while maximizing savings and control

Results: Meridian Joint School District No. 2 saved \$1.2 million dollars reducing their annual budget by \$240,000, increased their fleet by 22 devices, achieved one million more pages in their contract, and experienced an ROI of 286%.

The Bottom Line

Meridian Joint School District No. 2 saved \$1.2 million with the new contract and reduced their annual budget by \$240,000. They experienced a 286% ROI for

Optimizon services. Best of all, administrators established an independent model of printer/copier contract negotiation that the district will use for years to come.

