

# Managed Print Services RFP Consulting Specialists...

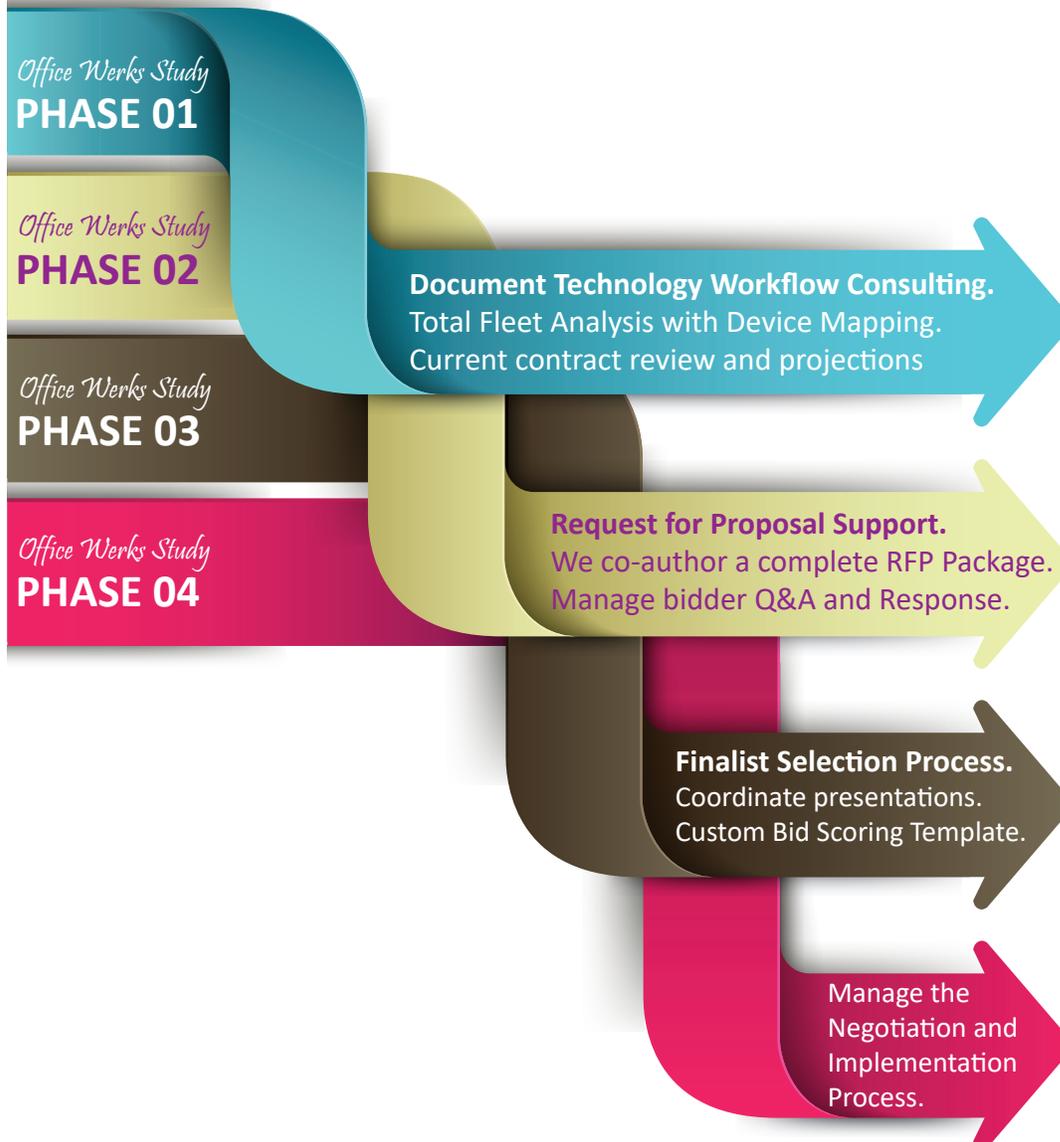
Eco Office Werks, LLC was founded by Brenda Merrill who has 20+ years of successful experience in Enterprise Managed Print Services and Workplace Sustainability working with Fortune 1,000 clients and Government organizations.

Our proprietary **Office Werks Study® RFP consulting** and assessment program has been built on years of experience from both performing independent analysis for our clients, as well as being directly involved in some of the industry's largest Managed Print RFP's.

Our approach to supporting our clients is an expansive mix of the industry leading business intelligence tools along with manufacturer/dealer insights to true pricing and fee's. This approach allows us to create a manufacturer agnostic plan to allow you to source a vendor/s to manage both new and existing copier and printer assets while freeing your staff from the endless time and resources this process can take.

**Our Clients realize validated cost reductions from 25% to 45% by using our services...**

## OUR PROCESS



**Eco Office Werks is a Woman Owned CA Limited Liability Company offering Enterprise Print Consulting Nationwide.**

### CONTACT INFORMATION:

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### LEADERSHIP:

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### OFFICE LOCATIONS:

Orange County, CA  
West Los Angeles, CA  
San Francisco, CA  
New York, NY  
Austin, TX

### CERTIFICATIONS:

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(DBE) CUPC for DOT #43021  
(WBE) California CPUC #14120086  
(SBE) CA DGS #2001677

### NAICS CODES:

541415, 532420, 811212,  
423430, 424120

### REFERENCES

**Marymount California University**  
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**Southern California Edison**  
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# Example Project Results Managed Print RFP Consulting

## State and Local Government

### City of Lakewood: RFP Completed June of 2017

Consulting Fee paid in RFP Process.  
28% Cost Reduction Validated.  
Refresh of Entire Copier/Desktop Printer Fleet.  
PrintRelease sustainability program.

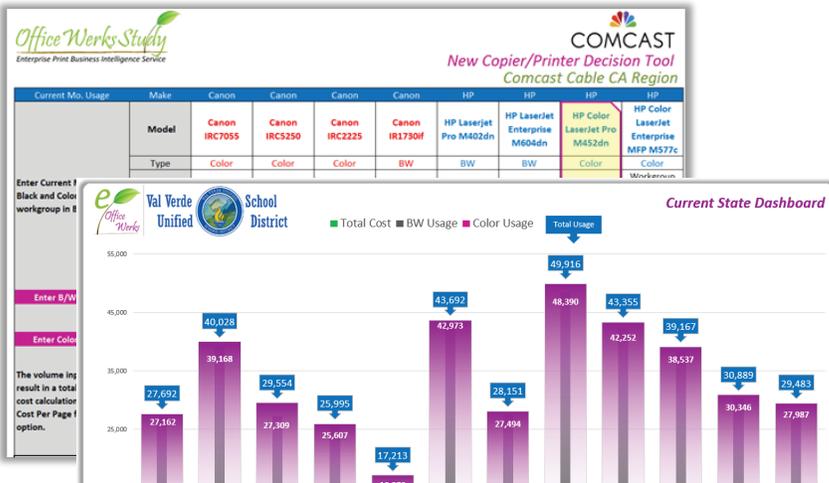
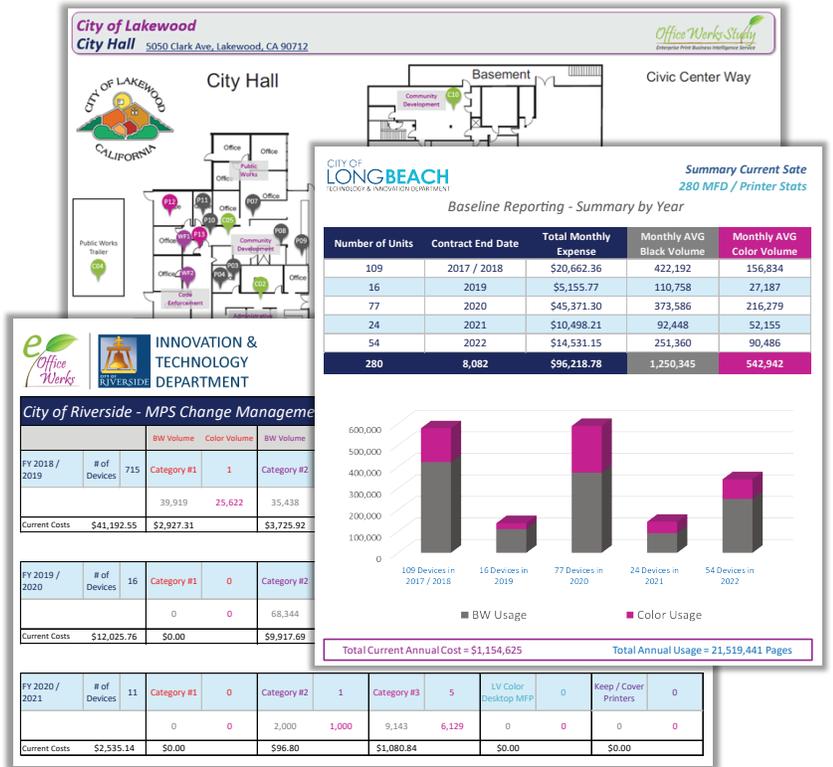
### City of Long Beach: RFP Completed February 2017 / 2018

Detailed current vendor contract review and analysis of all departments workflow and processes for 280 Devices.

Managed Print RFP crafting and Project Management. Custom Change Management Plan. Projected savings to the City \$1.3 Million

### City of Riverside: Change Management Plan 2017 / 2018

Detailed current vendor contract review and analysis of all departments workflow and processes. Managed Print RFP crafting and Project Management. Savings validated at over \$1 Million Per Year



## Enterprise & Education Clients

### Comcast Cable CA Region

#### Completed June of 2016

Contracted as a National Diversity Supplier. Audit of CA Region 227 Copiers & 498 Printers, current vendor contracts and processes. Produced an Optimization Plan with cost savings projected at 33%. Providing on-going analysis of vendor performance.

### Marymount CA University

#### RFP Completed May of 2017

Campuswide Print Audit and Device Mapping. Fast Tracked RFI Process and Implementation. Produced an Optimization Plan with cost savings validated at 30%. Full Copier and Printer Refresh. PaperCut Implementation for Student Accounts.



### Val Verde Unified School District

#### Districtwide Current State Assessment / MPS RFP 2018

Produced an Optimization Plan with cost savings validated at 30%. District Print Shop Support for vendor expertise Detailed Dashboard Reporting for Change Management Plan.