January 25th FAR announcement on Multi-Functional Machines – Removal of Konica Minolta.

During the FAR presentation, three vendors were presented as preferred for multi-functional machines; DOCUmation, Ricoh, and Konica Minolta. We have attempted to work with all three concerning this announcement and more importantly, our upcoming strategic initiative which I am hoping to introduce mid-year 2017. DOCUmation and Ricoh immediately shown great interest in UTSA as a strategic customer and very excited about our future plans. Both worked with us and contributed in developing a future objective that will benefit UTSA in many ways; still making it a win-win for both parties. The strategic model is unique and designed to offer UTSA much more flexibility to address department immediate needs, minimize lease obligations, increase customer service, while reducing cost. Both suppliers see this model as doable and profitable.

On several occasions we attempted to reach out to Konica Minolta to assist in this strategic objective. Unfortunately, Konica Minolta has demonstrated a resistance to participate. We are saddened with this because Konica Minolta is the current contract holder with UT Systems Supply Chain Alliance (SCA).

Based on this resent customer service development, for the betterment of UTSA we have decided to remove Konica Minolta from our top three recommended vendors and encourage you to only negotiate with DOCUmation and Ricoh when your current lease expires. Working with DOCUmation and Ricoh will also make an easier transition to our future objective seamless if and when we implement.

Also note that the PowerPoint presentation will be properly updated to reflect two vendors on the website. Any questions of comments can be directed to your buyer or purchasing@utsa.edu.

Thank you for your understanding and cooperation.

Dr. John Clifford

Director of Purchasing and Distribution Services