



KONICA MINOLTA

RETHINK
WHAT'S POSSIBLE

PROPOSAL FOR:

University of South Florida Board of Trustees

PRESENTED BY:

Beth K. Swain, Named Account Manager 813-207-8257

Konica Minolta Business Solutions U.S.A., Inc.



KONICA MINOLTA

150
YEARS

Support

Please reach out to your support team for a quote. Thank you for your time.

Beth Swain – Named Account Manager

bswain@kmbs.konicaminolta.us Desk 813-207-8257

Cell phone 727-458-8461

Thomas (Tom) Glaser – Senior Account Executive

tglaser@kmbs.konicaminolta.us Ofc. 813-207-8222

Cell phone 813-625-9209

Jason Allen – Major Account Sales Manager

Jason.Allen@kmbs.konicaminolta.us Ofc. 813-207-8265

Ed Murphy-Johns – Tampa Service Manager

emurphy-johns@kmbs.konicaminolta.us Ofc. 813-207-8265



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Leasing a Device



KONICA MINOLTA

Leasing Device

- Step 1: 2 signatures
 - Master Premier Lease Schedule
 - Order Package Acceptance Agreement
- Step 2: Provide PO or PCard

Master Premier Lease Schedule

Master Premier Lease Schedule

CUSTOMER ACCEPTANCE

I, the undersigned, hereby authorize the lease of the equipment described herein to be leased to the customer named herein.

KONICA MINOLTA FINANCE

CUSTOMER ACCEPTANCE

Name

Title

Date

Order Package Acceptance Agreement

Order Package Acceptance Agreement

Customer Name/Address

UNIVERSITY OF SOUTH FLORIDA ST PETERSBURG
4222 E FOWLER AVE PLN 147
TAMPA, FL 33629-6000

Authorized Customer Representative

Name: P.O. Carina
18700038894
(Please Print)

Signature: _____
Date: 8/17/18

KMS Representative

Name: Steve Hauth
Signature: _____
Date: 8/17/18

KMS Manager

Name: John Allen
Signature: _____
Date: 8/17/18

KONICA MINOLTA FINANCE (U.S.A.), INC.
100 Wilshire Blvd., Suite 1500, San Francisco, CA 94102-4000
New 800.264.3811 x.208

Authorize here



Purchasing a Device



Purchasing Device

- Step 1: 1 signature
 - Order Package Acceptance Agreement
- Step 2: Provide PO or PCard

Order Package Acceptance Agreement

KONICA MINOLTA Order Package (20160101)
Revised 11/16
Page 1 of 1

Order Package Acceptance Agreement

Customer Name/Address:
UNIVERSITY OF SOUTH FLORIDA AT PETERSBURG
1025 S. PETERSBURG AVE
PETERSBURG, FL 33701-0001

Customer's Agreement below constitutes Customer's acceptance of the preceding terms in the Order Package (as identified by Order Package ID 68844889) (last updated 08/17/16 11:17 AM).

The Order Package is governed by the terms and conditions of the Master Agreement entered between Minolta Medical Systems (MMS), Inc. and the Customer. If payment is made by credit card, the Customer hereby agrees MMSB the authority to charge the Customer's credit card in the amount indicated (plus applicable taxes). MMSB reserves the responsibility to collect, return to any bank, dealer, or other any financial institutions in any writing. Customer's agreement to accept responsibility stated in this Agreement is a necessary condition for the order.

Not to be used as MMSB's agent by MMSB's agent.

Authorized Customer Representative	MMSB Representative
Name: <u>[Signature]</u>	Name: <u>[Signature]</u>
Signature: _____	Signature: _____
Title: _____	Date: <u>3/17/16</u>
Date: <u>3/17/16</u>	MMSB Supervisor
	Name: <u>[Signature]</u>
	Signature: _____
	Date: <u>3/17/16</u>

MMSB is not a MMSB agent by MMSB's agent. MMSB is not a MMSB agent by MMSB's agent.





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Executive Summary

We are excited for the opportunity to participate in the University of South Florida's contract and your community.

As an industry leader we are committed to a client-first methodology, offering an expansive portfolio of products to help Digitally Transform your organization into the Workplace of the Future™. From IT Services, Information Management, Managed Print Services, Video Solutions Services and industrial and commercial print solutions, Konica Minolta's end-to-end product offering, along with a consultative engagement with our clients, provides a 360° view of your business processes, challenges, to address your goals and objectives. Through this collaborative approach, Konica Minolta enables targeted solutions yielding improved efficiencies, cost reduction and the realization of our clients' vision.

We know that successful, strategic partnerships are built on a shared vision and the ability to execute. Based on your key objectives and your organizational vision, we trust that we are uniquely positioned to offer the industry leading solutions and innovation, while forming a long lasting partnership.

The Konica Minolta team looks forward to discussing further what we can do for your organization and eagerly awaits the opportunity to demonstrate the value we will bring to the University of South Florida's community.

Konica Minolta at a Glance

Founded in
2003

Merger of Konica Co. - est.
1873
& Minolta Corp. – est. 1959

39,000
Employees
Worldwide

\$7.4 billion
Net Sales
Worldwide

150 Countries
6 Continents
Global Presence

Global HQ:
Tokyo, Japan
N.A. HQ
Ramsey, NJ

20
Top-Ranked Facilities:
China/Japan/
Malaysia/USA

2 Million
Clients
Globally

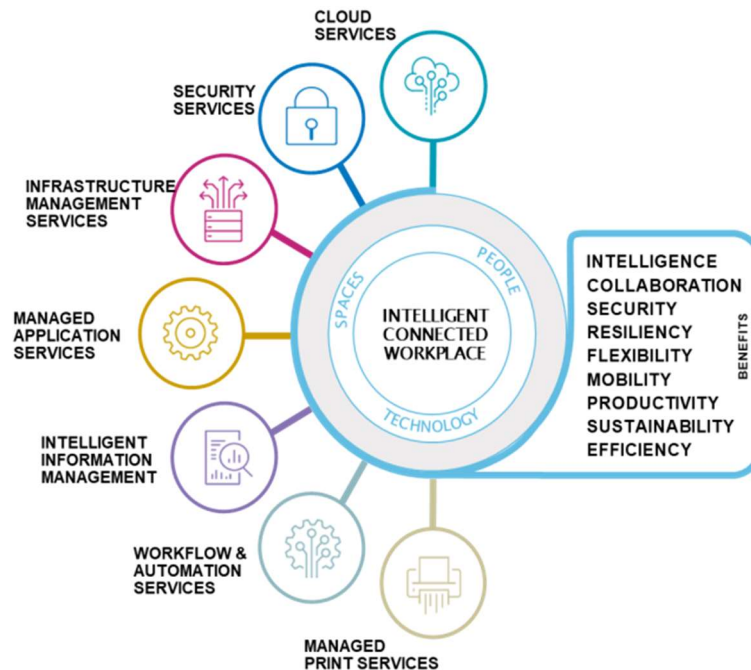
[https://
www.konicaminolta.us](https://www.konicaminolta.us)
Global Website



Our Portfolio

At Konica Minolta, we believe work is about people (workers), spaces (the physical spaces they work in, which can be many) and technology (from hardware to software). We need to join them effectively to achieve true connectivity. That is why at Konica Minolta we have adopted the Intelligent Connected Workplace approach. In the past, these pillars that make up the world of work have been treated as separate entities. But we are changing that. Our Intelligent Connected Workplace (ICW) is a dynamic and digitally-transformed work model. Disparate data points are connected to allow smarter ways of working and better corporate insights, to help the progression to a more agile way of working.

Together, with our Intelligent Connected Workplace, we make your workplace work for you enabling people to collaborate and move fluidly across different work scenarios and providers, without friction, fear or frustration.



Our portfolio of hardware and solutions are designed to integrate across the entire workplace ecosystem helping to promote greater collaboration, productivity, improved efficiency, and heightened security within your organization. Printers, Video Solution Services, Security & Cloud Services, Managed Print Services, Intelligent Information Management offerings and much more, our solutions and services are built around you. We put you in control so you can work smarter, more efficiently, more productively and more securely.



Partnering with organizations of all sizes, this 360-degree approach is built from a combination of our global expertise as a digital transformation provider, paired with our local market knowledge enable us to build solutions that scale around differing organizational needs.

Konica Minolta will provide additional support by:

- Performing site analyses.
- Organizing delivery and deployment of product.
- Managing contract changes and additions.
- Implementing process improvements.
- Tracking order receipt and fulfillment.
- Coordinating service, maintenance and end user training.
- Providing invoice and fleet reporting.
- Engaging third party providers when necessary.
- Providing our loyalty every step of the way!





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Online Account Management – Convenience at Your Fingertips.

MyKMBS.com is a secure and comprehensive, online service management website that provides the tools to manage your fleet at your convenience 24/7. The site provides a detailed snapshot of your devices install dates, service contract coverage dates, service history and the exact location of the device, down to the floor or department. Our clients are provided with an efficient way to request service, order supplies and automate your meter reads. Additionally, all reports can easily be downloaded directly into Microsoft Excel, providing a simple method to sort and retain data.



Customer One Guarantee “It Works or It Walks”

We are so confident in the quality of our products that we guarantee your Konica Minolta branded MFP will (1) meet factory specifications and (2) be compatible with your network, or we'll replace it with an equivalent model:



First two years: Replacement will be a brand new MFP
After two years: Replacement may be new or refurbished
Plus: Konica Minolta will also provide a \$1,000 rebate towards your next Konica Minolta branded MFP leased through Konica Minolta Premier Finance (KMPF) as a way to say, “We’re sorry for the inconvenience.” **

We believe the best customer experience comes from not only how our products perform and how easy they are to use, but also from giving our customers the peace of mind to know that our MFPs (Multifunction Products) are backed by one of the best guarantees in the industry. When the new Konica Minolta branded MFP arrives, you will be getting the latest technology, superior service and support, and a guarantee direct from the manufacturer. For further details and Terms & Conditions, refer to our Customer One Guarantee brochure or contact your local sales representative.

If the equipment is replaced during the course of the lease, the customer will receive a credit of \$1,000 towards the lease of a new KM MFP, provided it is exercised within 30 days of lease expiration and the new equipment is leased through KMPF. **The Customer One Guarantee does not apply to printers. Each printer has a one year warranty and extended warranties up to 3 years are available for an additional cost.



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Office Systems

Konica Minolta is your best choice for managing content, increasing efficiency, improving productivity, managing and recovering costs. Konica Minolta bizhub products offer advanced features, functions and solutions to speed your workflow – touchscreen control, mobility and solutions at your control panel. The modularity and versatility of the MFPs allow users to work the way THEY want to work. We offer a complete line up in every segment, in both color and monochrome devices.



Mid-Volume Flexible solutions for every business need. Print/copy output speeds from 25 to 75 ppm.

Light-Volume Perfect for fit for mixed MFP and desktop environments. Provides increased efficiency, wide- ranging flexibility, reduced cost and greater accuracy and accountability.

Customizable:

The bizhub MFP user interface can be customized to suit individual needs by adding or removing an application from the home screen, customizing a scanning process or displaying the functions that match small business needs or enterprise user demands.



Simplicity:

The exclusive INFOPalette design lets you drag, drop, pinch in and pinch out, rotate images and more.



Most models provide the ability to preview documents before you print, reducing errors that waste time and paper.






Recognitions and Awards

We are proud to be recognized from widely respected industry organizations for our achievements as we continually demonstrate our ongoing pursuit for excellence.



Environmental Sustainability

Protecting our planet is a top priority. We align our sustainability goals to the United Nations Foundation Sustainable Development Goals (SDGs) on a global level - eliminating pollutants, reducing energy consumption and creating products and solutions that help our clients realize their own sustainability goals and assist them in resolving their environmental issues.


- 
 Eco Vision 2050 - our long term environmental action plan to:
 - Reduce CO2 emissions throughout product life cycles by 80%
 - Promote recycling
 - Work to promote biodiversity
- 
 EPEAT- proud to have the highest total of EPEAT points of any registered imaging equipment company in the world
- 
 Clean Planet - Cost-free program for the recycling of consumables. Since our 2014 launch, more than 6,800,000 items have been recycled
- 
 Simitri® HD^E Toner – made with plant based “biomass” materials, consuming less energy during production and CO₂, NO_x and SO_x emissions are reduced by more than 1/3 during use
- 
 IH Fixing Technology - Induction Heating (IH) Fixing technology only heats the roller’s surface rather than the entire roller. This reduces power consumption during the fixing process and results in shorter warm-up times.






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 We use the United Nation's Sustainable Development Goals (SDGs) to help guide us towards achieving our vision, ultimately creating new value for society.

 Green Products/Green Factory Certification System & Green Marketing



Konica Minolta is included in several international ESG Investment Indexes. ESG investment, which involves selecting and investing in companies that make outstanding achievements with respect to areas such as human resources, the environment, and corporate governance, as well as corporate finance, has been garnering attention around the world in recent years. Konica Minolta has been included in several international ESG investment indexes, for instance:

- 2021 Global 100 Most Sustainable Corporations in the World by the Canada-based Corporate Knights
- Dow Jones Sustainability World Index by U.S.-based S&P Dow Jones Indices
- FTSE4 Good Index Series by UK-based FTSE Russell
- Platinum rating in EcoVadis' sustainability ratings by EcoVadis of France
- Climate A List by CDP
- Silver Class in SAM Sustainability Award by the U.S.-based S&P Global

To ensure efficient implementation of environmental management Konica Minolta is committed to the environment by operating its management systems based on ISO 14001.

