













	Ricoh	Fraser (formerly Docusense)	Parmetech	ADS-S
How many techs will support Penn?	16 or more	16 or more	6-9	16 or more
Leases canceled early without a penalty?	 So long as new location on campus identified	 So long as new location on campus identified	 So long as new location on campus identified	 So long as new location on campus identified
Transition support?	 Onsite staff to support all transitions	 Change Management for new devices - On-site training, email templates, posters, how-to-guides.	 Through a Statement of Work and project management	 Through full organizational participation and strong transition team skills.
Loaner printers provided for free?				
Purchasing volume recommendation	Any size School, Center, or department	Small or mid-sized School, Center, or department	Small School, Center, or Department	Small or mid-sized School, Center, or department
Available centralized management tools in basic service?				

Standard dashboards				
Custom dashboards				
Device configuration auditing				
Device configuration management (ability to update settings)				
Global configuration auditing				
Global configuration management (ability to update settings)				
Integration with Pharos or Papercut				
Offer some or all of the above for additional cost				

Types of reporting provided?

Savings measurements



Supplier performance measurements



Consumables tracking



Fleet/Configurations management



















Security management















Sustainability tracking (e.g. number of trees saved)



Offer Cloud Printing?

Cloud printing is offered directly through my company to help reduce or eliminate printing servers				
Cloud printing includes its own cloud security solution to ensure that the data is protected in the cloud				
Cloud printing requires a partnership with another company in order for my company to effectively provide this service				
Cloud printing requires a partnership with another company in order for my company to effectively protect your data in the cloud				
Cloud printing includes protection at rest and protection in transit. This ensures that the data is protected between the sender, printer and cloud, as well as at rest in the cloud				

Support automatic replenishment of supplies?

Yes, on a straight calendar schedule				
Yes, based on device supply levels				
Yes, based on customizable triggers/alerts				
Toner recycling program in place?	 Yes, directly through our company	 Yes, through a third party	 Yes, directly through our company	 Yes, directly through our company