



CASE STUDY



California Church Saves Over \$130,000 In Copier Costs





We were astounded by the cost savings and level of professionalism offered by SavingsStream.com. We already thought we had a great deal for upgrading our copier equipment, then we were quickly shown just how much more in savings would have been left on the table.

Tim Ankcorn
Executive Director of Operations
Quail Lakes Baptist Church

Quail Lakes Baptist Church Savings and Benefits

Total Copier Savings Over a 60-Month Period (Lease + Service)



Monthly
Savings
\$2,186

59.4%



Total
Savings
\$131,156



Background

Quail Lakes Baptist Church (QLBC), a large religious organization based in Stockton, California, offers a great diversity of ministries and services. Since 1959, they have been extremely active and a staple in their local community accumulating a large and loyal following.

As a busy religious organization, QLBC does a hefty volume of printing each month including weekly bulletins, booklets for Sunday School, pamphlets for weddings and baptisms, financial reports, and advertisements. The church's leased copier machines have consistently gotten plenty of use. For years they were a satisfied and longtime customer of Ricoh—a Japanese multinational imaging and electronics company—using two Ricoh MPC 5200 light production units and a Fiery controller to fulfill their copying needs.

“The time had come to seriously consider upgrading the machines, but we also needed to lower our monthly payments and costs.”

Tim Ankorn
Executive Director of
Operations Quail Lakes
Baptist Church

Challenge

As the church began to grow prodigiously it became obvious that they needed to upgrade their photocopiers to bigger and faster machines. Tim Ankorn, Executive Director of Operations for QLBC, said “The time had come to seriously consider upgrading the machines, but we also needed to lower our monthly payments and costs.”

As a first step in the process, Tim Ankorn received proposals from several vendors, including his own, to upgrade the equipment while maximizing savings. At first blush, the proposals seemed convincing and QLBC was tempted to accept an offer. But, before doing so, Tim Ankorn decided to get an unbiased opinion from SavingsStream.com. After conducting a thorough analysis, SavingsStream.com presented a “true savings” plan that far exceeded what the other vendors were offering QLBC.



Solution

Based on the unbiased information, QLBC chose to partner with SavingsStream.com to implement the recommended solution and maximize true savings as per the plan. To make this happen, SavingsStream.com did all of the following:

- Streamlined and simplified the entire procurement process for new production printers
- Worked directly with busy vendors to prioritize and schedule time for QLBC staff
- Provided one unbiased print specialist rather than working with 6-8 sales representatives from different vendors
- Reviewed and simplified the proposals between multiple vendors with different equipment and solutions to ensure a true “apples to apples” comparison

In addition to the above, **SavingsStream.com gathered all the competitive bids on behalf of QLBC. They also coordinated with vendors to deliver proposed copiers so that QLBC staff would have a full opportunity to demo the equipment in their own office setting.** This allowed QLBC to make a more informed decision about which machines were the most compatible with their network. Moreover, SavingsStream.com rigorously reviewed all the terms and conditions of the proposed lease and service agreements. This was done to determine which agreement would make for the best fit and long-term interests of the church.

After the process, QLBC chose to go with two Canon copiers .



Results

The results of this process were outstanding for QLBC. The church had been previously paying lease and service costs for a 60-month period. After working with SavingsStream.com, QLBC thoroughly upgraded their equipment to faster and more efficient machines for a similar 60-month period.

By doing so, they decreased their monthly cost by \$2,186. This represents a total cost savings over the period of the lease of \$131,156 or 59.4%.

Tim Ankcorn summed up the fantastic results best—“We were astounded by the cost savings and level of professionalism offered by SavingsStream.com. We already thought we had a great deal for upgrading our copier equipment, then we were quickly shown just how much more in savings would have been left on the table.”



About Us

At SavingsStream.com, our mission is to empower mission-critical community organizations by cutting operating expenses by at least \$10,000 through expert vendor renegotiation-ensuring every dollar saved strengthens their impact- with a no-risk guarantee.

Contact Us



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