

## AEPA Contract Extension Recommendation Form

**Solicitation Number:** #021-C      **Category:** Digital MFDs, Printers, etc  
**Vendor Name:** Konica Minolta Business Solutions

This is the Vendor's **2nd** contract year with AEPA under the current solicitation.

How many member states originally indicated they would participate in the category? **29**

### Contracts and Sales

How many participating states signed contracts this year? If not, why?

How many participating AEPA states had sales this year?

Contract Volume as reported by AEPA Member States:

Year 1 \$24,210,413.36

Year 2 \$

Year 3 \$

Are sales growing?      ☐ Yes      ☐ No      ☐ N/A

Has the Vendor Partner sent sales reports to members?      ☒ Yes      ☐ No

Has the Vendor Partner reported sales numbers to AEPA, as required?      ☒ Yes      ☐ No

Have there been complaints from the AEPA states regarding the Vendor Partner's pricing or other practices? ☐ Yes      ☒ No      If yes, explain below.

[Click or tap here to enter text.](#)

### Interaction with AEPA

Has the Vendor Partner designated a person or team as their AEPA lead?      ☒ Yes      ☐ No

Does the Vendor Partner communicate with the committee chair?

☒ Yes, Vendor representative initiates communication

☐ Yes, Vendor representative responds to calls, emails, etc.

☐ No

Has the Vendor Partner attended AEPA Meetings?      ☒ Yes      ☐ No

Is there evidence that the Vendor Partner's sales force and/or dealer network understands AEPA?

☒ Yes      ☐ No

Does the Vendor Partner provide the product/service to the customers as described in the bid submission?      ☒ Yes      ☐ No

Comments:

Out of 20 respondents KMBS received an average score of 84. All respondent comments were very favorable.

## Marketing

Is there a proactive marketing plan in place? ☒ Yes ☐ No

Is there evidence that the sales force actively markets the AEPA contract? ☒ Yes ☐ No

Have there been complaints from AEPA members regarding the Vendor Partner's marketing practices?  
☐ Yes ☒ No

Comments:

Click or tap here to enter text.

## Recommendation:

- ☒ The Committee recommends **contract extension** with the Vendor Partner.
- ☐ The Committee recommends **contract extension** with the Vendor Partner with a plan to improve the following areas:  
Click or tap here to enter text.
- ☐ The Committee does NOT recommend contract extension with this Vendor Partner.

Category Chair – Name & Signature:

Jane Eastes 

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**Committee Member:** Dave Mahalko

**Committee Member:** Laurie Hoing

**Committee Member:** Click or tap here to enter text.