

City of Fond du Lac, WI Testimonial

Who wants to read through pages of fine print terms and conditions written in the language of the legal system to fully understand all of the fine details of a copier lease? I know when it came time to renew leases, I was ready to fall into the default position of trusting our vendor of many years to do right by us, and give us a proposal for a new machine, sign it, and move on to the rest of my to-do list. There is so much I didn't know about the buried costs in these lease and maintenance agreements, and that lack of knowledge almost cost us a great deal of money.

Fortunately, before I made that mistake, Al Kietzmann of Copier Consulting had approached me to educate me on the potential to actually save money. When Al explained to me the common pitfalls in this industry, it became clear that I wasn't properly equipped with the necessary knowledge to ensure that we obtained a good quality product, at fair terms and conditions that would actually lower expenses. I swallowed my pride and agreed to hire Al to work on our behalf, and it yielded better results than I ever hoped for.

We first utilized Al Kietzmann's full services in 2018. At that time we had 6 multifunction machine leases coming due to expire. At the end of the process, our new leases and maintenance agreements equated to a net savings of \$51,226 over the 5 year term of the lease, or \$10,245 per year! When the prices of everything seem to increase, it was wonderful to be able to actually deliver a reduction in cost.

Since that first extremely successful event, we've utilized Al's services on 3 more occasions. Altogether, Al has been responsible for conducting our quotes for 11 machines in total, and the total savings we have realized has been \$76,033. Al has also provided us with a strategy to use our machines until they have reached their capacity to perform reliably, instead of replacing a fully functioning machine with a new machine every 5 years just because the lease is expired.

Throughout the process, Al has surveyed our staff's actual needs, ensuring we have equipment, and a vendor, that meets our needs, and he has been able to structure our maintenance agreements so that we only pay for what we actually print. We end up with quality machines. The savings comes from structuring the leases and maintenance agreements in the buyer's favor, not from obtaining lower quality equipment. I'm fully confident that without Al's knowledge, and his assistance we never would have realized these savings. When I first met Al, I admit this sounded all too good to be true, but we've actually seen the results and they were as promised, and more.

Thanks!

Josh Musack, Purchasing Manager