

# CAPABILITY STATEMENT



**COPIER**  
**CONSULTING**

INDEPENDENT | UNBIASED | VENDOR-NEUTRAL

**AL KIETZMANN**, PRESIDENT/OWNER



**“We want fair & reasonable pricing for our clients”**

## DIFFERENTIATORS

- Savings range 22% - 52%
- Significant experience
- Proven data collection metrics
- Proprietary research methods
- Transparency driven
- 40+ RFP questions
- Vendor omission discoveries
- Buyer centric analysis
- Proposal evaluations
- Vendor negotiations
- Hidden formula disclosures
- Evidence based
- Clear decision making
- Process improvements
- Wisconsin AB 684 testimony
- Vendor comparison reporting
- Executive Summary



## CORE COMPETENCIES

FOUNDED IN 2010 AS A SMALL BUSINESS COPIER CONSULTING, LLC™ IS A FAITH BASED **INDEPENDENT** AND **VENDOR NEUTRAL** EXPENSE REDUCTION SERVICES FIRM. A.R.E. PROCESS™ OF ASSESSING, RESEARCHING AND EVALUATING CONTRACTS IMPROVES COPIER & PRINTER AGREEMENTS, ELIMINATES WASTE AND REDUCES OVERALL SPEND. **COPIER CONSULTING, LLC DOES NOT SELL OR SERVICE COPIERS OR PRINT DEVICES.**

## PAST PERFORMANCE

- 27 years industry experience
- 15 years industry sales; 12 years buyer advocate
- Healthcare Center SC **\$457,000 saved** (458 devices)
- School System WI **\$99,000 saved** (16 devices)
- Private Business WI **\$75,000 saved** (13 devices)
- Private Business WI **\$52,000 saved** (26 devices)
- City in Fond du Lac County WI **\$75,000 saved** (48 devices)
- City in Dodge County WI **\$78,000 saved** (24 devices)
- City in Dodge County, WI **\$14,000 saved** (4 devices)
- Church in Brookfield, WI **\$45,000 saved** (1 copier)
- Church in Fond du Lac, WI **\$29,000 saved** (1 copier)
- Church in Lake Mills, WI **\$8,900 saved** (1 copier)

## STRATEGIC PARTNERS

- WCRIS.org and LEA.org
- Beaver Dam Chamber
- Converge Great Lakes
- Converge Mid America
- SBDC UW Oshkosh
- L&E Clinic UW Madison
- Wisconsin Procurement Inst.

## PERTINENT CODES

- DUNS - 004122848
- NAICS - 541611
- CAGE Code - 8E1E9