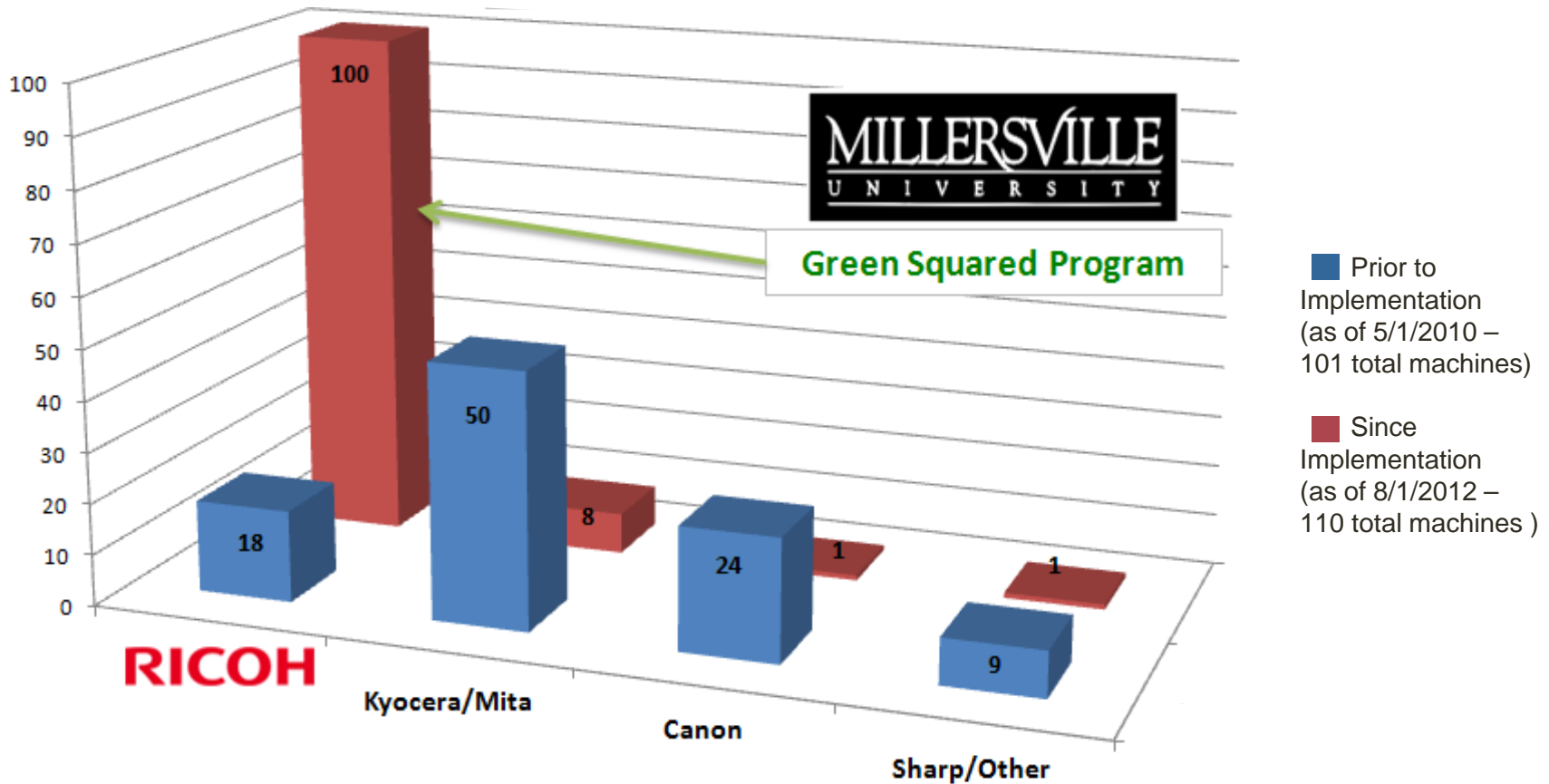


Benefits of Multi-Function Device Implementation

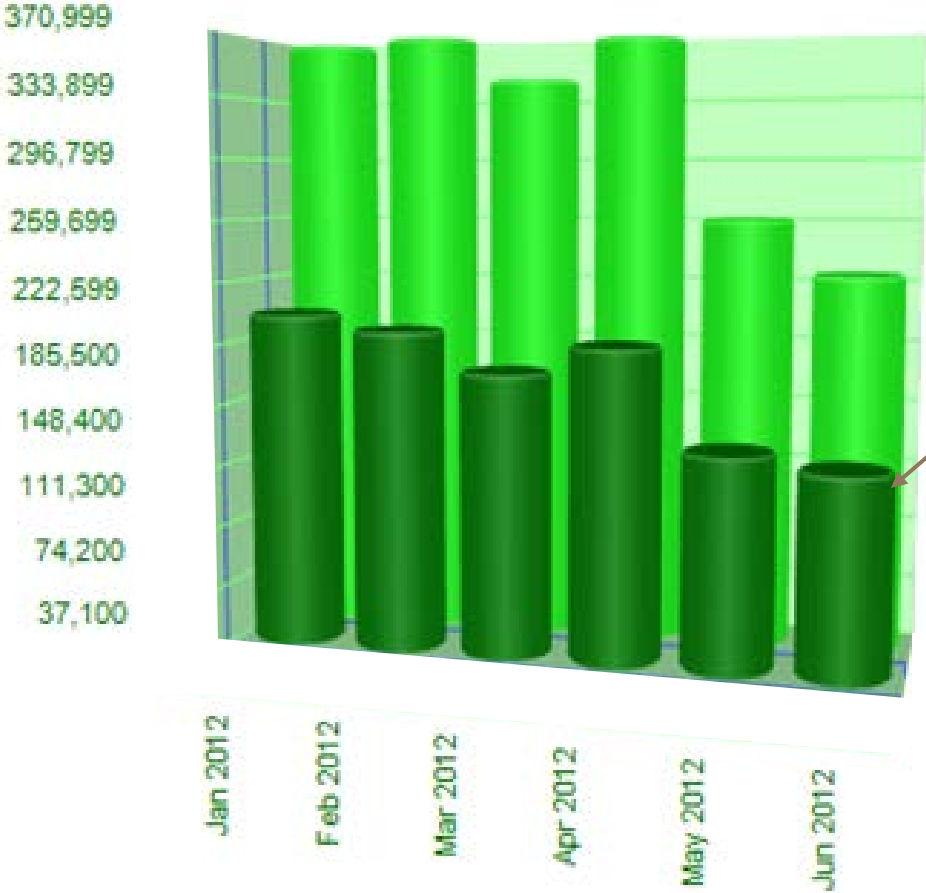
- ✓ Standard configurations include upgrades (in most cases) which include copy, print, scan and fax features, stapling and sorting on most, additional paper trays based on anticipated volume and postscript option for MAC printing. Standard configuration includes data overwrite security software
- ✓ Considerable cost and environmental savings – trees, CO₂, energy
- ✓ Includes full maintenance program – no unexpected costs and consistent service
- ✓ Additional savings accrue as inkjet/desktop printers move to multi–function devices
- ✓ Broker purchase of current traded in machines with hard drives erased
- ✓ Extensive training on a user by user and/or group basis
- ✓ Monitoring and ongoing reporting allows users the opportunity to review and manage actual usage, threshold and impact on budget

Multi-Function Device / Copier Population Prior to vs. Since Implementation to Date



Transition to Improved and More Efficient Equipment

Green Reports – Duplex Usage on Ricoh Printers



Snapshot of Year 2

Duplex Goal - 50%
Average - 53%

Trees Saved Per Year
Goal - 351

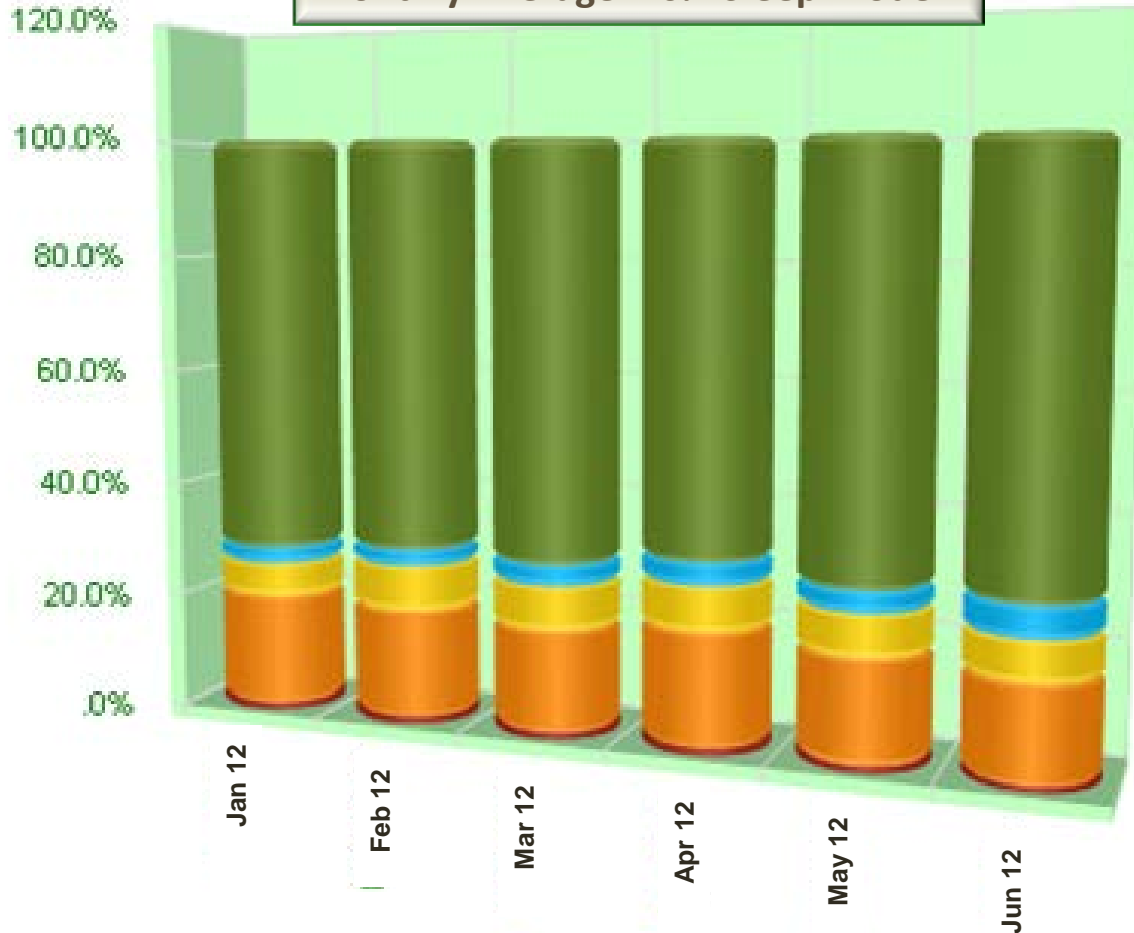
Actual: 348 Trees Saved
Per Year or \$11,600 savings*

**As MU Continues to Migrate more print from HP's to Ricoh Devices savings will increase.*



Estimated Energy Savings

Monthly Average: 70% Sleep Mode



Snapshot of Year 2

Year 2 Goal - \$3,546

Actual - \$9,077

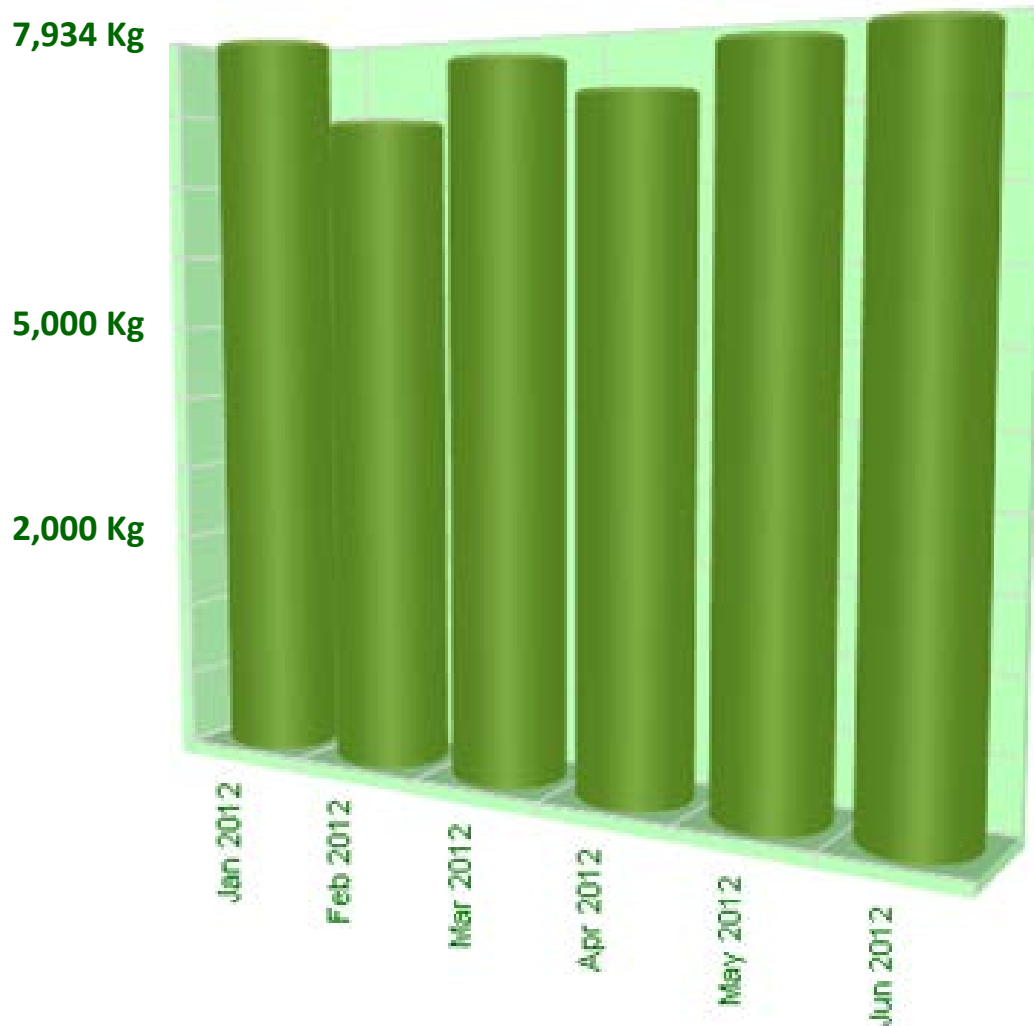
Ricoh Devices and Printers offer an average reduction of 65% in energy costs.

Using Price per kWh of \$0.095 for State of PA.

Annual Ricoh kWh usage of 51,453 (Reduced from estimated 147,000)



Green Reports – CO₂ Savings



Snapshot of Year 2

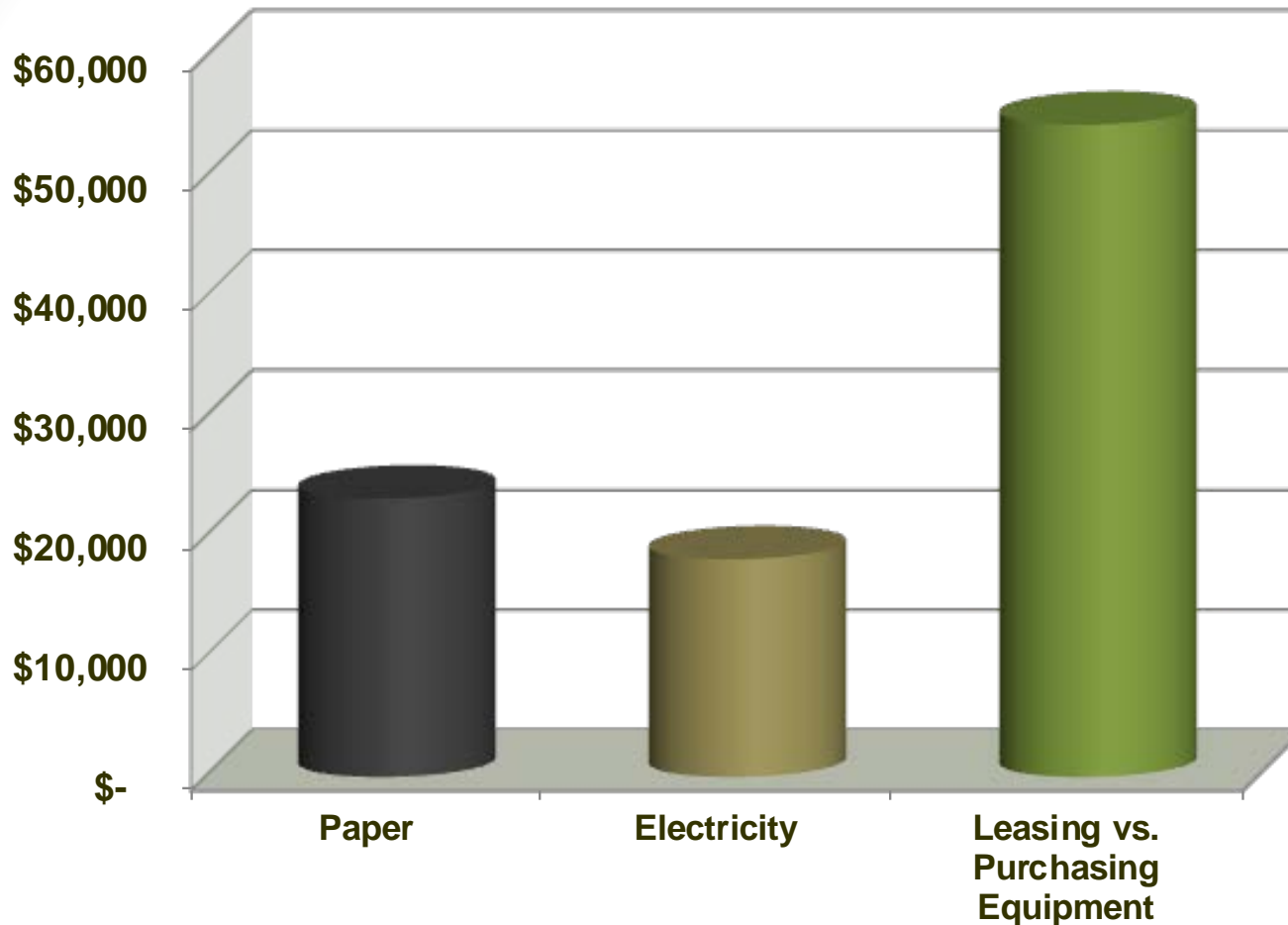
Goal - 70,000 lbs.

Actual - 95,208 lbs.*

** This represents the estimated CO₂ savings resulting from the usage of different energy savings modes vs. having the device remain continually in the Standby mode.*

Ricoh Implementation Overall Two Year Program Savings

(As of August 2012)



696 trees saved since August 2010



190,416 lbs. of CO₂ savings since August 2010

*

** Lease savings result from a decrease in supplies, maintenance and personal printer costs*

Toner, Repair and Maintenance Costs for Devices Other Than Ricoh

2010-11 through 2011-12

