



Schools Proposal 2024

About Raydian

Every business has unique needs, just as every piece of office equipment has different capabilities.

- Established in 1987 under the name Laserfix
- Changed to Raydian in 2012 when the Raydian Group was formed.
- The group also includes an Energy Efficiency business called Raydian Power Solutions.
- National Group service footprint.
- Multi-branded Office Automation Distributer.
- HP Managed Print Service Partner
- National distribution rights with HP, Brother, Kyocera, Cannon and Sharp
- Consumables manufacturer and distributor for all brands of Office Automation Equipment.
- We have over 9000 devices on our cost per print Service Agreements country wide.



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Raydian's Cost per Print Model

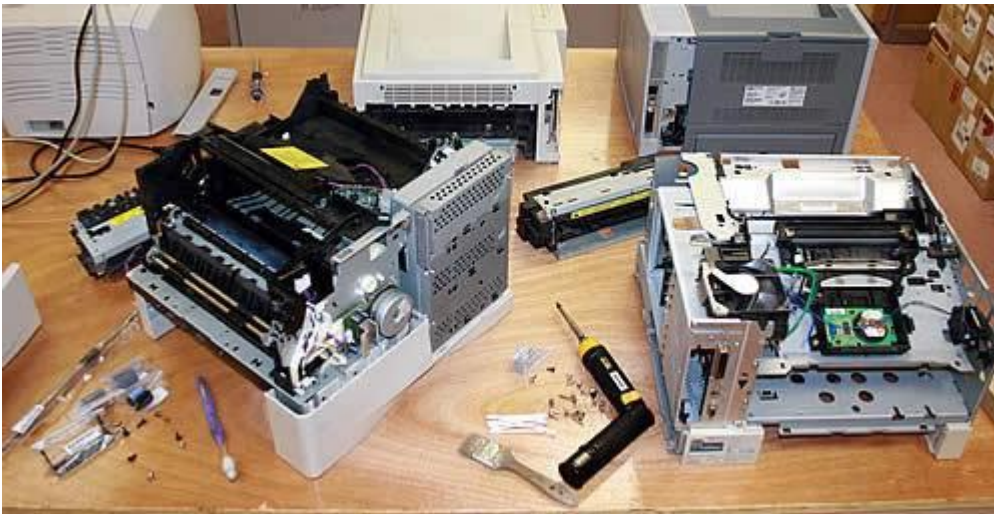


Raydian places existing fleets of HP printers and multi-functional devices onto cost per print service contracts

In other words we put printers the client already owns onto a service contract and in doing so significantly reduce their costs.

What our cost per print contracts include

- All consumables for the devices
- On site service
- Device replacements as and where necessary depending on the clients specific requirements and contract type.
- Loan printers in the event of a device going down.



Example of the Raydian Solution

CURRENT SCENARIO

If a client has 20 printers and is spending R1 200 per month on cartridges per printer giving you a 2000 prints per device at 60c per page = R24 000.00 per month on printer cartridges .

PROPOSED SOLUTION

Raydian Service Contract at 15c per page (Base rate) including consumables and on site service x 2000 prints per device = R6000.00 per month.



SAVINGS PER MONTH: R18 000

PERCENTAGE SAVING: 75%

Multifunctional High Volume Device Solutions



Raydian has access to multiple brands of devices, specifically designed for schools high volume print requirements.

These can be acquired on both a rental or cash basis, dependant on the schools specific requirements.

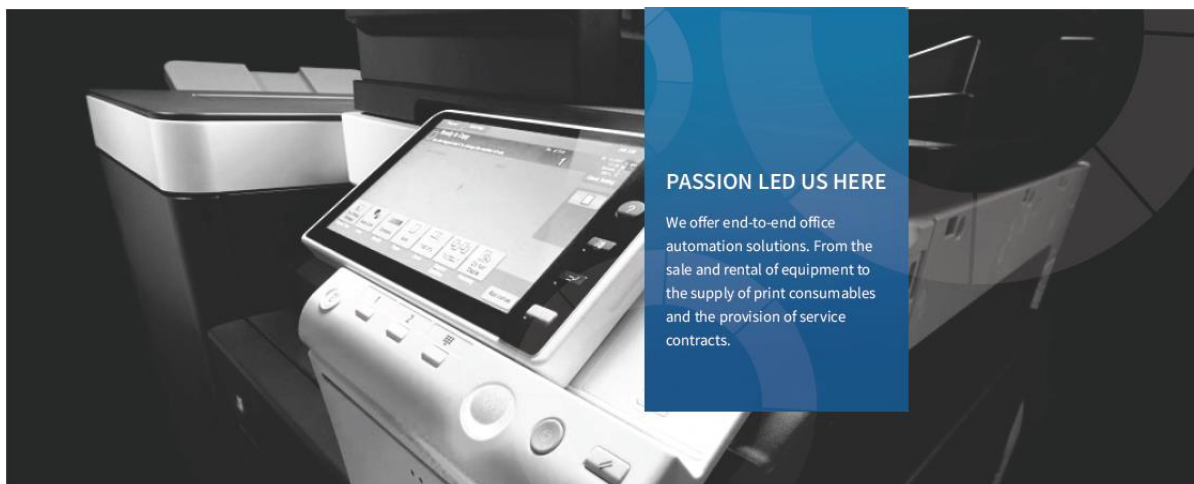
All equipment comes with a full onsite consumable inclusive service contract.

Raydian can upgrade any existing contracts the school may be engaged in.

Generally we are able to execute savings of between 10% & 40% with multifunctional device upgrades.

Multifunctional High Volume Device Solutions





HP Mono LaserJet MFP M430F

A4 Multifunction Device

- Fast print speed (38 ppm A4)
- Print resolution Black (best): Up to 1200 x 1200 dpi;
- Duplex printing Automatic (default)
- Recommended monthly page volume: 900 to 4,800 Pages
- Processor speed 800 MHz
- 50 sheet simplex ADF
- Control panel 10.9 cm Colour Capacitive Touch Control Panel
- Print technology Laser



Cost per Page Mono R 0.10

36 MONTH RENTAL: R649.00 / 60 MONTH RENTAL: R489.00

- Pricing Excluding vat
- Pricing is subject to stock availability.
- Terms & Conditions apply.



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PASSION LED US HERE

We offer end-to-end office automation solutions. From the sale and rental of equipment to the supply of print consumables and the provision of service contracts.

Brother MFC L8690 CDW



A4 Colour Multifunction Device

- Print Speed Standard (A4) Up to 31ppm (pages per minute)
- colour & mono Print Speed 2-Sided (A4) Up to 14 sides per minute (7 sheets per minute)
- Duplex printing Automatic (default)
- colour & mono Resolution 2,400dpi (2,400 x 600dpi), 600 x 600dpi
- Recommended print volume 4000 pages
- Print technology Laser



Cost per Page Mono R 0.12 / Cost per Page Colour R 0.64

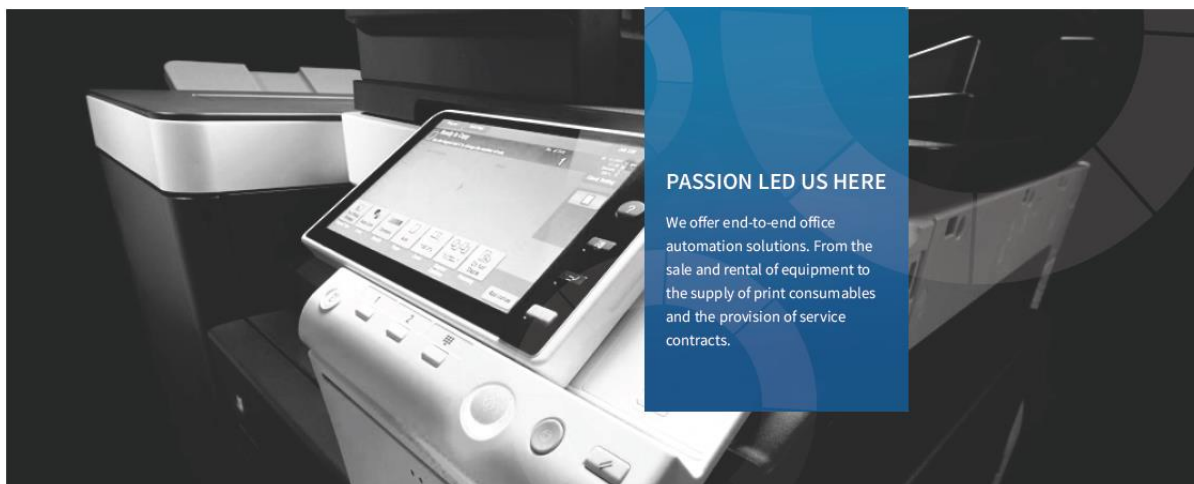
36 MONTH RENTAL: R859.00 / 60 MONTH RENTAL: R649.00

- Pricing Excluding vat
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SHARP Colour BP-50C31 MFP

SHARP

A4/A3 Colour Multifunction Device

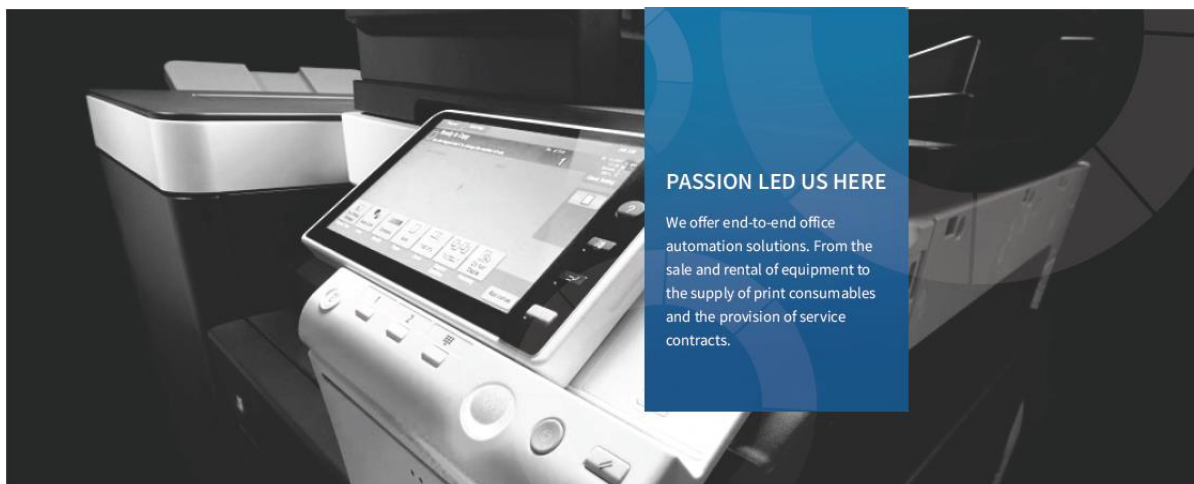


- 31ppm A3 Colour MFP
- 10.1 inch colour LCD touchscreen
- 100 sheet Reversing Single Pass Feeder scanning at 80ipm
- std 5GB of memory
- 128GB SSD storage with an optional 512GB SSD
- Std with one tray of 550 pages and 100 sheet bypass tray
- Duplex printing: Automatic (standard)
- Unboxes with Drums and Developer only
- Recommended Monthly Print Volume 33 333 Pages Per Month

Cost per Page Mono R 0.083 / Cost per Page Colour R 0.62

36 MONTH RENTAL: R3 225.00 / 60 MONTH RENTAL: R2 349.00

- Pricing Excluding vat
- Pricing is subject to stock availability.
- Terms & Conditions apply.



SHARP Mono BP-50M31 MFP

SHARP

A4/A3 Mono Multifunction Device



- 31ppm A3 Mono MFP
- 10.1 inch colour LCD touchscreen
- 100 sheet Reversing Single Pass Feeder scanning at 80ipm
- std 5GB of memory
- 128GB SSD storage with an optional 512GB SSD
- Std with one tray of 550 pages and 100 sheet bypass tray
- **Duplex printing:** Automatic (standard)
- Unboxes with Drums and Developer only
- Recommended Monthly Print Volume 33 333 Pages Per Month

Cost per Page Mono R0,10

36 MONTH RENTAL: R2 839,00 / 60 MONTH RENTAL: R2090,00

- Pricing Excluding vat
- Pricing is subject to stock availability.
- Terms & Conditions apply.