SNYDER
INDEPENDENT SCHOOL DISTRICT

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The Administration has concluded the initial evaluation and negotiation phase for the 2026-2029 Copier Request for Proposal (RFP). After a comprehensive review of all submissions, two primary vendors have been identified as the top candidates for the district's needs. However, due to anticipated market developments expected to be announced in early July, the Administration recommends delaying the final vendor selection until the July 9 board meeting. This strategic pause will ensure that Snyder ISD selects the most stable and advantageous partner for its long-term operational requirements.

Visual Edge IT, formerly known as BenchMark Business Solutions, has served as the District's copier vendor since 2014. Their proposal ranked highest in both lease option matrices and has maintained a distinct advantage throughout the negotiation phase. A significant benefit of continuing this partnership is the continued support of a dedicated technician, Gary Sutterfield, who currently maintains the district's fleet. The proposed plan includes the management of 24 total devices, consisting of 10 new copiers for academic buildings, 5 units retained from the 2022 lease, and 9 smaller desktop units purchased over the

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last several years.

ImageNet, based in Lubbock, emerged as a strong secondary candidate, ranking second in both lease RFP matrices and providing competitive proposals during the negotiation phase. The company is currently expanding its presence in the Lubbock area and is led by a former sales manager who previously managed Snyder ISD accounts while at BenchMark. While ImageNet is gaining significant traction with other school districts, they have not yet demonstrated to Snyder ISD that its service capacity and reliability can currently match the established performance levels provided by Visual Edge IT.

The Administration has been informed of a significant marketplace announcement scheduled for July 1 involving one of these two companies. To ensure the District makes a fully informed decision that accounts for potential changes in corporate structure or service capabilities, we recommend holding the final recommendation until after that date. This delay allows the District to verify that the selected vendor remains the best fit to accommodate our specific needs before a formal commitment is made at the July 9 meeting.

The District's recent transition toward purchasing

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equipment outright, rather than entering into traditional lease agreements, serves as a vital risk mitigation strategy. By owning the hardware, the risks associated with a potential vendor "shakeup" or corporate reorganization are significantly minimized. The primary focus of the upcoming contract will be a maintenance agreement for this District-owned equipment, ensuring that our capital assets are protected and serviced regardless of any shifts in the vendor marketplace.