

**STANDLEY  
MEANS  
TECHNOLOGY.**



**STANDLEY**  
SYSTEMS



# **Clinton Hospital Authority**

Prepared by:

Scarlett Frank

580-374-1825

[sfrank@standleys.com](mailto:sfrank@standleys.com)

September 15, 2023



THANK YOU

Amy and Chasity,

Thank you for the time and effort you have put into helping Standley Systems gain a clearer understanding of the business goals, objectives and buying criteria for Clinton Hospital Authority.

I am confident the following proposal will successfully accomplish your future business objectives and implements a printing strategy that will support your growth and other initiatives. Accomplishing these objectives requires our recommendations be tailored to fit your unique business technology needs and challenges.

After reviewing the following proposal together and successfully navigating through any questions or implementation items, we look forward to becoming your trusted partner and building a long, lasting partnership. Thank you again for the opportunity to serve and partner with you.

Sincerely,

Scarlett Frank



# WHY STANDLEY SYSTEMS?

## **STANDLEY MEANS OKLAHOMA.**

**OKLAHOMA IS MORE THAN OUR HOME BASE. IT'S OUR HOME.**

**STANDLEY SYSTEMS WAS BORN HERE, RAISED HERE AND CONTINUES TO GROW HERE.**

We are deeply invested in the health and well-being of our state and understand a strong business base is critical to maintaining a strong economy. Bottom line: When you're successful, we're successful. Our job is to help make sure you have the office technology tools and resources needed to maximize your company's full potential. And while we work alongside our business clients to keep Oklahoma's business wheels turning, we will continue to invest time, resources and talent to support community partners and cheer on the countless organizations committed to making Oklahoma a great place to worship, live, work and play. Here's to the people and partners that make it all work!





# WHY STANDLEY SYSTEMS?

## ABOUT STANDLEY SYSTEMS

### OWNERSHIP

Tim Elliott, CEO

[telliott@standleys.com](mailto:telliott@standleys.com)

Greg Elliott, COO

[gelliott@standleys.com](mailto:gelliott@standleys.com)

Blake Elliott, VP of Operations

[belliott@standleys.com](mailto:belliott@standleys.com)

### EXECUTIVE TEAM

Matt Bauer, Senior VP of Sales Operations [mbauer@standleys.com](mailto:mbauer@standleys.com)

Josh Ravan, VP of Service [jravan@standleys.com](mailto:jravan@standleys.com)

Brian Rice, VP of Finance [brice@standleys.com](mailto:brice@standleys.com)

Mindy Bird, Executive Assistant [mbird@standleys.com](mailto:mbird@standleys.com)

### SALES LEADERSHIP

Tom Meagher, VP of Imaging Sales [tmeagher@standleys.com](mailto:tmeagher@standleys.com)

Robert Page, Director of IT Managed Services [rpage@standleys.com](mailto:rpage@standleys.com)

David Seltenreich, Director of Sales [dseltenreich@standleys.com](mailto:dseltenreich@standleys.com)

Chuck Caldwell, Director of Sales-OKC [ccaldwell@standleys.com](mailto:ccaldwell@standleys.com)

Sherri Kell, Rural Director of Sales [skell@standleys.com](mailto:skell@standleys.com)

David Chapman, Director of Sales-Tulsa [dchapman@standleys.com](mailto:dchapman@standleys.com)

Todd Maxson, Director of Managed Print Services [tmaxson@standleys.com](mailto:tmaxson@standleys.com)



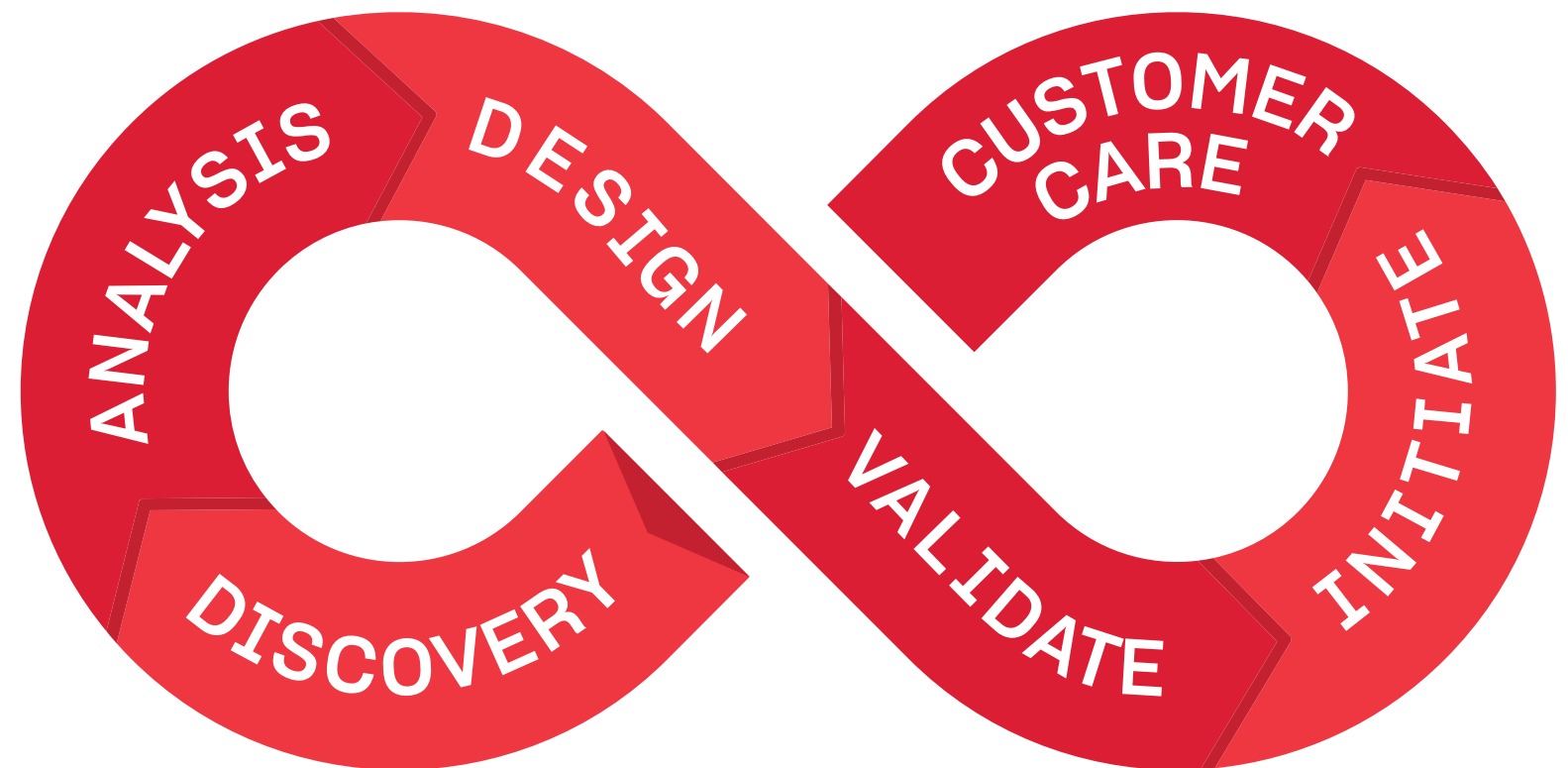
# WHY STANDLEY SYSTEMS?

## ABOUT STANDLEY SYSTEMS

### CORE VALUES

- We Are Guided by Christian Values**
- We Build Legendary Relationships**
- We Delight in Generosity**
- We Go the Extra Mile**
- We Deliver Relevant Solutions**
- We Embrace & Drive Change**

## STANDLEY SYSTEMS PROVEN PROCESS





# OKLAHOMA COVERAGE MAP

**STANDLEY SYSTEMS  
SERVICES ALL 77  
COUNTIES IN OKLAHOMA**

**HEADQUARTERS : CHICKASHA, OK**  
**OFFICES : OKLAHOMA CITY, TULSA,  
ENID, PONCA CITY, ARDMORE,  
WOODWARD, LAWTON**





## CONTACT INFORMATION

### CHICKASHA CORPORATE OFFICE

528 West Iowa  
Chickasha, OK 73018  
**P:** 405-224-0819

### OKLAHOMA CITY

26 E. Main Street  
Oklahoma City, OK 73104  
**P:** 405-224-0819

### TULSA

1903 W. Reno Street  
Broken Arrow, OK 74012  
**P:** 910-582-0819

### ARDMORE

7 West Main  
Ardmore, OK 73401  
**P:** 580-223-4985

### ENID

618 West Main Street  
Enid, OK 73701  
**P:** 580-237-2882

### LAWTON

309 Southwest Eleventh  
Lawton, OK 73501  
**P:** 580-248-2132

### PONCA CITY

200 East Grand  
Ponca City, OK 74601  
**P:** 580-765-4436

### WOODWARD

814 9<sup>th</sup> Street  
Woodward, OK  
**P:** 580-237-2882



# Kyocera Option

Kyocera and HP				
Device with configuration	Location	60 Month FMV Lease	B/W rate	Color Rate
Kyocera 4004i/4 tray	Registration/ER	\$ 67.89	\$ 0.00680	
Kyocera 4004i/4 tray	ER	\$ 67.89	\$ 0.00680	
Kyocera 4004i/4 tray	Lab	\$ 67.89	\$ 0.00680	
Kyocera 4004i/4 tray	X-ray	\$ 67.89	\$ 0.00680	
Kyocera 4004i/4 tray	Med Surge	\$ 67.89	\$ 0.00680	
Kyocera 4004i/4 tray	Pharmacy	\$ 67.89	\$ 0.00680	
Kyocera 4054ci/4 tray/finisher	Admin copy area	\$ 102.03	\$ 0.00720	\$ 0.03
Kyocera 4054ci/4 tray	Admin office	\$ 89.24	\$ 0.00720	\$ 0.03
Kyocera 4054ci/4 tray	Planning/ Operation	\$ 89.24	\$ 0.00720	\$ 0.03
HP LaserJet 52645dn/tray	Purchasing	\$ 36.19	\$ 0.01210	
Total Lease as configured		\$ 724.04		

For initial purposes usage will be done at cost per copy and once a baseline usage is established, we can set an average usage allowance for budgeting. All Kyocera devices can increase in speed with additional speed licenses if needed to allow for growth without completely replacing equipment.



# STAND BEHIND GUARANTEE

## At Standley systems, customer satisfaction is our top priority.

We stand behind our products and solutions by offering \_\_\_\_\_ a Stand-Behind Performance Guarantee for the term of your lease agreement. If our equipment or service does not perform to the level outlined below, Standley Systems will exchange your equipment with a full equivalent replacement, at no charge.

### PERFORMANCE EXPECTATIONS

1. EQUIPMENT WILL CONSISTENTLY PERFORM TO MANUFACTURER'S SPECIFICATIONS.
2. SERVICE RESPONSE TIME OVER A 90-DAY PERIOD OF TIME WILL NOT EXCEED FOUR (4) HOURS.
3. IF YOU ARE NOT TOTALLY SATISFIED WITH ANY IMAGING EQUIPMENT WHICH HAS BEEN CONTINUOUSLY MAINTAINED BY STANDLEY SYSTEMS UNDER A STANDLEY SYSTEMS SERVICE AGREEMENT THIS GUARANTEE WILL BE EFFECTIVE FOR THE TERM OF YOUR LEASE/RENTAL FROM DATE OF INSTALLATION. IF EQUIPMENT IS PURCHASED THIS GUARANTEE IS APPLICABLE UP TO 36 MONTHS.

If, for any reason, our performance does not achieve the stated expectations, you may provide a written notice of performance challenge to Standley Systems. Upon receipt of your request, Standley Systems will work with you to resolve any open issues by service fix or replacement. If we have not satisfactorily resolved those issues within 90 days, we will credit one quarter of service per device to your account. This Guarantee excludes licensed software products and support agreements.

### QUARTERLY BUSINESS REVIEW

Each quarter, Standley Systems will conduct a review, providing a service history for each device we support, along with a summary of our 90-day service performance metrics.





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SYSTEMS