**Tender Notice period ends 19th May 2025 at 9am**

**If you wish to be included in this tender, you must confirm to the NGN contact your expression of interest via email.**

**If your interest to participate is not made to the NGN main contact provided on the front page of this tender document before the Tender Notice period end date, then you will not be able to participate in this tender event.**

**NGN Contact: Harriet Wilkes**

**Email: hwilkes@northerngas.co.uk**

**Tender for the Management of NGN Print Services**

**COMPANY INTRODUCTION**

## **Company overview**

Northern Gas Networks Limited (NGN) is the company responsible for distributing gas to homes and businesses across the North of England. As part of the restructuring of the gas distribution business in England, NGN successfully acquired the North of England gas Distribution Network (DN) and took control of the assets on 1st June 2005. NGN has been responsible since then for the transportation of gas to the North of England via 36,000Km of pipelines.

The DN is located in the North of England and extends south from the Scottish border to South Yorkshire and has coastlines on both the East and West sides of the region. The DN contains a mixture of large cities such as Newcastle, Middlesbrough, Leeds and Bradford and a significant rural area including North Yorkshire and Cumbria. The area covers around 6.7 million inhabitants and has approximately 2.5 million customers. The DN is supplied via 23 off takes from the national Transmission System.

**Northern Gas Networks Geographic Area**

|  |  |
| --- | --- |
|  |  |
| No. | Location |
| 1 | North Tyne |
| 2 | Cumbria |
| 3 | Wear |
| 4 | Tees |
| 5 | North Riding |
| 6 | Bradford |
| 7 | Leeds |
| 8 | East Riding |
| 9 | Pennines |
|  |  |

 

## **NGN Core Values**

NGNs dream is to become the UK’s most loved, admired and respected company, and to establish a reputation for doing business really well through a united and empowered team that is mind-blowingly great. We recognise the important role that our supply chain partners have in supporting NGN to achieve our dream.

Our dream lies at​​ the centre everything we do and has been translated into a **unique set of values** that reflect and reinforce our culture

* Trailblazing
* Intellectually Curious
* Community Focused
* Empowered
* Heartfelt
* Happy

Every member of our team is passionate about the contribution they make to our growing reputation as a pioneering, effective, conscious and enlightened business that is focused on changing the way that things are done.

We expect our suppliers to share our vision and values and our way to support NGN in achieving our goals.

**PROCUREMENT INFORMATION**

**Procurement Act 2023 / Procurement Regulations 2024**

This procurement is being conducted in accordance with The Procurement Act 2023 / Procurement Regulations 2024 using the Competitive Flexible Procedure.

## **NGN Contact**

**ALL COMMUNICATIONS MUST BE SENT VIA THE NGN’S PROCUREMENT PORTAL MARKET DOJO.**

During the period of this Tender process, no contact must occur between any member of your organisation's staff and any member of NGN other than through the designated contact points. The only exception to this rule is where organisations already have staff working on NGN business, in which case their staff should be instructed not to discuss the project with NGN employees.
NGN reserves the right at its sole discretion to exclude any organisation (or third party working for any organisation) found to be in breach of these contact requirements.

## **Procurement Process**

The procurement process will be managed electronically via NGN’s Procurement Portal Market Dojo.

All communication will be managed through Market Dojo.

All tender response must be uploaded electronically.

Tender questions should be answered in the requested format, i.e. text or attachment, and word counts adhered to where applicable. If a question requires an attachment upload as your response and you have multiple attachments, please upload these as a Zip file. If you experience any technical difficulties, please contact the person named in this document. Responses should not be submitted via the messaging portal. Suppliers should note that if they persistently fail to follow this instruction, and answers are not readily available in the correct format then this may result in failing to achieve a score in the relevant section.

Suppliers should avoid uploading responses on the last day of any stage of the tender in case of technical difficulties as NGN will not reopen an event after it has closed.

Suppliers may save documents in Market Dojo throughout the process but must ensure that it is submitted in full before the closing date.

NGN cannot access or determine whether Suppliers have submitted a bid until after the event has closed as our process is a totally sealed bid process. It is your responsibility to ensure that you submit your bid on time.

Responses must be submitted within the timeframe stated in Market Dojo

**Central Digital Platform**

**Registration: It is important to make sure that your organisation registers onto the**[**Central Digital Platform (CDP)**](https://www.find-tender.service.gov.uk/Search)**. NGN will be unable to award a contract with your organisation without a valid unique supplier ID (PPON number)**

**IMPORTANT NOTE: If at any point during the procurement event or through the lifecycle of an awarded contract your organisation is placed on the Government lead debarment list it is at NGN’s discretion as to whether we exclude a bidder from participating or terminate an ongoing contract.**

## **Procurement Plan**

A 2-stage tender process will be carried out under the Competitive Flexible Procedure. It is anticipated that the strategy will be in line with the below



If supplementary stages are required throughout the process, or stages noted in the strategy defined above are no longer required, it is at NGN’s discretion to include or remove stages. Please note that any additional stages added could result in the following changes to scoring -

* an enhancement of scores awarded in previous stages OR
* an additional award criteria OR
* Score from previous stage + score from additional stage added together.

The impact that any additional stage has on scoring will be clearly communicated to all bidders and will not be refined following submission of tender stages.

### **Contract Basis**

The initial period of any contract(s) resulting from this procurement will be 3 years.

The length of the contract may be extended by NGN for a further 5x1-year periods to give a maximum duration of 8 years.

All prices shall be fixed for the initial 3-year term. For any price increases at the point of extending, your price increase mechanism must be clearly highlighted in your commercial response during the RFP.

A copy of the Contractual Agreement has been provided. Bidders should note that the challenges will be scored based upon risk and NGN reserve the right to reject any bidders who propose high risk challenges, or a material change to the contract. Please see Contract Challenges Scoring Guidance below.

During the RFP you should state any major Contract Challenges that you have relevant to the proposed draft agreement and state your proposed amendments in the 'Contract Challenges Matrix' provided. By proposing no challenges, you are confirming that you accept the proposed draft Agreement.

**Bidders must raise all challenges to the proposed Terms and Conditions during the RFP stage and submit the Contract Challenges Matrix as part of their tender return, NGN will not consider any challenges raised at a later stage.**

**NGN reserves the right to disqualify those bidders who raise contract challenges at a later stage. NGN reserves the right to revoke conditional award and conclude terms instead with the next highest scoring bidder.**

**** ****

## **Evaluation Criteria**

The evaluation criteria for the PQQ and RFP stages of this procurement process are outlined below.

It is at the discretion of NGN to change the weightings/criteria or add additional sub criteria/weightings to the PQQ or RFP if there is a need to do so before the submission deadline of the relevant stage. Any changes to the evaluation criteria will be communicated to all Bidders.

**Conditions of Participation Evaluation**

This section is made up of Pass/Fail questions. Suppliers who pass all questions will automatically be invited to submit responses to PQQ questions.

Suppliers who fail any Conditions of Participation questions will be rejected from this tender.

## **PQQ Evaluation Criteria**

PQQ responses will be assessed against the criteria set out below.

Each section will have weighted questions and weightings are detailed in Market Dojo.

|  |  |  |
| --- | --- | --- |
| Section Ref | Criteria | Weighting |
| Section 1  | PQQ Guidance | NA - Information for Bidders  |
| Section 2 | Cyber Security and IT | 15% |
| Section 3 | Supplier Financials | 10% |
| Section 4 | Responsible Procurement  | 12% |
| Section 5 | Health and Safety  | 3% |
| Section 6 | PQQ Specific Questions | 60% |
|  | Total | 100% |

PQQ responses will be assessed against the evaluation criteria and bidders who score over 60% will be invited to RFP.

### **RFP Evaluation Criteria**

The award will be based upon price and quality, and it is the intent that the award will be based on the Most Advantageous Tender.

RFP responses will be assessed against the criteria below

The Non-Commercial section will have weighted questions and weightings are detailed in Market Dojo.

|  |  |  |
| --- | --- | --- |
| Section Ref | Criteria | Weighting |
| Commercial  | Pricing  | 35% |
| Contract Challenges | 5% |
| Non-Commercial  | Non-Commercial questions | 60% |
| Total  | 100% |

The assessment of price will be carried out independently of the non-commercial assessment and scored against the methodology stated above.

**Important Note**

**If the difference between the first and second highest scoring bidder is less than 3% NGN reserves the right to award the tender to the bidder who provides the lowest price tender unless there are exceptional reasons.**

### **Scoring Methodology**

For qualitative questions NGN will score on the following basis

|  |  |
| --- | --- |
| **Points** | **Interpretation** |
| **9-10** | **Excellent** –Overall the response demonstrates that the bidder exceeds all areas of the requirement and provides all of the areas evidence requested in the level of detail requested. This, therefore, is a detailed excellent response that meets all aspects of the requirement leaving no ambiguity as to whether the bidder can meet the requirement.  |
| **6-8** | **Good** -Overall the response demonstrates that the bidder meets all areas of the requirement and provides all of the areas of evidence requested, but contains some trivial omissions in relation to the level of detail requested in terms of either the response or the evidence. This, therefore, is a good response that meets all aspects of the requirement with only a trivial level ambiguity due the bidder’s failure to provide all information at the level of detail requested.  |
| **3-5** | **Adequate** - Overall the response demonstrates that the bidder meets all areas of the requirement, but not all of the areas of evidence requested have been provided. This, therefore, is an adequate response, but with some limited ambiguity as to whether the bidder can meet the requirement due to the bidder’s failure to provide all of the evidence requested. |
| **1-2** | **Poor** – The response does not demonstrate that the bidder meets the requirement in one or more areas. This, therefore, is a poor response with significant ambiguity as to whether the bidder can meet the requirement due to the failure by the bidder to show that it meets one or more areas of the requirement. |
| **0**  | **Unacceptable** - The response is non-compliant with the requirements of the ITT and/or no response has been provided.  |

### **Evaluation Panel**

NGN’s team to perform the evaluation of this tender process comprises the following:

This list may change throughout the duration of the Tender

|  |  |
| --- | --- |
| Name | Department |
| Gurpreet Singh | 3iG |
| Infrastructure TBC | 3iG |
| Cyber Security TBC | 3iG |
| Lisa Adamson | 3iG |
| Mark Lawrence | 3iG  |
| Charlotte Hughes | 3iG License |
| Harriet Wilkes | Procurement |
| Alexander Walsh  | Legal |

## **Tender Timetable**

|  |  |
| --- | --- |
| **Description of Event** | **Date** |
| Issue Tender Notice *Conditions of Participation and PQQ live on this date* | 22nd April 2025 |
| Tender Notice end date | 19th May 2025 9am |
| Conditions of Participation end date  | 19th May 2025 5pm |
| PQQ end date  | 26th May 2025 9am |
| Evaluation of PQQ submissions | 26th May – 9th June 2025 |
| Notification to successful/unsuccessful bidders | 10th June 2025 |
| Issue RFP  | 11th June 2025 |
| Deadline for supplier clarification questions | 18th June 2025 |
| Deadline to circulate all suppliers Clarification questions | 25th June 2025 |
| RFP end date | 7th July 2025 9am |
| Evaluations & Clarifications | 8th July – 21st July 2025 |
| BAFO | 21st July 2025 |
| Final Evaluations | 23rd July – 25th July 2025 |
| Issue Assessment detailing outcome | 28th July 2025 |
| Standstill Period | 28th July – 5th August 2025 |
| Contract Negotiations | August 2025 |
| Contract signed | September 2025 |
| Transition/Implementation period |
| Contract start date  | December 2025 |

***Please note the above timetable is indicative and may be subject to change.***

### **Tender specific Scope of Requirements**

It is at the discretion of NGN to amend requirements of the scope if there is a need to do so. Any changes to the scope will be communicated to all Bidders.

*Please note that substantial amendments will not be made.*

### **2. Introduction of The Current Managed Print Services (MPS)**

NGN currently have an MPS, which provides our colleagues:

* Printing services allowing printing (A4 & A3), scanning, photocopying, faxing and wide format printing (selected NGN sites).
* A “follow me” print service, allowing NGN colleagues to effortlessly print workflows to any print device, through smart card domain authentication.
* On-going support, management and maintenance. Ensuring print services and devices are stable and performing at agreed SLAs.
* Monthly service reviews providing key performance indicators (KPIs) on service health, performance and printing usage metrics.
* Pay-per-print commercial model where NGN requires all the print service hardware, software and service support to be reflected in an all-inclusive cost-per-page model, with no rental attributed.

### **2.1.1 MPS Solution**

The existing MPS architecture is hosted by NGN within our AWS cloud platform. The infrastructure underpins the Equitrac intelligent print management software, which has been configured by our existing supplier to deliver the services outlines above.

This solution encompasses various functionalities, including:

* Equitrac Core Accounting Server, enabling communication with the SQL DB and handling user authentication requests, along with tracking activity forwarded by the Document Routing Engine (DRE) and Device Control Engine (DCE).
* SQL DB (Clustered), the central DB containing all Equitrac office and Express accounts, transaction tracking and asset information.
* Integration into Active Directory (AD) and Exchange services, to enable Equitrac services to synchronise users from NGN’s AD and use configured mail relays for the scan-to-email functionality.
* Print Servers, totalling 4 hosted in AWS and on-premises to support a resilient design to prevent complete loss of printing, in the scenario of a print server being unavailable. Print devices across sites are split to direct half of them to the on-premises print servers and the remaining to the AWS hosted print servers. In addition, these servers have the following roles within Equitrac to keep the spool data local to that site:
	+ DRE, track print jobs originating from the network print devices.
	+ DCE, managing and tracking secure document release, copy, scanning and fax jobs.
	+ Device Web Service (DWS), manage and control the embedded interface on the print devices.
	+ Service Loopback Protocol (SLP), the Equitrac service locator protocol.

\* Solution diagram is available in section [5.1 Print Solution Diagram](#_5.1_Solution_Diagram)

### **2.1.2 Current Print Device Assets**

The current fleet of NGN print devices, include 40 MFP colour located across multiple NGN locations; the specific model type are as follows: include:

|  |  |  |
| --- | --- | --- |
| Manufacturer | Model Type | Quantity |
| Xerox | C7030V\_S | 23 |
| C8070V\_F | 9 |
| C8055V\_F | 1 |
| C400V\_DNM | 5 |
| IMC400SRF | 2 |

\* Full breakdown of the print device assets, are detailed in section [5.2 Print Device Assets](#_5.1_NGN_Site)

### **2.1.3 Print Volume Trends**

NGN utilise the MPS throughout the year with certain business stakeholders and sites turning out more print volumes than others. The current volume trends over the last year are:

* Total number of printouts equal 1,363,355.
* Mono volume equates to 501,372.
* Colour volume equates to 861,983.
* Mono to Colour ratio equates to 36%/63%.

\*Full breakdown of the print volume trends over the last year, are detailed in section [5.2 Print Device Assets](#_5.1_NGN_Site) & [5.3 Print Volume Trends](#_5.3_Print_Volume)

### **3. Scope**

The existing MPS contract is approaching renewal with our current service provider. In this tender process, NGN is tendering its MPS with the intention of contracting with a supplier whose aim is to modernise and continue to build on improving the service expectations, along with enhancing and optimising our MPS in alignment with business strategies.

The prospective supplier will be responsible for the comprehensive management of NGN MPS, which encompasses adopting and operating a pay-per-print commercial model where NGN requires all the print service hardware, software and service support to be reflected in an all-inclusive cost-per-page model, with no rental attributed. The scope includes, but is not limited to the below requirements:

### **3.1.1 Managed Print Services**

The supplier will provide NGN a comprehensive MPS, including:

* Printing services allowing printing (A4 & A3), scanning, photocopying, faxing and wide format printing (selected NGN sites).
* Implement a “follow me” print service, allowing NGN colleagues to effortlessly print workflows to any print device, through smart card domain authentication.
* The ability to scan documents from print devices seamlessly into NGN's Microsoft Office 365 SharePoint and OneDrive applications through stringent multi-factor authentication (MFA) policies. Ensuring all scanned documents are securely uploaded and accessible only to authorised users, thereby maintaining the highest standards of data security and compliance.
* The proposed MPS will also integrate comprehensive mobile device management policies, allow NGN colleagues to print from authenticated devices across any platform. Enabling an effortless and convenient MPS experience.
* Integration of NGN's Data Classification and Data Loss Prevention (DLP) practices into the print solution to effectively manage and control the printing of sensitive information.
* The installation and configuration of all print devices in scope, ensuring they are correctly configured to meet NGN’s specific workflow requirements.
* On-going management, ensuring regular monitoring, management and optimisation of print services and devices; thereby providing stable performance and efficiency throughout the service lifecycle.
* Maintained solution design documentation, ensuring that all solution design documentation is maintained throughout the duration of the service contract, including preserving records of any component configuration changes or agreed-upon solution enhancements.

### **3.1.2 Architecture Design**

The proposed MPS will adhere strictly to NGN’s architectural design principles, incorporating industry best practices at every stage, including:

* A highly available and resilient MPS to mitigate any potential business disruptions resulting from component failures within the utilised print services.
* Configuration of the proposed MPS hosted on newly provisioned infrastructure within NGN’s AWS tenant. It will be running on the latest server operating systems (Windows Server 2025 or Linux RHEL v8.8/Amazon Linux 2023).
* Configuration of the proposed MPS utilising the most recent software version that is still under vendor support.
* Supporting NGN’s IT infrastructure server patching cycles, assuring patches being installed will not disrupt the MPS.

### **3.1.3 Cybersecurity**

The proposed MPS will adhere strictly to NGN’s cybersecurity and industry best practices at every stage, including

* Strong Authentication, implementing robust user authentication utilising smart cards to ensure only authorised NGN colleagues can access print devices.
* Implementation of strict access controls, including MFA are implemented for MPS administrative activities, thereby ensuring only authorised personnel can perform such actions.
* Encryption, all data transmitted and stored on the print devices must be securely encrypted to prevent unauthorised access to sensitive information, including cached data held on print devices. Integration of MPS into NGN’s existing SIEM/SOC tools to enhance the detection of security threats and streamline incident response management.
* Security Audits, conduct regular security audits and share the outputs with NGN. Identify potential vulnerabilities and address them proactively preventing escalation.

### **3.1.4 Support and Maintenance**

The supplier must adopt regular and proactive maintenance of printer services and devices, to ensure the MPS operates smoothly, including:

* Preventative maintenance, conducting regular checks and servicing of devices to prevent incidents from occurring.
* Break/Fix support, ensuring prompt incident resolution of any hardware or software issues across the MPS that are in-line with agreed SLAs.
* Flexibility, support NGN activities to relocate print devises from NGN sites when required through agreed processes as part of BAU support.

### **3.1.5 Monitoring and Reporting:**

The supplier must provide continuous monitoring of printing applications and devices and their usage, with detailed monthly reports, including:

* Usage analytics, providing detailed insights into print volumes, usage patterns and user behaviour.
* Performance metrics, providing information on the performance and health of the print service and devices.

### **3.1.6 Consumable Management:**

The supplier must provide efficient management of consumables, including:

* Inventory management, ensure monitoring and managing stock levels of toner for print devices.
* Automated recording, ensure an automated process is in place to provision new toner for print devices to ensure a seamless service to colleagues, whilst minimising business disruption.
* Sustainability, helping NGN reduce paper, toner and energy usage through efficient printing practices throughout the lifecycle of the service.

### **3.1.7 Onsite & Remote Technical Support:**

The supplier must provide helpdesk technical support for NGN’s IT service desk across the full MPS, including:

* Technical support, provide full technical support for any technical issues encountered with the MPS in alignment with the agreed SLAs.
* Knowledge transfer, provide training sessions to ensure end-users are comfortable and efficient in using the proposed print devices, whilst ensuring the NGN IT team are adequately trained and familiarised with the MPS.

The successful supplier will also need to demonstrate the capability to:

* Ensure a seamless transition of MPS, with minimal disruption to NGN operations.
* Deliver complete reliable and high-quality MPS, which will be validated during service review calls.
* Demonstrate strong capability to develop strategies to reduce printing costs.
* Innovate and propose enhancements to services in alignment to NGN strategic goals.
* Proven experience in providing MPS for enterprise-level business.

By participating in this tender process, NGN seeks to identify a supplier who can not only meet our current needs but also foster continuous improvement and innovation in our print managed services.

**Please Note** - Suppliers bidding for this tender will need to ensure they can successfully transition NGN onto the proposed managed print services by 15th December 2025.

### 5. APPENDIX

## 5.1 Solution Diagram



## 5.2 Print Device Assets Inventory

|  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Manufacturer | Model  | Type | Finishing Options | Paper Trays | Device Speed | Latest 3-Month Volume per Site Colour | Latest 3-Month Volume per Site Mono | Site Location | Users On Site |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  | 5,350 | 3,207 | Bradford  | 25-30 |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  | 20,796 | 9,204 | Burradon  | 25-30 |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  | 6,778 | 2,386 | Carlisle | 25-30 |
| Xerox | C8070V\_F | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  | 22,084 | 8,066 | Cannon Park | 25-30 |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | IMC400SRF | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C8070V\_F | MFP Colour | Not Required | 2-3 | 70ppm  | 16,579 | 16,424 | Doxford Park | 100-120 |
| Xerox | C8070V\_F | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C8055V\_F | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C400V\_DNM | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  | 17,476 | 5,986 | Elland | 25-30 |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  | Included with Thorpe Park volume | Included with Thorpe Park volume | Felnex | 25-30 |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  | 7,932 | 2,914 | Hull | 25-30 |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  | 1,273 | 779 | Low Thornley | 25-30 |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  | 3,541 | 2,856 | Pontefract | 25-30 |
| Xerox | C400V\_DNM | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C8070V\_F | MFP Colour | Not Required | 2-3 | 70ppm  | 80,940 | 58,089 | Thorpe Park | 200-250 |
| Xerox | C8070V\_F | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C8070V\_F | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C8070V\_F | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C8070V\_F | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C8070V\_F | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C400V\_DNM | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | IMC400SRF | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C400V\_DNM | MFP Colour | Not Required | 2-3 | 70ppm  | 0 | 0 | Redcar | 25-30 |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  | 2,492 | 2,001 | Scarborough | 25-30 |
| Xerox | C400V\_DNM | MFP Colour | Not Required | 2-3 | 70ppm  | 14,578 | 5,390 | Washington  | 25-30 |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  | 11,486 | 6,379 | York | 25-30 |
| Xerox | C7030V\_S | MFP Colour | Not Required | 2-3 | 70ppm  |

## 5.3 Print Volume Trends

