



City of Fond du Lac, WI

"The City of Fond du Lac recently worked with Al Kietzmann on a project to replace 6 copiers as well as negotiate for managed print services. Al was great to work with – he analyzed our current spends for copiers and printers, put together our request for proposals, gathered the data from vendors, laid everything out for us in a clear manner, and kept us continually in the loop. Best of all, he understands all of the hidden items in copier leases and maintenance agreements and speaks the language of the salesmen. With Al's assistance, the City of Fond du Lac is projecting to **save over \$75,000** over the term of our new leases. To us, that's testimony of how much is built into lease and maintenance agreements to the benefit of the vendor and not the customer!"

City of Fond du Lac - Josh Musack, *Purchasing Manager*, Tricia Davi, *Deputy Comptroller/Treasurer*

City of Beaver Dam, WI

The City of Beaver Dam partnered with Al Kietzmann from Copier Consulting, LLC an independent and vendor-neutral consulting company to coordinate a new copier/printer acquisition for 6 of our departments in 2019.

Mr. Kietzmann worked directly with our Departments leaders and together improved our vendor agreements, discovered waste within our current lease contracts and **reduced the totality of our new spend by 38% (saving the city nearly \$80,000)**.

Overall Mr. Kietzmann's industry experience made this project easy for us while delivering significant savings to our municipality. If you are the least bit interested in reducing expenses for the taxpayer, I would recommend partnering with Copier Consulting, LLC to reevaluate your current contracts and new lease or copier/printer acquisitions.

Please feel free to contact me with questions

Mayor Becky Glewen
City of Beaver Dam, WI
rglewen@cityofbeaverdam.com
920-887-4600 x 398



Envision Great Fond du Lac – \$18,000+ in savings!

I had no idea that choosing a copier and printer solution was as complicated as it was. Al was able to come in, explain how it works in a way I could understand, and help us navigate the process so we could find solution that was right for us. Without Al, I worry I would have made a very uninformed decision on what was best for my team and most affordable for my budget. With Al, I am confident that we found a solution that fits our needs and maximizes our dollar. Al's expertise and guidance is well worth the savings we'll enjoy over the next several years.

Cecilia Harry, CECd,
President & CEO

Onward Financial Network

Al Kietzmann from Copier Consulting, LLC has helped me three times in ten years renew, and then ultimately buy two copiers that are in use today. My current monthly spend on printing is 60% lower than my monthly spend 10 years ago, even though I now own two copiers and print about 30% more each month. Had I not engaged with Al Kietzmann, I don't believe that I would have achieved this type of savings on my own. I can safely say that **I have saved a whopping 23 times the original fee** over the last 10 years.

Greg S. Lavin, CRPS
Managing Member, Wealth Management Advisor, Retirement Plan Specialist
Onward Financial Network

Big Brothers / Big Sisters

Al Kietzmann, Sr. Copier/Printer auditor from Copier Consulting, LLC recently worked within Big Brothers Big Sisters to educate us on copier lease contracts, service and supply costs and **saved us \$6,000+** on our copier lease. He showed us where our current costs came from and assisted throughout negotiations with our current vendor. For a non-profit, that is a significant dollar amount.

I'd highly recommend Al for any and all future acquisitions.

Sincerely,

Tammy Young, *Executive Director*
Big Brothers / Big Sisters

C O P I E R C O N S U L T I N G

Real Hope Community Church – Saved \$8,900+

Several months ago a gentleman in our congregation reached out to me and recommended someone he knew who could potentially help our church when the time came to get a new copy machine for the office. I had worked in a church office for almost 13 years prior to coming to this church office. During those 13 years there were several support staff and an office manager. Part of the responsibilities of the office manager at my previous church was to take care of purchases for the office including office equipment such as copiers and printers. Now being the only office staff in our current church, all of that responsibility falls to me. And that reality set in when sales reps began to call or stop by the office to try and get our business for the copiers they sell.

I know a lot about working different copiers but know nothing about leasing or all of the terms and conditions, “hidden” costs, etc. or even who to trust. Al knows all of the ins and outs of these companies and was able to discuss details with them all. I provided him with our costs and terms of our lease of the copier we had and he did all of the hard stuff. Al was able to communicate with companies and figure out, based on our needs, what type of copier we would need. He was able to find for us a new copier that was a little bigger, almost twice as fast and we are saving money.

In addition to saving the church money over the lease of the copier, it also saved time! I did not need to spend large amounts of my time interacting with sales reps or companies trying to figure out the best deal for our church.

I would highly recommend Al Kietzmann. He was easy to work with and found us a machine that meets our needs and fits in our budget.

Cindy Emerson, *Admin Assistant*

Real Hope Community Church

Lake Mills, WI

cindyemerson@realhopec.com



City of Juneau Wisconsin

The City of Juneau, WI contracted with Copier Consulting, LLC to guide our negotiation process for 2 copiers and one desktop printer. Owner, Al Kietzmann was very helpful throughout. He communicated every step, copied us in all emails and made sure we fully understood the contract options.

In the end, leveraging Copier Consulting we **saved nearly \$8,000 (45%)** and now enjoy:

- Faster Equipment
- Contractual improvements
- Reduced service rates
- Mandatory volume minimums reduced
- Cost control metrics

I highly recommend Al Kietzmann and Copier Consulting if you are looking to negotiate your copier contract!

Shawn Hart, Treasurer
City of Juneau

Community Church-Fond du Lac

"If you are getting a new copier or renegotiating a current contract, you should contact Copier Consulting, LLC. Thanks to Al's extensive knowledge about the copier industry I learned what is necessary to make an informed decision when signing a new lease on a copier. In the next five years, our church will experience a **savings of over \$29,000.00**. Al is knowledgeable, street smart, kind, a great teacher, easy to understand, thorough, quick with follow up and a great person to work with. I highly recommend Al Kietzmann. He saves you time and money."

Kristi Mundt, *Office Manager*
Community Church FDL

SEEK Careers/Staffing - \$52,000+ in savings!

We are very pleased with how much you saved us as well as how willing you were to teach us. I can really tell you are extremely passionate about the best interest of the consumer. You have such an overabundance of knowledge in that industry it is actually kind of scary. We will always recommend Copier Consulting to anyone with consulting needs.

Clay Schneider, *Business Development Partner*