



March 16, 2016

To whom it may concern:

Lewis & Clark College recently instituted a managed print services contract with Pacific Office Automation that is intended to reduce the cost of printing, save energy and reduce paper use. Multifunction machines have been configured for printing, copying and scanning which allowed for the removal of most printers. This technology has an innovative software system which reduces 'orphan' prints by requiring users to release print jobs. This allows users to cancel print job and cut down on unnecessary printing and forgotten jobs. Additionally, this software provides real time reporting of print and copy volume, and provides data to assist in efforts to reduce paper on an individual and departmental level.

This program is in its beginning stages, but Lewis & Clark is expected to see at least a 20-30% reduction in paper in addition to energy savings from the elimination of most printers.

As the service provider for this technology, POA has been an active partner with Lewis & Clark. We gladly present this letter as documentation for the STARS innovation credit and look forward to the next several years of work at Lewis & Clark.

Sincerely,

A handwritten signature in blue ink, appearing to read "Matt Bell".

Matt Bell

Field Sales Manager



PACIFIC OFFICE AUTOMATION

Our people make the technology work

Lewis & Clark

0615 S.W. Palatine Hill Road
Portland, Oregon 97219-7899
Phone 503-768-7000
www.lclark.edu



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Matt Bell

Field Sales Manager

Headquarters: 14747 NW Greenbrier Parkway, Beaverton, Oregon 97006 ■ (503) 601-2228

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