

# Conversation between Zoe Morgan-Kriek and Keith Stevenson

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Which public sector procurement frameworks are Ricoh on that can be accessed by YPO customers?

Ricoh are on the CCS RM3781 Managed print and software solutions framework and the newly refreshed RM6017 Postal Services framework, both of which are partnered by YPO. We're also delighted to have been awarded the supplier status for YPO's own 979 Technology Hardware and Software Service Solutions Framework.



Why is this relationship important to Ricoh?

Although Ricoh may be known to many as supplier of MFDs, and we have done this successfully for many years in the public sector, our capabilities began to broaden many years ago. Initial expansion was into both solutions and services touching the wider document life cycle, such as scanning, digital mail rooms and hybrid mail. RM6017 (and its predecessor RM1063) allow Ricoh Public Sector customers to procure end-to-end document solutions without need for expensive OJEU processes.

Ricoh's IT supply and support services business has been thriving in the commercial sector for some time, 979 removes previous procurement barriers to us taking much of this offering into the public sector.





Why is this important for YPO Customers?

Customers get excited by the opportunity of a joined-up journey for improvement and efficiencies in the workplace. A Ricoh commissioned study\* showed that as much as £39.8 billion of GDP in UK and Ireland could be released through optimising the workplace. Having a single organisation that can drive much of this through removes the paralysis that many customers feel in delivering effective transformation. But it doesn't have to be a complete package, customers have more confidence knowing the full journey is available even if they choose just to take particular elements of it.

\*<https://insights.ricoh.co.uk/the-economy-of-people>



What is the "YPO Effect"?

This position doesn't mean a single procurement, the three frameworks are separate and have to be treated as such, but knowing that a supplier can be accessed through frameworks where there is a common governance and a common set of advice reduces the load on public sector procurement staff. This is important not just for Academies where there may be a single procurement resource, whose experience is spread thinly, but also to larger bodies such as local authorities who want to be more agile, delivering efficiencies faster to maximise the effect and focussing their resource more strategically.



Can this improve?

Ricoh are already examining future YPO opportunities which may fill gaps in the current position, ensuring the excellent full Ricoh offering can be delivered to Public Sector customers.



Learn more about Ricoh [here](#)

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