



Procurement Lifecycle Document for Fujifilm Business Innovation Australia

CUAPCS2024 – Common Use Arrangement for Printing and Copying Machines and Solutions

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Fujifilm Business Innovation Australia



ABN: 63 000 341 819

ACN: 000 341 819

Contact Information	
Phone	1 300 258 294
Mobile	042 888 1441
Facsimile	N/A
Email	dennis.duran.zt@fujifilm.com
Websites	http://www-fbau.fujifilm.com
Admin hours	Monday to Friday 8.00am to 5.00pm
Operations	24/7 Helpline – customer service centre 1 800 028 962

Contact information

General enquiries

Admin

Phone	1 300 258 294
Facsimile	N/A
Email	AUS.WASalesSupport@fujifilm.com
Websites	http://www-fbau.fujifilm.com
Postal Address	FUJIFILM Business Innovation Australia Pty Ltd Locked Bag 2051, North Ryde NSW 2113
Orders	Please see Buying Process Outline
Hours	Monday to Friday 8.00am to 12.00am, Saturday 5.00pm to 12.00am, Sunday 4.00pm to 12.00am

Accounts

Accounts Manager

Name	Dennis Duran
Mobile	042 888 1441
Email	Dennis.duran.zt@fujifilm.com

Buying Methods

Placing an Order – Panel A WA CUA PCS2024 Catalogue Items

Use The CUA Order Form or Agency Order Form for Product Catalogue Items.

You can use the CUA Order Form or your organisation's own order form to make a purchase from Fujifilm Business Innovation Australia's Product Catalogue. Please make sure that you cite the CUA number "CUAPCS2024".

STEP 1 (if required): Use telephone or email to communicate with the Contact Person for Customer Orders – Dennis Duran – via the contact details on page 2 to set up a CUAPCS2024 Account.

STEP 2: Browse the Product Catalogue and consult with the ICT or relevant technical team in your agency to make sure that the product you wish to purchase will be compatible with your network.

STEP 3: Complete the CUA Order Form or your organisation's own order form with the products and/or additional services you require.

AND (if required), consult with Dennis Duran via the contact details on page 2 to make sure that the product / product configuration will meet your requirements.

STEP 4: To obtain a Quote for a Product Catalogue item, send the CUA Quote Form or your agency's request for quote form to Dennis Duran via email OR send the CUA Quote Form or your agency's request for quote form to an Authorised Dealer listed on pages 7 & 8 of this document.

STEP 5 (if required): If the estimated value of your order will exceed \$250,000 then you are also required send the CUA quote Form (or your agency's request for quote form) to at least one other supplier in addition to Fujifilm Business Innovation Australia. This will allow you to determine whether there are close substitutes that other qualified Contractor's can provide via their product catalogues.

STEP 6: If STEP 3 and STEP 4 (if applicable) are successful in determining that Fujifilm Business Innovation Australia has suitable products and/or additional services, then inform Dennis Duran or an Authorised Dealer via email that you wish to finalise the purchase.

OPTION B Placing an Order – Panel A WA CUA PCS2024 NON Catalogue Items

Contact the Account Manager for Non-Product Catalogue Items.

STEP 1 (if required): Use telephone or email to communicate with the Contact Person for Customer Orders – Dennis Duran – via the contact details on page 2 to set up a CUAPCS2024 Account.

STEP 2: Verify with your agency's ICT (or other relevant technical team) that none of the product catalogue items will meet your business needs and document this

finding on file. If the estimated value of your purchase will exceed \$250,000 then you are also required send the CUA quote Form (or your agency's request for quote form) to at least one other supplier in addition to Fujifilm Business Innovation Australia to determine whether they can provide close substitutes.

STEP 3: Work in collaboration with your agency's ICT or technical team to determine a suitable non-catalogue product,

OR contact Dennis Duran from Fujifilm Business Innovation Australia via the details on page 2 for assistance in determining a suitable non-product catalogue product OR (if estimated value of your purchase will exceed \$250,000) then contact Dennis Duran from Fujifilm Business Innovation Australia and at least one other supplier for assistance in determining a suitable non-catalogue product.

STEP 4: If the Customer-driven process in STEP 3 is successful in determining a suitable Fujifilm Business Innovation Australia product, then:

Complete the CUA Order Form or your agency's order form with the products and/or additional services you require and send to Fujifilm Business Innovation Australia via email

OR

Send the CUA Order Form or your agency's order form to an Authorised Dealer listed on pages 6 & 7 of this document.

Placing an Order – Option A, Panel B - MPS

Use CUA Order Form or Agency Order Form to obtain an “Assessment” (intended for organisations that do not have the internal capability to perform this).

You can use the CUA Order Form or your organisation's own order form to make a purchase of MPS Assessment services from Fujifilm Business Innovation Australia. These Assessment services are meant to provide you with an optimisation roadmap and a review of your printing and copying infrastructure. Please make sure that you cite the CUA number “CUAPCS2024”.

STEP 1 (if required): Use telephone or email to communicate with the Contact Person for Customer Orders – Dennis Duran – via the contact details on page 2 to set up a CUAPCS2024 Account.

STEP 2: Complete the CUA Order Form or your organisation's own order form specifying the Assessment services you require.

STEP 3: Regardless of estimated value, you are required to send the CUA quote Form or your agency's request for quote form to all qualified MPS Contractors. Therefore, send the CUA quote Form or your agency's request for quote form to Dennis Duran via email AND send the CUA Quote Form or your agency's or request for quote form to all other Contractors qualified for MPS under the CUA.

STEP 4: If STEP 3 is successful in determining that Fujifilm Business Innovation Australia has suitable Assessment services, then inform Dennis Duran or an Authorised Dealer via email that you wish to finalise the purchase.

OPTION B

Use CUA Order Form or Agency Order Form to obtain Optimisation and Maintenance.

You can use the CUA Order Form or your organisation's own order form to make a purchase of MPS Optimisation and Maintenance services from Fujifilm Business Innovation Australia. These services can provide you with a term contract of up to five years where you pay a Cost-Per-Copy, or other similar fee-for-service, for the right to use the Contractor's printing and copying machines on your premises.

Ideally your organisation's internal staff members, or one of the qualified MPS Contractors, would have already performed an "Assessment" of your agency's site(s). Please make sure that you cite the CUA number "CUAPCS2024".

STEP 1 (if required): Use telephone or email to communicate with the Contact Person for Customer Orders – Dennis Duran – via the contact details on page 2 to set up a CUAPCS2024 Account.

STEP 2: Complete the CUA Quote Form or your organisation's own request for quote form specifying the Optimisation and Maintenance services you require.

STEP 3: Regardless of estimated value, you are required to send the CUA Quote Form or your agency's request for quote form to all qualified MPS Contractors, unless you have already done so previously for an "Assessment" service.

STEP 4: If STEP 3 is successful in determining that Fujifilm Business Innovation Australia has suitable Optimisation and Maintenance services, then inform Dennis Duran or an Authorised Dealer via email that you wish to finalise the purchase.
Buying methods

Minimum Order Thresholds

The following Minimum Order Thresholds apply:

- Minimum Order Threshold Product Conditions = **Not applicable**

There are no minimum order thresholds.

Payment of Invoices

Pay on your Account via EFT – Account details as follows:

BSB: 014-002

Account: 775394025

Email remittances to: shm-fbau-payments@fujifilm.com

Delivery

Perth metropolitan area

All locations within the Perth metropolitan area as defined by the Buy Local Policy, and the Department of Planning, Lands and Heritage. ETA for all Metropolitan Deliveries is within 10 Business Days

Regional Deliveries

Regional Locations: Zones 2 and 3: All regions within the State of Western Australia outside the Metropolitan Area and less than 50km from our nearest authorised sales and support centre as described by Buy Local Policy, and the Department of Planning, Lands and Heritage. ETA Within 15 Business Days

Discounting

WA CUAPCS 2024 pricing has had maximum discounts applied

Settlement discount

Not Applicable

Non-Standard product discounts

All non-catalogue products are offered at the same discount percentage as a minimum as catalogue products.

Table example

Category 6 products	Subcategory	Minimum Discount
Panel A	Device MFDs - LOW	40%
Panel A	Upgrades – LOW, MED or High	55%
Panel A	Device SFP's - High	48%

Disposal and recycling

Fujifilm Business Innovation Australia has a zero waste to landfill commitment for devices, parts and consumables collected from our customers and is achieving over 99.5% resource recovery. Fujifilm Business Innovation Australia provides a service that includes delivery and replacement of cartridge recovery boxes. This enables the convenient disposal of used consumable items at no additional charge. This service is available to all Perth Metropolitan Customers. Please contact the Account Manager via the details on page 2 for help with arranging a recovery box pick up services – confirming there is no charge for this arrangement within the Perth Metropolitan area. (Regional and Remote sites – price on application) Should you have any questions, please ring 1 800 028 962 for further assistance.

Return of rejected goods

If Fujifilm fails to comply with the Customer's notice under clause 20.4 of the Terms and Conditions of WACUAPCS2024, then the Customer may do any one of the following: (a) return the Defective Goods to the Contractor at the Contractor's cost; (b) hold the Defective Goods as security for the performance of the Contractor's obligations under clause 20.4;

Account management and invoicing

Fujifilm Business Innovation Australia can provide invoicing in specific formats as agreed with the Customer, especially for Panel 3 – MPS. The Account Manager for Customer queries and invoicing is Dennis Duran who can be contacted via the details on page 2. We do highly recommend setting up "MyAccount" which is your on-line account management with Fujifilm – contact Dennis Duran for your "MyAccount" user guide.

Fujifilm Business Innovation Australia Dealers

<p>Uteck</p> <p>Provides:</p> <ul style="list-style-type: none"> Sales, service, maintenance and training of all Fujifilm Devices Offered under WA CUA PCS 2024. <p>Areas served:</p> <p>Perth Metropolitan - North</p>	<p>Mr Quintin Whitcher or Mr Damon Rowan</p> <p>T: (08) 6311 9473</p> <p>E: qwhitcher@uteck.com.au or damon@uteck.com.au</p> <p>Address:</p> <p>Level 1, 1260 Hay Street, West Perth WA 6005</p> <p>Orders Via:</p> <p>Please see Buying Process Outline</p> <p>Hours: 8.00am to 5.00pm Monday to Friday</p>
<p>DX Business Innovation</p> <p>Provides:</p> <ul style="list-style-type: none"> Sales, service, maintenance and training of all Fujifilm Devices Offered under WA CUA PCS 2024. <p>Areas served:</p> <p>Perth Metropolitan - South</p>	<p>Mr Sean Tilbrook</p> <p>T: (08) 6285 9999</p> <p>E: sean.tilbrook@dxbi.com.au</p> <p>Orders Via:</p> <p>Please see Buying Process Outline</p> <p>Hours:</p> <p>8.00am to 5.00pm Monday to Friday</p>
<p>SOS Office Equipment</p> <p>Provides:</p> <ul style="list-style-type: none"> Sales, service, maintenance and training of all Fujifilm Devices Offered under WA CUA PCS 2024. <p>Areas Served:</p> <p>WA Regional - South</p>	<p>Mr Quintin Whitcher</p> <p>T: (08) 9721 2211</p> <p>E: qwhitcher@sosoffice.com.au</p> <p>Address:</p> <p>Unit 3 Station Complex Picton Road, Bunbury WA 6230</p> <p>Orders Via:</p> <p>Please see Buying Process Outline</p> <p>Hours: 8.00am to 5.00pm Monday to Friday</p>

<p>Wheatbelt Office & Business Machines</p> <p>Provides:</p> <ul style="list-style-type: none"> Sales, service, maintenance and training of all Fujifilm Devices Offered under WA CUA PCS 2024. <p>Areas Served:</p> <p>WA Regional - East</p>	<p>Mr Phil Gardner</p> <p>T: (08) 9622 5531</p> <p>E: accounts@wobm.com.au</p> <p>Address:</p> <p>246 - 248 Fitzgerald St Northam WA 6401</p> <p>Orders Via:</p> <p>Please see Buying Process Outline</p> <p>Hours:</p> <p>8.00am to 5.00pm Monday to Friday</p>
<p>Best IT & Business Solutions</p> <p>Provides:</p> <ul style="list-style-type: none"> Sales, service, maintenance and training of all Fujifilm Devices Offered under WA CUA PCS 2024. <p>Areas served:</p> <p>WA Regional - North</p>	<p>Mr Matthew Sear</p> <p>T: (08) 9193 7254</p> <p>E: Manager@bestcomputing.com.au</p> <p>Address:</p> <p>91A Guy Street, BROOME WA 6725</p> <p>Orders Via:</p> <p>Please see Buying Process Outline</p> <p>Hours:</p> <p>8.00am to 5.00pm Monday to Friday</p>