

MPS OPPORTUNITY REPORT

City of Mansfield, Ohio

Richland County, Ohio • Municipal Government / Political Subdivision

Report Date	Record Source	Intelligence Type	Opportunity Stage
July 2026	FOIA / Ohio Public Records	Contracts, Invoices, Fleet Data	Active — Near-Term & Pipeline

1. ACCOUNT PROFILE

Field	Detail
Entity	City of Mansfield, Ohio
HQ / City Hall Address	30 N. Diamond Street, Mansfield, Ohio 44902
County	Richland County
Entity Type	Ohio Municipal Government — City (Political Subdivision)
Locations	20+ facility locations citywide: City Hall (multi-department), Municipal Court, Clerk of Courts, Police Divisions (Records, Traffic, Patrol, Detective Bureau, 911 Dispatch), 5 Fire Stations, Water Treatment, Water Repair, Sewer Repair, Utility Dept, Parks Dept, Repair Garage, Engineering, Lahm Regional Airport, Clearfork Reservoir, Waste Water, plus the METRICH regional drug task force (administered through the city).
Procurement Framework	Board of Control (Mayor + Finance Director + Safety-Service Director) approves purchase orders/contracts of significance; Omnia cooperative purchasing contract used on at least one active lease; ORC 5705.41 fiscal officer certification required on every agreement.

2. KEY CONTACTS

Name	Title	Role in MPS	Email
Kelly Blankenship	Finance Director (current)	Financial signatory & fiscal certification — Board of Control member	—
Linn Steward	Finance Director (predecessor, 2022–early 2024)	Signed Police, METRICH, and Finance Dept lease agreements	lsteward@ci.mansfield.oh.us
Keith Porch	Safety-Service Director	Signed the citywide Ricoh/HP master lease — Board of Control member	—
Hollie McCauley	IT Resource / Network Administrator	Named technical contact on Police & METRICH agreements; likely familiar with citywide print environment	hmccauley@ci.mansfield.oh.us
Jodie A. Perry	Mayor	Board of Control chair	—
Jessica Martin	Procurement Officer	Handles vendor quotes/purchase orders presented to the Board of Control	—

Engagement Note

No single signatory controls this account — authority is split across two Finance Directors (over time), the Safety-Service Director, and the Board of Control as a body. Hollie McCauley (IT) and Kelly Blankenship (current Finance Director) are the most consistently-named contacts and the most natural entry points. Any citywide proposal will need Board of Control sign-off; department-level renewals may move faster through the Finance Director alone.

3. INCUMBENT VENDOR ANALYSIS

Incumbent A — PERRY proTECH, Inc. (Finance Department)

Field	Detail
Headquarters	Lima, Ohio (regional dealer)
Financing Partner	GreatAmerica Financial Services Corporation
Footprint at Mansfield	Finance Department / Income Tax only — 3 devices
Vendor Strength	Bundled full-service cost-per-click model; sourced via the Omnia cooperative purchasing contract, suggesting an established relationship with the city's procurement process.
Vulnerability	Smallest of the three incumbent relationships by both device count and department reach — lowest switching cost/impact if displaced.

Incumbent B — Modern Office Methods, Inc. (Courts + Citywide Fleet)

Field	Detail
Headquarters	Cincinnati, Ohio
Financing Partners	Wells Fargo Financial Leasing (Courts); U.S. Bank Equipment Finance (Citywide fleet)
Footprint at Mansfield	Municipal Court, Clerk of Courts, and the ~30-device citywide fleet — the dominant incumbent by spend and device count. Won the citywide conversion from a legacy Konica Minolta fleet in 2024.
Vendor Strength	Broadest footprint in the city; a recent, large citywide win (2024) signals strong standing with the Safety-Service Director and demonstrates the city is willing to switch vendors citywide when the pitch is right.
Vulnerability	Clerk of Courts color rate (\$0.1176/impression, zero included color allowance) is a steep, quantifiable overage cost — a concrete competitive talking point once that relationship opens up.

Incumbent C — ComDoc, Inc. / Xerox Financial Services (Police + METRICH)

Field	Detail
Headquarters / Billing	ComDoc, Inc. (Xerox reseller); billing via Xerox Financial Services / Lease Services
Footprint at Mansfield	Police Department and the METRICH regional drug task force — smallest-dollar relationships, but both near their original term end.
Vendor Strength	Long-standing relationship since 2022; includes formal managed print services with FM Audit remote metering.
Vulnerability	Both contracts approach 60-month maturity in 2027. The METRICH account showed a delinquent balance (\$1,650.39, no payment since 10/2/2025) as of the most recent invoice reviewed — a concrete signal of account friction.

4. CONTRACT INTELLIGENCE

Contract / Agreement	Vendor	Monthly Payment	Term	Start / Expiry	Status
Finance Dept Bizhub Lease(GreatAmerica 020-1858502-000)	PERRY proTECH	\$260.90	60 mo.	3/21/2023 → ~3/2028	Active — Pipeline 2028
Finance Dept Kyocera Supplement(Master 1956259, consolidated w/ above)	PERRY proTECH	\$351.25 (consol.)	~50 mo.	2/8/2024 → ~4/2028	Active — Pipeline 2028
Municipal Court Lease(Wells Fargo 603-0290650-000)	Modern Office Methods	\$835.00	60 mo.	Not stated in records → est. ~2028	Active — verify exact date
Clerk of Courts Lease(Wells Fargo 603-0272990-000)	Modern Office Methods	\$535.74	60 mo.	Not stated in records → est. ~2028	Active — verify exact date
Citywide Fleet Master Lease(U.S. Bank 500-0732995-000/-001)	Modern Office Methods	\$2,015.60 base (schedule shown); ~\$5,888.20 most recent full-pool invoice	60 mo.	~4/17/2024 → ~4/2029	Active — Long-term pipeline
Police Dept Agreement(Xerox/Lease Services 211-0082361-001)	ComDoc / Xerox	\$198.76	60 mo.	6/17/2022 → ~6/2027	Active — Near-term target
METRICH Agreement(Xerox/Lease Services 211-4078727-001)	ComDoc / Xerox	\$229.86	60 mo.	6/21/2022 → ~6/2027	DELINQUENT — Near-term target

Contractual Overage / Cost-Per-Page Rates

Agreement	B&W CPP	Color CPP	Included Volume / mo.
Finance Dept (PERRY proTECH)	\$0.0085	\$0.035 (C450i only)	None — pure per-click
Municipal Court (Modern Office Methods)	\$0.019	\$0.059	20,000 B&W / 420 color
Clerk of Courts (Modern Office Methods)	\$0.01	\$0.1176 — above-market	17,000 B&W / 0 color
Citywide Fleet (Modern Office Methods)	\$0.0089	\$0.039	65,000 B&W / 43,000 color
Police (ComDoc / Xerox)	\$0.00564	—	1,500 B&W
METRICH (ComDoc / Xerox)	\$0.00564	\$0.046	2,500 B&W / 700 color

Contract Intelligence Note

All agreements bundle full maintenance and consumables into the per-click rate. Auto-renewal terms differ by vendor: PERRY proTECH requires 90 days' notice to cancel; Modern Office Methods requires 90–150 days before initial-term end (30 days for renewal terms); ComDoc/Xerox was amended down to just 30 days' notice, which lowers the bar for a vendor switch on the Police and METRICH accounts. The Finance Dept lease was sourced through the Omnia cooperative purchasing contract — confirm whether a similar cooperative vehicle exists that a competing vendor could use for the other arrangements.

5. FINANCIAL INTELLIGENCE

Spend Category	Monthly	Est. Annual
Finance Dept (PERRY proTECH, combined)	\$612.15	\$7,346

Spend Category	Monthly	Est. Annual
Municipal Court (Modern Office Methods)	\$835.00	\$10,020
Clerk of Courts (Modern Office Methods)	\$535.74	\$6,429
Citywide Fleet (Modern Office Methods / U.S. Bank, most recent pool invoice)	\$5,888.20	\$70,658
Police Dept (ComDoc / Xerox)	\$198.76	\$2,385
METRICH (ComDoc / Xerox)	\$229.86	\$2,758
TOTAL ESTIMATED ANNUAL MPS SPEND	—	~\$99,600

Actionable Intelligence — METRICH Delinquency

The METRICH account carried a delinquent balance of \$1,650.39 as of the 12/30/2025 invoice, with no payment recorded since 10/2/2025 — roughly three months in arrears. This may reflect an administrative/reimbursement lag typical of a multi-jurisdictional task force, or genuine account friction. Either way, it is a concrete reason to open a conversation before the June 2027 renewal date arrives.

Cost Pain Point — Clerk of Courts Color Overage

The Clerk of Courts agreement includes zero included color impressions and a \$0.1176/impression color overage rate — notably steep next to the \$0.035–\$0.059 color rates seen elsewhere in the same city's contracts. This is a quantifiable, department-specific savings talking point.

6. FLEET INVENTORY SUMMARY

Approximately 90+ physical MFD/prINTER devices across 20+ locations citywide, spanning six independently-contracted arrangements. Full serial-level detail for the ~30-device citywide pool is available in the source invoice (contract 500-0732995-000/-001).

Make	Models (Selected)	Volume Profile	Lease Group
Konica Minolta	Bizhub 550i, Bizhub C450i	B&W and Color	Finance Dept (PERRY proTECH)
Kyocera	ECOSYS MA5500ifx	B&W	Finance Dept (PERRY proTECH)
Ricoh	IM C3500, IM 2500, IM 6000	B&W and Color	Muni Court & Clerk of Courts (Modern Office Methods)
Ricoh	IM2500, IM3500, IM5000, IMC2510, IMC3010	B&W and Color	Citywide Fleet (Modern Office Methods)
HP	E42540, E47528, E40040DN, E50145DN	B&W	Citywide Fleet (Modern Office Methods)
Canon / HP (owned, service-only)	MF1238, LaserJet M506, LaserJet M452	B&W	Clerk of Courts (owned; serviced by Modern Office Methods)
Xerox	Model 8155	B&W	Police Dept (ComDoc)
Xerox	Model 8145	B&W and Color	METRICH (ComDoc)

Locations Covered (selected):

- City Hall / 30 N Diamond St (Finance, Mayor, Clerk of Council, HR, IT, Mailroom, Maintenance)
- Municipal Court
- Clerk of Courts
- Police Divisions (Records, Traffic, Patrol, Detective Bureau, 911 Dispatch)
- Fire Stations 1–6
- Engineering / Codes & Permits / Community Development
- Water Treatment (2010 S Lexington Springmill Rd)
- Water Repair, Sewer Repair, Utility Dept (99 & 480 Park Ave E)
- Waste Water (385 Illinois Ave)
- Parks Dept / Repair Garage (100 Brinkerhoff Ave)
- Lahm Regional Airport Terminal
- Clearfork Reservoir
- METRICH Enforcement Unit (1105 Park Ave W)

7. OPPORTUNITY ANALYSIS

NEAR-TERM OPPORTUNITY — Police & METRICH (ComDoc/Xerox)

Both contracts were signed in June 2022 on 60-month terms, putting expiration around June 2027 — the soonest of any arrangement in this account. The amended non-appropriation terms require only 30 days' notice to prevent auto-renewal, lowering the bar for a vendor switch. The METRICH delinquency adds urgency: this is worth investigating well before the formal expiration date.

Opportunity Timeline

Window	Timing	Opportunity	Est. Monthly Value	Priority
Police & METRICH(ComDoc/Xerox)	Begin now — expires ~Jun 2027	Two small but real near-term renewals; METRICH shows payment friction — investigate now	\$429/mo + overage	HIGH
Muni Court & Clerk of Courts(Modern Office Methods)	Begin 2027 — expires ~2028 (dates to confirm)	Mid-size renewal once exact dates are confirmed via follow-up request	\$1,371/mo + overage	MED
Finance Dept(PERRY proTECH)	Begin 2027 — expires ~Mar/Apr 2028	Smallest arrangement; bundle into a broader city conversation rather than pursue alone	\$612/mo + overage	LOW-MED
Citywide Fleet(Modern Office Methods/U.S. Bank)	Begin 2028 — expires ~Apr 2029	Largest prize (~\$5,900/mo, ~30 devices); incumbent just re-won this citywide in 2024, so the relationship-building runway is long	\$5,888/mo + overage	HIGH (long-term)

8. RECOMMENDED SALES APPROACH

Near-Term Actions (0–90 Days)

- Contact Hollie McCauley (IT) and Kelly Blankenship (Finance Director) re: the Police & METRICH renewals. Both are named across multiple agreements and are the most natural entry points. Ask about satisfaction with ComDoc/Xerox service and awareness of the METRICH account status.
- File a narrow follow-up public records request confirming the current Police/METRICH invoice status and verifying the 30-day non-appropriation notice language — favorable terms for a switch pitch if confirmed.
- Investigate the METRICH delinquency directly. Task force accounts often route funding/reimbursement through multiple agencies, so confirm whether this is an administrative lag or genuine dissatisfaction before shaping the pitch.

Pipeline Actions (90 Days – 3 Years)

- Position for the Municipal Court / Clerk of Courts renewal once exact contract dates are confirmed via the recommended follow-up records request.
- Position for the ~2028–2029 citywide fleet re-bid. Modern Office Methods won this citywide conversion in 2024 after displacing a legacy Konica Minolta fleet — proof the city is willing to switch vendors citywide when the pitch is right. Build the relationship with the Board of Control (Mayor, Finance Director, Safety-Service Director) well ahead of the ~April 2029 expiration.
- Identify what cooperative purchasing vehicle (e.g., Omnia, or a similar state/regional contract) would let a competing citywide proposal be evaluated without a standalone competitive bid — the Finance Dept lease shows the city is comfortable using this purchasing path.
- Use the Clerk of Courts' above-market color overage rate (\$0.1176/impression, zero included color allowance) as a concrete, quantifiable savings talking point once that relationship opens up.

9. DATA SOURCE & METHODOLOGY

Field	Detail
Request Type	Ohio Public Records Request (Ohio Revised Code § 149.43)
Responding Entity	City of Mansfield, Ohio
Documents Received	14 documents: Finance Dept lease & invoice (PERRY proTECH/GreatAmerica); Municipal Court lease & invoice (Modern Office Methods/Wells Fargo); Clerk of Courts lease & invoice (Modern Office Methods/Wells Fargo); Citywide fleet master lease & invoice (Modern Office Methods/U.S. Bank Equipment Finance); Police Dept agreement & invoice (ComDoc/Xerox); METRICH agreement & invoice (ComDoc/Xerox); Board of Control minutes (6/18/2024).
Invoice Coverage	Feb–Apr 2026 (Finance, Municipal Court, Clerk of Courts, Citywide, Police); Dec 2025 (METRICH).
Disclaimer	All intelligence is derived from public records. Financial estimates are calculated from document data and, where noted, from a single invoice snapshot. Contract statuses reflect document dates; actual current status should be independently verified. This report is for informational purposes only and does not constitute legal, financial, or procurement advice.