

# 20,000 Lexmark workgroup printers to be deployed at U.S. VA locations

## **Lexmark's workgroup monochrome and color laser printers specified in national VA printer award**

LEXINGTON, Ky., June 16, 2011 [/PRNewswire/](#) -- Lexmark International, Inc. (NYSE: LXX) recently became the manufacturer of choice for a national workgroup and color laser printer bid sourced by the U.S. Department of Veterans Affairs (VA). The contract calls for the potential placement of more than 20,000 Lexmark E, T and C Series workgroup monochrome and color laser printers throughout 260 VA locations, including outpatient clinics in the U.S., within the next 90 to 120 days. The contract is expected to help the VA achieve more than \$15 million in savings in relation to standard purchasing costs.

The award is the first national printer bid sourced by the VA. Previously, the VA sourced its printers regionally with awards made independently by each specific Veterans Integrated Service Network (VISN), Region, or Medical Center.

This national award will help standardize the entire agency with Lexmark, eliminating the challenges associated with deploying, managing and maintaining a multi-vendor fleet of printing devices. The national award also meets the VA's need for workgroup monochrome and color laser printers that align with its strategic goals of reducing costs and environmental impact. The contract also supports the VA's need to ensure the accuracy and completeness of its information resources, reduce the complexity of its IT infrastructure, and optimize the efficiency of its business processes.

The winning VA bid was awarded directly to Alvarez & Associates, LLC, a Washington, D.C.-based information technology and executive management services company. Alvarez & Associates is a Lexmark partner and a 100 percent Service Disabled Veteran Owned /Small Business (SDVO/SB) that provides intellect, analysis, technology and counsel to government agencies.

### **Supporting Quotes:**

"Lexmark is proud to support the vital mission of Veterans Affairs," said Marty Canning, Lexmark executive vice president and president of Imaging Solutions and Services. "Lexmark Government Solutions provides products, services and solutions that enable agencies to manage their data and documents more efficiently and securely while lowering costs and better meeting their output needs."

"Lexmark's wide range of laser printers deployed across these locations will help support the critical care services that are delivered to our military veterans and their families," added Canning.

"The joint efforts of the Alvarez and Lexmark teams and the quality Lexmark printers that meet the specific needs of the VA were the key components in achieving this important contract," stated Kirk Hanson, executive vice president and general manager for Alvarez & Associates.

For more information on Alvarez & Associates, please visit [www.alvarezassociates.com](http://www.alvarezassociates.com).

### **About Lexmark**

Lexmark International, Inc. (NYSE: LXX) provides businesses of all sizes with a broad range of printing and imaging products, software, solutions and services that help customers to print less and save more. Perceptive Software, a stand-alone software business within Lexmark, is a leading provider of enterprise content management software that helps organizations easily manage the entire lifecycle of their documents and content, simplifying their business processes, and fueling greater operational efficiency. In 2010, Lexmark sold products in more than 170 countries and reported more than \$4 billion in revenue.

To learn more about Lexmark, please visit [www.lexmark.com](http://www.lexmark.com). For more information on Perceptive Software, please visit [www.perceptivesoftware.com](http://www.perceptivesoftware.com).

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