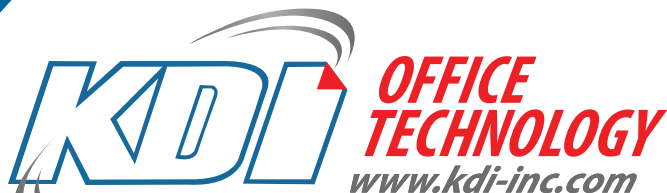


MANAGED PRINT SERVICES



BRINGING BUSINESS & TECHNOLOGY TOGETHER

800.537.4613

Center City Philadelphia | Aston, PA | Mt Laurel, NJ
Iselin, NJ | Horsham, PA | Wilmington, DE

Printers Are a Common Target for Hackers

- 66% of Companies Consider Print to be One of their Top 5 Security Concerns
- 11% of All Security Incidents are Print Related
- 71% of Companies Have Never had a Print Security Audit

“ You can't manage what you don't MEASURE.”
— Peter F. Drucker



- A:** Lower Costs & Reduce Overhead
- B:** Manage Devices & Users
- C:** Save Time & Money

What is your real cost-per-image?
How many images are you really printing?
How much do you spend on toner or ink cartridges?
How often do they requires service?
What is the age of your current print fleet?

Office printing consumes 1-3% of a company's annual revenue.

This means that a \$10 million company will spend between \$100-300,000 on document output this year.
— Gartner Group



THE COSTS OF PRINTING

The greatest expense is toner/ink. Map out the cost by taking the cost of the cartridges consumed and divide it by the number of pages printed per department.

Service & IT Support

Periodically your printer will fail or experience network issues. When it does, you're in for repair, replacement or help desk support.

Energy Expense

Even on standby, printers can really guzzle energy, so it's important to estimate the cost per printer. Standard average energy:
Per Printer up to \$150/ year!

Typical Cost for Service

B&W \$150 (plus parts)
Color \$200 (plus parts)



What is Managed Print?

Managed Print Services (MPS) is defined as an end-to-end solution that provides everything a company needs to control printing costs.

MPS Includes:

- An initial assessment
- Hardware redeployment or acquisition
- Pay-Per-Use for supplies for supplies & service
- Ongoing assessment for optimization

MPS Delivers the Data

Accurate information is the key to successful management. That's exactly what an MPS program is designed to do with functions such as these:



Volume

Volume reported by:
* Individual Device
* User
* Department
* Enterprise



Device

Device information:
* Error Conditions
* Life Expectancy



Toner & Power

Monitor Usage:
* Get real time Toner Levels
* Accurate Power Usage



Security

- * Protect sensitive business data
- * Provide ongoing proactive compliance monitoring
- * Identify and stop malicious attacks from a print source
- * Prevent unauthorized use
- * Provide Risk Based Reporting