



Going beyond Managed Print

Xenith Document Systems



Driving Growth

Xenith Document Systems



Awarded **Xerox Managed Print Services Partner of the Year** - four years in a row.

What MPS has meant to Xenith

- Doubled our MIF
- Six Times as many “Large” Customers (> 10 A3 MFDs)
- Double Digit Growth Year on Year for the last 4 Years

The beginning...



Reduce Energy Usage,
Reduce Paper Usage,
Reduce Consumable Usage,
Reduce Environmental Impact,
Reduce Costs,
Change is good.

How do we accelerate growth in a maturing market?



Assess
and
Optimise



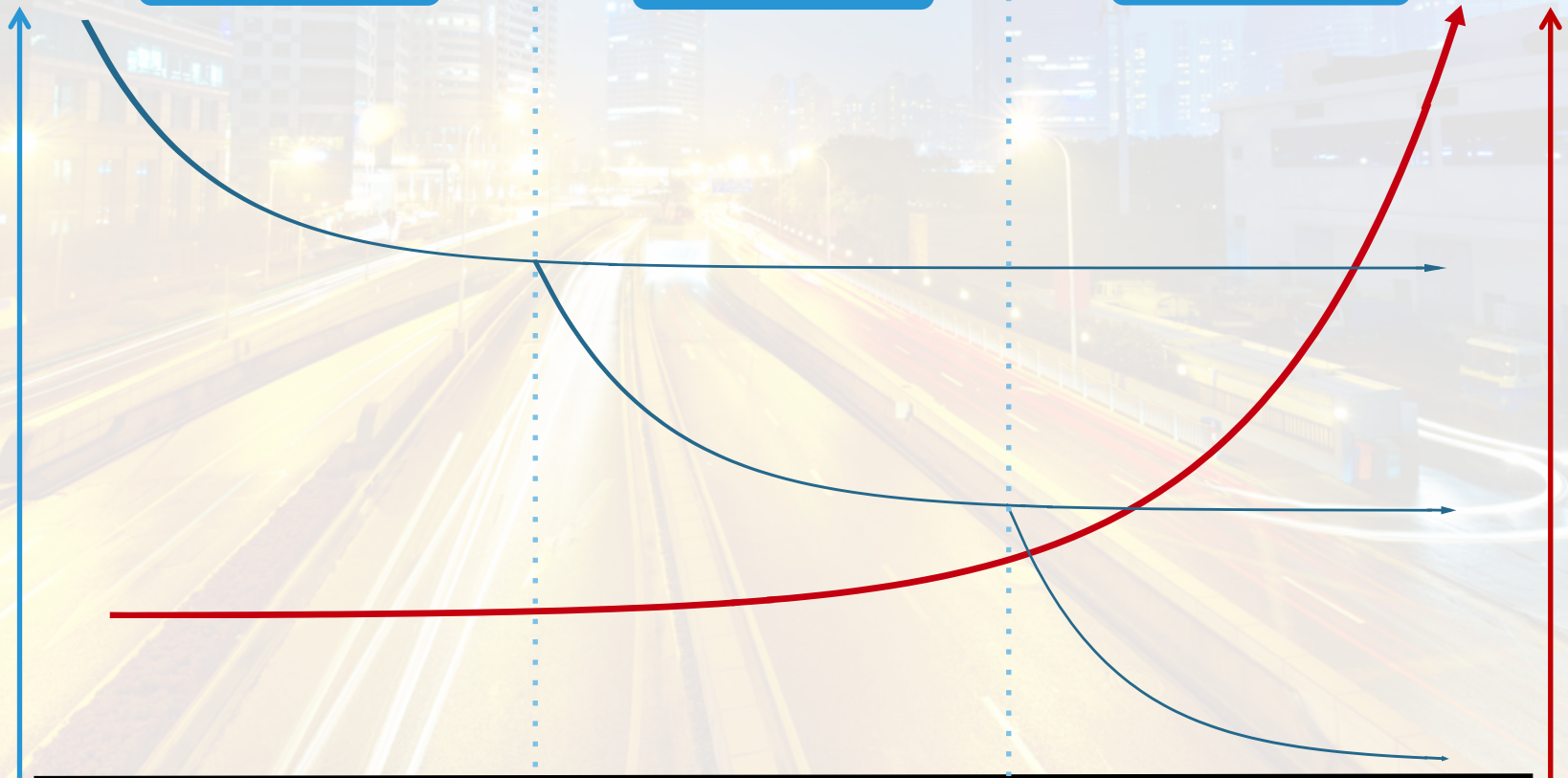
Secure
and
Integrate



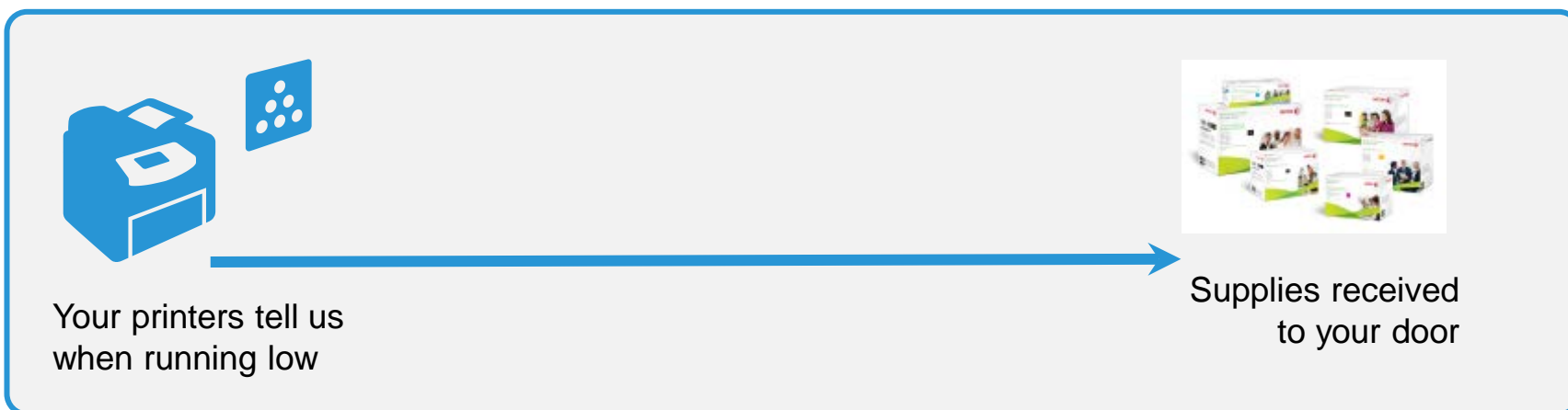
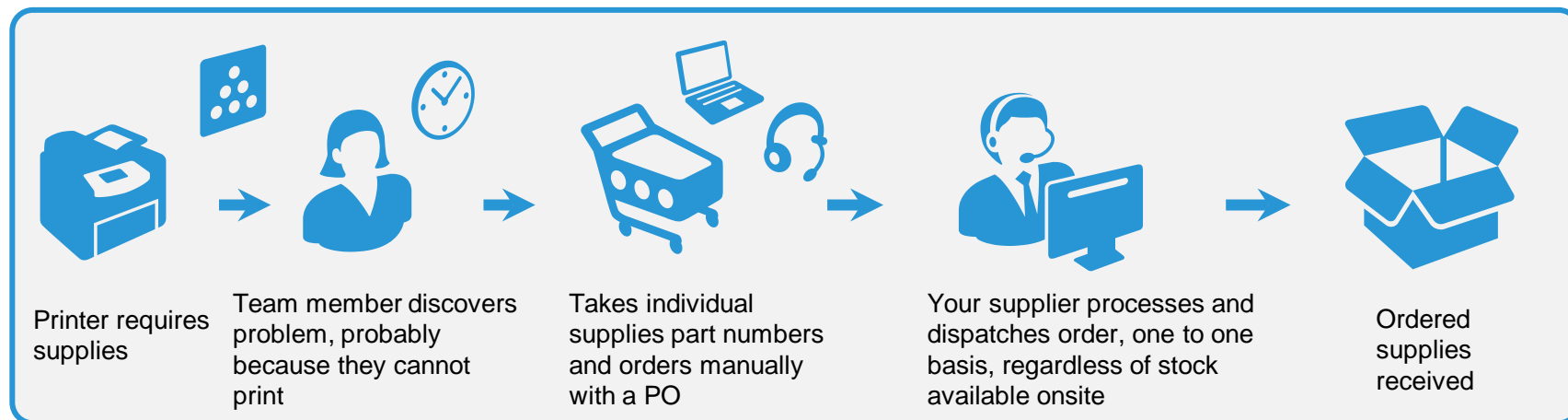
Automate
and
Simplify

COST

PRODUCTIVITY



Assess & Optimise – Managed Supplies Service



Summary Activity by Department Account

5/12/2008

Summary activity by department account



New in 4.1 – Organization report

8/15/2008

Total activity by organization account
Reporting period 8/6/2008 to 8/15/2008



8/15/2008

	Organization	Jobs	Pages	BW Pages	Color Pages	Cost
- Network us	central	3	6	3	3	0.06
-	east	365	13,315	3453	11,862	133.15
-	north	47	159	159	0	1.59
-	south	201	1117	946	171	11.17
-	west	202	1019	881	138	10.19
8/11/2008		818	15,616	3,442	12,174	156.16

Date

The above organization report is a consolidated version of the Department report...

Total activity by department account
Reporting period 8/6/2008 to 8/15/2008



8/11/2008 8/15/2008

8/11/2008

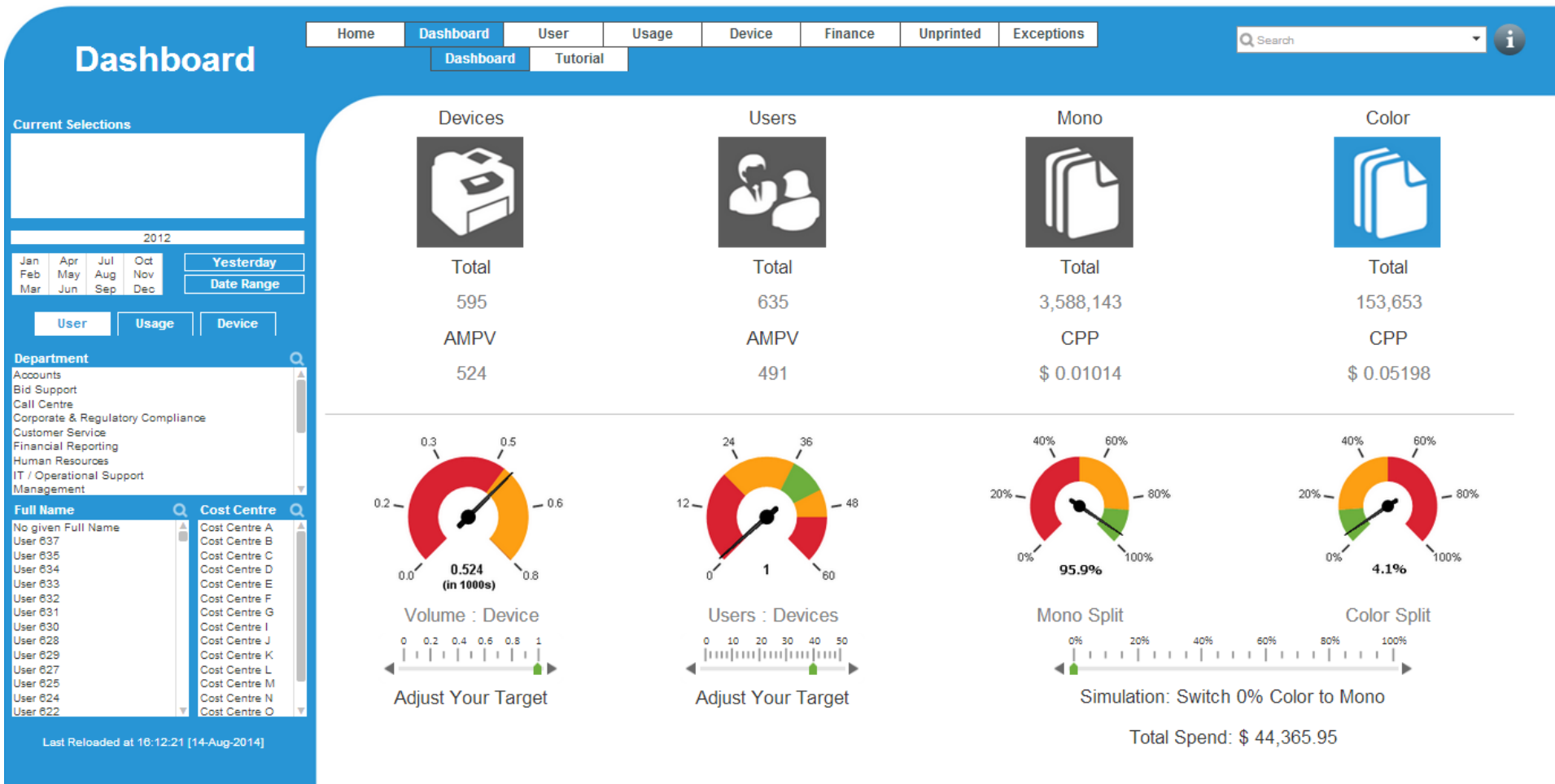
8/11/2008

8/11/2008

8/11/2008

	Department	Jobs	Pages	BW Pages	Color Pages	Cost
	central	3	6	3	3	0.06
	east:dev	293	13,015	1,153	11,862	130.15
	east:dev:admin	58	245	245	0	2.45
	east:qa	8	45	45	0	0.45
robertk	east:qa:admin	6	10	10	0	0.10
- tblack	north:dev	19	64	64	0	0.64
- unidentified	north:dev:admin	1	1	1	0	0.01
	north:qa	27	94	94	0	0.94
	south:dev	172	980	906	74	9.80
	south:qa	29	137	40	97	1.37

Secure & Integrate – CompleteView User Analytics for Equitrac and SafeCom



Secure & Integrate – CompleteView User Analytics for Equitrac and SafeCom

Cost Allocation Drilldown

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Departmental Scatter Graph

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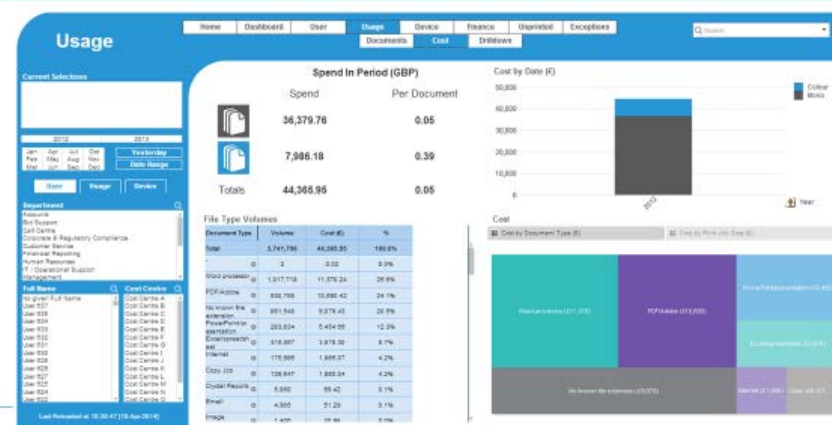
User Scatter Graph

NewField IT
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Cost by Application

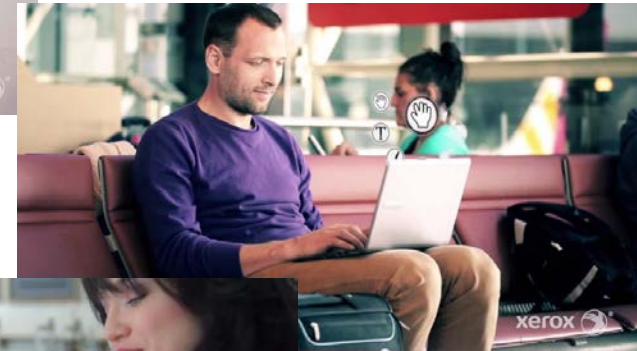
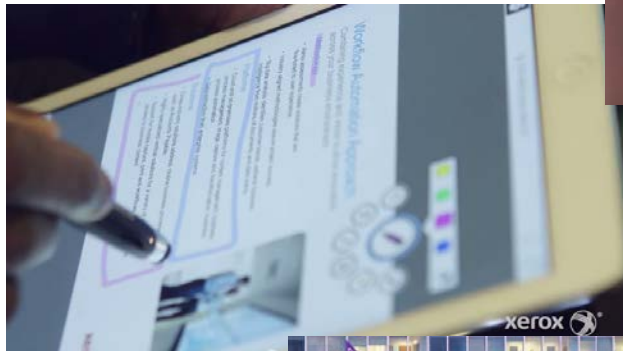
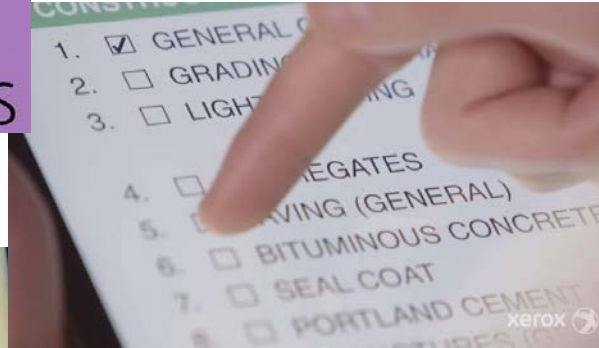
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Xerox Partnering for Excellence
Expand. Connect. Simplify.



Automate & Simplify – Digital Alternatives



Xerox Partnering for Excellence
Expand. Connect. Simplify.



A long-exposure photograph of a city at night. In the background, several modern skyscrapers are illuminated with blue and white lights. In the foreground, a multi-lane highway shows long, vibrant light trails from cars, with red trails from taillights and white/yellow trails from headlights. A metal guardrail is visible in the lower-left corner.

Partnering for
Excellence –
Going Beyond
Managed Print

Any Questions?



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