



Managed Print Services

Solutions you can't copy!



About Us



Founded in 1994

Largest Office Equipment dealer in SF Bay area

Proud Document Technology Partner, 3 dedicated Xerox sales offices

Complete managed service provider

What is MPS?

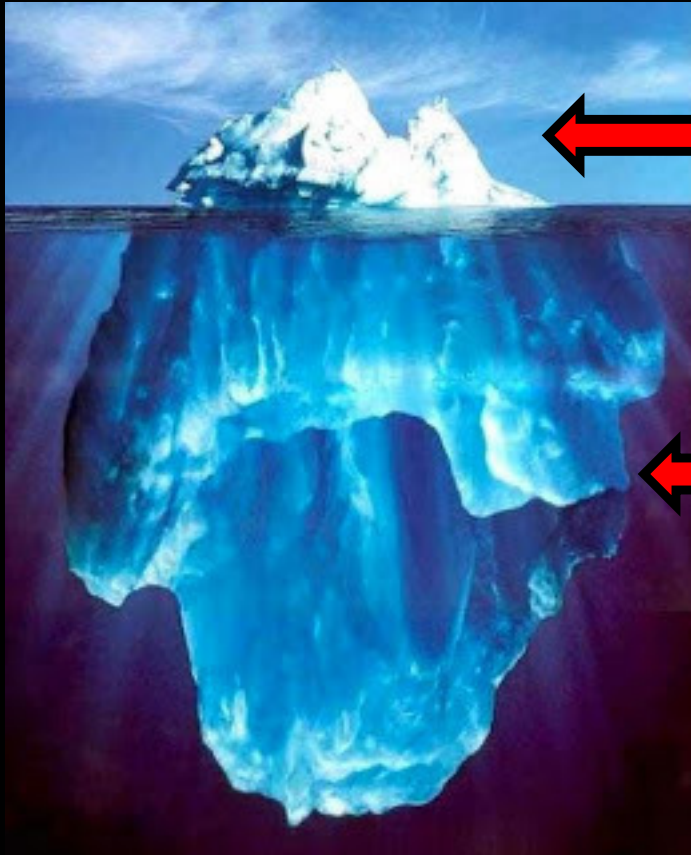


What is "managed print services" (MPS)? The managed print services definition is broad, but the end result is simple: gaining visibility and control of your printing, which helps you save money and boost productivity. Managed print also helps you improve environmental sustainability and document security.

-Xerox



Why MPS? – Dealer perspective



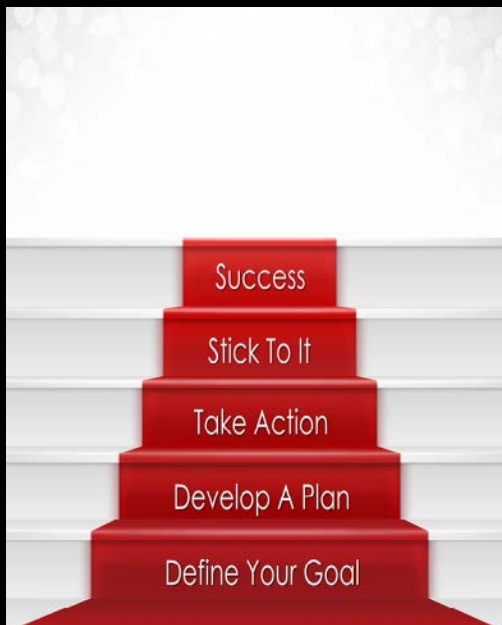
Dealer MIF in an
organization without
an MPS Strategy

Missed Opportunity



How to MPS?

The stages



Recognize Opportunity – Will the print environment benefit from efficient management?

Measure / Discover – What is the make-up of the fleet (MIF)? What are the printing habits of the users? Where and how are devices and supplies acquired?

Analyze – Review data from discovery. Design your plan!

Improve – Present findings and efficiencies.

Control – Implement and own!



How to MPS?

Which new Customers to target & how?

Customer Successes – which Customers appreciate an assessment and justify your time investment?

MPS maturity – is the Customer already optimized on cost and using an advanced MPS Service print policies?

Printing infrastructure – are the devices standardized from a user perspective, including Solutions for cost management?

Ready for a next step – does the Customer have opportunities in Work Flow or mobility that the current provider has missed?



How to MPS?

EIS tools



Created MPS infrastructure over time

- Device agent
- Cloud optimization & floor mapping tool
- TCO analysis tool
- CRM

PRINT AUDIT
The Print Management Company



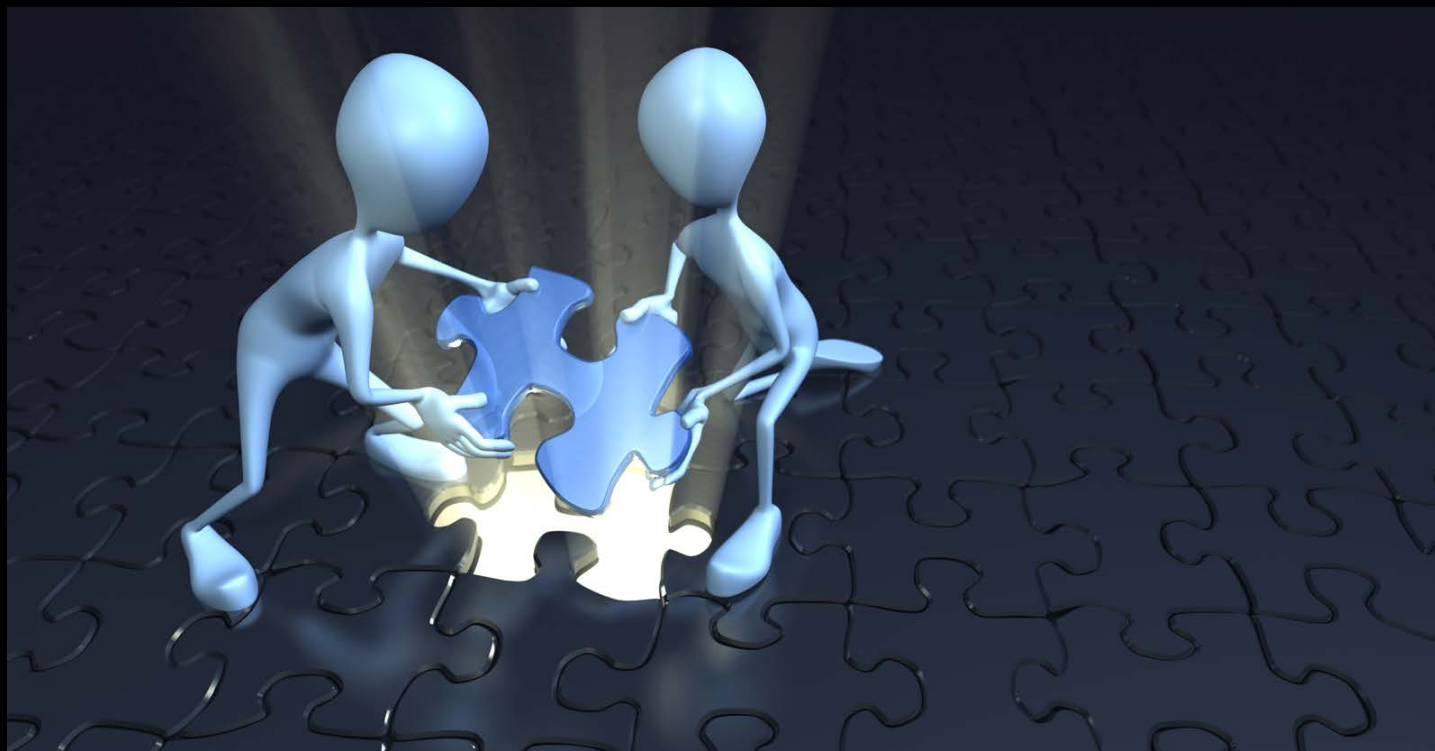
MPS Considerations with Xerox



Leverage brand, MPS leadership & learn

- Device agent & other tools
- Geographic span
- Multi-brand CPC Service contracts (PageConnect Services)
- Xerox Supplies offerings
- Technology & Solutions





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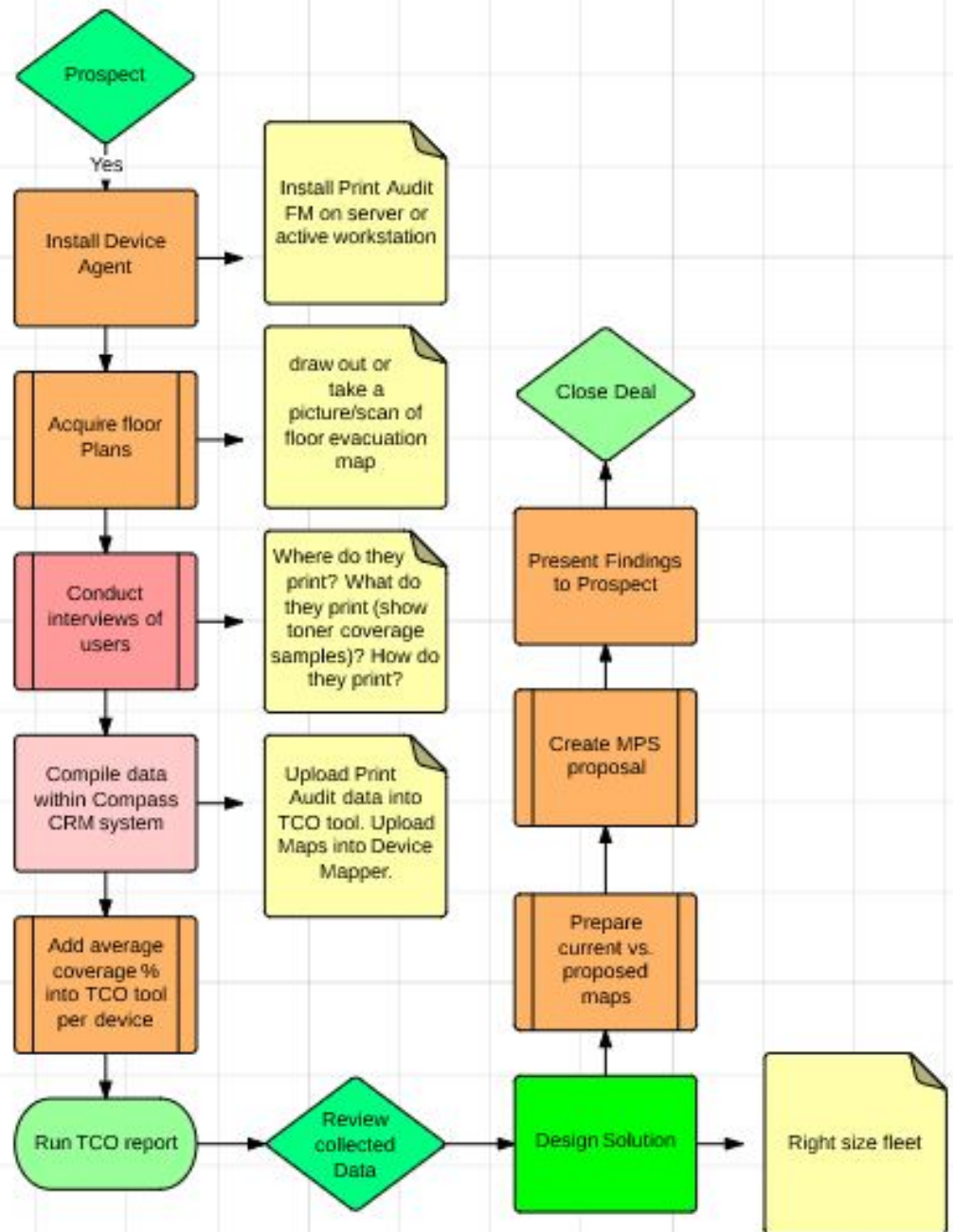


Back-up slides




How to MPS

Workflow



How To Mps

Device Agent – Print Audit



DASHBOARD
REPORTING
ALERTING
DEVICE MANAGEMENT
ADMINISTRATION

Overview
Supplies
Counts
Costs
WHHS

DEVICES
LOGOUT
HELP

Active Alerts
Alert History
Save

Device Details

Device Name:

Model:
Report Missing Model

Manufacturer:

Location:

Serial Number:

Asset Number:

IP Address: Edit

MAC Address:

Device Display: Sleep mode on

Purchase Date:

Firmware Version:

Custom Field #1:


Custom Field #2:

Comments:

First Scan Date: Tuesday, February 10, 2015 1:33 PM (Pacific Standard Time)

Last Scan Date: Thursday, May 14, 2015 12:50 PM (Pacific Standard Time)

Device Model
HP LaserJet P4515



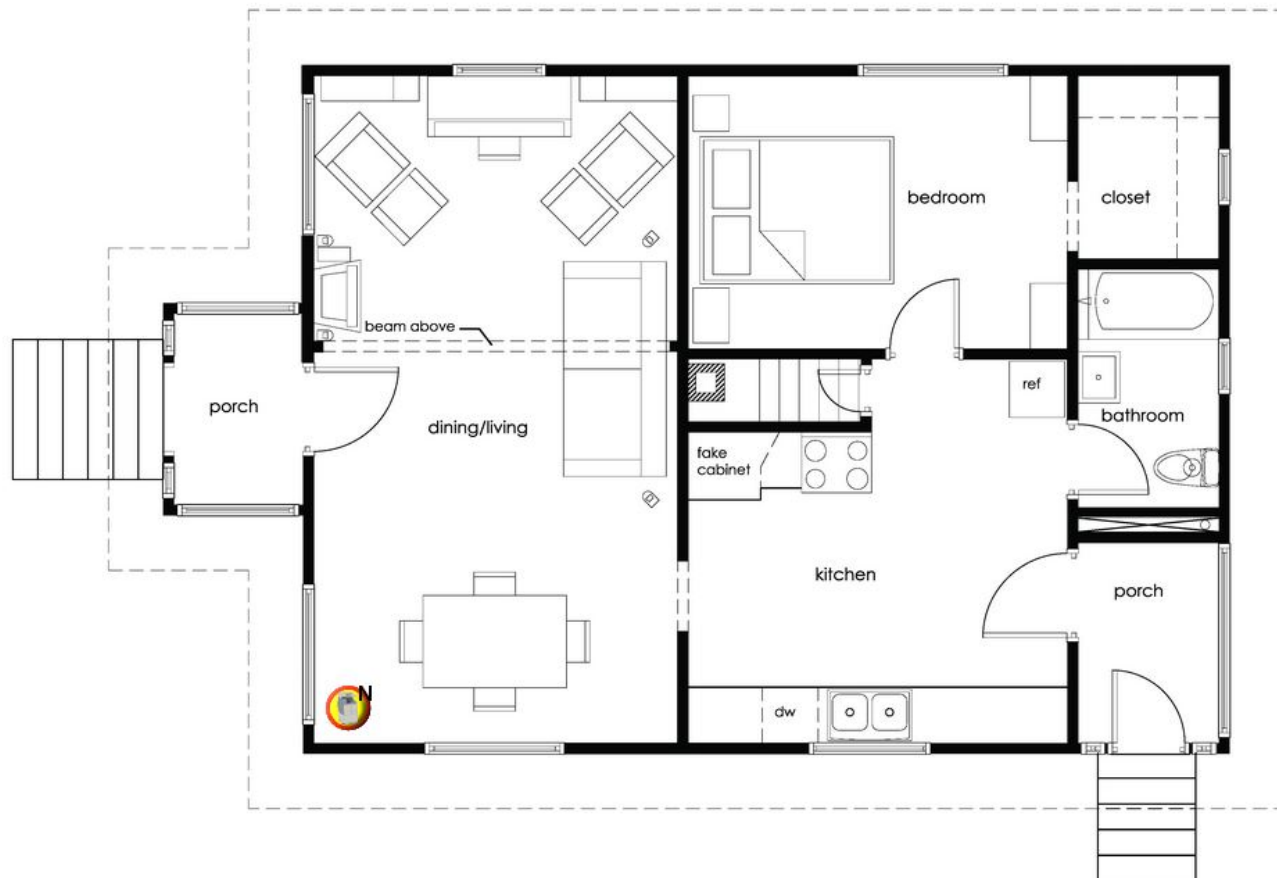
Meters
Supplies
Costs
History
Service Alerts

| Meter | Lifetime | Today | Yesterday | Past 24 Hours | This Week | Last Week | Past 7 Days | This Month | Last Month | Past 30 Days |
|------------------|----------|-------|-----------|---------------|-----------|-----------|-------------|------------|------------|--------------|
| Total Pages | 186677 | 8 | 297 | 8 | 732 | 2186 | 1095 | 3082 | 13475 | 11475 |
| Total Mono Pages | 186677 | 8 | 297 | 8 | 732 | 2186 | 1095 | 3082 | 13475 | 11475 |
| Printer | 186640 | 8 | 297 | 8 | 732 | 2186 | 1095 | 3082 | 13476 | 11476 |
| Printer Mono | 186640 | 8 | 297 | 8 | 732 | 2186 | 1095 | 3082 | 13476 | 11476 |
| Duplexed Pages | 21630 | 0 | 80 | 0 | 173 | 562 | 249 | 744 | 2706 | 2494 |

How To MPS

Device Mapping

| | |
|------------------------|-----------------------|
| Current Map | ▼ |
| Item Details | ▼ |
| Select TCO Item | HP LaserJet 4350 ▼ |
| Select Marker | -- Select -- ▼ |
| Remove TCO Item | |
| Model | HP LaserJet 4350 |
| Department | 0 |
| Location | 0 |
| Equipment ID | 0 |
| Equipment Type | Printer - B & W Laser |
| Serial | CNGXH45812 |
| IP Address | 129.210.18.157 |
| Mono Volume | 507 |
| Color Volume | 0 |
| Mono CPP | 0.06559267 |
| Total Monthly Spending | |



How To MPS

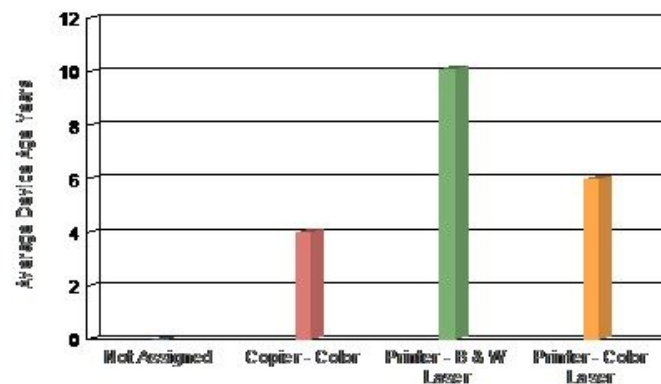
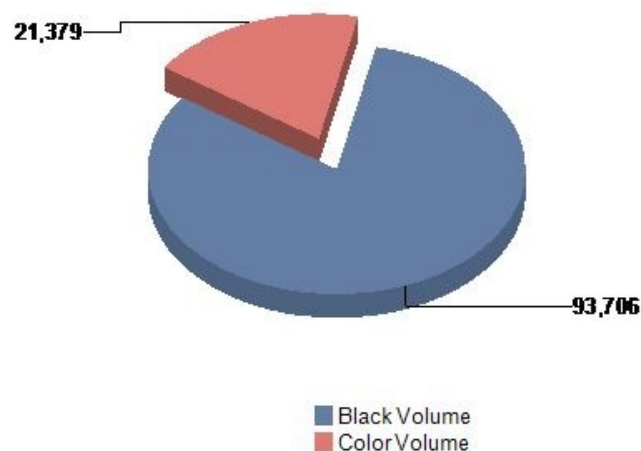
TCO Summary



TCO Equipment Summary

ABC Company

Grand Totals



| Grand Totals | Total Units | Age | Black Volume | Color Volume | Mono CPP | Color CPP | Mono TCO | Color TCO | Grand Total for All TCO |
|--------------|-------------|------|--------------|--------------|----------|-----------|-------------|-------------|-------------------------|
| | 32 | 7.36 | 93,706 | 21,379 | 0.04155 | 0.17217 | \$ 3,893.24 | \$ 3,680.84 | \$ 7,574.08 |

Xerox Method

Xerox Page Connect Services

What is Xerox Page Connect Services?

Our MPS solution for all of the most common printers and MFPs. Maximize your profit potential. PageConnect simplifies MPS implementation, ongoing support with remote management of your customer's networked print environments including automatic toner replenishment and proactive service prompts when service is needed.

How does Xerox help grow my MPS business?

PageConnect offers you the flexibility to design your managed print services to your customers' needs. With PageConnect you can manage a customer's printing environment with precise visibility of their print costs and volume. Over time this data enables you to work with customers to refresh their print equipment with cost-effective Xerox® devices that provide cost savings for them, and increased profits for you.



Xerox Method

Xerox Device Agent

Product Overview

XDA discovers and monitors network and direct printing devices, specifically office printers and multifunction devices.

The application features a built-in alert detection system and has the capability to send an e-mail message to an appropriate user when certain conditions exist in the monitored devices. It also provides clear and concise status of all networked printers.

You can do the following from XDA:

- **Discover network-connected printers**
- **Discover direct-connected printers**
- **Monitor printers for status and alert conditions**
- **Notify users via e-mail when faults occur**

