



# Helping You Improve the Way You Work

Xerox® Partner Print Services



# Redefining Managed Print Services

Reducing costs, improving security and boosting employee productivity are goals of organizations large and small. Office printing, supplies and maintenance are prime areas to realize efficiencies — but today’s companies want more than simple savings. Printing and document sharing has evolved, necessitating new ways to become more agile, productive and secure. What’s needed is a next-generation MPS solution that impacts your printing, document environment and work processes on every level.

## The Next Generation of MPS

Small and medium businesses across all industries are trying to find new ways to be more productive, mobile and secure, all while reducing costs and becoming more environmentally conscious. Xerox® Partner Print Services allows us to use best-in-class tools and processes developed by Xerox for large enterprises to deliver Managed Print Services (MPS) to your business. Not only can we reduce copy and print expenditures by up to 30 percent, we go beyond print by automating and simplifying your business processes, which will help you manage all of your information demands better and boost employee productivity. You can count on measured, sustainable results year after year.

## Our Services Include:

- Help desk
- Break-fix
- Supplies replenishment
- Consolidation of print devices
- Multi-vendor printer management
- Output management
- Mobility and cloud print
- Device and document security
- Content management
- Workflow automation

## A powerful process for improved productivity

Our approach to helping you realize significant cost efficiencies while improving workflows throughout your organization is built on three stages.

### Assess and Optimize

We provide best-in-class tools and processes to evaluate your organization-wide print environment, document infrastructure and workflow. Using this, we create a baseline of your current spend and design a customized solution that reduces your costs and supports sustainability goals.

### Secure and Integrate

Once we’ve optimized your print environment, we’ll transition from your current state to the ideal future state of your print infrastructure. We ensure that solutions are connected to your IT environment in a secure and compliant way using authentication and encryption while providing secure solutions for mobile devices.

### Automate and Simplify

Once your solution is in place, we’ll help you improve productivity with automated processes, content management solutions and reduced print output. We can also help you simplify your workflows and personalize the usability of each device.



# Delivering a World of Value



## Cost Savings

Our services help standardize your Xerox® and non-Xerox equipment and support processes to streamline print operations and reduce your office print and copy expenditures.

We provide a single point of contact, increasing efficiency and visibility of your document output. Using best-in-class tools, we're able to map your print volumes and generate a comprehensive understanding of your print environment—and show you where the savings are. The Enhanced Managed Supplies Service provides a transactional supplies sales capability with proactive replenishment for devices where that approach is preferred.

## Productivity

To help improve the productivity of your entire workforce, we deliver automated scanning and printing workflows, continuous monitoring and proactive support. Here's how:

- Leveraging Xerox® ConnectKey® to easily capture, store, share and digitize your documents
- Developing simple, embedded scanning applications
- Integrating seamlessly with your document management system

## Security and Compliance

With an increase in data breaches, security has never been more important. Xerox® Partner Print Services enhances information security to protect your most valuable information—starting at your multifunction printers. We protect documents from inappropriate distribution by controlling access right at the device.

With capabilities such as Xerox® ConnectKey®, we can even detect and prevent unauthorized access and tampering of multifunction printer files while helping you meet regulatory requirements.

## Environmental Sustainability

We help you address environmental sustainability initiatives by finding innovative ways to eliminate unnecessary printing and reduce your carbon footprint, energy usage and waste. We'll work with you to implement a print policy that reduces the number of devices in the office, by leveraging energy-efficient devices, and introducing paper and toner print saving modes, automatic duplex printing or digitalization of documents.

## Greater Mobility

In today's fast-changing mobile world, workers are looking for more efficient ways to get the job done and move to the next task—and that includes printing. We can help you and your mobile workforce with offerings such as Xerox® Mobile Print Solution that enable you to print seamlessly and securely from any mobile device. What's more, our Xerox® ConnectKey® Technology offers fully integrated mobile, scanning and cloud-based solutions so your office is always at your fingertips.

## Insight

Business intelligence and analysis help you maximize your MPS investment. You get:

- An accurate snapshot of your print and document usage
- In-depth analytics that make it easier to have fact-based discussions around your current resources
- Specific recommendations on new ways to maximize your savings, security, mobility and productivity

# Service Delivery That's Second to None

We work closely with Xerox to offer best-in-class global service delivery of managed print services for your total print environment. With support from more than 12,000 service professionals operating within industry-aligned service delivery standards across 170 countries, Xerox's team of experts follow practices and processes designed for operational excellence at every level.

We provide integrated transition/implementation design and planning to ensure you achieve the results you want. Consolidated reports make it easy for you to track your print environment and manage costs. 24/7 global infrastructure support and hosting services ensure you have the responsiveness that maximizes productivity. All the while, we offer continuous, integrated solution and portfolio innovation to enhance your operations and maximize your investment.

In short, we team with Xerox to deliver excellence in every corner of the world—locally, regionally and globally.

**To learn more about how Xerox® Partner Print Services can help your business reduce costs and become more productive, mobile and secure, please contact your Xerox partner representative.**

## Accolades from across the industry

“Xerox is a leading MPS vendor.”

— Source: “Managed IT Infrastructure  
Managed Print Service Analysis,”  
InfoTrends, March 2015

“Xerox has a mature and proven globally consistent MPS offering, which extends beyond the print infrastructure.”

— Source: Quocirca Managed Print  
Services Landscape 2014, June 2014