



Xerox Managed Print Services  
Our expertise is your advantage

# Printing shouldn't be painful.

You need an easy way to identify the right devices for your business, to get all your supplies and service in one stop, and to balance your productivity and budget needs. We're experts at managing complex print environments. We can deliver outstanding value, predictable and controlled costs, plus increased flexibility.

Xerox Managed Print Services (MPS) takes the pain out of printing – providing custom solutions tailored to your specific business needs. Print volume is growing rapidly in the market. In fact, a recent Gartner Group study has found that 70 % of all copy jobs start at the printer. With our inclusive cost-per-page program, you can manage print volume as efficiently as you manage copies.

Our authorized print management partners will assess and deploy a managed print service solution to maximize the total value of ownership of your print environment.

## Predictability & Value

- **Visibility.** You benefit from regularly-scheduled invoicing, allowing clear visibility of total costs and enabling you to accurately budget for your office printing needs.
- **All-in-one cost per page.** With all of your supplies and services included in a fixed price per page, you don't need to worry about print area coverage or hidden costs involved in printing your documents.

## Professional Service & Support

- **PagePack.** Our print management service provides a flexible, all-inclusive supplies and service program for selected professional Xerox office and advanced single and multi-function printing devices.
- **Service and support.** Our authorized partners offer maintenance, on-site service and technical support to ensure that you get dependable, professional printing when you need it.

## Flexibility & Ease of Use

- **Custom solutions.** Our authorized partners can help your business succeed with a program designed to meet your specific needs. Whether you're concerned with initial acquisition costs or need a low price-per-page for high-volume printing, our partners can develop a PagePack Service and Supplies Plan that's right for you.
- **Ease of use, peace of mind.** It's easy to get supplies right when you need them – delivered directly to your door – with PagePack Assistant monitoring and our PagePack online ordering tool. All supplies are included with your fixed price-per-page for worry-free printing – you only supply the paper.

Efficiency, visibility, manageability, balance – it's what you've come to expect from Xerox. Let our partners show you how to take the pain out of printing – and put predictability, productivity and peace of mind back in.

## Eligible Products

Xerox authorized partners are able to offer Managed Print Services contracts on a broad range of products – from single function mono-chrome to advanced color multifunction... they are qualified to design a custom solution for you.

| Printing Pain ...  | The MPS Advantage...   |
|--|--|
| Unknown costs <ul style="list-style-type: none"><li>&gt; Supplies orders get expensed so are "invisible"</li><li>&gt; Color costs are out of control</li></ul>   | Predictable costs <ul style="list-style-type: none"><li>&gt; Fixed cost-per-page</li><li>&gt; Regular, monthly invoice</li><li>&gt; Visibility of all printing devices</li></ul> |
| Difficult <ul style="list-style-type: none"><li>&gt; Separate process for service and supplies</li><li>&gt; Excess supplies on hand</li></ul>  | Easy <ul style="list-style-type: none"><li>&gt; Combined service and supplies in one contract</li><li>&gt; Customer-facilitated next day delivery of supplies</li></ul>          |
| Complex <ul style="list-style-type: none"><li>&gt; Multiple vendors and suppliers for consumables and service</li></ul>  | Simple <ul style="list-style-type: none"><li>&gt; Straightforward contract</li><li>&gt; Page count read automatically each day – pay for what you print.</li></ul>               |
| Expensive <ul style="list-style-type: none"><li>&gt; Uncontrolled purchase of supplies</li><li>&gt; Expensive last minute shipments</li><li>&gt; High print coverage on documents can be very costly</li></ul> | Value for money <ul style="list-style-type: none"><li>&gt; Understand true value of ownership</li><li>&gt; Charges are not affected by high toner coverage</li></ul>             |

## Interested in learning more?

Contact one of our channel partners today to learn more about a managed print plan for your business. Or, contact us ([managedprintservices@xerox.com](mailto:managedprintservices@xerox.com)) and we'll send you a list of PagePack authorized channel partners in your area.