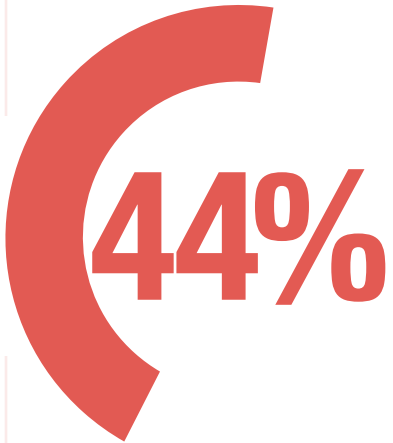


TOTAL COST OF PRINTER OWNERSHIP



SUPPLY INVENTORY MANAGEMENT

CHALLENGES:

- Outdated toner from retired printers
- Multiple toner types and vendors
- Toner depleted

LOFFLER

THE SOLUTION:
A MANAGED PRINT SERVICES PROGRAM PROVIDES:



REPAIR & MAINTENANCE RESOLUTION

CHALLENGES:

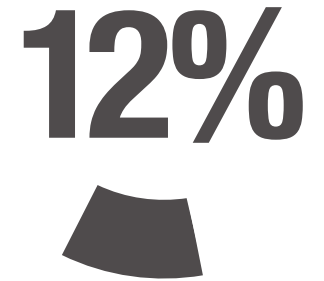
- Triage, identify and order parts
- Find, order and replace maintenance kits
- Provide or outsource service



HARDWARE ACQUISITION

CHALLENGES:

- Proper ratios of printer to employees
- Multiple makes and models to support
- Appropriate printing volumes for devices
- Right number of devices for environment



PRINTER RELATED SUPPORT

CHALLENGES:

- Processing multiple invoices to multiple vendors by AP team
- Purchase of hardware/supplies for all locations/branches
- IT staff burdened supporting technical and repair issues

- Seamless supply process using technology to monitor toner levels and automatically ship/replenish toner supplies
- Triage for all repairs & maintenance (parts, labor and maintenance kit costs included)
- Printer fleet right-sizing – customized, detailed analysis of printer needs to maximize efficiency
- Streamlined process for all printer support with a single vendor at all locations