

# IQ information technology



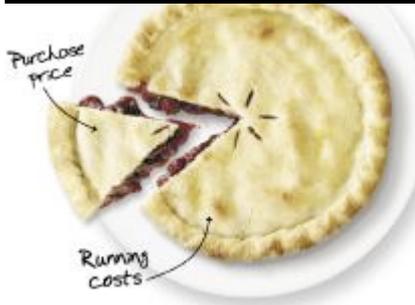
"An estimated  
1% - 3% of annual  
revenue is spent on  
printing"

*source: Gartner Group*

"The average  
employee spends  
\$15,000 a year  
on document  
output"

*source: All Associates*

**Outgoing costs breaking the bank?  
Let us assist you in putting it back together**



# Running costs are eating your profits!

## Q&A

### How much money do you spend on printer devices (printers, copiers, scanners, fax machines)?

"90% of all companies do not know what they are currently spending on internal printing, nor do they fully understand their real and total cost per page" "Failure to proactively measure, monitor and manage your document output environment can cost a company 3% to 5% of total revenue" (source: BLI Buyers Guide)

### How many printers, copiers, scanners and fax machines do you have?

"The companies interviewed for this report looked to reduce these costs by optimising elements of their imaging and output infrastructure and were able to achieve cost savings of 13% to 40%" (source: IDC)

### Are they all being used to their ultimate capacity?

"70% of all white-collar time is spent processing paper" (source: DocuTrends)

### How often are they "out of service"?

"Significant indirect or soft cost savings that were cited as greatest benefits (specifically cited were various employee productivity benefits due to improved device uptime and workflow improvements)" (source: IDC)

### How many printed documents do you produce per month?

"Hardcopy document production claims 20 to 40 percent of total labour costs and as much as 5 to 15 percent of company revenue." (source: Datamation)

Paper use is increasing 6% - 8% each year and is expected to grow for the next 20 years" (source Xplor International)

## Don't Know? It could be hurting your Bottom Line

"Organizations are incurring excessive costs for extra footprints, supplies, maintenance and help desk support because printers, copiers and fax machines are not managed" (source: IDC)

An IQ Information Technology powered managed print solution is an all-inclusive package covering hardware, support, service and supplies for customers who want a flexible cost per page solution for their printing environment.

This solution provides an easy, effective way to better manage the entire printing & MFP network & significantly reduce costs.

By using intelligent printing and MFP devices, proactive management tools, custom solutions and services in a total managed print solution, organizations can take command and get more from their printing and MFP investment.

Because most companies do not know what they are spending on hardcopy production, sharp IT Decision-makers are engaging a IQ Information Technology consulting service to conduct fleet assessments.



gain control over a rising cost  
with managed print services

## imagine that

Imagine a company offering to update your printer fleet for up to and over 30+% less than what you are currently paying to run your old machines.

Imagine not having the hassles that come with maintaining, servicing and replacing printers and copier.

Imagine One Single cost per page which includes toner, maintenance kits, on-site service, all freight, etc.

Think that all this is impossible? Think again!

## changing with you

We realize that most companies have real print needs to be resolved now but are unsure as to the exact requirements.

This being the case IQ Information Technology has agreed to offer a "grow with you" option with our Managed Print Solution.

IQ Information Technology have designed this specific offering so as to allow our clients to have the growth flexibility to either lessen their costs or increase their printer fleet on the fly just by adding or subtracting page amounts or 10th and hundredth of cents per page.

\* some conditions apply

This means that if your individual print requirements change, IQ Information Technology can adjust with the changes.



## the nitty gritty

Here is a snapshot of how smoothly the IQ Information Technology Managed Print Solution works

### 1. hardware dream team

We offer your preferred specification hardware inclusive with; Installation, Configuration, Training and On-Site service for the life of the agreement.

### 2. simple running costs

All toners, drums, rollers, maintenance kits, fusers, etc are all included in ONE simple cost per page. To put it quite simply we include everything but the paper and electricity.

### 3. fixed costs

Unlike your copier company who raises the Click-Charge every 6 to 12 months, I.Q. is the only company to offer a fixed\* cost for the term of the agreement.

This way you know your savings now will continue to be your savings in the future.

### 4. averages

Overs are only invoiced on a quarterly basis so that your conservative print amount can be amortized over three months.

This means that if you print more than the mutually agreed conservative prints in one month and less in another they can offset each other.

*note: this is as opposed to most other companies which will charge you for being over the first month and again charge you even if you print less the second month.*

### 5. flexibility

We design your solution to go with your requirements. If your requirements change and you need more - or less - hardware, we can adjust your solution and agreement to suit your new needs.

### 6. cash-credit

IQ Information Technology pay a cash-credit for your current hardware while also installing new equipment that costs less than you keeping the old hardware going.

#### DEFINITION:

#### Managed Print Solution [noun]

typically associated with outsourcing to an external vendor (ie: IQ Information Technology) and managing hardcopy device fleets (comprised of copiers, multifunction devices and fax machines).



# Reversing the trend!

## Designing your "right-fit" solution

decreasing your costs by up to and over 30+% while increasing your print fleet speed by up to and over 100%

Like many sharp IT Decision-makers you have made the decision to have IQ Information Technology conduct a complimentary & obligation free fleet assessment.

### So now what happens?

An IQ Information Technology associate will simply load an MPS agent which collects data and sends it to the allocated IQ Information Technology MPS web server.

No personal or user data is collected with the MPS agent. Only information that is stored on the print devices - such as page counts, device description and status is collected.

IP Address	Local ID	Manufacturer	Model	Serial Number	Description	Location	Asset Number	Total Pages
30.33.23.73		FUJII XEROX	Document Centre 336 TL200199120516		Document Centre 336			760221
30.33.23.230		SAMSUNG	SCX-6x45 Series	825487EP900012J	SEC061906903060			800493
30.33.23.222		FUJII XEROX	ApexPort-II C4300	T0160130641379	ApexPort-II C4300	NSW		291497
30.33.23.238		SAMSUNG	SCX-6x45 Series	825487EP5000011W	SEC06190690303F			322891
30.33.23.75		SAMSUNG	SCX-6x45 Series	825487EP500000V	SEC06190690302C			152023
30.33.23.231		SAMSUNG	SCX-6x45 Series	825487EP500000A	SEC061906903010			123423
30.33.23.239		SAMSUNG	SCX-6x45 Series		SEC061906902A85			88054
30.33.23.235		SAMSUNG	ML-9050 Series	425481BQ2000006	FULLA	Management		30065
30.33.23.217		SAMSUNG	ML-9050 Series	425481BQ20000100	LOFN			24147
30.33.23.231		SAMSUNG	SCX-6x45 Series		SEC061906903085			7425

### Then we Crunch the numbers...

Using the current print usage amounts along with your current costs of consumables, maintenance, etc, we crunch all the numbers and break it down to an individual Cost-Per-Print based accurately on your individual usage and costs.

### Your unique fleet selection...

Working closely with all the stakeholders IQ Information Technology will "Right-Fit" a new Print / Copy / Fax / Scan managed print solution that, as a rule, decreases the client's running costs by up to and over 30+% while increasing their print fleet speed by up to and over 100+%.

### Getting your new savings and devices up and running...

IQ Information Technology will arrange the Delivery, Installation, Configuration, Training and On-Site Warranty for the term of the managed print solution. There is **no charge to you** for any of these services.

### Ongoing supplies management...



Like a remote electronic fuel gauge, IQ Information Technology uses an intelligent software that emails an alert when any print device is running low on toner. This way we can ensure the optimum level of "Up-Time" is achieved.



Got questions? call IQ Information Technology on 1800.81.iQiT

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