



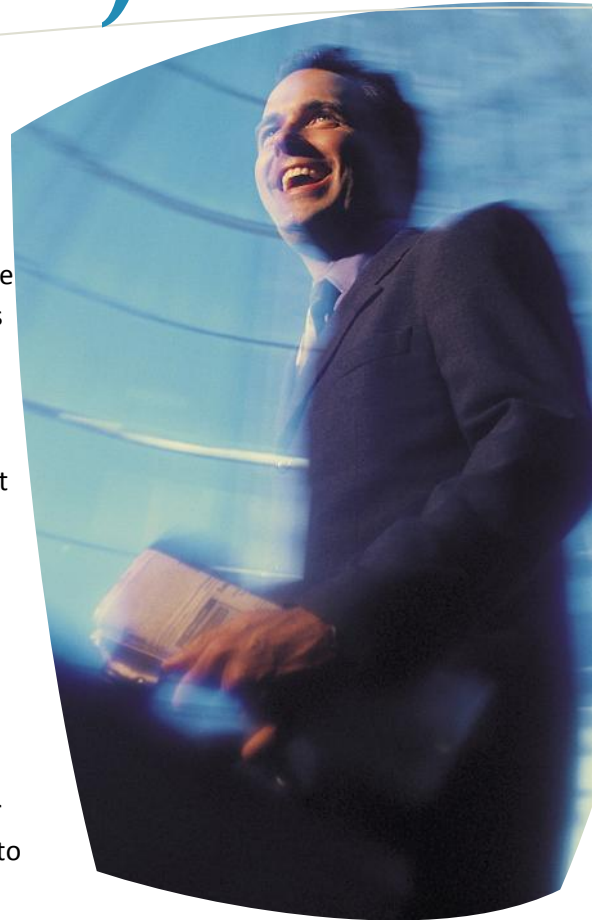
Financial *focus*

Did you know that print costs typically consume 3% of total revenue for businesses today? That is equivalent to marketing or R&D spending for many organizations. Controlling this expense can be an economic game-changer.

How to Print Money...Legally

Given recent economic pressures and the on-going desire to drive greater business efficiencies, we are all looking within our organization for how we can do things better, cheaper and faster. However, we often overlook those hardworking printers and copiers we have deployed throughout the organization. These technology workhorses, which have grown increasingly complex, are a core component of our everyday business lives..and a simple and easy way to realize significant cost savings.

Industry studies have cited that the average worker prints 8,000 pages per year (with a range of 3,000 to 15,000) – a staggering statistic for any size organization. And while printing is not something you want to eradicate from your daily business lives, it is something you can control. A Managed Print Service Program enables organizations to streamline management and minimize costs associated with printing and imaging. And according to Gartner research, enterprises can save up to 30 percent on printing services by selecting the right partner.



What is MPS?

A Managed Print Services (MPS) agreement creates a centralized, streamlined procurement process for all consumable items, break-fix repairs, preventative maintenance and user support for an organization's fleet of printers, Multi-Function Printers (MFPs), copiers and Multi-Function Devices (MFDs). Agreements are structured as a price per page for the actual usage.



Take the guess work out of your printing volume and control

Leverage MPS to:

- Reduce Total Cost of Ownership
- Gain critical insight into usage through reports that track usage throughout the organization
- Reduce energy consumption and align with green initiatives
- Align usage with capacity of the printer fleet -- remove underused devices and consolidate output among fewer centralized systems
- Pool print volume for all machines, companywide on an annual basis, with the flexibility to increase or decrease their annual volume target as needed
- Establish rules-based printing

An effective MPS program involves four core steps:

1. Conducting a thorough analysis of printing usage, fleet capacity and most importantly, user needs
2. Creating a printing architecture and rules-set that results in cost reduction, technology enhancement and increased user satisfaction
3. Implementing the solution to create a seamless and non-disruptive transition
4. Monitoring and management of actual usage to rightsize the printing pool and environment as required

Ultimately, a MPS program enables you to take the guess work out of your printing volume and control and reduce printing expenses. And the best news is that a MPS program typically drives immediate, accountable ROI that nets a zero-investment scenario.

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10450 Pioneer Blvd., Ste. 1 Santa Fe Springs, CA 90670

WHITE PAPER
**Managed Print Services and Beyond:
How You Can Cut Costs and Go Green While Increasing Employee Productivity**



DOWNLOAD this whitepaper by RICOH that provides an overview of the real costs of hardcopy printing today, exposing both hidden costs and lost opportunities to improve productivity and minimize environmental impacts. It then explores the many advantages of MPS and explains what a typical engagement involves. And finally, it provides helpful information on how to get started with MPS and what to look for in an MPS partner.