

TOP 5 REASONS TO HAVE A MANAGED PRINT SERVICE PARTNER

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COST

1. Escalating costs of existing print infrastructure
2. Pressure to reduce business costs
3. Increase spend predictability
4. Cost reduction requires reduction in print spend
5. balancing Operating expense versus capital spend
6. Identifying hidden costs of total printing process

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MANAGEMENT

1. Lack of understanding of existing print infrastructure
2. No ability to track and measure print environment
3. managing large population of unconnected devices
4. High concentration of desktop devices
5. Current MPS contract ending in 12-18 months
6. Struggling to meet sustainability goals

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LOCATION

1. Integrations due to mergers, acquisitions, or consolidation
2. Distributed offices and multiple locations
3. Autonomous departments making own buying decisions
4. Growing mobile workforce widely distributed workers

4

CONSIDERATIONS

1. More efficiency in paper-intensive business processes
2. New needs creating document or workflow requirements
3. Little understanding of how printed documents get used
4. Print infrastructure not aligned to business needs

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SECURITY

1. Highly regulated, document-intensive industries:
 - a. Health Care (HIPAA)
 - b. Legal
 - c. Human Resources
2. Protection from data breaches or hacks
3. Becoming compliant with government requirements