



MiraPrint Services Partner Program

– A Process Approach to Managed Print –

The Problem:

The biggest issue for businesses today, as they look to offer print management programs, is the paradigm shift from traditional services to solution expertise; from associated sales and marketing initiatives, to software implementation; from operational infrastructure to financial oversight; from commodity sales to advisory services, data analysis, and enterprise-wide reporting.

The Solution:

A national turnkey offering and unified marketing message, tied to a well-executed sales process, backed by a centralized national service and dispatch network, linked to an efficient print management engine, offering a virtual service model that sets no barrier to its geographical reach or capabilities. It is the next evolution of national service.....**Key ingredients for a strategic market offering!**

The timing could not be better for a well-executed National Service Initiative!

The entire print industry is in a state of flux. Products continue to be commoditized and marginalized as companies compete on price more than ever. Several new initiatives are now beginning to meet market approval, adding to the confusion and turmoil of traditional relationship boundaries, marketing objectives, and client relationships. *“What role will you play in this changing landscape?” “How can you position your core business for growth?” “How can you leverage your current market position against these new venture opportunities?” Will these more strategic market offerings be a threat to your core business or a source of additional revenue? Should you sit on the sidelines while others reap the rewards? Or should you have access to an active role in a national print management solution? Can you afford to be alone in the market or does it make sense to be part of a larger vision?*

- **National Print Management Solution** - Centralized solution based application -Unified message-No sacrifice to business autonomy.
- **Virtual Service Delivery** - Complete outsourced service and delivery model with full technology, software & system management.
- **Leverage & Expand** - Partner on new print management opportunities - Assistance throughout the sales cycle.
- **Centralized Ticketing & Dispatching** - All facilitated service requests are dispatched according to customer requirements.
- **National Service Network** - Our Service Network can fulfill all local or national print device needs.
- **E-mail Marketing System** - A unified message for leveraged campaigns, lead generation and account communication.
- **“Best Practices” Approach to Data Management** - Eliminates redundant resources, & increases efficiencies of operations.
- **Brand Equity** - National presence with a significant market “point of difference” - a prerequisite for large corporate opportunities.
- **Cost Management Principles** – Print environments managed as a business process - managed, tracked, and audited as a process.
- **Full Service Control** - All desired service and support sub-serviced back through your core business.
- **Free Appliance or Software Installation** - No out of pocket for hardware or software deployments

Customer Program Features include:

- **Remote Management of Print Devices** - You pick the service alerts you wish us to manage on your behalf.
- **Complete Asset Tracking of All Devices** - Full access to view your print devices and locations in real time.
- **Web based Service Request Capabilities** - Requests service on line with complete tracking of service status.
- **On-line Service History Reports** - Access to full history on all service performed.
- **Device Utilization Reporting** - See which devices are being over and under utilized during any date range.
- **Pages Printed Data on all Print Devices** - At a glance view all pages printed by device, model, or location.
- **Cost Management Services** - The most strategic and cost effective approach to managing print.

Let’s explore available engagement options that can meet your print management objectives!

- ✓ Supports print device needs while streamlining business processes.
- ✓ Shifts responsibility & accountability of print environment performance.
- ✓ Reduces inefficiencies through automation of manual processes.
- ✓ Detailed understanding of all related print costs.
- ✓ Reduce new equipment acquisition costs.
- ✓ Eliminates inventory carrying costs.
- ✓ Makes print costs fixed and budgetable.
- ✓ Reduces your total cost of ownership.
- ✓ A Process management approach to managing print environments.



We measure success through Savings and Efficiency!