



Managing Technology for a High-Performance Workplace

Pitney Bowes Print Management



••• A Strategic Approach to Print Management

Today's high-performance organizations are keenly aware that applying sound management practices to essential businesses processes like document printing will uncover hidden savings and introduce efficiencies. Pitney Bowes, a leading provider of mailstream technology solutions, has the expertise to help you strategically manage your printing needs.



How many times every business day do your employees print, copy and fax documents?

The number – and the cost – might be higher than you think. Yet, you can't just cut back activities as vital as these. In most organizations, printers, copiers, fax and multifunction devices – and the accompanying supplies – are often purchased in a decentralized way. Pitney Bowes Print Management can help you create a strategic, coordinated and customized approach to document printing.



How Print Management Can Help

Our comprehensive approach to print management is designed to make the most efficient use of your technology resources. We will work with you to help you achieve your business goals to:

- ❖ **Identify current and anticipated printing needs.** What are your most print-intensive departments? How will your future plans to centralize certain functions or expand your product line affect your printing needs? With us, client business goals are the foundation of a print management system that improves quality – and your bottom line.
- ❖ **Analyze your current printer fleet.** Are you making optimal use of your current equipment? For example, are departments with heavy printing needs using small-capacity equipment? Equipment mismatches like these lead to high maintenance costs and lowered efficiency. What about personal desktop printers? They can increase maintenance and supply costs, and, in many cases, should be replaced with more efficient shared printers.
- ❖ **Create a cohesive plan to match equipment and needs.** Our flexible approach permits us to develop plans that use your existing equipment and add new equipment only when and where it makes sense and saves money. Many times there's no need for major changes.
- ❖ **Develop an ongoing service and maintenance program.** Regularly maintained equipment breaks down less often, lasts longer and produces higher-quality printing. We will monitor your equipment and perform routine maintenance. And whenever equipment needs repair, we will dispatch a technician who is certified to repair your device.
- ❖ **Design a cost-effective, eco-friendly supply program.** Toner and ink jet cartridges can be expensive. Pitney Bowes offers its own high quality brand of compatible supplies and can design a supply program that will take advantage of your organization wide purchasing power and contribute to your environmental conservation efforts.



Managing Ink and Toner Supplies Is Key

Toner cartridges are essential office supplies, but their cost can be high. Pitney Bowes' complete line of ink jet and toner cartridges is compatible with major equipment brands and much less expensive. Only your costs – not print quality – will decrease.

Your printing equipment represents a major investment, and one that you need to protect. Pitney Bowes' cartridges are made to meet or exceed manufacturers' specifications, and carry a full protection warranty. We repair or replace any equipment damaged by a properly installed Pitney Bowes cartridge. That's how confident we are in our products. We also accept spent printer cartridges for recycling. Helping companies meet their environmental stewardship goals is important to us.

Get Results with a Holistic Solution

Implementing a print management solution throughout your company will bring discipline to a vital business process.

- ❖ **Save time.** When you deal with just one vendor – one who can work with all existing brands of equipment – printing-related matters can be handled with a single call. Regular on-going maintenance can reduce equipment downtime.
- ❖ **Reduce costs.** Experience indicates that your printing costs can decline by 30% or more when printing needs are matched with the most suitable equipment. The use of Pitney Bowes brand ink jet and toner cartridges will reduce supply costs with no change in print quality.
- ❖ **Improve planning.** Our detailed invoices can be used to track usage trends throughout your organization. Emerging needs will be addressed and adjustments in current usage can be made to avoid unnecessary spend.



Almost every business can benefit from a well-conceived strategy for managing essential operations. Let Pitney Bowes Print Management, backed by our tradition of innovation and expertise in business communication, design and implement a print management system that will support your high-performance workplace.





Engineering the flow of communication™

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