THERMOCOPY

PRINTWORKS+

An Information Management Strategy for Your Business

TRUE COST OF INFORMATION MANAGEMENT

Wake Up to the True Cost of Printing

"BERTL surveys have shown that, in fact, few larger companies even know how many printers they actually possess, let alone how much it costs to run each of them."
— _Carmel Rowley, BERTL/Digital Times_

Managing Documents

"On average it takes 18 minutes to search for a document."
"On average, professionals spend 50% of their time looking for information."
— _Gartner Research_

"Every misfiled document is estimated to cost US $125.00 in lost productivity."
— _Dr. Nick Bontas, Fortune Magazine_

YOUR BUSINESS CHALLENGES

• Document output equipment may be old, leading to quality and reliability problems

• Inconsistent operating costs / no control of costs

• May currently use retail low-cost solutions that are inexpensive to buy, but have expensive operating costs

• Working capital tied up in multiple devices

• Difficulty finding and retrieving information

• Multiple vendors required for support resulting in:
  - *No cost or operational control mechanism*
  - *Multiple invoices and contracts*
  - *Per Dunn & Bradstreet at a cost of $49 each*

What's the solution?

HARDWARE + SUPPLIES + SERVICE + SOFTWARE

ONE COMPLETE PACKAGE

OBJECTIVES

- Control, minimize and reduce the cost associated with the reproduction, distribution, storage, retrieval and management of information, whatever form it takes

- Support your business with technology that enables your personnel to accomplish work with:
  - *Fewer interruptions*
  - *Increased department workflow productivity*
  - *Increased quality of document output*

- Help your business reduce its impact on the environment while reducing the cost associated with your information delivery systems

- In a nutshell — through a holistic approach, reduce your **"Total Cost of Ownership"** for information delivery systems

IMAGE OUTPUT ASSESSMENT

- Because we have a total solution for all of your information management requirements, we have developed the **Image Output Assessment** (IOA), as part of our **Printworks+** program.

- The IOA is a process in which our company works with yours to not only provide a snapshot of the current document flow through your organization, but through key interviews with priority personnel, assist in developing a cohesive plan for your growth.

- The IOA is beneficial to you because it:
    - *Validates whether or not your current expenses meet industry standards.*
    - *Reveals areas where your company can be more cost effective.*
    - *Provides a point-of-view from industry experts and introduces you to new ideas and solutions.*

- Better yet, the IOA is developed at no cost to you, provided you agree to seriously consider the adoption of our customized recommendations.

THE IOA DOCUMENT INCLUDES

- An introduction to management explaining the process, why the IOA was scheduled, etc.

- A summary of the findings of the IOA.

- An asset list of all equipment found in the equipment layout phase of the assessment.

- A basic layout of the current office environment.

- A print/cost audit segmented in a variety of ways to include total prints by printer, total prints organization wide, and the costs associated with current document flow.

- Suggestions and recommendations that include how to improve costs and productivity within the document flow model. It is a strategy for moving forward with improving information management.

- An environmental assessment of how your company can reduce its environmental footprint if the suggestions and recommendations are implemented.

- An economic and benefits analysis comparison of the recommended model to the current state.

THE PRINTWORKS+ PACKAGE INCLUDES

• Hardware, Service Labor/Parts, Supplies/Delivery of Supplies

• Installation, initial and on-going training through Thermocopy University

• "One Call" Dedicated Support, Service and Supply Orders

• Supportworks Help Desk and Remote Access Support

• Document Management Software

• Environmental Impact Assessment

• Delivery of Monthly and Quarterly Usage Reports

QUESTIONS + DISCUSSION