COST CONTROL IS ONLY THE BEGINNING

The long-term value of Managed Print Services

MANAGED PRINT SERVICES CAN YIELD MANY BENEFITS

For many organizations, document printing can be one of the largest expenses on the books—costing up to 3% of revenue. If you are considering a Managed Print Services (MPS) solution, you already know that it can help you understand how much you are spending and how much you could potentially save.

But MPS doesn't stop there. It's part of a total strategy that can help secure your data, increase the productivity of your employees, and accelerate your digital transformation. To deliver on these goals, you need an MPS provider who understands how printing and document management fits into your unique business processes.

Canon Solutions America, an industry leader renowned for its cutting-edge imaging technologies and workflow solutions, has designed a comprehensive MPS program that goes beyond cost reduction to help you achieve your goals in document security, electronic workflows, and environmental sustainability.

We develop customized solutions that can help you achieve immediate cost benefits and adapt to your changing business needs.

WHAT CAN YOU EXPECT?

At Canon Solutions America, we take a holistic approach to print management. We can help your organization:

- Identify current costs and potential savings
- Improve document, printer, and data security
- Determine an optimal mix of output devices
- Maximize the uptime of your printing devices
- Reduce the internal demands for IT support
- Champion your MPS program with employees
- Simplify the management of printing devices

> "77% of organizations indicated that MPS is important to digital transformation."
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> *Managed Print Services Landscape, Quocirca, 2018*

Getting your employees on board

The work involved in transitioning from your current print environment to your future state is often underestimated. Users will likely experience changes in where and how they print, how they order and receive supplies, how devices are serviced, and other processes. While these changes will be positive for your organization, users may initially resist them. Our MPS professionals will help communicate your objectives, benefits, and goals to your employees so they will be faster to embrace and support them.

WHAT IS OUR APPROACH?

We employ a five-phase approach for our managed print services engagements:

1. Discovery

The first step is to understand your present environment. To do this, we conduct a comprehensive assessment of your print infrastructure. This helps to bring visibility to who prints, what they're printing, and how they print. During this audit, we identify:

- How much you currently spend on printing
- Which devices cost you more to operate
- How your employees are using your devices
- Where you can improve workflow and security

2. Design

Once we understand your document needs, our MPS professionals will work with you to design a solution that will optimize your print environment to fit the way your organization works. The solution may include:

- Rerouting print work from devices that are overused or costly to operate
- Adding layers of security to help protect your documents and data
- Replacing single-function devices with multifunctional devices
- Integrating cost-control software into your workflow
- Recommending solutions for automating processes

3. Implementation and transition

Before implementing the changes in your print environment, we will work with you to identify key stakeholders in your organization who can help champion the project internally. Communication is key in assisting employees with transition, and our team of MPS professionals will work closely with your organization to make it seamless. We will install devices and software on an agreed-upon schedule. We will also develop and administer a customized training program for your end users.

4. Support and management

Managing the day-to-day needs of a print fleet can be a full-time job. Once your MPS program is up and running, our Fleet Support Center will monitor and manage all the devices covered under your MPS contract. Our remote monitoring solution can identify, down to the device, when supplies are low and when service is needed. This will allow your end users to focus on their core business priorities with reliable output devices. It will also free your IT team from the tasks of maintaining and metering your devices, while giving you more accurate information about how your devices are being used.

5. Review

As your business changes over time, your print needs will, too. Our MPS team will continue to work with you to make sure your print fleet is optimally located, optimally running, and optimally managed. We will also continue to look for new opportunities to streamline and improve your business processes. We will conduct regular strategy evaluations, have quarterly business reviews, and consult with you whenever you need—ensuring the services you are receiving meet or exceed your expectations.

> **"**MPS provides low price and high performance, less energy consumption, reduced physical footprints, and fewer consumables, less paper and more productivity, and lower maintenance costs. The total cost associated with document production is one-third to almost one-half less when paper, ink, energy drain, and service costs are considered.**"**
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> *Managed Print Services Industry Report, Grand View Research, 2018*

For most organizations, controlling costs is always a priority, and finding new ways of keeping costs down without impacting business productivity can be challenging. One area that has been historically overlooked is printing. In many organizations, printing is largely decentralized, leaving departments and individuals to make their own decisions about hardware, maintenance, supplies, and usage. As a result, costs are spread across financial reports from multiple business units making them difficult to identify and challenging to compare. Managed Print Services can help bring visibility to print costs so that you can gain control of your print environment and reduce costs.

WHY CANON SOLUTIONS AMERICA?

- A Canon U.S.A. company
- Document and data security expertise
- Global print-management capabilities
- Certified training and support team
- Single-source solutions provider
- Nationwide service coverage
- Customized solutions for any business size or industry

- Genuine original equipment manufacturer (OEM) parts and supplies
- Diverse range of input-to-output technologies

We are dedicated to supporting you with superior solutions, highly skilled professionals, and advanced diagnostic systems to maintain peak performance across your entire print fleet. With ongoing consultation, we can further your document management capabilities to ensure the highest level of satisfaction and productivity.

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