



Did you know?

- On average 1-3% of revenue is spent on document output annually
- It is estimated 60% of IT service calls are print output related
- The potential for savings is up to 30% by managing your print fleet
- The actual purchase of devices is only a fraction (5-10%) of the total cost of ownership. Supplies & maintenance is where the majority of the costs are hidden (90-95%)
- Toner is the single, greatest cover cost over the life of your printer, ranking higher than maintenance & the initial cost of the hardware

Managed Print Service

Many businesses have no idea how many printers they have, how much time is spent keeping them, and more importantly, the real cost involved to keep them running. Regardless of the nature of the business or size of the company Managed Print Services is essential to save money, time and resources - a must in today's competitive market place.

Why Managed Print Services?

Cost Reduction - MPS can help a business control unpredictable and often excessive annual printing expenses, not only from the cost of printers, toners and paper but from additional hardware, maintenance services and power consumption.

One Solution - By creating a single source for all your consumables, support and service you will have one monthly payment, one single point of accountability for all devices and complete visibility into your business output and device expenses.

Reduce Carbon Footprint - Many businesses are starting to realise how effective management of resources can play a huge part in reducing their carbon footprint and helping the environment. Our latest machines and toner production process reduce CO₂, NO_x and SO_x emissions which can help reduce global warming and acid rain by up to 40%.

Standardisation - Multiple brands of devices make it nearly impossible to stock consumables and co-ordinate service between multiple vendors. We develop a printing strategy with full transparency on the fleet and the service performance, allowing for maximal control with minimal effort in order to reduce downtime and improve end user productivity.

Reporting / Accountability - YSoft SafeQ software provides detailed reports about your entire print environment, in both table and chart formats. Department managers can automatically receive reports via email, so they can monitor and control department printing costs. With the YSoft SafeQ Central Reporting System, you can obtain centralised reports that include information from across all branches of your network. YSoft SafeQ software also offer secure printing and high flexibility with 'Follow Me®', a simple individual access upon authentication (username, PIN, card etc.,)



On the path to success with MPS

At **MJ Flood** we call this comprehensive partnership MPS or Managed Print Services. MPS means we guide you along the path of success - the path to more efficient processes, maximum data security and an optimised document output fleet, with a system that is environmentally sound, financially viable, and easy to operate and manage.

BENEFITS OF MPS AT EACH LEVEL

Management Level

- Implementation of a managed print strategy considerably cuts costs, boosts productivity and creates efficiencies

Operational Level

- Accurate inventory control
- View the print environment and receive quantitative reporting
- Bespoke service level agreements

IT Level

- Up to 90% reduction in helpdesk calls, allowing the IT department to focus on core business priorities
- All devices are fully identified and mapped
- Proactive maintenance and supply ensures all issues are identified and resolved

Financial Level

- MPS aims to reduce Total Cost of Ownership associated with an unmanaged print environment. Average cost savings can be up to 30%
- Better understanding and more accurate measurements of printing costs
- Print assets are fully inventoried
- MPS streamlines your accounts payable process by creating a single source for all consumables, support and service

End User Level

- Reliable service and support, minimising printer downtime
- Standard 4 hour on-site response time
- Automated supply replenishment delivered directly to your location

“Downtime”: a little word you need not worry about - **MJ Flood** systems have been designed with reliable long-term operation in mind. In the event of faults, help is at hand with a remote diagnostics system and a fast response service team.

Easy automation: toner orders and service requests - Can't print because no one has ordered any toner or placed a service request? Put a stop to this problem with **MJ Flood** automated services and let your device take charge!

Flexible Finance - No upfront capital expenditure or engagement with a 3rd party finance company. All-inclusive quarterly cost for hardware, software and services.

Less is more: avoid unnecessary prints - With 'Pull Printing' the printing process has to be enabled directly on the device. The print job will also 'follow' the user to any printer.

Better safe than sorry: secure print - To prevent any print-outs from falling into the wrong hands, the 'Secure Print' feature requires authentication directly on the device prior to printing, using a staff ID card or P.I.N. Print information is also encrypted, ensuring data protection.

Cost transparency - Don't just record your printing costs in general but allocate them to users, departments and projects. Printing costs can be controlled; define, for example, who is allowed to print in colour.

 SMALL TO MEDIUM ENTERPRISE	 LARGE ENTERPRISE	 YSoft SafeQ SECURE PRINT
 PUBLIC SECTOR	 EDUCATION SECTOR	 GDPR

