



## ROI Case Study

### City Of Las Vegas deploys ROI Print Manager

The City of Las Vegas recently had the opportunity to deploy and implement ROI Print Manager software within our network on a trial basis. The main object was to evaluate the software and review our current printing environment and then make plans to streamline and control the environment.

The software was downloaded from the ROI Website ([www.roiprintmanger.com](http://www.roiprintmanger.com)) and we installed the administrative console on a designated machine within our network. We then used ROI's push technology to deploy client agents to 142 workstations within our environment.

After some initial security configuration issues, the software deployed quite easily without any interruption to the network or required no interaction at the workstation or from users. The support staff at ROI's Call Support Center was very helpful in explaining and assisting with the installation. After a collection period of one month, the data was extracted and an ROI Print Assessment report was generated. The report was very detailed and showed information such as: all local and network printers, number of print jobs, number of printed pages, breakdown of color & black, number of print devices, number of pages per print device and number of pages per user with associated costs.



## Tee up with the best for MPS Success

### PrintSolv...Your Partner For Managed Print Success

MPS can be a challenging course to play. Teeing up the right ball will improve your score.

Offense - Capture, analyse data and propose managed print solutions to new clients

Defense - Monitor and measure the performance of new contracts and current customer installations to maintain and improve profits

FmAudit software solutions are simple to install remotely, easy to maintain to save valuable technical time and are "technically secure" for those tough IT sensitive implementations.

That's why FmAudit solutions manage over 2.2 million printers and copiers monthly for dealers and OEM's around the globe.

If you're going to play in the MPS game...play with the best!

Contact PrintSolv today for a free demonstration on 1300 654 211 or [sales@printsolv.com.au](mailto:sales@printsolv.com.au)



## Interest Grows In MPS

Interest in Managed Print Service programs (MPS) is increasing due to the necessity of cost savings, increasing printing complexity and the ever changing and varied needs of different customers.

The MPS market is shifting to an IT-controlled, printer-based, MFP-centric environment. Since MPS contracts typically cover an entire fleet, this has significant consequences for vendors who are behind the curve with their IT-penetration, such as those who have traditionally sold through the copier channel," commented Photizo CEO Edward Crowley. The Photizo Group estimates that the MPS market is growing over 23 percent annually and that by 2012; around one third of all hardcopy output devices will be under an MPS contract.



**Contact Us Today!**

1.300.654.211  
[www.printsolv.com.au](http://www.printsolv.com.au)



## Your Partner for Print Management Success



## PrintSolv reaches a significant milestone

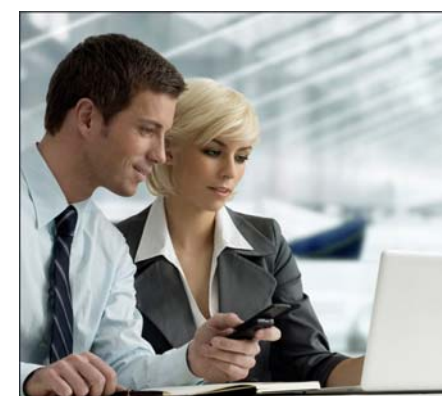
### with its 100th FMAudit Enterprise Subscription

On the first of August 2011 PrintSolv announced its 100th FMAudit Enterprise Subscription. A reseller in Southern NSW became the 100th reseller to join the FMAudit Enterprise program in the South Pacific. This achievement highlights rapid year-on-year growth for PrintSolv in the Managed Print Services Software space since its establishment in 2007. Today more than 120,000 Printers, MFP's and Photocopiers are monitored by FMAudit Enterprise customers in the region.

"I've been involved in every partner sign-up for PrintSolv and the 100th subscription was just as exciting as the first" stated Andrew Tsiourvas, GM of PrintSolv Australia. "I attribute our success to our support team and our highly regarded Enterprise Support Program. We boast the highest number of subscriptions in the region and have so for over 24 months. We are very committed to maintaining our position as a leader in our respective field".

Developed on the .NET Framework, FMAudit Enterprise includes all of the FMAudit modules, partner interfaces and MPS best practices to analyse, propose, monitor and market a MPS Strategy.

FMAudit Enterprise provides some of the following benefits; Remote meter reading and Managed Print Services automation , TCO Reporting to determine operational costs, Adaptive Service Management to filter service alerts , ERP/CRM synchronisation simplifies contract administration, Green Reporting for "eco-friendly" optimisation, Web based assessments, Remote Onsite install and updates, Supply alerts and workflows + much more.



Based in Mascot NSW and Founded in 2007, PrintSolv is the exclusive distributor of FMAudit products in Australasia and the market leader for print management applications in the region. FMAudit specialises in reseller tools that provide data capture and data analysis enabling; print assessment, account reviews, automated meter collection and supplies replenishment.



ph/1.300.654.211  
[www.printsolv.com.au](http://www.printsolv.com.au)



## PrintSolv sponsors Kyocera Event

### Smart Series MFP Roadshow Launch 2011

PrintSolv partnered up with long time customer and partner Kyocera Australia for the recent Roadshow Launch of the new SMART SERIES MFP range by Kyocera.

The new MFP range was launched to Kyocera dealers and resellers throughout Australia and NZ in February and March 2011.

As Kyocera's MPS Software partner, PrintSolv was invited to present at each event about the emergence of Managed Print Services and how PrintSolv's FMAudit offering had successfully assisted Kyocera in the MPS space.

**Quote from David Finn, Managing Director - Kyocera Mita Australia Pty Ltd** "A printer is a printer, what's doing the real smarts is the software, and we're endorsing a product called FMAudit, supplied by PrintSolv, and that's the smarts"

## How to identify a MPS opportunity



### Ask the right questions

1. First, ask your clients if they have a handle on their annual print costs. It is best to suggest a vendor (you) who will provide a printer cost assessment for their needs.
2. How are they handling scanning, workflow and document management?
3. Are there multifunction printers (MFPs) or traditional printers on their network?
4. Are they confident and pleased with the current supplier of the devices and cost of the related supplies/services.
5. Would they be interested in changing a product line for those printer solutions?
6. Would it simplify their operation if someone offered a print solution customised to their operation that bundles supplies and service?

### Take a look at these key customer benefits:

- Peace of mind: customers gain fixed printer costs, regular billing, and total visibility in their production and costs
- Simplicity: customers gain a single point of contact for supplies and service
- Ease of Use: customers receive invoices from single source

## Case Study - Calvary ACT

### NFX helps Calvary Hospital ACT reduce costs using FMAudit

Information Technology Managers face tremendous challenges managing supplies for printers. This is especially true in a healthcare environment. Mission-critical printers are distributed across multiple facilities and floors. Since printers play a critical role in the patient care process, these devices must be up and running with the right supplies.

#### Challenges

Managing printer supply inventories across their fleet of 87 printers presented considerable challenges for Hakan Gultekin, IT Manager for Calvary Health Care. As the IT Manager, Hakan Gultekin faced continual distractions making sure that nursing stations and departments had the printer supplies they needed.

#### Solution: FM Audit Supply Triggered Delivery

NFX Services recommended that the hospital implement their Supply Triggered Delivery program. Using FM Audit print monitoring software, the system monitors the supply levels of each printer and automatically orders supplies when a printer is running low.

Click [here](#) to download the full case study

If you require more information on this case study please contact [sales@printsolv.com.au](mailto:sales@printsolv.com.au) or call 1300 654 211



## Tips For A Top Website

Businesses need to be concerned about how strong their online presence is. These are some key points:

1. **First impressions** - the top reason customers will leave your website is a lack of quality and professionalism.
2. **Inform** - customers visit your website because they want instant information.
3. **Easy navigation** - it's not just enough to have the information on your website, but customers have to actually be able to find it.
4. **Update** - Neglecting your website could reflect poorly on your company.
5. **Lead generation/customer feedback areas** - always have contact information available to customers. Dialogue helps you to pinpoint problems and opportunities.

## HOT Products

### FMAudit Web Audit

#### Gather meter readings without software

- \* You send an email to the client with WebAudit as a link an email
- \* The client clicks on the link and it opens up a web page
- \* WebAudit discovers the printers on the network
- \* The client reviews the list and clicks "Send" to transmit the data to you

It is that simple. Contact us today to learn more.



## Evolved Office

### Custom Newsletter Program for Dealers

E-Newsletters have become one of the most popular marketing vehicles for office equipment dealers to deliver their message (MPS, Service, Green, Document Management, Document Imaging) to their clients. The problem is, it takes time to search, edit and format your newsletter, let alone on a monthly basis. **Not anymore!**

Sign up to Evolved Office by PrintSolv and receive every month a ready-to-go industry specific newsletter (vendor neutral content and graphics inclusive) delivered straight to your inbox for you to send out to your local audience.

- Use your newsletter **service to position your dealership as the "expert"** by educating your clients on office technology.
- Use your newsletter to **enhances your company's reputation and increase lead generation.**
- Use the PDF newsletter as your **"leave behind"** for your sales team and techs.

The newsletter comes in both electronic and PDF format and it is customised with your own graphics. **Call us today to get started! Custom marketing made easy!**

### ROI Print Manager

#### Effective Fleet Management starts with the users

- Add a unique talk track geared at changing users printing habits – manage users, save money & reduce waste
- Discover ALL local and network printers and user print volumes
- Shift print volumes from competitor devices and increase your click count

