

Integrated Print Solutions Bundled Services That Keep Your Office Running Smoothly

Three Levels of Innovative Bundled Products to Maximize your Print and Imaging Resources

Pitney Bowes provides a comprehensive approach to print management that will maximize your print and imaging resources while significantly cutting costs and boosting productivity to keep your business running smoothly. Our Integrated Print Solutions (IPS) offer three levels of bundled products and services—**Basic, Enhanced and Premium**— that can significantly reduce your printing costs, enhance productivity, and improve your ROI.

Our experienced consultants will customize an Integrated Print Solution—an innovative series of bundled products and services—to meet your needs using a simple three-phase methodology that involves minimal change management for your company.

Phase 1 Assessment

An in-depth review of your print and imaging operation determines:

- Business needs
- Printer equipment and supplies usage
- Current service and support structure
- Recycling/green requirements
- Ordering system(s)



Phase 2 Implementation & Management

Based on the Phase I Assessment, an Integrated Print Solution is developed and implemented that covers:

- Reducing printer and supplies costs
- Resources allocation (match equipment to needs)
- Printer fleet repair & maintenance
- Reporting requirements
- Customer care
- Recycling program
- On-site technical support (if applicable)



Phase 3 Reporting & Enhancement

Detailed reports identify opportunities to enhance printing operations and streamline costs:

- Adjust / upgrade equipment as needed
- Determine use of cost-saving supplies
- Integrate supply ordering software (if applicable)
- Add on-site personnel (if applicable)



Integrated Print Solutions | Basic

Our **Basic Solution** provides the flexibility to choose between a cost-effective supplies or equipment repair /maintenance program and is ideal for companies who want to streamline their operational overhead.

Pitney Bowes IPS Basic includes:

Pitney Bowes Brand Ink & Toner

Our remanufactured ink and toner are compatible with all major printer, fax and MFP machines and maintain strict ISO standards for print quality, yield and cartridge life.

They cost **up to 65% less** than the manufacturers' brands and are environmentally-friendly.

# OF EMPLOYEES	ANNUAL COST MANUFACTURERS BRAND	ANNUAL COST PITNEY BOWES BRAND	SAVINGS \$
1,000	\$156,000	\$97,500	\$58,500
5,000	\$715,000	\$385,000	\$330,000
10,000	\$1,400,000	\$700,000	\$700,000
15,000	\$2,200,000	\$975,000	\$1,200,000
20,000	\$2,900,000	\$1,200,000	\$1,700,000

National Service Plan

One-call convenience for same or next day break / fix support from over 1,000 A+ certified Pitney Bowes technicians nationwide (not subcontractors).

With an average **14 years experience**, our technicians receive continual diagnostics training and can service all major brand faxes, printers, and MFPs to keep your equipment running smoothly, minimize downtime, and maximize productivity.

OR



Our IPS Basic Solution also includes **Pitney Bowes Full Protection Warranty** and participation in our **National Recycling Program**.

Optional Services:

- Pitney Bowes Customer Relationship Manager
- Customized Reporting
- Quarterly Business Reviews

Integrated Print Solutions | **Enhanced**

Our **Enhanced Solution** combines our money-savings Pitney Bowes brand ink & toner and our nationwide same day/next day equipment repair service at a single low price.

Pitney Bowes IPS Enhanced includes:

Pitney Bowes Brand Ink & Toner

The benefits of Pitney Bowes brand remanufactured ink & toner include:

- Compatible with most major printer, fax and MFP machines
- Save up to 65% on OEM products
- Eco-friendly cartridges use 1/3 less oil to produce
- Full protection warranty



+

National Service Plan

Nationwide same or next day support from over 1,000 A+ certified Pitney Bowes technicians (not subcontractors) who can service all major brand printers, faxes, and MFPs.



=

Bundled Products & Services

Our Enhanced Solution is perfect for companies who want both nationwide equipment repair service and high-quality supplies for less than the average cost of an OEM cartridge.

COST SAVINGS

OEM cartridge costs \$250

PB Brand cartridge costs w/service \$150

Savings w/service per cartridge \$100

Cost per page model also available.

Our IPS Enhanced Solution also includes **Pitney Bowes Full Protection Warranty** and participation in our **National Recycling Program**.

Optional Services:

- Pitney Bowes Customer Relationship Manager
- Customized Reporting
- Quarterly Business Reviews

Integrated Print Solutions | Premium

Our **Premium Solution** provides more comprehensive print management by strategically matching equipment and supplies to needs to maximize resources on an ongoing basis, for greater cost-efficiency, increased productivity and less equipment downtime companywide.

Pitney Bowes IPS Premium includes:

Pitney Bowes Brand Ink & Toner

The benefits of Pitney Bowes brand remanufactured ink & toner include:

- Compatible with most major printer, fax and MFP machines
- Save up to 65% on OEM products
- Eco-friendly cartridges use 1/3 less oil to produce
- Full protection warranty



+

National Service Plan

Nationwide same or next day support from over 1,000 A + certified Pitney Bowes technicians (not subcontractors) who can service all major brand printers, faxes, and MFPs.



=

Fleet Management

Our unique "equipment agnostic" approach allocates printing resources to optimize efficiencies and reduce your total cost of ownership. An optional MFD program can also be created based on the findings in Phase One: Assessment.



Our IPS Premium Solution also includes:

- Printer Maintenance Kits & Parts
- Total Cost-per-Page Model
- Quarterly Business Reviews
- Print Software
- Participation in our National Recycling Program

Optional Services:

- Customized Reporting
- On-site Technician (if applicable)
- Pitney Bowes Customer Relationship Manager

For more information, contact your local Pitney
Bowes sales representative at **800 -243-9041**
or visit www.pbips.com



World Headquarters
Stamford, CT 06926-0700

The following marks are trademarks or registered trademarks of Pitney Bowes, Inc.: Pitney Bowes and the Corporate Design. All other trademarks shown are property of the respective owners.

© 2011 Pitney Bowes Inc. All Rights Reserved. An Equal Opportunity Employer. Printed in U.S.A.