The webinar will start in just a moment.

Coffee is brewing, be right with you...

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Trading Print for Profitability

Marc Klein

Professional Services Manager

Jill Skelly

Senior Business Improvement Specialist

Michael Young

Strategic Sales Executive

- Most Printer Fleets represent **the largest unmanaged expense** in an organization

- **3rd** Highest Controllable Cost (on average)

- **90% of organizations** don't track their print usage or know how many printers they have

What impact can poor print management have on your organization?

- Organizations can spend up to **3%** of annual revenues on print
- Mismanagement of print can result in **20 - 30% higher** spending on print costs
- Up to **40%** of IT calls are printer related

3 Pillars
For Controlling Print Cost

Hardware
(Right Size / Centralize / Optimize)

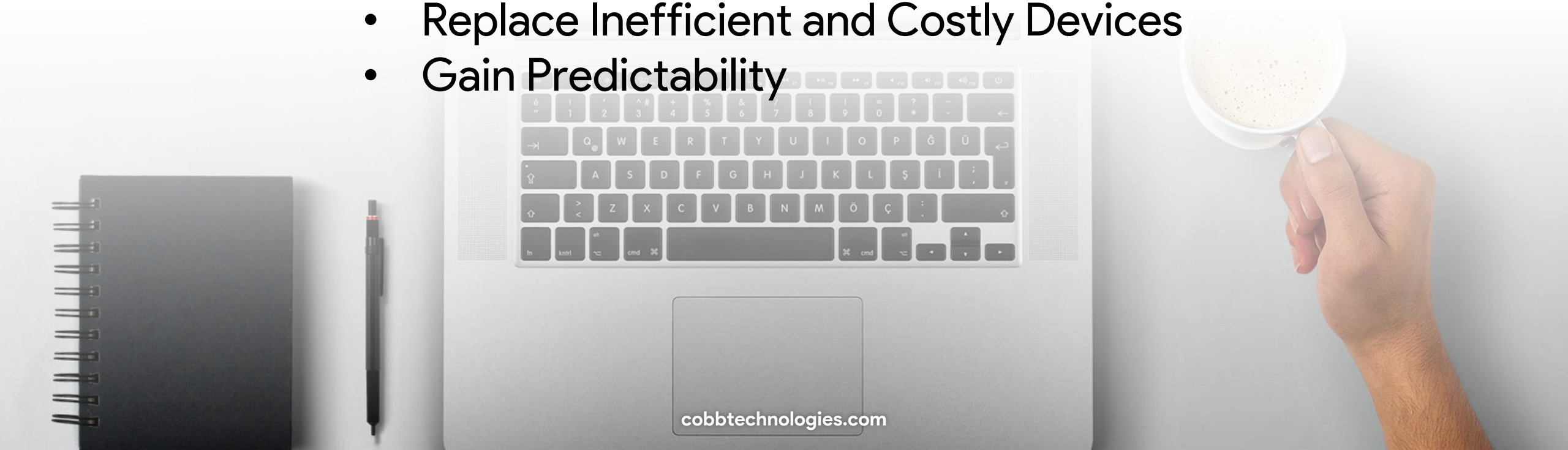
Software
(Monitor / Manage / Automate)

Managed Print Services
(Accurate / Automated / Performance)

Hardware

Right Size / Centralize / Optimize

- Analyze Print Needs
- Reduce “Local” Printers
- Streamline Printer Placement
- Replace Inefficient and Costly Devices
- Gain Predictability



Software

Monitor, Manage and Automate

Monitor

Authentication, Tracking and Reporting

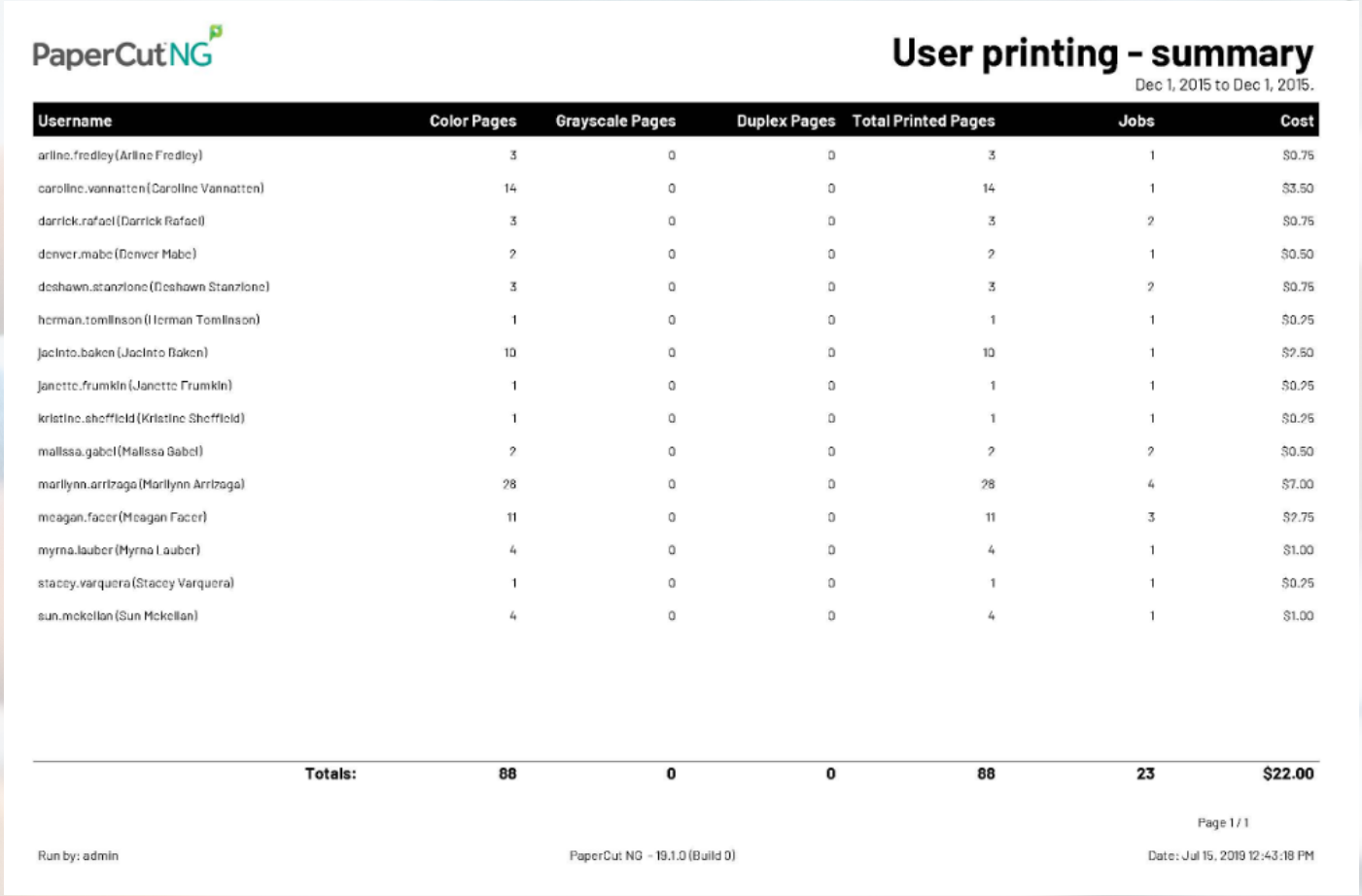
Manage

Soft Management

Automate

Hard Management

Monitor
(Software)



PaperCut NG

User printing - summary

Dec 1, 2015 to Dec 1, 2015.

Username	Color Pages	Grayscale Pages	Duplex Pages	Total Printed Pages	Jobs	Cost
arline.fredley (Arline Fredley)	3	0	0	3	1	$0.75
caroline.vannatten (Caroline Vannatten)	14	0	0	14	1	$3.50
darrick.rafael (Darrick Rafael)	3	0	0	3	2	$0.75
denver.mabe (Denver Mabe)	2	0	0	2	1	$0.50
deshawn.stanzione (Deshawn Stanzione)	3	0	0	3	2	$0.75
herman.tomlinson (Herman Tomlinson)	1	0	0	1	1	$0.25
jacinto.baken (Jacinto Baken)	10	0	0	10	1	$2.50
janette.frumkin (Janette Frumkin)	1	0	0	1	1	$0.25
kristine.sheffield (Kristine Sheffield)	1	0	0	1	1	$0.25
malissa.gabel (Malissa Gabel)	2	0	0	2	2	$0.50
marilynn.arrizaga (Marilynn Arrizaga)	28	0	0	28	4	$7.00
meagan.facer (Meagan Facer)	11	0	0	11	3	$2.75
myrna.lauber (Myrna Lauber)	4	0	0	4	1	$1.00
stacey.varquera (Stacey Varquera)	1	0	0	1	1	$0.25
sun.mckellan (Sun Mckellan)	4	0	0	4	1	$1.00
Totals:	**88**	**0**	**0**	**88**	**23**	**$22.00**

Page 1 / 1

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Report Examples:

- User Details
- Device Details
- Department Details
- User Summary
- Device Summary
- Department Summary
- Sampling by User
- Sampling by Device
- Sampling by Department

Manage - Soft Management

(Software)

- Tracking and Reporting
- Behavioral Management
- Pop-up Windows

Automate - Hard Management

(Software)

Rules and Routing

B&W by Default

Duplex by Default

10+ Pages automatically routed to most cost-effective unit

3 Pillars
For Controlling Print Cost

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Software
(Monitor / Manage / Automate)

Managed Print Services
(Accurate / Automated / Performance)

Print Management

In-Practice

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30/30

30 Day Trial

Print Management Software

(offer available for the next 30 days)

WHAT'S BREWING NEXT?

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THURSDAY, JUNE 11th

MICROSOFT 365: REPLACING OFFICE SERVERS WITH A CLOUD-BASED SOLUTION

Jeff Blount

vCIO

Patrick Judy

IT Solutions Specialist

Cobb Technologies

experienced. proficient. smart.

THURSDAY, JUNE 18th

AUTOMATION IN ACCOUNTING: AI MAKING DOLLARS AND CENTS

Marc Klein

Professional Services Manager

Michael young

Strategic Sales Executive

Cobb Technologies

experienced. proficient. smart.

Q&A SESSION

Thank you for Joining us.

For any other Questions contact us at the address's below

myoung@cobbtechnologies.com

mklein@cobbtechnologies.com