



Computacenter and Xerox

Organisations can cut print costs by up to 30 per cent by working with Computacenter and Xerox to optimise their print environment with best-of-breed devices, simplified management and improved user and environmental controls.

Business Challenges:

Print environments are increasingly under scrutiny as organisations search for new areas in which to reduce cost. Many organisations do not have an accurate picture of their printing environment and as a consequence have little to no grasp of the costs of their print environments.

By understanding, reviewing and controlling printing activity, organisations can not only make significant cost savings, but also simplify management and improve staff productivity - whether you have a single vendor environment or mixed technologies that have changed as your business has evolved.

Computacenter and Xerox can provide organisations with reliable and cost-effective printers, scanners, photocopiers and multi-function devices that meet a range of business requirements – from full-colour A3 high-volume devices for busy print rooms to basic black and white A4 devices for individual users.

Computacenter also offers a unique managed print service that delivers a measurable return on investment by enabling organisations to achieve more with their existing assets. The service is customised to meet customers' organisational needs and can comprise remote monitoring, hardware maintenance and consumables management, with functions such as departmental billing and 'follow-me' printing also part of our service portfolio.

Our print supply, support and managed services enable organisations to optimise their printing operations, resulting in:

- Reduced costs of up to 30 per cent through better design of the print environment
- Consolidation and optimisation of the printing estate
- Lower environmental impact through reduced power and, more importantly, paper consumption
- More flexible printer services that can respond to business growth, consolidation, relocation, mergers and acquisitions
- Transfer of printing spend from capital to operational expenditure

Key Benefits:

The way in which documents are managed and distributed has changed significantly over the last 10 years – and will continue to evolve. Our services are designed to ensure that organisations can meet current and future print needs without being tied to outdated contracts. We can help you:

Control costs: As well as providing access to the Xerox devices you need at the lowest price point, Computacenter helps organisations reduce operational costs by repositioning – and, where there is a proven ROI, replacing - existing print assets. The pay-per-print consolidated billing structure of our managed service transforms capital costs to operational expenditure to enable easier budgeting.

"With Computacenter's IT infrastructure knowledge and our expertise in Managed Print Services, organisations are able to focus on their core business, reduce costs and drive long term growth."

Darren Cassidy
Vice President Channel Managed
Print Services, Xerox





Partners

Simplify management: Xerox devices are renowned for their reliability and come with excellent warranties. Xerox also offers vendor-independent print management software to enable organisations to respond more rapidly to printer problems and consumable requirements across large and diverse printer estates, thereby ensuring devices remain highly available and fully managed regardless of the existing vendor estate and customer investments.

Improve sustainability: Optimised print devices and services help to reduce the utilisation of consumables and power. For example Xerox's new ColorQube device provides a 50 per cent cost saving on colour printing and creates 90 per cent less waste. Computacenter can also help organisations establish automated environmentally friendly processes, such as automated device shutdown and enforced two-sided or black and white printing.

Deliverables:

Computacenter provides organisations with access to the full range of Xerox products and services, including software. We shipped 10,000 Xerox devices in 2009, many of which we also configured and we manage on an ongoing basis.

Our print managed service uses Xerox software to monitor and control multi-vendor print devices and includes device supply, software and solutions, consumables management and supply and hardware break-fix and maintenance services. It also includes consolidated billing, comprehensive reporting and ongoing review and analysis of the print environment to ensure business needs are continuously met at the lowest cost.

Ageing printing devices that are no longer delivering value for your organisation are remarketed and recycled in accordance with the WEEE Directive via our specialist disposal arm, RDC. As part of the migration process for our managed print service, we will purchase any existing assets that are no longer to be used at the net book residual value.

Why Computacenter?

Computacenter and Xerox have been working together for more than 20 years, with an increasingly strategic relationship over the last five. As a result, Computacenter has the experience and expertise to supply, configure, integrate and support your Xerox print environment.

- We were the leading Xerox Premier Corporate Reseller in the UK in 2009
- Our capabilities span the entire IT infrastructure, so we can ensure your print environment is fully integrated and provide support either on a stand-alone basis or as part of a wider desktop managed service
- We support more than 1.5 million user devices on behalf of our customers and operate a 24x7x365 multi-lingual service desk

Consultancy Services

Computacenter's consultancy capabilities cover the full range of workplace technologies as well as both datacentre and networking technology areas. We offer pragmatic technical advice gained from achieving highest level accreditations and practical experience gained over our many years of service development and innovation in our top tier vendors.

Commercial Solutions

Our commercial solutions enable significant cost savings whilst increasing productivity. We do this by assessing the environment and looking where best practice can be implemented in order to drive operational costs down thus improving operating profit. It is not always about buying the cheapest at the time, but looking at the benefit of said solution over a 3-5 year period and comparing it to other options available to make an informed decision.

What next?

To find out how Computacenter and Xerox can help you, please visit:

www.computacenter.com/xerox

or email:

technology@computacenter.com