



KONICA MINOLTA

**SAVE UP TO
32% COSTS**

**RETHINK YOUR PRINT
INFRASTRUCTURE**



**MANAGED PRINT SERVICES
CONSULT**

Giving Shape to Ideas

FED UP WITH LOSING TIME AND MONEY IN MAINTAINING YOUR PRINT INFRASTRUCTURE?

GETTING FULL TRANSPARENCY OF YOUR PRINT FLEET IS NOW AS EASY AS 1,2,3

With Managed Print Services (MPS) Konica Minolta helps you optimise your infrastructure in only three steps: Consult, Implement, Manage. The program is designed to reduce costs, increase your staff's productivity and reduce the burden on IT resources. Discover the full suite of modular Managed Print Services we're offering to help move your business forward.

Your current workplace in a nutshell

- Running costs are estimated at 50% of total cost of ownership (KONICA MINOLTA ESTIMATION, 2019)
- IT departments are often hold back by repetitive tasks such as hardware maintenance (CIO, 2016)
- 63% of decision makers chose security services as the top area for future investment (QUOCIRCA GLOBAL PRINT 2025 STUDY SECOND EDITION, 2019)
- 52% of decision makers see reducing environmental impact as a top print management challenge (QUOCIRCA GLOBAL PRINT 2025 STUDY SECOND EDITION, 2019)

What Managed Print Services can do for you

- Right size your print environment through transparent insights
- Save on up to 32% print related costs
- Outsource non key functions to free up your time and energy to focus on the business
- Ensure an average 95% printer uptime and increase the productivity of your teams
- Improve your business sustainably through long-term analytics and insights
- Reduce your carbon footprint by up to 28%

Our approach to optimise your workplace

We combine different services in just three steps:

Consult

We conduct a thorough assessment of your current print environment, requirements and needs, capture networked device output and identify usage patterns and print volumes. The data is used to design an optimised placement and document production environment.

Implement

We control the program from end to end, with technical consulting and support for all devices and documentation for end-users and IT administrators.

Manage

Daily device monitoring and service allow your staff to spend more time on more strategic initiatives. Regular management reports keep you apprised of progress and identify areas for improvement.



CONSULT SERVICES

This process establishes the baseline for program measurement during the Managed Print Services engagement. The information gathered during our assessment process will be used to establish your organisation's print strategy including recommendations on workflow efficiencies, print governance and mobile strategy as well as document management.

Basic

Get a quick-check of your existing equipment to set the baseline for optimisation.

This service gives a quick and easy overview of the total cost of ownership (TCO) for the current networked device fleet. Identification of the most obvious opportunities for fleet optimisation through data available in Konica Minolta's rich databases assists in generating a optimisation proposal and with a substantially improved TCO.

Your benefits

- Overview of current network-connected device fleet and related printing costs
- Identification of possible quick win opportunities from device fleet optimisation
- Solid basis for taking the right strategic direction to reduce your printing related costs

Comprehensive

From what your fleet looks like today to what your needs may be tomorrow, we'll provide an in-depth analysis and recommendation for optimisation.

This service comprises the capture of the current printing environment including non-networked devices. Site interviews and device monitoring provide an in-depth understanding of printing needs and habits. This allows a qualified optimisation proposal that addresses the majority of possible improvements.

Your benefits

- Transparent overview of your current printing environment, both networked and local connected
- Understand where and how the current print volume in your company is generated
- Accurate baseline of your TCO and ROI of optimisation proposal

Visual

Making the invisible visible: Get the bird's eye view on your printing environment.

This service includes the visualisation of the current fleet of paper output devices on your premises and provides a floor plan of the optimisation proposal.

Your benefits

- Documents that reliably visualise the current printing environment
- Visual support for the print fleet optimisation
- Documentation of your printing hot spots and white spots





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CONSULT SUMMARY

KONICA MINOLTA SERVICES OVERVIEW

DESCRIPTION	BASIC	COMPREHENSIVE	VISUAL
Kick-off meeting to define the scope and procedures for the analysis	✓	✓	✓
Software-based device discovery and capture of document output	✓	✓	✓
Device monitoring to analyse printing behaviour of an agreed time	-	✓	✓
Site inspection to capture non-networked devices and conduct standardised interviews	-	✓	✓
Approximate TCO calculation with average street prices for device and consumables	✓	-	-
Detailed TCO calculation with real customer data and benchmark vs average street pricing	-	✓	✓
Obvious optimisation based on industry experience	✓	-	-
Optimisation based on professional research for real utilisation, print policy and site layout	-	✓	✓
Estimation of total savings potential and other gains	✓	-	-
Calculation of actual costs savings and additional efficiencies	-	✓	✓
Meeting(s) for result presentations	✓	✓	✓
Mapping of the actual fleet of print, copy, scan and fax devices into floor plans	-	OPT	✓
Mapping of the proposed optimised environment into same floor plans as above	-	OPT	✓

‘It was one week before Christmas, and we needed immediate print support. Despite the busy holiday period, the Konica Minolta team responded quickly, and managed to get someone onsite to evaluate our current position, and future requirements.’

Dane Marcus, IT Operations Manager, Ascham School, Konica Minolta customer

YOUR NEXT STEP

Contact us to learn how Managed Print Services unleash your business’ potential.

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