



Take control of **PRINTING COSTS**

### Do you have a “print” problem?

In many organizations the printer fleet is the last large unmanaged expense; future trends indicate the time has come to take control.

- It is estimated that corporations spend between 1-3% of their total revenue on printing.\*
- The average office employee spends \$15,000 annually on document output.\*\*
- Printer volumes are increasing 11% annually (9% black & white; 19% in color).\*\*
- More printer activity calls for growing demands of internal support—from administrative staff to the IT department.
- It is estimated that 40% of all IT help desk calls are printer related, pulling valuable IT staff off core projects.
- Capital budgets are being stretched with random, uncontrolled, uneducated purchases of printers and related supplies and parts.

### CARBON SiX Printing Solutions Can Solve Your “Print” Problem.

#### CARBON SiX Program Overview

CARBON SiX Printing Solutions is an innovative print management system that will maximize the potential of your printer fleet while providing you peace of mind. This turn-key print management program will manage, service, and supply your printers allowing your organization to gain control, increase efficiencies, manage costs, and most importantly, allow you to focus on your core business.

\* Source: All Associates

\*\* Source: The Gartner Group

### CARBON SiX Key Elements

Element 1: Print Management Software

Element 2: The Core Supplies-Toner

Element 3: Printer Service & Parts

Element 4: Inventory Management

Element 5: Ongoing Print Management Consulting

Element 6: Trusted Sales Support—Single Point of Contact

#### Element 1: Print Management Software

The CARBON SiX remote monitoring system is comprised of powerful, yet easy-to-use software that is designed to monitor, report, and manage fleets of printers, copiers, fax machines, and multi-function peripherals. With a simple download onto your network, the CARBON SiX Data Collector Agent (DCA) will remotely collect and store all of your printing devices’ diagnostic data, helping to diagnose problems before they occur and identify overworked or under-used devices. Key software features:

- 5-minute software installation
- Secure data transfers—HIPPA compliant
- Automated real-time snapshot of fleet including number of printers, types, meter reads, service alerts, general status of printers
- Automated supplies ordering
- Reports for usage, errors, toner levels, mono vs. color usage, device utilization

#### Element 2: The Core Supplies-Toner

##### CARBON SiX Brand Available

- Virgin cores only
- Guaranteed to equal OEM yield
- Computer controlled, precision filling
- Highest grade toner in each cartridge
- All major components meet rigorous standards
- 100% warranty against defective parts and damage

##### Select OEM Brands Available

1% to 3% of your annual revenue  
is spent on printing.\*

## Element 3: Printer Service & Parts

One of the key components of CARBON SiX Printing Solutions is the highly trained and dependable technicians that participate in the National Service Provider Network (NSPN).

- Highest rated HP service provider network in the U.S.
- Over 350 authorized service agents across the U.S.
- All technicians must meet stringent certification requirements as established by the manufacturer
- 93.5% first time fix rate across all brands—among the top in the industry
- Return visits are kept under .057%
- Less than 8-hour response service

## Element 4: Inventory Management

Unused printer supplies in your office is cash not working for you! The software provides real-time data and reporting that makes supplies inventory optimization a reality. The CARBON SiX Program consists of an inventory management strategy that is mutually designed by CARBON SiX consultants and each end-user location. The comprehensive program also eliminates supplies obsolescence, saving space and money.

## Element 5: Ongoing Print Management Consulting

True print management must be done by a print management expert. Formal quarterly reviews are conducted to discuss all aspects of your printer fleets ranging from total spending, to printer fleet optimization, to right-sizing opportunities. These quarterly reviews provide the ideal forum to drill down on unnecessary costs and inefficiencies that are common in most print fleet environments.

## Element 6: Trusted Sales Support-Single Point of Contact

Although many support contacts are behind the scenes facilitating each CARBON SiX Print Management Program, you can be assured that one single point of contact will manage and oversee all of your unique print management needs. Each CARBON Six Program is custom designed to specifically address each end-user environment.

## Key Software Views:

Device Name	Supplies	Status	Count	Serial No.	IP address	Location	Asset #	Model
hp color LaserJet 4600	0	Normal	0	JPAKD0173	192.168.1.22	QC Testing	00446	HP Color 4600
HP Color 4600 LaserJet	0	Warning	0	JPAK03986	192.168.1.60	Call Centre/Market	ABC123	HP Color 4600
HP LaserJet 520	0	Normal	0	AAAXYY9990	192.168.1.13	location	asset	HP 5000
HP LaserJet 3020 Series	0	Normal	0	JPELP12070	192.168.1.4	Monochrome HD	2542375-1	HP 3000
hp color LaserJet 5500	0	Normal	0	JPE000445	192.168.1.193	Quality Control	nr123456	HP Color 5500
hp LaserJet 4200	0	Normal	0	USZYHN2159	192.168.1.143	Tests office	12345	HP 4200
Lexmark E210	0	Normal	0	ABDEZ304908	192.168.1.63	654	654	Lexmark L210
HP LaserJet 4000 Series PS	0	Normal	0		192.168.1.32			HP 4000
HP JetDirect External L FormFactor, OFT/A, Tr112	0	Normal	0		192.168.1.11	blg1	2	Lexmark Optra T612
Lexmark Optra T612 41MP632 420 000005	0	Normal	0	41MP632	192.168.1.57			Lexmark Optra T612
11K3306	0	Normal	0		192.168.1.94			Undefined
CPJ	0	Normal	0		192.168.1.84			Undefined
CPJ	0	Normal	0		192.168.1.91			Undefined
printnet.com - kockka IL-2015 (PS)	0	Normal	0	abc456	192.168.1.85	Development Desk	15436	Undefined
T4b T3024	0	Normal	0	CP42021	192.168.1.58			TabletSystem Color 1804
CP JetDirect External LIG-2000	0	Normal	0		192.168.1.36	Order Entry (Blg2)	203455056-1	hpDirect Box
LASERJet 3120	0	Normal	0	v1a2034	192.168.1.29	Printer Lab	123456	hpDirect Box
hp color LaserJet	0	Normal	0					
Mouse Cors 1 of 1	0	Warning	2065					
hp color LaserJet	0	Normal	0					

### Technical View

**Device Information**

Device Name: hp color LaserJet 4600  
 IP Address: 192.168.1.60  
 Location: Call Centre  
 Serial Number: JPAK03986  
 Asset Number: 00446  
 Device Status: Ready  
 Device Installation (%): 100%  
 Device Coverage (%): 15.3%
 Device Display: Ready

Device Errors: None  
 View FEED  
 Last An Onv Date: Jun 12, 2006 14:28:44 PM

Buttons: [Past 24 hrs] [Place Service Call] [Flags] [Service History] [Warranty]

95,000 page duty cycle, maintenance req @ 120,000 pages

**Meter Reads**

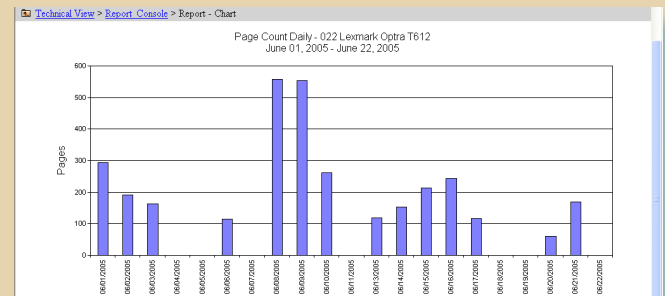
	Total	Total Color	Copier Mono	Copier Color	Print Mono	Print Color	Fax Mono
Yesterday	0	0	0	0	0	0	0
Current Month	2,488	2,482	0	0	20	1,160	0
Previous Month	8,423	8,399	0	0	0	0	0
Life	84,995	81,860	0	0	3,125	61,860	0

**Supplies**

Level	Product #	Quantity	Last Order Date
63%	HP C9720A	1	Jun 07, 2006 @ 20:05
98%	HP C9721A	1	May 08, 2006 @ 11:53
77%	HP C9722A	1	May 08, 2006 @ 11:53
65%	HP C9723A	1	May 08, 2006 @ 11:53

[Order Now]

### Device Detail Information



### Asset Report

## CARBON SiX Solves Print Pain Points

A poor print management program costs time, leads to unnecessary spending and printer chaos. CARBON SiX Printing Solutions can cure the printing pain points for everyone in an organization by cutting costs and streamlining processes.

### The CEO will be happy because:

- A strategy will be implemented that cuts costs, boosts productivity, and creates efficiencies

### The CFO will be happy because:

- Current printer fleet can be maintained without adding unnecessary hardware, permanently reducing an IT infrastructure budget
- Printer fleet costs will be appropriately attributed
- A cost reduction strategy for the printer fleet will be developed with a trusted dealer

### The IT Manager will be happy because:

- All printing devices will be identified within minutes
- Maintenance and supplies fulfillment is initiated before issues arise
- Printer fleet management headaches will disappear

### The Purchaser will be happy because:

- Hardware usage can be quickly assessed and strategically replaced

### The End-User will be happy because:

- Overall printing will be more efficiently managed, supplied, and proactively serviced
- A managed printer inventory will save unnecessary administration time

What Are You Waiting For?  
Request A CARBON SiX Assessment Today!

