



Laserfleet

~Solution Driven Results~

Since 1988, our Managed Print Services Programs have allowed for businesses to leverage their printing assets against both time and monetary depletions. To start, we take complete snapshots of both your imaging fleet as well as your supplies inventory structure. Next, we immediately go to work to begin the eliminations of all hidden expenses. Martin & Martin offers three different styles of printer programs to choose from; Service *Now!*, A Modular Approach and Printrak. Each Program varies in its features, so one will fit perfectly to your specific

Just the Facts

- hp studies show that 90% of printing has no controls put on it.
- The main reason for early printer replacement: Poorly done service work and low printer upkeep.
- Up to 20% of calls to IT are caused by printer related problems.
- 18% to 24% of printed documents are never used, but discarded.
- The average supplies area has no controls on it, leaving it open to theft and abuse.
- Most IT Departments lack an accurate printer fleet database, due to fragmented purchasing done by outside departments.
- After replacing any given printer, most companies have \$150-\$1000 of unusable toner left over.
- An average company overstocks on toner and ink, from between \$500-\$1500.
- Printing costs drop by 30% or more, once employees realize their document printing is being tracked.
- Toner purchases drop by 22% when inventory is regulated.
- 70% of information theft is done internally, with printed documents.
- Printing can be the third highest expense to a company.

Service *Now!* ~ There When You Need Us

Service on Demand is the most widely utilized form of printer repair today. Martin & Martin believes time is money, and the importance of getting a service technician onsite ASAP is critical. Nothing takes priority for us like a broken down printer!

- **Scheduling Priorities:** We arrange our schedule based upon customer needs. When your printer needs service, we're *there!*
- **In-Stock Parts:** Martin & Martin stocks hundreds of common parts, and brings them onsite, so you don't have to wait.
- **Trained, Experienced and Confident Technicians:** With our technician onsite, you will never have to worry that a problem can't be solved. Our techs are trained, experienced, and have never met a problem we can't fix!

A Modular Approach

At Martin & Martin, our Printer Maintenance Program is based upon our Modular Approach, meaning that you can mix and match our different Services Modules, in order to achieve the right Maintenance System that works best for you.

Finally, a Printer Maintenance Program That Makes Sense

- Save money by selecting only the Printer Service Modules that you really need, in order to make your printing a success! Modules include Priority Service ~ Service and Supplies ~ Prevent Care Maintenance ~ 24 x 7 On Call Service and more!
- Peace of Mind ~ No more worries about surprise repair costs. You pay just one quarterly fee that covers all your service, and if you choose, supplies too.

Printrak ~ Managed Print Services

Martin & Martin is the long standing, recognized industry leader for providing Print Asset Management and Cost Recovery Solutions, both to corporate offices and to higher education environments. Since 1988, we've helped our customers to track, monitor, audit, and control their printing environments. Through the reduction of hidden costs, performance optimization, device purchasing guidance and making the most of existing ones, we've helped thousands of clients to print at peak performance while saving \$\$!

What If You Could....

- Reduce imaging supplies costs by 30%?
- Increase document security while boosting printer efficiencies?
- Eliminate the need for multiple vendors and suppliers, while cutting down on paper work?
- Pay a single, affordable monthly payment, covering all aspects of inventory, supplies, and maintenance work? *Let us show you how!*