

# Enhanced Managed Supplies Service

## Xerox® Partner Print Services

Enhanced Managed Supplies Service (EMSS) enables Xerox® Partner Print Services Partners to provide consumable supplies for devices that are not under a cost per page price plan. Using the Fleet Management Portal (FMP) resellers can monitor the status of devices and order supplies as needed. All supplies ordered are fulfilled by an Authorized Xerox Distributor.



### Building New Partner Opportunities

Partners can easily provide printer supplies for a broader range of printers priced on a per-toner-cartridge basis. You can now offer your customers:

- Supplies for Xerox® and non-Xerox printers
- Supplies for connected and non-connected devices
- Easy, simple supplies fulfillment service
- Greater satisfaction with more devices under management
- Enhanced contract flexibility

### New Profit Opportunity

Without EMSS, your customer might buy supplies for non-Xerox printers from you on an as needed basis. When this occurs, genuine OEM supplies are often used for non-Xerox printers, with higher prices to the customer and lower margins for you. Offering less expensive, high quality Xerox® Replacement Cartridges through EMSS provides savings for your customer and greater profits for you.

EMSS fosters longer term engagement with your customers.

- With EMSS your customers get an ongoing monitoring/fulfillment service that covers many more printers
- Fulfillment with Xerox® Replacement Cartridges means this service brings maximum customer savings and partner revenue for a longer term

### Xerox® Replacement Cartridges—the Quality Alternative for Non-Xerox Printers

Xerox offers a broad selection of laser toner cartridges for non-Xerox printers, supporting products from major printer manufacturers such as HP and Brother. Xerox® Replacement Cartridges are available for over 240 printer models. Plus, the compatibility list is continuously refreshed as new printers enter the marketplace.

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## Step by Step



\* Xerox® Replacement Cartridges preferred for non-Xerox devices. OEM cartridges available if needed.

### Customer Benefits

- **Save money:**
  - No need to maintain supplies inventory
  - Obtain supplies service without a break-fix contract for devices that are old and will be replaced or are non-networked
  - Xerox® Replacement Cartridges are less expensive
- **Save time**—no need to order supplies
- **Increase productivity**—greater device uptime with proactive supplies fulfillment for networked devices
- One convenient, single point of contact for supplies for more printers

### Data Security for Your Customers

Data Hosting operations are certified to ISO/IEC 27001, the best-known standard providing requirements for an information security management system (ISMS). No user information or print job document content is collected, transmitted or stored.

### Partner Training

Xerox offers convenient online e-Learning EMSS training courses, each one hour or less in duration. Once the required training courses have been completed via Learning@Xerox, you're ready to add EMSS to your service offerings.

### Course Descriptions

Program Overview and Sales	Technical and OPs
Learn how to identify, sell and operate a supplies service using new processes and tools.	Learn how to deploy the Managed Supplies Service to customers, the day-to-day operations of the Service, and its reporting capabilities.

### Let Enhanced Managed Supplies Service Work for You

EMSS brings you the benefit of increased supplies business with your customers.

- Do you have accounts for which you're not providing supplies for all print devices?
- Are there new customers you could call on to buy supplies from you?
- Do you have an opportunity to win supplies business from your competitors?

Build your business with Enhanced Managed Supplies Service for Xerox® Partner Print Services.

