STEP ONE > Insert, Launch, Save, Remove

You have just performed a snapshot or **Rapid Print Assessment™** of the print/copy/fax/scan/color devices on your customer's network. You have unlocked this information quickly and unobtrusively using the FMAudit™ Viewer USB™. You have achieved this with limited network experience, without having to install any software, and with little or no customer IT support.

Such audits used to take days to weeks of effort, especially with large networks having thousands of devices; now they take you only minutes.

STEP TWO > Analyze Data / Integrate With Xerox XOPA

Back at your office, produce multiple reports and export to XOPA with just one click.

Custom Xerox XOPA Export Report:

This custom report includes actual customer device information (e.g., device make/model) and usage statistics.

This report prepares the data in a .csv file format for easy import into XOPA. It offers an optional step to inspect and/or modify the data prior to XOPA import.

First & Second Dates — Allows the user to select two audit dates to import into XOPA. It delivers usage volume per device within user-defined flexible time frames. Example: Monthly black-and-white and color volumes from actual reads are directly imported.

Identity Mapping Technology™

IMT™ automatically maps the data for XOPA compatibility. It reduces manual intervention and delivers accurate results. Note: most users will not know about this feature or how it even works. They will simply know that FMAudit Viewer USB delivers better accuracy with less manual intervention.

Resident Dynamic Reports:

- Monthly Usage Matrix — graphically illustrates monthly usage; total, mono and color volumes and **toner coverage** (%).
- Usage vs Recommended Duty Cycle — reports **over** and **under** utilization by visually representing threshold percent of duty cycle.
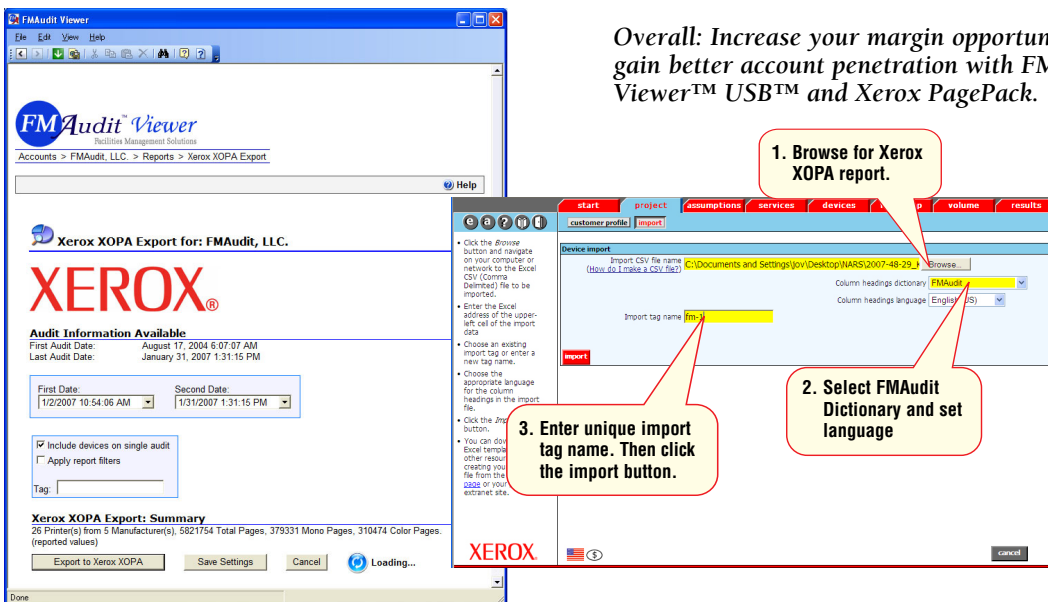
Key Benefits:

- *Reduce time to perform assessment from data collection to XOPA assessment customer reports*
- *Improved customer acceptance — device fleet and actual usage characteristics drive XOPA cost and usage metric calculations*
- *Sell value add solutions and services*
- *Create quality & reliability — Customer data is empirical, specific, accurate and timely. Enhanced XOPA report will allow you to see relevance to that specific customer, especially with true-cost analysis, ROI and potential cost savings.*
- *Increase productivity (speed) — Very fast device discovery and associated volume, and ultimately XOPA deliverable production. Thus, you can shorten sales cycles.*

STEP THREE > Increase Account Penetration: Recommend a Customized Xerox PagePack Solution

- Leverage your XOPA assessment by creating a customized recommendation using Xerox PagePack solutions
- Easily incorporate the benefits of PagePack program
  - Capture 100% of supplies and service revenue for the life of the contract
  - Less administration, less risk, less competition

Overall: Increase your margin opportunity and gain better account penetration with FMAudit Viewer™ USB™ and Xerox PagePack.

1. Browse for Xerox XOPA report.

2. Select FMAudit Dictionary and set language

3. Enter unique import tag name. Then click the import button.

Xerox XOPA Export

Bridge the gap between end-user device usage statistics for auto data population in XOPA.

Grow your accounts and lock them in with FMAudit™ Viewer USB™

SOLBR-23UA

right sidebar

SNAPSHOT DATA UNLOCKED

> Device location
> Manufacturer
> Model
> Serial Number
> Description
> Location
> Total Pages
> Volume
(between snapshots)
> Many Other Meters
> Color / Mono
> Print / Copy
> Fax / Scan

FMAUDIT™ VIEWER USB™

SPECIAL PRICING PROGRAM FOR XEROX PAGEPACK™ AUTHORIZED RESELLERS —

AVAILABLE MARCH 2007 THROUGH SOFTWARE SPECTRUM

For details, go to www. xerox.com/office/resellers

Minimum Technical Requirements
Customer Workstation
Windows 2000 or higher
Connected to target network