

Fusion 2011 Partner Summit

Where service and solutions fuse

Welcome to the Solutions Pavilion. The services-based economy is all about helping your customers succeed. The Solutions Pavilion provides an opportunity to meet with over a dozen of the industry's premier solutions providers in a comfortable, business-focused environment.

Xerox in the Solutions Pavilion

In addition to offering an opportunity to meet face-to-face with premier Xerox business partners, the Solutions Pavilion at Fusion provides hands-on exhibits of the latest products and solutions from Xerox.

Sustainable Technology

Customers want more environmentally-friendly solutions—without premium prices. Xerox is leading the office printing industry in reducing waste with technologies like solid ink and EA toner. Learn how to leverage our greener solutions to increase your sales in an increasingly environmentally-conscious marketplace.

Xerox Color

See our market-spanning color products portfolio in action. Learn how the depth and breadth of our extensive product line is better for your business and your customers.

PagePack®

Partners who leverage the growing trend of customer demand for outsourced IT services will want to include Managed Print Services (MPS) in their services portfolio. Our PagePack® MPS solution was designed by the channel, for the channel. Find out how our Partners are increasing their revenue, profit and repeat customers with MPS.

Solutions

Xerox® solutions provide rewarding opportunities for Partners to help their customers reduce costs and streamline their business processes. Xerox product experts will be on-hand to show how our document management solutions address real customers' business needs. Xerox® solutions provide a profitable addition to your services-led sales strategy.

Team Up with Xerox

Xerox swept CRN's channel awards in 2010. Team up with Xerox and find out how our most successful Partners earned more by joining our award-winning Peak and Peak Premier programs. Our channel Partner exhibit is staffed by program experts ready to champion your opportunities and answer your questions.

Cloud-based services

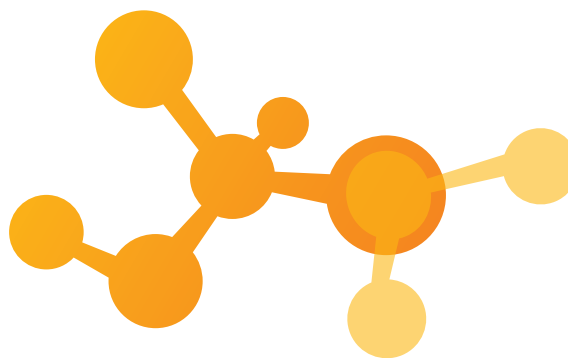
It's time to replenish your revenue. Come by and see our new cloud-based services opportunity in action—up close and personal. Designed for repeat performance, our new sales enablement solution is on display and ready for hands-on demonstration—staffed by program managers.

Xerox ASP Program

Enhance and grow your services business by using our new Service Partner Business Tool. Learn how to increase your service business by making a few changes to your services structure and service offering portfolio with the Service Partner Business Tool.

Xerox Replacement Cartridges

Xerox Replacement Cartridges for HP, Brother, and Lexmark provide equal or greater performance than the OEM cartridges at substantial customer savings, higher profit margins for Partners, and overall value. Our cartridges are backed by a lifetime performance guarantee. Support, including training and marketing initiatives, will be provided to Partners.



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Solutions Pavilion

Premier business partners

Over a dozen of Xerox' premier business partners are on hand in the Solutions Pavilion. They're ready to provide back office, financing and complementary software solutions to improve your business operations; distribution and fulfillment; and extend the power of Xerox MFPs.

Barrister Global Services Network, Inc

Barrister Global Services Network is a premier provider of multi-vendor IT services. We are the oldest and largest woman-owned computer service company within the United States. We serve customers in the commercial, government and consumer markets. Barrister has over 13,000 technicians A+, MSCE, CNE, warranty-authorized and product certified.

www.barrister.com

Cisco

Built on 25 years of industry experience, 50 million installed devices, and more than 6 million annual customer interactions, Cisco smart services encompass capabilities across our whole portfolio. Combined with our renowned network industry expertise, smart services reduce costs, mitigate risk, and drive innovation.

www.cisco.com

ConnectWise

ConnectWise is the leading business management solution designed exclusively for IT solution providers, MSPs, technology consultants, integrators and developers. More than 49,000 professionals rely on ConnectWise to provide a 360-degree view of their organization to create maximum efficiency, profitability and customer satisfaction.

www.connectwise.com

Digital Gateway

Since 1995, Digital Gateway has assisted over 1,100 companies drive their business operations successfully with its innovative e-automate dealer management software. Dealerships are experiencing even more need to focus on managed print to secure their business and e-automate assists dealers in automating each step of securing and keeping pages under contract.

www.digitalgateway.com

e-onlinedata

e-onlinedata processes credit cards for virtually every size and type of business. By selecting e-onlinedata as your merchant account provider, you'll receive the most competitive rates and the best customer support in the industry. The team at e-onlinedata seeks out new technologies that will make fast, secure credit card transaction processing more efficient and cost effective for you.

<http://xerox.e-onlinedata.com>

ECi

With ECi, one size doesn't have to fit all. Through our DDMS®, La Crosse™ and OMD® systems, we offer solutions for dealerships of every size and business model. While each system has its own unique strengths, they all help companies manage costs and improve profitability across their operations.

www.ecisolutions.com

GreatAmerica Leasing

Founded 1992, GreatAmerica is a national commercial equipment finance company dedicated to helping manufacturers, vendors, and dealers be more successful and keep their customers for a lifetime. GreatAmerica provides financing and consulting services in all fifty states and some U.S. Territories.

www.greatamerica.com

Ingram Micro Inc.

A Fortune 100 company, Ingram Micro Inc. is the world's largest technology distributor and a leading technology sales, marketing and logistics company for the IT industry. Ingram Micro creates sales and profitability opportunities for Vendors and Resellers through marketing programs, logistics services, technical support, financial services and product aggregation and distribution.

www.ingrammicro.com

LabTech Software

LabTech is the only Managed Service tool for remote monitoring, management and automation developed by a Managed Service Provider (MSP) for MSPs. The affordable, agent-based solution so closely emulates what technicians do in the field that the techs can provide the same support remotely. Because LabTech understands how to manage a growing MSP business, they make it easier to procure their software and allow Partners to add agents as they grow.

www.LabTechSoftware.com

N-able Technologies

N-able Technologies is the global leader in managed service automation solutions and services for MSPs and IT professionals. N-able's award-winning N-central software and toolsets are proven to reduce IT support costs, improve network performance and increase productivity through the proactive monitoring, management and optimization of IP-enabled devices and IT infrastructure.

www.n-able.com

Nuance Communications

From speech technologies that help companies offer superior customer service experiences, to healthcare solutions that help physicians focus on patient care instead of documentation, to imaging technologies that convert physical documents into searchable digital files, the Nuance priority is creating solutions that put people in command. That's what has made Nuance the leading provider of speech and imaging solutions around the world.

www.nuance.com

SYNNEX Corporation

SYNNEX Corporation is a leading business process services company, servicing resellers and original equipment manufacturers (OEMs) in regions around the world. We provide outsourcing services in IT distribution, contract assembly, logistics management and business process outsourcing.

www.synnex.com

Tech Data Corporation

Tech Data Corporation is one of the world's largest wholesale distributors of technology products. Its advanced logistics capabilities and value added services enable over 125,000 resellers in more than 100 countries to efficiently and cost effectively support the diverse technology needs of end users.

www.techdata.com

