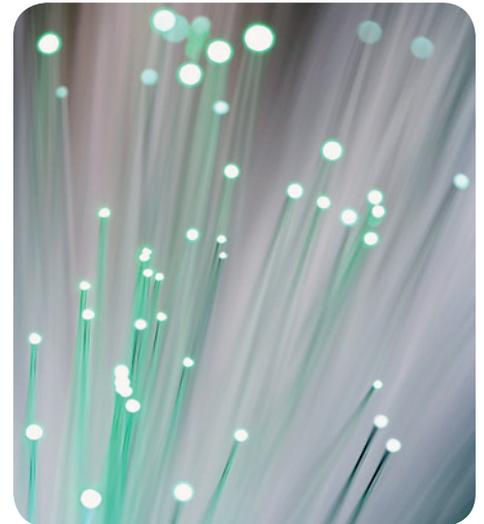


Quick Assessments – for timely and actionable insights into your print environment



What is a ‘Quick Assessment’?

A Quick Assessment enables calculation of an indicative, timely estimate of annual print volumes which you then choose how to use. The data and analysis can be an input into your own RFP process, or it can be used to generate “what if” scenarios for your existing fleet of devices. We can also use it to create Managed Print Service options for you – either with no change to your existing fleet or by creating an optimised future state plan.

All of these options can be provided to you within a week of completing the data capture, allowing you to choose from a range of options in an informed manner based on factual data.

A Xerox Quick Assessment is non-intrusive for your staff. It requires Xerox software to be loaded on a server on your network which will discover the model of each networked print device, its install date and its previous month’s meter reading.

With this data we can either: (a) use industry data to provide you with an analysis of indicative print costs and total cost of ownership; or (b) use your specific data to produce a more tailored analysis.

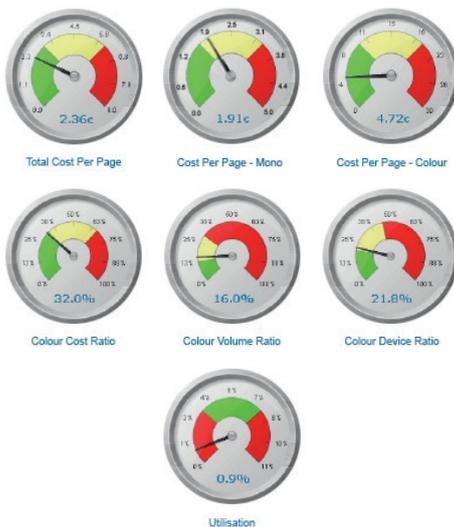
“What if” scenario modelling is conducted between you and a Xerox Consultant in your office. Multiple scenarios can be modelled in less than an hour.



What have Quick Assessments already achieved for clients?

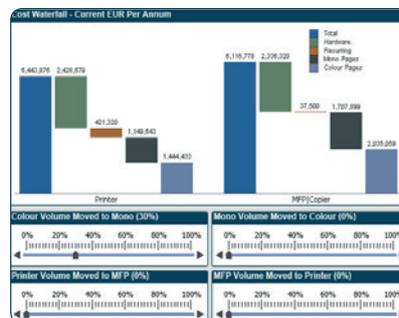
Assessment only for... a Communications Company

- **The Challenge:** The client did not know how many devices they had, the print volumes going through their fleet or the costs involved in running it.
- **The Solution:** Xerox installed software collected the data over one month and a summary analysis was produced for the client within one week.
- **The Results:** The client was then equipped with valid data to inform their RFP.
 - A total of 6,322 devices were found across 50 sites.
 - 5,460 devices were MFDs.
 - 215 million pages per annum were being printed.
 - At an estimated cost of €5m per annum.
 - With colour pages being 16% of the volume and 32% of the cost.
 - Average device age - 7 years.



“Walk in take over” service modelled for... an International Chemical Group

- **The Challenge:** The client wanted a Managed Print Service but did not want to disrupt working practices or staff with optimisation or a change in printing policy.
- **The Solution:** Xerox installed software on the client’s network to discover all the devices and identify that month’s volumes. The analysis was completed within one week by adding client data on lease costs, click charges and book values.
- **The Results:** Xerox proposed managing the existing printer fleet and reducing the client’s costs by rationalising break-fix and the consumables supply chain.
 - A total of 3,517 devices were found across 13 countries.
 - 283 million pages per year were being printed with an associated cost of €11.6m.
 - Xerox were able to show that a “walk in take over” model could save the client 39% of current costs.
 - The Xerox-delivered service optimised break-fix and the consumables supply chain (delivering typical savings of 10-15%).



“What if” scenarios for... an International Manufacturer

- **The Challenge:** The client wanted to understand the scale of savings that could be made simply by changing end-user print behaviour.
- **The Solution:** Xerox software collected data on print for one month. Then Xerox ‘what if’ modelling software identified two options for the client, all done within the following week.
- **The Results:** The two options had an associated cost saving to the client of €1.2 million.
 - A total of 10,147 devices across 68 countries.
 - Delivered a break-down and comparison by region and country.
 - 283 million pages per year were being printed with an associated cost of €11.6m.
 - “What if” analysis showed how to achieve annual savings of over €1.2m:
 - €335k per annum by moving 60% of pages through printers to MFDs.
 - €888k by moving 30% of colour pages to mono.

