

# Print Services Programs for Profitable Growth and Customer Loyalty



Whether your customer wants to completely outsource printer management or continue to manage their printers and streamline supplies replenishment, there's a powerful Xerox cloud based print management solution to fill their need.

## Xerox eConcierge® Program

Start a lifetime revenue stream every time you provide your customers free lifetime service coverage\*\* with Xerox eConcierge. You'll sell up to 30% more printers and lock in their lifetime revenue on supplies and service. Join the ranks of Xerox Partners booking over \$1,000 a day in new business. It's a no contract, no commitment eCommerce solution complete with your company-branded online supplies store, hosted and managed in the background by Xerox.

For more information, visit [xerox.com/econciergesignup](http://xerox.com/econciergesignup)

## The Reliable Choice for You and Your Customer

We've successfully implemented services around the world, delivering customer satisfaction and measurable results. Our consistent delivery approach and experience help to provide a smooth integration to your existing processes.

## Comprehensive Managed Print Services

Xerox® Partner Print Services (XPPS) is our most comprehensive Managed Print Services solution, providing remote monitoring for your customer's entire fleet of printing devices, automatic supplies replenishment and service alerts. It works for you whether you're just getting started or seeking to expand your existing MPS business.

### A Complete Solution

With everything you need to develop a successful Managed Print business, XPPS allows you to create a more profitable relationship with your customers. Proven Xerox tools help you build sustainable revenue streams while you drive down your customer's costs and drive up satisfaction.

### Gain a Competitive Advantage

The combination of our professional people, program capabilities and well-staffed Xerox Global Delivery Centers results in best-in-class support for you and your customers.

For more information, visit [office.xerox.com/resellers](http://office.xerox.com/resellers)

## Print Management Advantage for Xerox® Devices

In today's world, it's the pages that count. We moved from copiers to copies, from printers to prints. As a Xerox® Remote Print Services partner, capturing those prints from Xerox® devices is key to your future success.

### MPS for Xerox® Devices

Xerox® Remote Print Services (XRPS) is our full-featured Managed Print Service solution for Xerox® devices only. XRPS is an innovative, worry-free, cost per print program providing supplies and service at a low fixed cost per page for Xerox® devices. This program is not tied to estimated print coverage area or consumable consumption—just a simple cost per page contract.

Supplies and service alerts make it easy for your customer to keep their Xerox® devices available and productive.

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\*\*After 30 days and your customer's second supplies order through the program, Xerox will provide free extended service coverage over the normal supported life of eligible Xerox products, as long as your customer continuously places supplies orders through the Xerox eConcierge service. The average cost of extended service coverage for four years when purchased separately is \$1,280. The coverage will be the same as what was provided when the device originally shipped—quick exchange, depot repair or onsite. Xerox reserves the right to discontinue the service reward for a specific model at any time.

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