Product Sales

equitrac Office™ 4 equitrac Express™ 4

Instructor Led Training

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Chapter 1-Exercise C

Many Organizations:

- are moving from stand-alone printers and analog copying to digital printing and MFPs
- are under increasing pressure to control and manage their shrinking budgets
- want to better understand the output activity on their networks
- are struggling to understand the costs incurred with uncontrolled document output

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Many Organizations:

- are seeking methods to allocate and even recover costs associated with document output
- are concerned with the lack of security on document output
- have limited resources to police document output
- want a flexible and convenient solution to meet the needs of their specific environment

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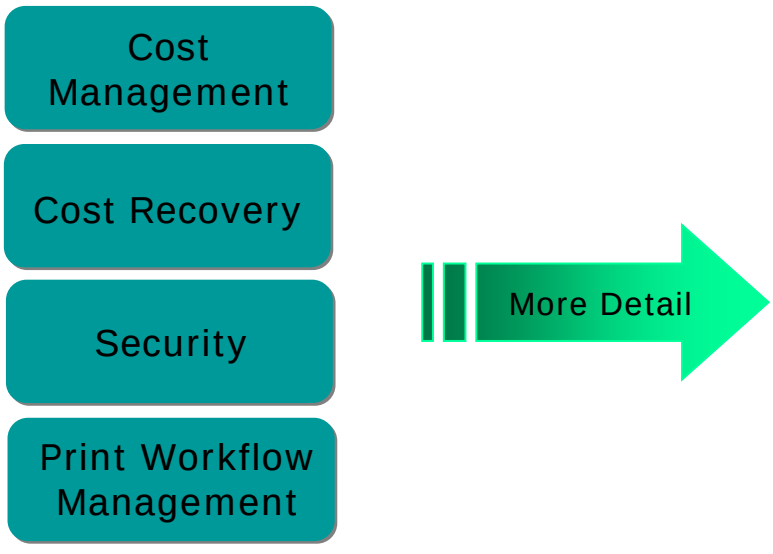
The Pieces



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Cost Management

Cost Management

- Companies have regional offices who manage their own environments
- Large fleet of network MFPs & printers
- Small number of locally connected printers
- Need company wide reporting, budget allocation and planning
- Need seamless integrated product

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The Equitrac Components - Cost Management

Cost Management

- Equitrac Office Suite for each site
- Print transaction tracking
- PageCounters for copy control
- Workstation Client – Desktop Printing
- Enterprise Uplink

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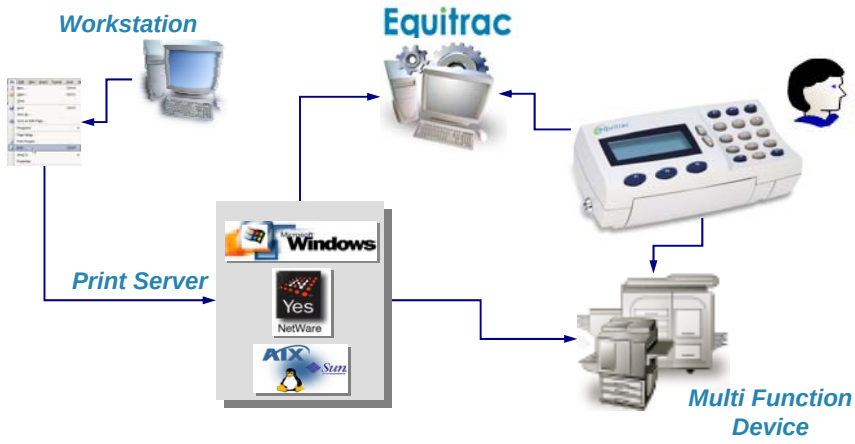
Cost Management - The Solution

- Network Device Tracking



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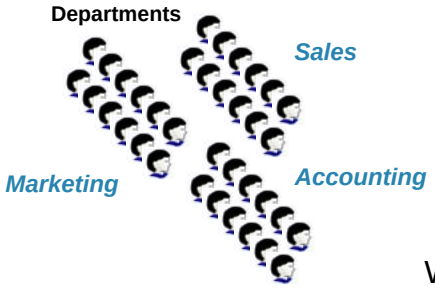
Cost Management - The Solution

- Budgets for Departments
- Budget tracking and control for groups of users



Where does the money go?

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Cost Management - The Solution

- Budgets for Departments

Total Activity by Department Account

4/8/2004

Total activity

by department account

equitrac

Department	Description	Jobs	Pages	BW Pages	Color Pages	Cost
mktg	Marketing	956	2898	1450	1448	507.00
admin	Administration	150	632	586	46	70.10
finance	Finance	450	1890	8290	0	189.00
acct	Accounting	210	3502	3502	0	350.2
datap	Data Processing	107	430	421	9	44.35
sales	Sales	780	5500	4587	913	686.95
corp	Corporate	170	770	650	120	95.00
		2823	**15622**	**13086**	**2536**	**1942.6**

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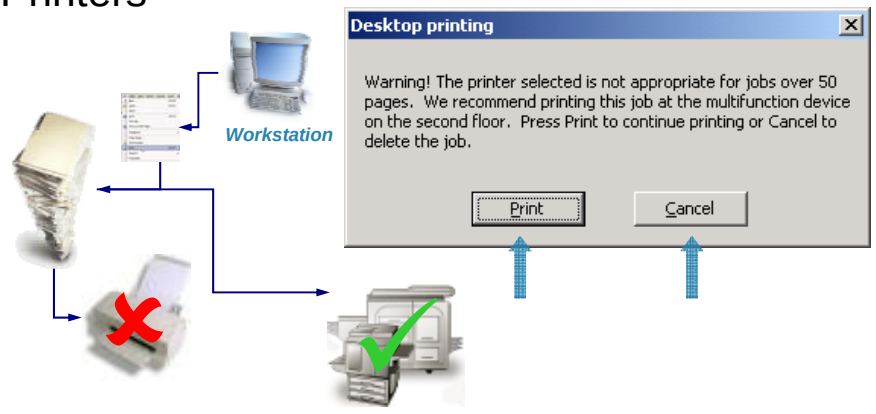
Cost Management - The Solution

- Warning messages for awareness on Local Printers

Cost Management



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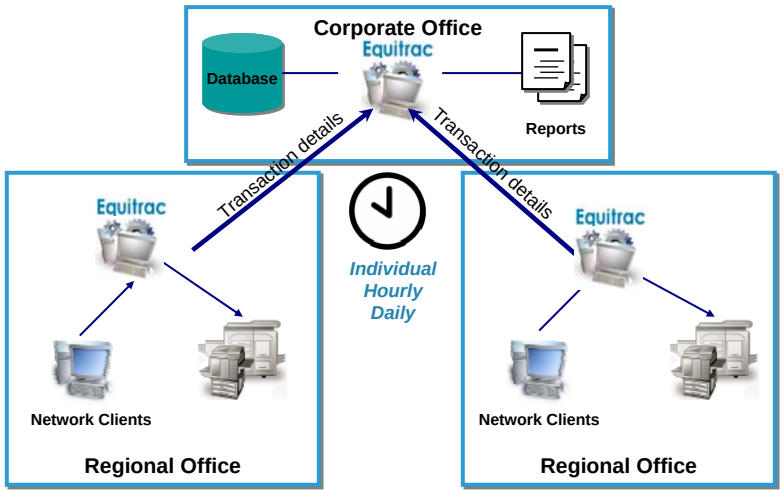
Cost Management - The Solution

- Consolidated Reporting



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Cost Recovery

- University with multi-site environments need to standardize payment systems and equipment

Cost Recovery

- Need students and staff to use existing ID card to pay for output
- Staff need the ability to choose the account transactions are charged to, while the students are issued a credit to spend at the beginning of the school year. After the credit is used, students will have to make cash payments to an administrator in the print room to reload their account

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Cost Recovery

Cost Recovery

- Students receive student-rate pricing based on their grant level
- Staff receive pricing based on:
  - Off-peak printing
  - Print job output controlled at the printer to reduce waste
  - Centralized reporting while allowing departmental management

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The Equitrac Components - Cost Recovery

Cost Recovery

- Equitrac Express Suite
- Print transaction tracking
- PageCounter terminals for copy control
- Print Assistant with Release Key, PayStation and Deposit Center for cash payments
- Workstation Client with Client Billing
- Departmental Pricing

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Cost Recovery - The Solution

- Student and staff ID card integration

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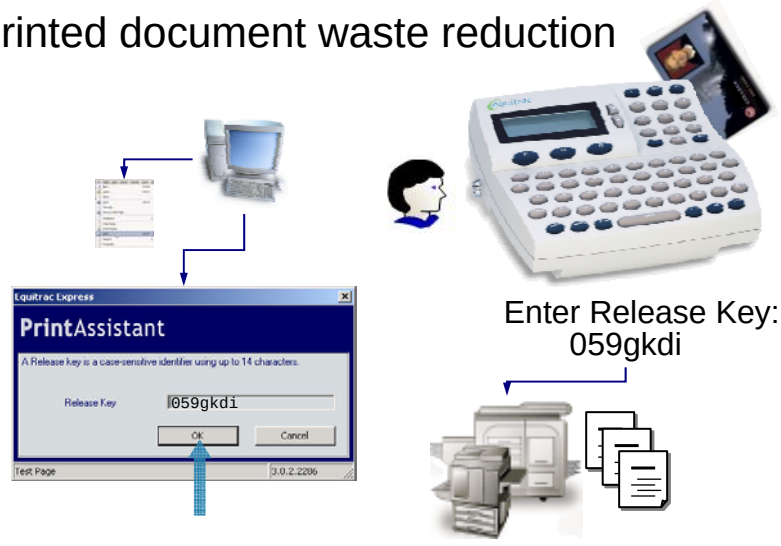
Cost Recovery - The Solution

- Printed document waste reduction



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Cost Recovery - The Solution

- PayStation Deposit Center - self-service cash payments to Equitrac Express user accounts

* Currently only available for North American currencies

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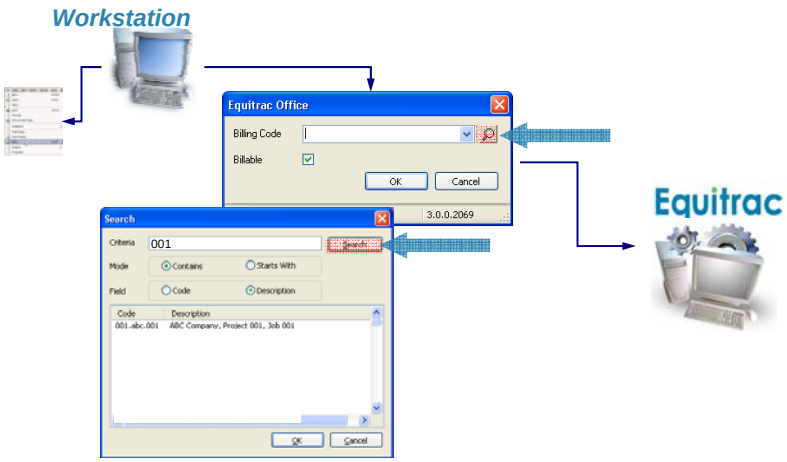
Cost Recovery - The Solution

- Variable account charging



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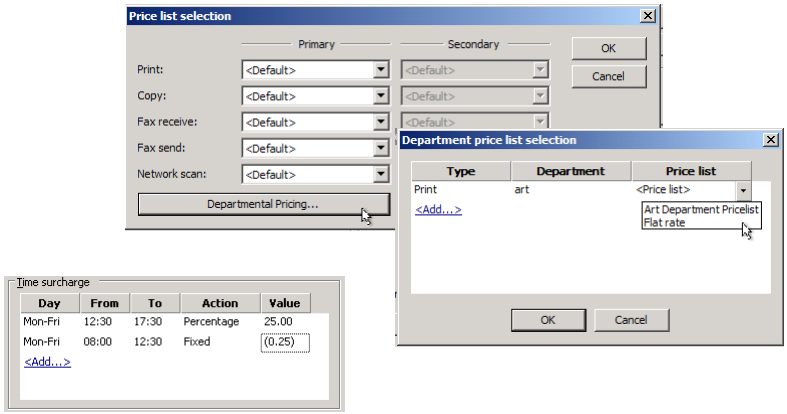
Cost Recovery - The Solution

- Specific charging for groups of users or time of day



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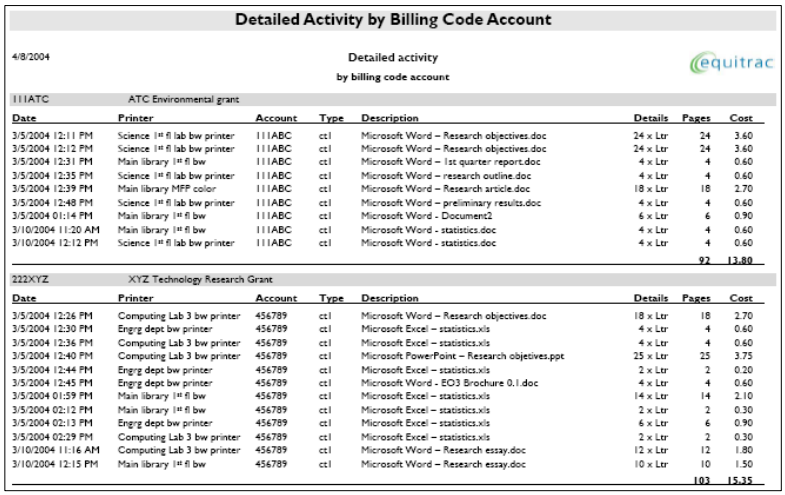
Cost Recovery - The Solution

- Detailed reporting



Detailed Activity by Billing Code Account

4/8/2004

Detailed activity
by billing code account

equitrac

111ATC ATC Environmental grant

Date	Printer	Account	Type	Description	Details	Pages	Cost
3/5/2004 12:11 PM	Science 1st fl lab bw printer	111ABC	ctl	Microsoft Word – Research objectives.doc	24 x Ltr	24	3.60
3/5/2004 12:12 PM	Science 1st fl lab bw printer	111ABC	ctl	Microsoft Word – Research objectives.doc	24 x Ltr	24	3.60
3/5/2004 12:31 PM	Main library 1st fl bw	111ABC	ctl	Microsoft Word – 1st quarter report.doc	4 x Ltr	4	0.60
3/5/2004 12:35 PM	Science 1st fl lab bw printer	111ABC	ctl	Microsoft Word – research outline.doc	4 x Ltr	4	0.60
3/5/2004 12:39 PM	Main library MFP color	111ABC	ctl	Microsoft Word – Research article.doc	18 x Ltr	18	2.70
3/5/2004 12:48 PM	Science 1st fl lab bw printer	111ABC	ctl	Microsoft Word – preliminary results.doc	4 x Ltr	4	0.60
3/5/2004 01:14 PM	Main library 1st fl bw	111ABC	ctl	Microsoft Word - Document2	6 x Ltr	6	0.90
3/10/2004 11:20 AM	Main library 1st fl bw	111ABC	ctl	Microsoft Word - statistics.doc	4 x Ltr	4	0.60
3/10/2004 12:12 PM	Science 1st fl lab bw printer	111ABC	ctl	Microsoft Word - statistics.doc	4 x Ltr	4	0.60
						92	13.80

222XYZ XYZ Technology Research Grant

Date	Printer	Account	Type	Description	Details	Pages	Cost
3/5/2004 12:26 PM	Computing Lab 3 bw printer	456789	ctl	Microsoft Word – Research objectives.doc	18 x Ltr	18	2.70
3/5/2004 12:30 PM	Engrg dept bw printer	456789	ctl	Microsoft Excel – statistics.xls	4 x Ltr	4	0.60
3/5/2004 12:36 PM	Computing Lab 3 bw printer	456789	ctl	Microsoft Excel – statistics.xls	4 x Ltr	4	0.60
3/5/2004 12:40 PM	Computing Lab 3 bw printer	456789	ctl	Microsoft PowerPoint – Research objetives.ppt	25 x Ltr	25	3.75
3/5/2004 12:44 PM	Engrg dept bw printer	456789	ctl	Microsoft Excel – statistics.xls	2 x Ltr	2	0.20
3/5/2004 12:45 PM	Engrg dept bw printer	456789	ctl	Microsoft Word - EO3 Brochure 0.1.doc	4 x Ltr	4	0.60
3/5/2004 01:59 PM	Main library 1st fl bw	456789	ctl	Microsoft Excel – statistics.xls	14 x Ltr	14	2.10
3/5/2004 02:12 PM	Main library 1st fl bw	456789	ctl	Microsoft Excel – statistics.xls	2 x Ltr	2	0.30
3/5/2004 02:13 PM	Engrg dept bw printer	456789	ctl	Microsoft Excel – statistics.xls	6 x Ltr	6	0.90
3/5/2004 02:29 PM	Computing Lab 3 bw printer	456789	ctl	Microsoft Excel – statistics.xls	2 x Ltr	2	0.30
3/10/2004 11:16 AM	Computing Lab 3 bw printer	456789	ctl	Microsoft Word – Research essay.doc	12 x Ltr	12	1.80
3/10/2004 12:15 PM	Main library 1st fl bw	456789	ctl	Microsoft Word – Research essay.doc	10 x Ltr	10	1.50
						103	15.35

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Security

- Companies want to upgrade their fleet of printers to MFDs
- Want to secure confidential documents
- Want a complete audit trail on a monthly basis

Security

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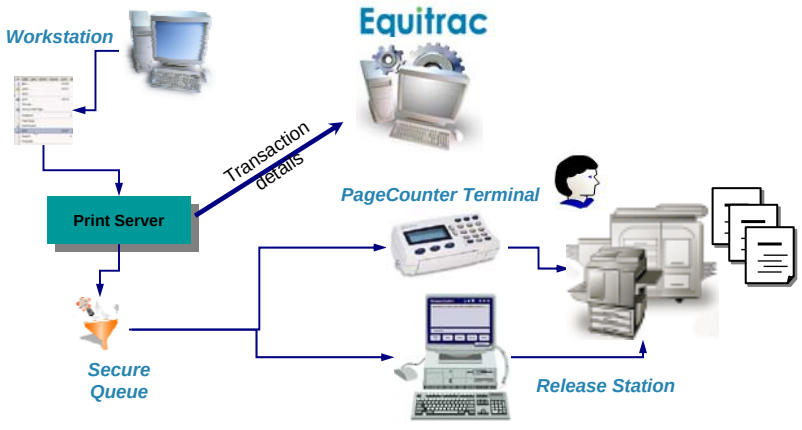
Security - The Solution



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Security - The Solution

- Equitrac Office Suite
- PageCounters for secure document release and copy control
- Possible integration with proximity card (when available!)
- Possible release stations

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Print Workflow Management

- Corporations are frustrated with waste and abuse of color printers, network printers and MFDs
- Printed documents are removed from the printer before the owner can retrieve them
- Need to ensure that the entire fleet is used appropriately

Print Workflow Management

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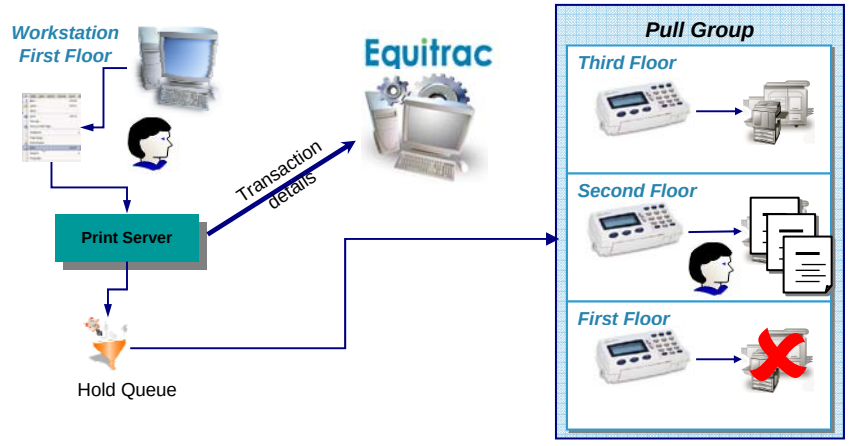
Print Workflow Management – The Solution



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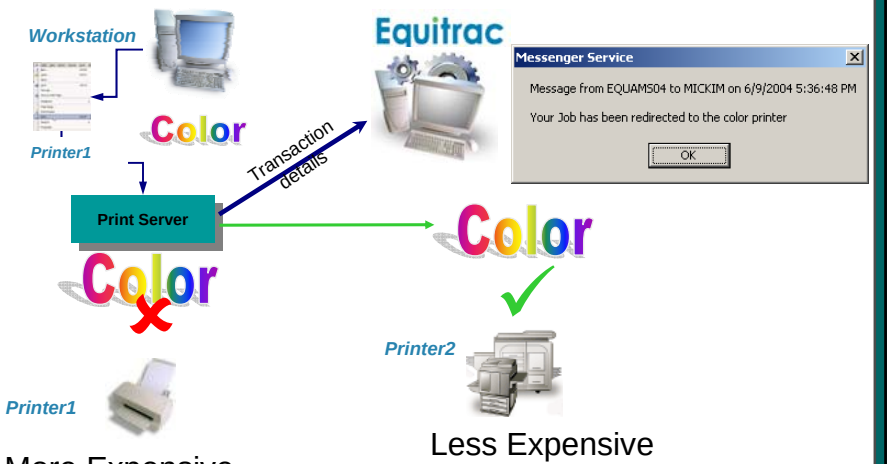
Print Workflow Management – The Solution

- Create rules



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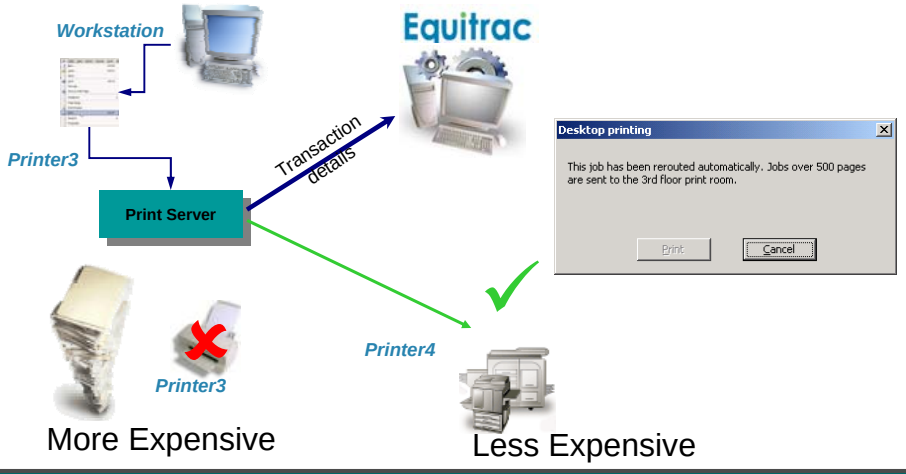
Print Workflow Management – The Solution

- Create rules



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Print Workflow Management – The Solution

- Detail reports

Device Configuration

4/8/2004 Device Configuration equitrac

IP Address	Manufacturer	Model	Print Rule	Lines Per Page	Monthly Volume	Speed
192.168.96.119	Ricoh	AP3200		60	20,000	32
192.168.97.147	Xerox	WCP 40		90	35,000	40
192.168.98.138	Toshiba	e-STUDIO120		60	40,000	12
192.168.99.115	Minolta	FORCE 85	High speed, over 100 pages documents	120	60,000	85
192.168.100.118	Kyocera	KM-C830		90	15,000	30
192.168.101.165	Canon	IR 85	High speed, over 100 pages documents	60	40,000	85
192.168.102.145	HP	LaserJet 8150	Desktop low cost	60	8,000	32
192.168.103.136	Sharp	AR-M700		60	12,000	70

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Print Workflow Management – The Solution

- Device specific reporting

Device Usage

4/8/2004 **Device Usage** equitrac

2nd fl printer			**Rated Speed:**			**18 Pages per Minute**	
Duty Cycle:	**11,500 pages per month**		**Prorated Volume:**			**11,500 Pages**	
Logical Printer/Copier	**Description**	**Type**	**Jobs**	**Total Pages**	**Cost**	**Minutes**	**% Load**
2nd fl printer color	Acct printer 2nd fl	Physical device	655	13587	5434.80	755	118.15%
sales MFP			**Rated Speed:**			**40 Pages per Minute**	
Duty Cycle:	**30,000 pages per month**		**Prorated Volume:**			**30,000 Pages**	
Logical Printer/Copier	**Description**	**Type**	**Jobs**	**Total Pages**	**Cost**	**Minutes**	**% Load**
sales MFP	Sales MFP 3rd floor	Physical device	1256	15789	3947.25	394	52.63%
mktg color			**Rated Speed:**			**40 Pages per Minute**	
Duty Cycle:	**30,000 pages per month**		**Prorated Volume:**			**30,000 Pages**	
Logical Printer/Copier	**Description**	**Type**	**Jobs**	**Total Pages**	**Cost**	**Minutes**	**% Load**
mktg b/w	mktg 6th floor	Physical device	350	4586	366.88	115	15.29%

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Questions?

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