

# TBS - MPS

***A COMPLETE PRINT OUTPUT SOLUTION***

---

---



**Topp Business Solutions  
1110 Saginaw St.  
Scranton, Pa. 18505  
(570) 344-9611**

***Mark Snyder, Digital Technology Portal Manager***  
**[msnyder@toppcopy.com](mailto:msnyder@toppcopy.com)**  
**[www.toppcopy.com](http://www.toppcopy.com)**

***Equipping the office of tomorrow, today.***

# TBS - MPS

## *A COMPLETE PRINT OUTPUT SOLUTION*



### *How Printing Affects Your Bottom Line*

- **80% of Hewlett Packard's profits come from ink & toner revenue**
- **95% of business do not know what their print fleets cost to operate**
- **Office print volume has increased 40% over the past 5 years due to E-mail**
- **50% of a professional's time is spent searching for information**
- **Daily cost of printing can be as much as 3% of a company's revenue**
- **75% of all office printing is waste within 24 hours of printing**
- **7-10% of corporate expenses are for manual document management**
- **90% of business do not know how many printers they own**

*Equipping the office of tomorrow, today.*

# TBS - MPS

## *A COMPLETE PRINT OUTPUT SOLUTION*

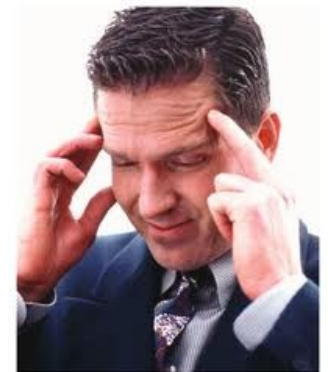
---

---



### *The Problem....*

- Expenses incurred in ordering, stocking & distributing printer supplies
- Capital investments stagnate in various supply inventories
- Unknown, fluctuating & uncontrolled expenses and assets
- IT support time wasted on simple printer service issues
- Multiple employees purchasing supplies from various vendors
- Limited IT management tools



*Equipping the office of tomorrow, today.*

# TBS - MPS

## A COMPLETE PRINT OUTPUT SOLUTION



### *The Answer.... Topp Business Solutions - MPS*

Topp Business Solutions Managed Print Services, will provide your organization a turnkey, all inclusive cost per page solution across all devices.

In addition, Topp Business Solutions MPS locks in the cost per print for the term of your agreement while still allowing for additions and subtractions to the asset inventory at any time.

This means

- no supplies to order, inventory or distribute
- no obsolete printer models or technology
- no down time
- AND just one vendor to call!

**Topp Business Solutions MPS = Total control of printing costs!**

# TBS - MPS

## A COMPLETE PRINT OUTPUT SOLUTION

---

---



*Our Process is simple and painless...*

### Collect – Implement – Manage

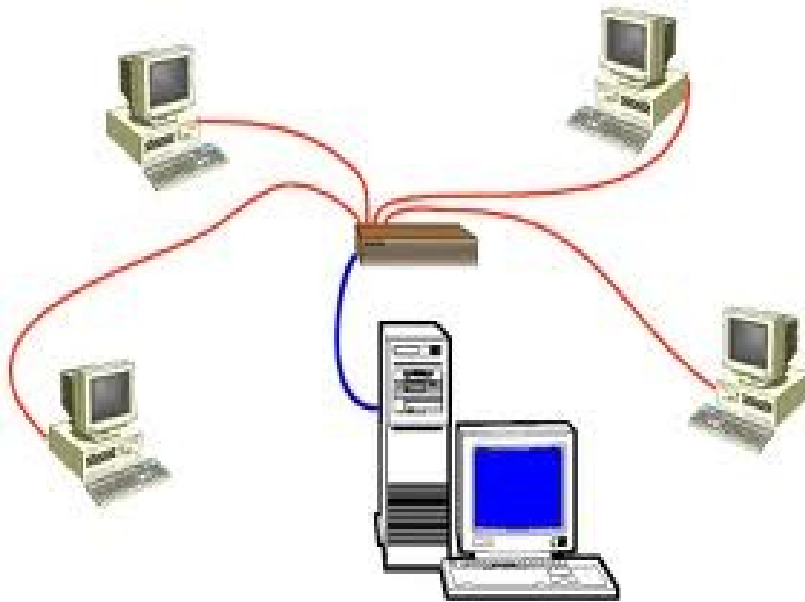
**Collect** – TBS performs a print evaluation by monitoring print volumes and supply usage of your printer fleet. Information is collected and evaluated over a period of about 45-60 days.

**Implement** – After the evaluation period, TBS will report their findings and recommend an implementation strategy that may consist of consolidating devices and/or replacing equipment to increase productivity and lower overall operating costs

**Manage** – The MPS state of the art software is activated for the term of the program providing both TBS and customer access to service & supply alerts, as well as in-depth reporting options on the entire print fleet

# TBS - MPS

## A COMPLETE PRINT OUTPUT SOLUTION



**Achieving a true Managed Print Services strategy begins with understanding the true costs associated with printing your documents.**

*Equipping the office of tomorrow, today.*

# TBS - MPS

## A COMPLETE PRINT OUTPUT SOLUTION



### *What are your expenses to Produce a Print?*

*Example Cost for an HP LaserJet 4250 Printer...*



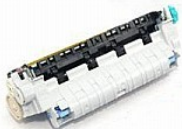
#### **HP 42A (Q5942A) Toner Cartridge**

- Yields up to 10,000 pages at 5% Toner Coverage
- \$ 166.99 Each (not including tax or shipping)



#### **110- Volt Maintenance Kit HP Q5421A**

- Yields up to 200,000 pages
- \$ 305.00 Each (not including tax or shipping)



#### **Fuser Assembly HP RM1-1082**

- Yields up to 60,000 pages
- \$ 333.45 Each (not including tax or shipping)

# TBS - MPS

## A COMPLETE PRINT OUTPUT SOLUTION




So, how much can YOU SAVE by switching to Print Management?

*Let's See.....*

**Without TBS - Managed Print Services**

HP Laser Jet  
4250 Series  
B/W Laser Printer





Average Volume 3,000

Fill Percentage	Cost Per page
5% Toner Coverage	2.37 Cents
10% Toner Coverage	4.00 Cents
15% Toner Coverage	5.71 Cents
25% Toner Coverage	9.05 Cents
35% Toner Coverage	12.39 Cents

**With TBS - Managed Print Services**

HP Laser Jet  
4250 Series  
B/W Laser Printer

Average Volume 3,000

Fill Percentage	Cost Per page	Monthly Savings for One Printer
5% Toner Coverage	1.7 Cents	\$ 20.10
10% Toner Coverage	1.7 Cents	\$ 69.00
15% Toner Coverage	1.7 Cents	\$ 120.30
25% Toner Coverage	1.7 Cents	\$ 220.50
35% Toner Coverage	1.7 Cents	\$ 320.70

*Equipping the office of tomorrow, today.*

# TBS - MPS

## A COMPLETE PRINT OUTPUT SOLUTION



*What Type of Documents do you print? ....*

**Monochrome Business Letter**  
5% Coverage



**Monochrome Excel Spreadsheet**  
15% Coverage

**Newsletter**  
20% Coverage



**Business Report**  
25% Coverage



**Powerpoint Slide**  
28% Coverage

- **Print Management Program:** End the hassle and expense of purchasing multiple types of print cartridges and paying for service on laser printers.
- The MWB Document Management Program covers all of your printing and copying for one low cost per page.
- We'll take care of your supplies and any service issues on your printers.
- You receive on invoice reducing the time involved to manage your printer fleet and allowing you to control costs.

**Marketing Flyer**  
32% Coverage



# TBS - MPS

## A COMPLETE PRINT OUTPUT SOLUTION



### Topp Business Solutions – MPS



- Encompasses all popular printer brands (HP, Lexmark, Dell, etc.,
- Through the use of our Revolutionary Automatic Toner Replenishment System (ARTS), receive toner automatically - **No need to order, stock or distribute supplies**
- TBS provides all consumable items except paper
- Single cost per page for all network devices – **No Coverage Limits!**
- Equipment is monitored for service & supply alerts
- First line triage “Help Desk” provided for all covered equipment ,at no additional cost



*Equipping the office of tomorrow, today.*

# TBS - MPS

## A COMPLETE PRINT OUTPUT SOLUTION



### Complete Knowledge and Control through online reports

Access information on page counts, supply levels, error codes, service alerts and more

**Device Information**

Device Name: hp color LaserJet 5500  
 IP Address: 192.168.1.84  
 Location: Sales Office  
 Serial Number: J94S006445  
 Asset Number: 7896653  
 Device Status: Low Paper  
 Device Utilization (%): 1%  
 Device Total Coverage (%): 20% Black Coverage (%) 5% Color Coverage (%) 15%

Device Display: Ready;For menus press

Device Errors: Past 24 hrs.

View TEO: Oct 20, 2006 11:09:50 AM

120,000 page duty cycle, maintenance req. @ 120,000 pages

Flags Service History Warranty

**Meter Reads**

	Total	Total Color	Print Mono	Print Color
Yesterday	464	434	30	434
Current Month	3,009	2,940	69	2,940
Previous Month	1,264	1,462	102	1,462
Life	123,157	117,794	5,363	117,794

**Supplies**

Level	Product #	Quantity	Last Order Date
Black 89%	HP C9730A	1	Sep 21, 2006 @14:54
Cyan 95%	HP C9731A	1	Sep 21, 2006 @14:54
Magenta 97%	HP C9733A	1	Jan 01, 1970
Yellow 93%	HP C9732A	1	Sep 08, 2006 @15:12

www.toppcopy.com TOPP Business Solutions

Technical View

Customer Name: Yellow Birds | Supplies Status: 3,013

Device Name	Supplies	Status	Count	Serial No.	IP address	Location	Asset #	Model
HP LaserJet 4000 Series				USMB045940	10.10.1.38		05959	HP 4000
HP LaserJet 4050 Series			150	USCF009259	10.10.1.42		10720	HP LaserJet 4050 Series
HP LaserJet 4050 Series				USCF009247	10.10.1.51		09745	HP LaserJet 4050 Series
HP LaserJet 4050 Series			64	USGJ009078	10.10.1.53		08671	HP LaserJet 4050 Series
HP LaserJet 4050 Series			203	USB0134420	10.10.1.35		13821	HP LaserJet 4050 Series
HP LaserJet 4050 Series				USCF009125	10.10.1.46		06803	HP LaserJet 4050 Series
HP LaserJet 4100 Series			115	USENF12459	10.10.1.40		16787	HP 4100
KONICA MINOLTA bizhub 600 0139			411	10.10.1.57	10.10.1.57			Undefined
KONICA MINOLTA bizhub 600 011E			861	10.10.1.30	10.10.1.30			Undefined
hp LaserJet 2420			95	CNGK89812	10.10.1.32		16752	HP 2420
hp LaserJet 2420			337	CNGK814901	10.10.1.48		16757	HP 2420
hp LaserJet 2420			72	JPGOR04034	10.10.1.39		16751	HP 2420
hp LaserJet 2420			341	CNGK89807	10.10.1.31		16754	HP 2420
PrintFleet Local - HP LaserJet 2100 PCL6			1	USGWN06246	10.10.1.124		11768	HP LaserJet 2100 Series
hp LaserJet 4250			103	CNEXD18975	10.10.1.37		16756	HP 4250
FS-C5030N			57	APES300572	10.10.1.55		13112	Kyocera FS-C5030N
HP LaserJet 5			32	S4601LD2V0F	10.10.1.34	CLE08NE06	11760	HP LaserJet 5/NM

Equipping the office of tomorrow, today.

# TBS - MPS

## *A COMPLETE PRINT OUTPUT SOLUTION*

---

---



### On-Going Support

Topp Business Solutions will be proactively monitoring the entire print fleet for service and supply alerts. Supplies are delivered automatically and free of charge.

Our proactive monitoring and automatic supply shipment result in maximum uptime and a more productive work environment for our Managed Print Services customers.

This allows you to concentrate on something much more important –  
running your business!

LET'S GET STARTED TODAY ~ CONTACT US!

(570) 344-9611 – ask for Mark Snyder

[msnyder@toppcopy.com](mailto:msnyder@toppcopy.com)

[www.toppcopy.com](http://www.toppcopy.com)

***FOR A FREE, NO COST, NO OBLIGATION PRINT ANALYSIS !!!***

*Equipping the office of tomorrow, today.*