



**xeretec** IT Works

## **| XERETEC** **MANAGED PRINT SERVICES**

Get things done better, faster, and more efficiently



# XERETEC MPS PERFECTLY MANAGED PRINT

Xeretec has perfected our managed print service offering and can quite confidently say that we offer the best MPS in the business.

## BEST OF BOTH WORLDS: XERETEC + XEROX

The perfect blend of award winning, market leading technology from the most respected manufacturer combined with the local support and flexibility from Xeretec, Xerox's largest Concessionaire partner in Western Europe with coverage across the UK and Ireland.



## POSITIVE OUTCOMES FOR YOU



### COST

20-30% Average saving with a professionally managed print service



### RISK

Manage risk with award winning multi-layer security across our portfolio



### EXPERIENCE

Our managed devices enjoy 99.6% uptime and a 90.6% first time fix rate, and your users do more with their printers



### PRODUCTIVITY

With award-winning on-device apps, cloud connections and workflow automation

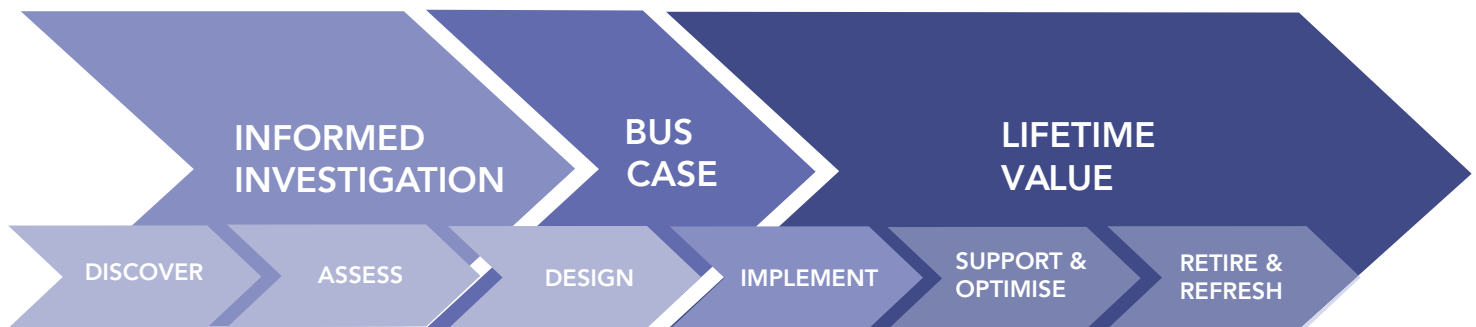


### ENVIRONMENT

Enjoy typical savings of 50%+ on energy consumption

# **XERETEC MPS** **AN EXCEPTIONAL ECOSYSTEM**

## **XERETEC CUSTOMER JOURNEY**



### **DISCOVERY & ASSESSMENT**

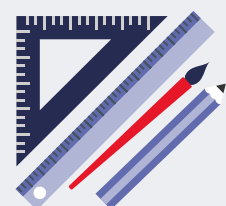
Fact based decision making with specialist Xeretec analysts and bespoke toolsets to help understand current position and how to achieve more. We help busy professionals get better clarity on their current position and how & where improvements can be achieved without heavy lifting.



- > Optional audit of current state via professional tools
- > Data fed into Xeretec bespoke "Vision" toolset
- > Business objectives added
- > Analysis of who is printing what, document types, trends, TCO analysis and "what if" scenarios on the fly with you with instant results
- > Recommendation of optimised future solution

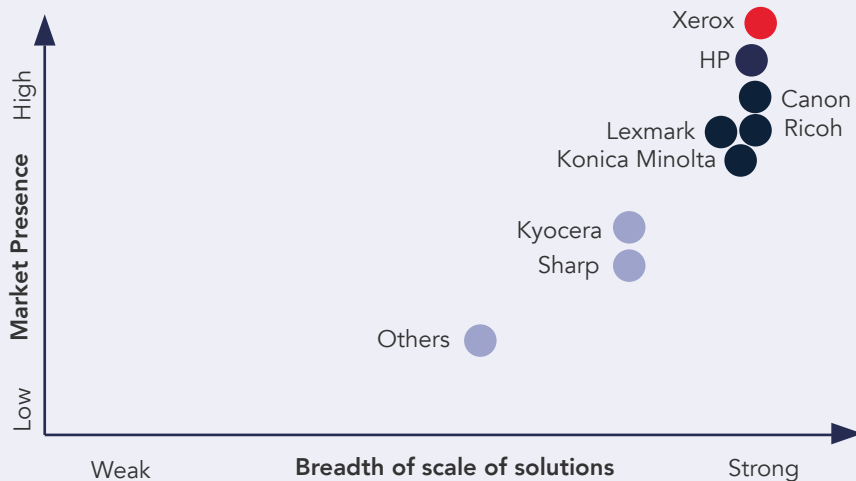
### **SOLUTION DESIGN**

We believe in using the finest ingredients for our clients and putting them into the hands of dedicated analyst experts to craft the best fit for your needs, leveraging best practice from our extensive experience garnered across decades of MPS work. Our team works with best-in-class solutions from the world's foremost providers which includes hardware, software and services providers. We cover every technology choice related to the management and use of hardcopy print devices.



# XERETEC MPS AWARDS AND CREDENTIALS

Software, workflow & security



**MPS VENDOR CREDENTIALS  
LEADER "MANAGED PRINT  
SERVICES LANDSCAPE"  
QUOCIRCA, MARCH 2022**

## LEADER IN MFP APP ECOSYSTEM: BLI 2021-2022 PACESETTER AWARD

"With more than 120 MFP apps in its portfolio ...Xerox has focused on making its VersaLink, AltaLink, and (now) PrimeLink MFPs true "workplace assistants." ...



### PACESETTER AWARD IN HYBRID WORKPLACE 2021-2022 : BLI

Awarded "thanks to its leading offerings across all categories evaluated, including document hardware, apps, software, and services that enable a hybrid workforce."



### DOCUMENT IMAGING SOFTWARE LINE OF THE YEAR : BLI 2022 AWARD

## OUTSTANDING WORKFLOW PRODUCTIVITY PLATFORM PICK: BLI 2022 AWARD (XEROX WORKFLOW CENTRAL)

Xerox Workflow Central is a cloud-hosted platform that automates document-centric business processes.



## LEADER IN DOCUMENT IMAGING SECURITY FOR OFFICE : BLI 2021 – 2022 PACESETTER AWARD

"This award recognises Xerox as one of the OEMs that offers the strongest ecosystem of security products and services for business users,"



## XERETEC MPS OUR CUSTOMERS

Our MPS customer stories in their own words

A testimonial from Andrews, featuring a background image of a building entrance with the "Andrews" logo. The text is overlaid on a purple-to-blue gradient.

"All of the work we've done to date has been delivered excellently, I've really enjoyed working with the team. It has been delivered to a consistently high standard. It's one of the most enjoyable working relationships I have, Xeretec is for my mind one of the greatest customer services companies I've ever worked with. For a print services company to be in that position is quite remarkable."

Will Newell  
IT Manager

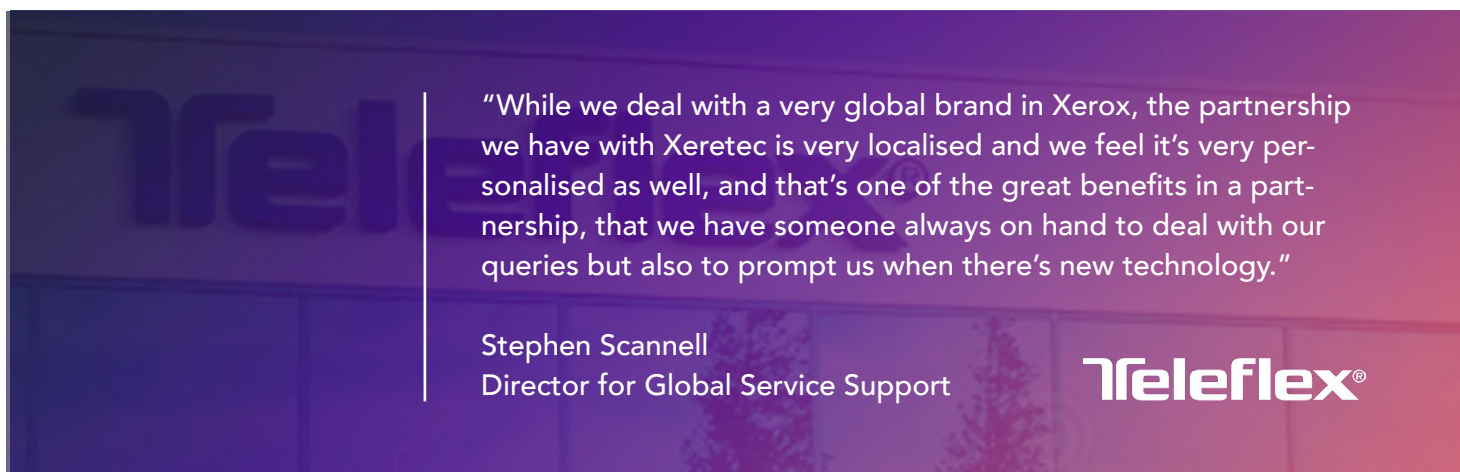
**Andrews** 

A testimonial from World Duty Free, featuring a background image of a retail store interior. The text is overlaid on a purple-to-blue gradient.

"Xeretec are the first printing company I've ever noticed and I've worked in a number of businesses. When the Xeretec people came and talked to us about implementation they were very visible, they were very interested in what would work for us. That showed me a calibre of service from day one that was very different."


Helen O'Byrne  
Head of Legal Services

**WORLD DUTY FREE** 

A testimonial from Teleflex, featuring a background image of a building with the "Teleflex" logo. The text is overlaid on a purple-to-pink gradient.

"While we deal with a very global brand in Xerox, the partnership we have with Xeretec is very localised and we feel it's very personalised as well, and that's one of the great benefits in a partnership, that we have someone always on hand to deal with our queries but also to prompt us when there's new technology."

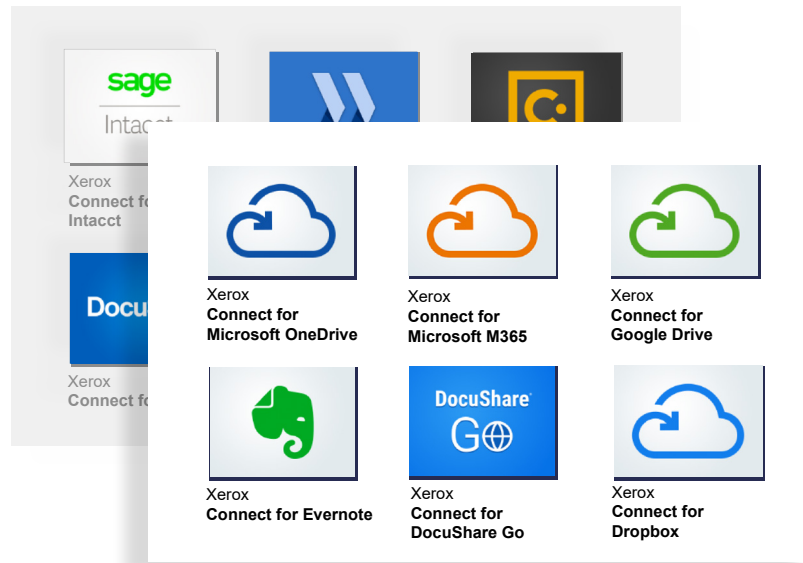
Stephen Scannell  
Director for Global Service Support

**Teleflex**® 

## XERETEC MPS SOFTWARE & HARDWARE

Xeretec provides industry award winning hardware solutions to deliver the ultimate multi-tasking, easy to use, intrinsically secure and highly available platforms

With a range designed to offer choice for any kind of requirement, each solution delivers a stunningly clear and responsive high resolution touch screen with ConnectKey compatibility for application support and a common user experience. And all come with Xerox's legendary multi-tasking systems.



### ALTALINK C8100 & PRIMELINK C9000 SERIES

Our flagship recommended office range, the AltaLink C8100 Series is CRN's current 2021 MFP Line of The Year, and the C8170 model was rated by CRN as the 2020 MFP Product of the Year. The recommended light production PrimeLink C9000 Series was awarded "Outstanding Light CMYK+ Production Device 2021" by BLI Pro.



A4 1-10 USERS	A4 5-15 USERS	A4 10-20 USERS	A3 1-10 USERS	A3 5-15 USERS	A3 10-25+ USERS	GRAPHICS & PRINT ROOM
 <p><b>B400</b> 45 ppm</p> <p><b>B405</b> 45 ppm</p> <p>MFP</p>	 <p><b>B600</b> 55 ppm</p> <p><b>B605</b> 55 ppm</p> <p>MFP</p>	 <p><b>B610</b> 63 ppm</p> <p><b>B615</b> 63 ppm</p> <p>MFP</p>	 <p><b>B7125</b> 25 ppm</p> <p><b>B7130</b> 30 ppm</p> <p>MFP</p>	 <p><b>B7135</b> 35 ppm</p> <p><b>C7130</b> 30 ppm</p> <p>MFP</p>	 <p><b>B8145/55/70</b> 45/55/70 ppm</p> <p><b>C8130/45/55/70</b> 30/45/55/70 ppm</p> <p>MFP</p>	 <p><b>B9100/110/125/136</b> 100/110/125/136 ppm</p> <p><b>C9065/70</b> 65/70 ppm</p> <p>MFP</p>
Small to medium work-teams, branch offices or convenience A4	Medium Sized Work-teams, busier branches, needing higher quality	Medium to Large Sized depts, branches, needing fastest A4 speeds	Small to medium work-teams or branch offices needing A3 output	Medium Sized Workteams, busier branches, A3	Organisations wanting to standardise on capabilities, image quality, feature sets and high availability	Marketing Depts, higher volume requirements and in house volume print room requirements
Entry-level ConnectKey enabled A4 devices designed for business use	Mainstream, higher resolution A4 devices with more substantial paper tray capacity options	Fastest A4 devices with substantial paper tray capacity and stapling options	Entry-level ConnectKey enabled A3 devices designed for business use	Slightly higher speed entry level A3 devices designed for business use for medium sized work-teams	The most popular and mainstream set of solutions for reliable Managed Print Service operations, with the widest choice of print speeds, options, security and higher monthly print volume ranges with postscript as standard.	Highly versatile mono light production high speed engines, coupled with CMYK+ colour printing for the perfect blend of budget and capability for centralised print rooms
Additional paper tray Software Apps	Choice of additional paper trays Software apps	Choice of additional paper trays Software apps	Choice of additional paper trays External and internal finishing options Software apps	Faster printing / copying speeds Choice of additional paper trays External and internal finishing options Software apps	Faster printing / copying & scanning speeds Optional graphics controllers Choice of additional paper trays External and internal finishing options Software apps	Faster printing / copying speeds Optional graphics controllers Beyond CMYK+ options Choice of additional paper trays External finishing options Extensive in line production options
B Series 45 PPM B Series AMPV 12K C Series -35 PPM C Series AMPV 5K 1-10 users ConnectKey Enabled	B Series 55 PPM B Series AMPV 25K C Series 43 PPM C Series AMPV 15K 5-15 users ConnectKey Enabled	B Series 63 PPM B Series AMPV 25K C Series 55 PPM C Series AMPV 15K 10-20 users ConnectKey Enabled	B Series 25 PPM B Series AMPV 17K C Series 20 PPM C Series AMPV 7K 1-10 users ConnectKey Enabled	B Series 30 / 35 PPM B Series AMPV 17K C Series 20, 25, 35 PPM C Series AMPV 7K 5-15 users ConnectKey Enabled	B Series 45/55/70 PPM B Series AMPV 100K C Series 30/45/55/70 C Series AMPV 40K 10-25+ users ConnectKey Enabled	B Series: Prime: 100/110/125/136 PPM B Series: Prime AMPV 700K C Series: Prime 60/70 PPM C Series Prime 60K 10-25+ users



# **XERETEC MPS IMPLEMENTATION, SUPPORT & OPTIMISATION**

Using Prince-2 methodology, our analysts have been involved in some of the most demanding and time pressured deployments in high profile, complex environments. These have included some of Europe's busiest Accident & Emergency Departments during periods of intense demand, and broadcasting organisations offering 24x7 coverage. Using our in-house skills we resource implementations to work around the operational needs of our customers.

## **LIFETIME VALUE & SUPPORT**

Xeretec offers one of the most comprehensive logistic and support ecosystems available in the market today.

Customers have full interactive access via a Fleet Management Portal to monitor and request interventions into the entire Xeretec / Xerox supply chain for parts, service calls, history of engineering visits, consumables and more. By using a single professional solution you, the customer, Xeretec Helpdesk and analysts, and Xerox Service Engineering and consumables logistics can all operate from one common set of intelligence, shortening time-to-fix and providing faster positive responses and outcomes.



**MONITOR SERVICE CALL &  
CONSUMABLE REQUESTS**



**PERSONALISED FLEET  
MANAGEMENT PORTAL**



**UK HELPDESK & ANALYSTS  
WITH FULL UK&I COVERAGE**



**XEROX SERVICE ENGINEERING**

## **XERETEC PULSE**

Most managed print service providers claim they provide a proactive service, however we believe this is only possible when providing accurate analytics to visibly view and support your fleet.

This data allows us to identify potential issues before they arise, as well as enabling identification of devices that are being under utilised, ensuring you get the most from your MPS and printer fleet.

## **XERETEC VISION**

Our in-house software development team have created a dynamic business analytical platform called Vision to provide you with a detailed view of your print environment, without the need for endless spreadsheets and reports.

It combines analytics with powerful "what if" scenarios that enable Vision to easily identify inefficiencies and provide solutions for a more effective Managed Print Service.





## **XERETEC** **ABOUT US**

We have a 30-year history of delivering contract and lifecycle services for customers that range from Global Household brands across the World to family run businesses in the local community. Our focus is on delivering a complete technology experience designed to provide tangible business benefits, no matter how big or small you are.

Our selection process handpicks a range of solutions and service options in addition to offering off the shelf technology products. We provide bespoke solutions addressing digital workspace and communications, through to process automation.

## **WANT TO LEARN MORE?** **GET IN TOUCH**

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Email: [info@xerotec.co.uk](mailto:info@xerotec.co.uk)

