



Lexmark Fleet Intelligence



Thinking about changes to your print fleet?

Whether you're interested in buying a new print fleet, or refreshing your current fleet, a thorough evaluation of your needs and options is necessary. There's a lot to think about. For example, do your users need access to color devices? Does your business require a few large devices for each business function or several smaller devices placed near knowledge workers? How about scanning and faxing capabilities?

The goal is to have an efficient and effective print infrastructure while also avoiding a costly misstep in making a technology decision. Challenges like these may hold you back from making a print fleet investment:

- ▶ Advancements in print technology create complex options
- ▶ A fleet purchased piece by piece can create complexity with multiple vendors and associated supplies
- ▶ You may not be aware of all available print device features and may lack knowledge of the best choices for the future needs of your business
- ▶ You may not always have access to professional consultants with print expertise for advice and direction

With a Lexmark Fleet Intelligence assessment, we'll help answer your questions and conquer your challenges.

When you engage with us for a print assessment, you'll receive a high-quality proposal with a new fleet design based on data collected from your business, leveraging Lexmark's experience, assessment tools, methodology and analysis. You'll benefit from knowledge gained from performing more than 6,500 assessments. This industry-specific insight provides context to your daily document needs—and empowers you to upgrade your print fleet with confidence.

Here's how the print fleet assessment works:

1. Together we'll work through a survey of your print environment and a few strategic questions about your desired assessment outcome. The time spent doing this step will influence the rest of the process and the customized results returned to you.
2. We'll install a data collector at your site to monitor print devices.
3. Lexmark consultants will conduct a needs-analysis based on your survey and the data collected from your current print devices.
4. We'll meet with you to present a custom proposal with recommendations to meet your specific needs—with a future-state fleet design based on best practices.

Your benefits include:

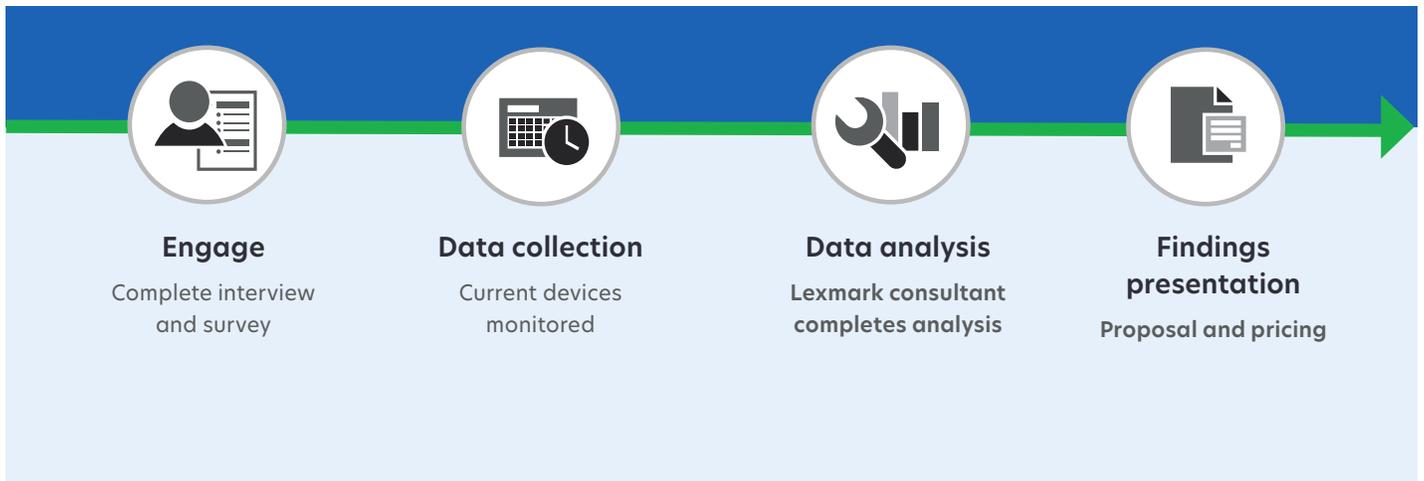
Detailed findings on your current environment

- ▶ Monthly print volumes
- ▶ Hardware and supplies cost estimates
- ▶ Device utilization

Professional, data-based analysis and recommendations

- ▶ Specific models and features
- ▶ Total cost of ownership analysis
- ▶ Efficient, effective fleet design

Get started today. Contact your Lexmark reseller to learn more.



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