

## Total Print Management (TPM) Provides Transparency & Significant Savings

90% of businesses in the UK do not have a full picture of the annual costs of their printing!

Between 1-3% of a company's annual turnover is spent on internal printing!  
*Source: Gartner Group*

**A Total Print Management (TPM) solution delivers an efficient and cost effective business environment and makes your true fleet management and running costs transparent – an SDS TPM is proven to relieve management headaches in the area of print.**

### The Issue - No Print Strategy

Today's office environment is typically populated by an ever evolving array of printing/copying/scanning digital technology products. Most businesses do not have the in-house expertise to develop a transparent and fully costed print strategy. Businesses are crying out for assistance in managing this critical business service – a Total Print Management package delivers that assistance.

### Spiralling Costs - No Overview on Usage and Management

Organisations print devices and the management of, continue to experience spiralling costs due to a patchwork of printers\multi-functional printers, deployed throughout their business. This patchwork of printers provides little or no visibility of what is being printed, how often and by whom! Most devices provide no data on usage and unless you are able to take a holistic view of your print output, you are left guessing the costs.

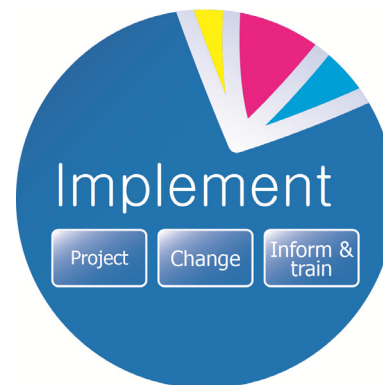
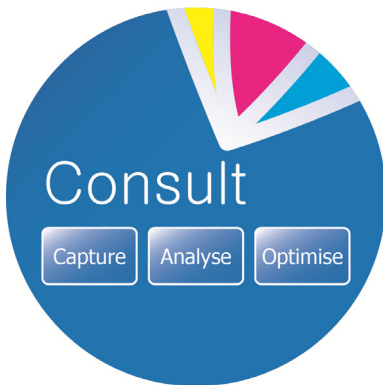
### Hidden Costs - Drain on IT Resources

With so many diverse printers, scanners and copiers deployed throughout an organisation, the burden of managing these devices falls firmly on the shoulders of the IT department, tying up an expensive resource to replace toner, clean print drums or simply reset the device. Where there's no IT resource available, a business can stall and productivity collapse, while efforts are made to recover the situation. These costs are simply unrecognisable!

### Quote from an SDS customer:

*"Not only have you managed to prove that we can save thousands of pounds per quarter in our actual running costs, you have managed to make a vast saving in hidden 'soft' costs i.e. we had highly qualified IT staff running around the campus, trying to maintain our print hardware - with SDS picking up this maintenance responsibility, it has enabled our IT department to focus on more of our critical IT requirements."*





## SDS Total Print Management (TPM) The Strategy Solution:

SDS holds the key to solving this 'No Print Strategy' problem by utilising our expertise to provide you with a bespoke TPM service. SDS's TPM consists of three transition steps that ensure you get the most efficient and effective print solution, designed around your specific business needs.

### SDS Three-Step Transformation Process

SDS will assess and provide clear and accessible evidence of your current print procedures in the areas of usage and management. This is achieved by...

#### Step 1 - Consult

The first step is to capture your current usage statistics, costs and volumes of your existing print and copy devices via a **FREE SDS Print Audit**. We then analyse this data and identify the specifics of your overhead costs.

#### Consult - The short story:

- **SDS captures data**
- **We analytically assess data**
- **Use findings to provide optimised proposals**

#### Step 2 - Implement

Following analysis of your data and if areas of potential improvements have been identified, SDS will provide you with a fully documented proposal that demonstrates how cost effective technology will offer reduced costs, improved productivity and management of.

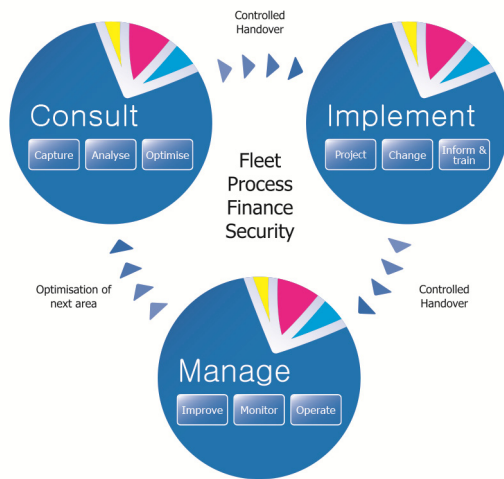
Please note that SDS would advise where applicable, flexibility in your print-on-demand facilities... and greatly improved print quality of documents, brochures and publications.

#### Implement - The short story:

- **SDS delivers start-to-finish Project Management**
- **Transition and change - we advise, deliver and set-up new fleet with minimal disruption**
- **We provide on-site training and on-going remote support**

#### Step 3 - Manage

Following the creation of a new print infrastructure, SDS offers a scalable portfolio of services to manage and maintain the fleet, tailored to your specific business needs and requirements... and complementing your existing IT services.



### Manage - The short story:

- **SDS provides ongoing operational support via proactive service and assistance**
- **Continuous remote monitoring of fleet performance and health**
- **Regular management reports, review meetings and active searching for on-going improvements**

## SDS TPM Services – The Detail

### Exposing & Managing Cost

SDS's TPM not only provides you with the detailed insight and accountability of your printing habits and costs across your entire business, it also enables you to make changes to your current fleet of printers, helping you to utilise the machines in the most efficient and cost-effective way - saving you money and resources whilst improving productivity.

### Reducing Consumable Stock Levels

SDS's TPM support monitors all of your printing devices and will automatically send out the correct supplies as and when you need them, this reduces budget invested in stock supplies, eliminating the need to use valuable storage and eradicating the waste of redundant stock.

### Saving Resources & Time

Our TPM services dramatically reduce the investment of time and money needed to manage your stock of printer consumables by automating the ordering process, as well as minimising the efforts required by IT staff to maintain your print fleet.

### Monitoring & Assessment Software

In delivering its TPM services, SDS uses a range of analytical software tools to monitor and audit your print fleet. This software sends detailed information about the use and health of your fleet back to SDS.

Our monitoring, alert and remote access software tools are proven to minimise downtime and provide data that aids in making the most of your 'print fleet'.

- When a particular toner is low, SDS receives an alert that triggers automatic replacement.
- Fault diagnosis, enables SDS engineers to provide a fast and proactive service
- Our staff are able to identify inefficient use of a particular printer and advise how to improve the usage, via holistic fleet analysis
- Supply monthly/quarterly reports that show if the fleet is being used cost effectively.
- This process of continuous auditing enables SDS to recommend changes and improvements to help manage and even lower your print cost.



### Helping the Environment

SDS TPM can help you cut down on wasted printing, both in toner cartridges and unnecessary, excess printing... in turn, reducing the energy used by your print fleet. By providing you with extensive data identifying high-energy devices and the detailed usage of all machines, SDS can help implement changes that can make instant improvements in reducing your carbon footprint.

## So, what are the true costs and is TPM the right solution for you?

### TPM - Transformation Process

The SDS TPM service adds a completely new level of support to your business structure. It enables your valuable IT resources to be released for you to focus on driving your technology infrastructure forward, rather than trying to support unmanageable digital technology resources. Instead of being side-tracked to manage printer consumables, your administrative staff can focus on their admin responsibilities.

In order to lower your document printing spend, SDS's TPM service combines consulting; hardware; software implementation and workflow management.

Our TPM concept focuses on three essential areas:

- **Fleet:** Creating the best-fit printing/copying/scanning fleet to deliver your real business needs; providing optimal business process and fleet support; and establishing continuous optimisation, balanced with minimal cost of ownership.
- **Process:** Analysing all business-relevant document flows, in order to increase productivity; to benefit from cost savings by design; to implement and operate a tailor-made solution that meet your precise daily needs.
- **Finance:** Offering varying purchasing and leasing options, as well as various contract models... integrating existing contracts into a single transparent financial plan.

For more information about our **FREE SDS Print Audit...** and to read what our customers say about working with SDS, please follow the link below to our website OR copy the following into your browser:

[www.sdsltd.uk.com/testimonials](http://www.sdsltd.uk.com/testimonials)