

## Managed Print Services for Schools

Virtucom helps K-12 schools reduce end-to-end printing expenses



### Take Control

Virtucom's Print Management (VPM) service helps you take control of your hard and soft printing costs. By helping you reduce the number of pages you print, as well as watching over your document production fleet, we enable your superintendents, principals, teachers and school administrators to focus their time on education, not printing worries. Our solutions reduce the total cost of document equipment ownership for small, independent schools or large school districts, while increasing user satisfaction and increasing operational efficiency.

Virtucom is a regional provider of integrated document solutions specializing in HP technology as well as solutions from other leading manufacturers. We can become your managed print partner, providing services including:

- Cost and productivity assessments of your existing imaging and printing environment
- Multi-vendor fleet management and optimization
- Convenient cost-per-page contracts tailored to fit your organizational needs
- Software solutions that improve your workflows and streamline document-intensive business processes
- Auto supplies fulfillment to simplify procurement of supplies and reduce cost of carrying inventory

### The Right Solutions for Your Schools

Virtucom's reputation has been built on a foundation of uncompromising service to the schools we serve. We take the best of today's technology and make it work for the world of education. By harnessing the continually evolving nature of technological advances, we help our educational clients to better integrate technology into their real business: teaching, learning and managing the education of students.

Let Virtucom show you how the latest printing and imaging solutions from HP and other leading providers can satisfy the unique needs and priorities of your organization. As an HP specialist partner, we can sell or lease comprehensive solutions that help you satisfy your specific requirements without the expense of hiring a consultant to guide you through the process. HP solutions include:

- Copiers and Printers—for small offices, workgroups or high-volume applications
- Multifunction Devices
- Wide Format Solutions
- High Volume Production Printers and Copiers

### How Much Does Your Printing Cost?

Have you added up all the costs of printing documents in your schools? When you do, you'll discover the total expense includes far more than just "hard costs" of paper and toner. A study commissioned by Hewlett-Packard found the "soft costs" include:

- **Help calls:** printers and related devices can very quickly stretch your school district's IT support resources.
- **Purchasing and stocking of consumables:** Operating a heterogeneous print infrastructure means that a multitude of consumables must be purchased and stored—often leading to stockpiled supplies.
- **Physical space:** A mixed and aging printer fleet can take up valuable classroom and office space. Device consolidation and multi-function devices can eliminate many unnecessary devices.
- **Volume of printed output:** Low volume printing often results in a higher cost per page than high volume printing.
- **Finance and administration:** Maintenance bills, consumables, repairs and new purchases, as well as managing multiple service contracts, place a burden on both financial and administrative resources.

## Virtucom Print Management (VPM) Three Steps to Optimal Printing

### 1 Evaluation

Virtucom's experienced team of print management professionals will evaluate your current method of printing, copying, faxing, scanning, and print storage, to determine if these systems are cost effective, efficient and environmentally sound. We will identify the challenges encountered in the management and workflow of your print technology.

### 2 Recommendation & Implementation

We will provide recommendations to optimize your printing infrastructure and reduce costs. Our recommendations may include: redeploying high volume devices to high usage areas, creating a plan to update aging technology that is expensive to operate, and leveraging multifunctional systems to reduce device counts where appropriate.

We will assist in the implementation of our recommendation. This may include helping to convert the current procurement methods to managed print services, evaluating new technology, phasing in new solutions (such as new document and device solutions), training key operators, and implementing the monitoring technology.

### 3 Management

Virtucom will manage your printing infrastructure on a low cost per page pricing model. Our usage-based programs offer everything from managing printer networks (including supplies), preventative maintenance, servicing equipment, and providing help desk support.



## About Virtucom

With more than 16 years of experience providing IT solutions to K-12 private and public schools, Virtucom has developed proven methodologies to assess and satisfy your academic printing needs. We have successfully engineered solutions for over 1,000 primary and secondary schools in the Southeastern United States. Let our caring and experienced staff guide you through our three-phase approach to deploying a managed printing solution for your organization.

### Cut Printing Costs with Virtucom

Virtucom's Print Management (VPM) Service can help ensure your school to have the right equipment, strategies, and support to get control of your printing cost.

#### Let Virtucom help you:

- Put the right printers in the right places for your academic needs
- Consolidate your printer fleet with high-volume HP multifunction devices (MFD) that combine printing, copying, scanning, and faxing
- Reduce printing bottlenecks and IT support demands

Find out how much your schools can save with a complimentary printing consultation by Virtucom. We'll assess your current fleet, help you gauge your current utilization, and provide suggestions for improving processes and reducing costs. There's no cost or obligation, and you can implement our suggestions yourself or let Virtucom do the work for you.

Call today or visit us  
online to arrange your  
free consultation.

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