

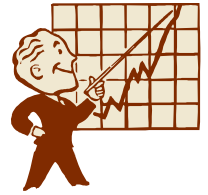


SERVING THE DESERT BUSINESS  
COMMUNITY SINCE 1973

# DESERT BUSINESS MACHINES, INC.

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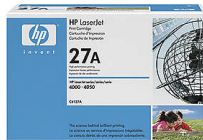
## What is Managed Print Services? (MPS)

**It's a new and exciting service that is now offered by Desert Business Machines!** It is designed to assist the business end-user by streamlining management and minimize costs associated with printing and imaging. Managed Print Services can help to reduce ownership costs, enhance productivity and reduce energy consumption.

Often overlooked, printing is an infrastructure just as important as facilities, telecommunications and IT networks, and the long-term results of a successful MPS partnership includes enhanced productivity, increased compliance and improved environmental sustainability, to name a few.

With copying and printing costs so important to many organizations' bottom lines, there's no doubt you need to start thinking about having an intelligent print management and cost recovery solution that will track, analyze, and allocate the cost of every document output to any device in its menu of solutions.

Businesses are finally starting to realize the bottom line benefit to getting their output under control. They are doing this through Managed Print Services (MPS) – a defined and mature strategy designed to help manage the volume of documents flowing through the organization and minimize the costs associated with printing, sharing and updating them.



## The Desert Business Machines (DBM) Advantage

**So, how can DBM increase your bottom-line through managed print services?** DBM's service and supply organization is a key advantage. Every day, we are involved in servicing equipment, device maintenance, and delivering supplies. We have developed relationships through many support channels.

If we know your printer fleet and can provide your business cost savings recommendations, you are on your way towards cutting down your expenditures through increasing your managed print services.

To make this transition, DBM will gather information on your printer fleet and identify where printing dollars can be saved.

### **Here's what a Simplified Managed Print Services program can do for you:**

1. Reduce document output costs by up to 30%, without purchasing any new printers!
2. Automatically manage supplies replenishment and service your existing printers, no matter what brand of printers you may own.
3. Refocus your IT Department on core network responsibilities, not toner cartridge replacement and clearing paper jams
4. Track and analyze device activity to ensure you're getting the value you deserve from each printer asset.
5. Assess fleet performance in order to maximize efficiency, decrease costs and improve your environmental impact



**IT'S A WIN, WIN SITUATION FOR EVERYONE!!!!**  
**"CALL US FOR DETAILS"**



