

# HP AiTLE Seminar on School Printing Solutions

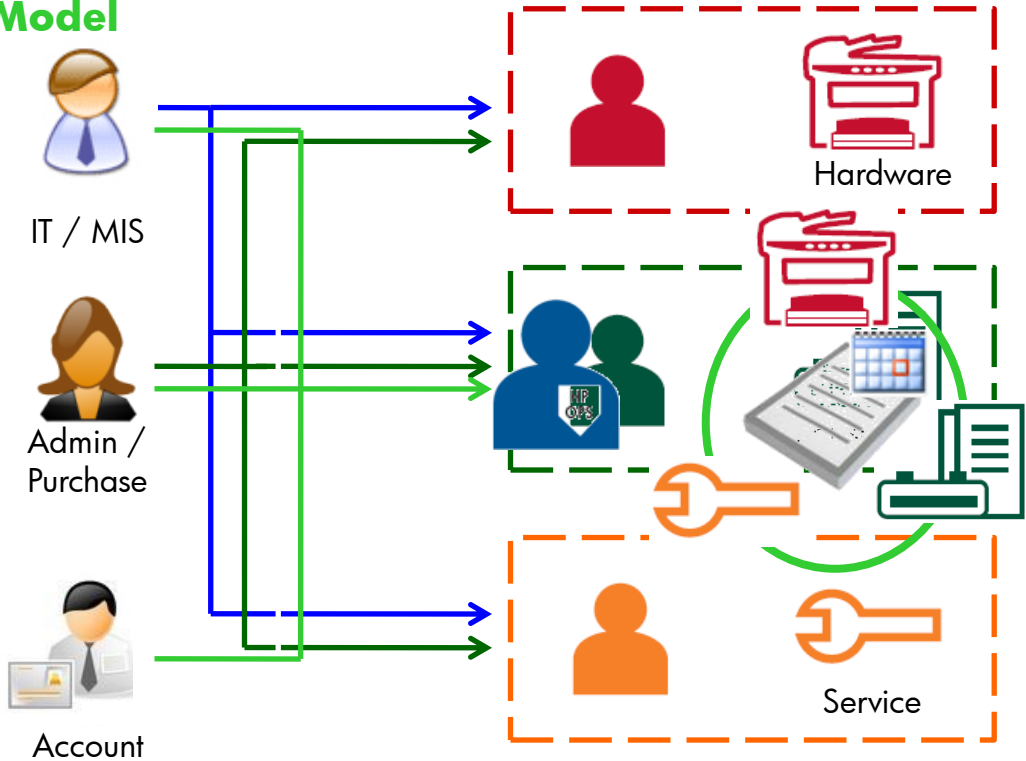


**Matt Liu**

*Marketing Development Manager*

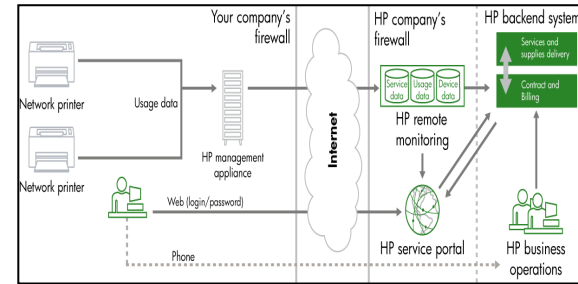
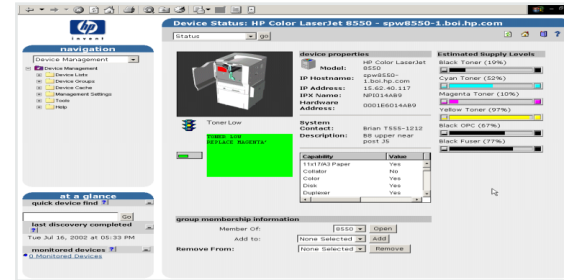
# HP Managed Print Service (MPS)

**Current Model**  
**MPS Model**



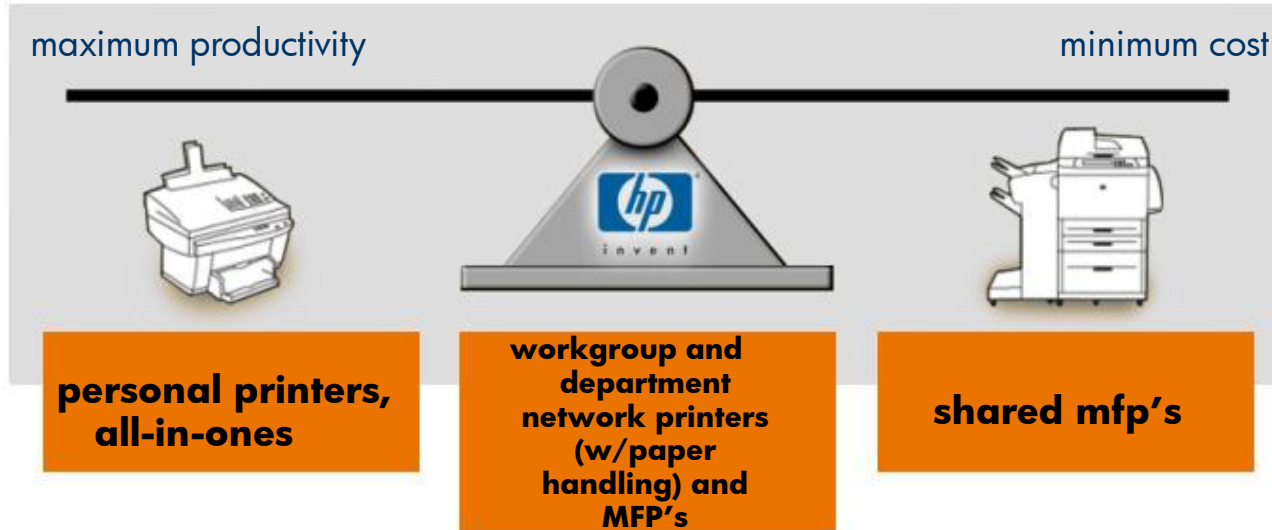
# HP MPS Deliverable

- 3 - 5 Years Contract Term
- Customer-provided HP-devices and HP-owned new devices are managed
- Monthly Fixed Charge + Monthly Click on print usage
- Toner & Supplies / Maintenance Kit Replenishment
- Onsite Break & Fix service, Dedicated Service hotline
- Usage Report Generation
- Annual Review Service



# HP Balanced Deployment Approach

## Balanced Deployment



- recommended for high cost per hour employees
- personal devices for highly confidential printing
- balances cost and productivity
- moves advanced functionality closer to users
- lowest total cost solution
- creates employee dissatisfaction

2/6/2013

**HP Flow MFP**

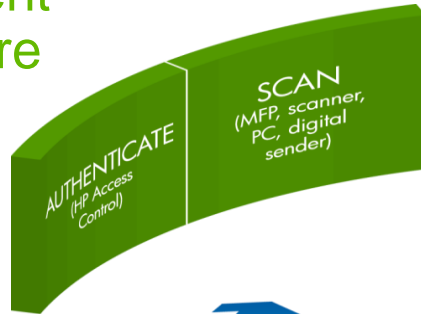


*Improving Workflows*

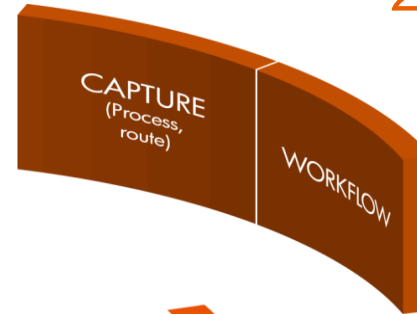
# HP end-to-end, information lifecycle

Bridging paper and digital workflows

## 1. Content capture



## 2. Content management



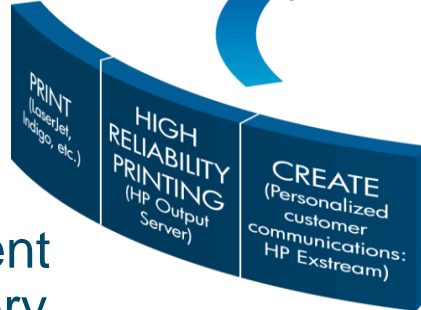
Information Lifecycle



## 3. Content retention



## 4. Content delivery



# HP LaserJet Enterprise Flow MFPs

The industry's first capture optimized MFP



color flow **M575c** : \$31800

- ✓ Single-pass duplex
- ✓ HP EveryPage via ultrasonic double-feed detection
- ✓ Extended life (3X), high capacity ADF (2X) – ie 100 sheets
- ✓ Integrated keyboard
- ✓ HP's new 8" color control panel for easy use and larger sized image preview
- ✓ On-board OCR
- ✓ Scan to SharePoint®



mono flow **M525c**: \$24830

## Best in Class Scanning

1. Single-pass duplex and robust ADF make capture easy
2. HP EveryPage guarantees every page via ultrasonic double-feed detection



## Easy and Accurate Data Entry

1. Easily enter metadata with convenient pull-out keyboard
2. Image preview allows view, zoom, edit & reorder of pages at the 8" color touch screen



## Unequaled Processing, Routing, Cloud Storage

1. Turn paper into editable documents with on-board OCR
2. Advanced image processing for pristine scans
3. Scan to SharePoint®, e-mail, fax or network folder
4. HP Smart Document Suite for cloud-based store, search & retrieval



# Thank You

