

Cannon IV and Hewlett-Packard

ACCELERATE business processes, *GAIN* efficiencies,
and *REDUCE* print costs

with Managed Print Services (MPS)



Contract Holder
Contract GS-03F-0052X



Cannon IV, Inc.

Headquarters: Indianapolis, Indiana

GSA Contract Number: GS-03F-0052X

SINs: 51 55, 51 56, 51 57, 51 58, 51 58A, 51 58B, 51 100, 51 100C, 51 101 2, 51 208, 51 500 (Managed Print Services)
51 501 (Needs Assessment)

GSA FSSI Print Management Blanket Purchase Agreement: GS-03F-PM005

Socio-economic Status: Small Business

**Managed Print Services: One great solution backed by two great companies that understand your business.
Call your MPS expert today!**

Contact Cannon IV and ask for the Federal Sales Team:

800.825.7779 or email fedteam@cannon4.com

HP Imaging & Printing Inside Sales Team:

800.727.5472

Take control of your print environment with Managed Print Services

When you need to reduce costs, and streamline your overall print strategy and infrastructure, trusting Cannon IV and HP is the smart decision. When you choose Cannon IV and HP, you get the hands-on experience of Cannon IV to help assess the needs of your agency/department, plus you get the power and backing of HP as a Global Print Services company, to support meeting your objectives.

What if you could...

Reduce costs by gaining visibility and control over your printing technology, assets and supplies?

Improve productivity and accelerate operational results with enhanced document workflows?

Free up time for IT and end users to focus on and invest in customers?

Support ongoing innovation through access to and rigorous analysis of real-time usage data?

Increase environmental sustainability and security with products and services that help you better manage?

Optimize your printing environment with Managed Print Services

Managed Print Services can provide virtually everything you need to maintain a cost-effective, productivity-enhancing imaging and printing environment, including hardware, software and supplies, training, maintenance and support and workflow improvements. Core services may include:

Assessment services: Understand your current usage, find hidden costs and develop a business case for change

Financial and procurement services: Contain costs, from technology acquisition to retirement and replacement

Transition and implementation services: Ensure that the right equipment is installed and end-users know how to make the most of it

Management and support services: Maximize ROI through fleet uptime and optimization, award-winning support and supplies management

Document and workflow services: Automate paper-intensive workflows and continually improve infrastructure management

Reduce the cost of imaging and printing

Reducing printer-related expenses may be one of the fastest ways to cut IT costs. In most federal agencies or departments, printing equipment and expenses are loosely managed and barely under control, with thousands of low-function devices sitting on individual desktops and without adequate management. It all adds up to higher costs across the board, from hardware to printer maintenance to supplies and energy. In fact, industry experts estimate that for every dollar spent on hard costs, another \$9 is spent managing the printed documents over their life cycles.¹ It's no wonder global enterprise companies [which included government and education] spent a staggering \$172 million on printing last year.²

However, with Managed Print Services (MPS), you can bring those costs under control, which with today's pressures for government to reduce spending, is a winning solution for everyone.

Experience to get the job done

Cannon IV specializes in evaluating document production and distribution capabilities and helping organizations make improvements to reduce costs.

For over eight years, Cannon IV has been providing managed print services to public sector and commercial clients nationwide. Spanning all 50 states, organizations of all sizes, in every industry, have come to rely on Cannon IV managed print services for the products and services needed to improve their document production, distribution and workflow management.

Cannon IV is partnering with HP to design, implement and manage an imaging and printing infrastructure tailored and adaptable to an organization's evolving needs. The alliance with Hewlett-Packard's print services resources enables Cannon IV to provide Managed Print Services with HP printers and multifunction printers in the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories.

Whether your priority is speed, versatility, or cost efficiency, HP has your needs covered with the printing tools your organization deserves.

Make no compromise on quality

Regardless of the HP printer and paper you choose, the result is always the same – professional-quality documents with vibrant colors, sharp blacks, and crisp graphics. HP’s patented technology and no-compromise quality and reliability ensure documents look great from the first page to the last.

Choose from a wide variety of printers and MFPs to meet your needs:

HP LaserJet printers are simple, trustworthy, and deliver professional, cost-effective output. Automatic print quality enhancements via HP REt technology, advanced halftoning, environmental sensing, and intelligent calibration help HP LaserJet printers (and MFPs) deliver exceptional output easily and affordably.

HP Color LaserJets support the innovative, full-featured HP Universal Print Driver. And, thanks to HP ColorSphere toner and automatic print-quality enhancements, HP Color LaserJet printers and MFPs deliver exceptional print quality.

HP LaserJet MFPs let you print, copy, fax and scan from one versatile machine instead of multiple devices. By consolidating your printing and imaging infrastructure, you’ll reduce power consumption, support requirements and maintenance costs.

“We started out just targeting costs, but we found that consolidating our print infrastructure and standardizing on HP also cuts waste, saves time, and helps teachers use classroom resources efficiently.”

— Pete Just, chief technology officer, MSD of Wayne Township, Indianapolis, Indiana

The results are all in the choice

Wayne Township HP/Cannon IV Case Study

www.cannon4.com/go/wayne

Objective

Cut costs for printing, reduce consumption of paper, toner, and energy; and improve workflow processes

Approach

Consolidate and centralize print infrastructure standardizing on HP printers and MFPs with Cannon IV managing the print services contract

Technology Improvements

- 70% reduction in print devices consolidating from 1,670 print devices to 515
- Create printer and MFP device standards
- Improve workflows; reduce waste with scan-to-email
- Provide on-ramp to web posting; use of classroom projectors

Benefits

- Reduce cost per page by 4 cents
- Save hundreds of thousands of dollars with improved print management
- Reinvestment of savings into education vs. infrastructure
- Increase teacher efficiency by streamlining workflows

More reasons to choose Cannon IV and HP for Managed Print Services

Cannon IV and HP offer flexible finance options to meet various purchasing needs:

- Device purchase
- Operating Lease Plans
- Lease-to-Ownership Plans (LTOP)

Ask about the flexible finance options and let us help you make the right choice for your organization.

Why Cannon IV and HP?

Cannon IV Inc., founded in 1974, is a leading small business independent provider of managed print services and technology, with more than 3,500 customers nationwide. Cannon IV has more than eight years experience in providing comprehensive managed print services to commercial and public sector organizations nationwide.

- HP Products & Services Certifications: Managed Print Advanced Specialist, Document Solution Specialist, Graphics Specialist
- HP Industry Certifications: Public Sector Specialist, Healthcare Specialist
- SBA Small Business classification
- GSA Schedule 36 Contract Holder
- GSA FSSI Print Management BPA Contract Holder

Hewlett-Packard is a global leader in imaging and printing solutions for large organizations. HP offers technical expertise, and reliable products and solutions sets that allow customers to benefit from:

- Complete solutions—With end-to-end solutions and services, HP can work with you to identify and address your specific needs today and into the future.
- Expertise—HP has more than 25 years of experience with imaging and printing.
- Global reach—With IT professionals in 170 countries, HP has the resources to address your agency's needs around the world.
- Leadership—HP is a global leader in imaging and printing, an industry leader in network and infrastructure management, and a company with a strong commitment to environmental sustainability.

Act Now to begin realizing the benefits of Managed Print Services:

- Set up a strategic consultation to assess your specific business needs
- Identify the managed print services approach that will meet the unique needs of your organization today and scale with your future growth

To learn more, visit:

Cannon IV MPS: www.cannon4.com/go/mps

HP Global Services: www.hp.com/go/mps

With Cannon IV and HP, you get the benefits of the legendary HP reliability and:

- **Environmental leadership:** Save money and reduce your impact on the environment with HP printers—many are ENERGY STAR® qualified. You can also recycle your print cartridges with the HP Planet Partners program—it's easy and free.³
- **Classified print control:** Manage your printer fleet and monitor usage easily with HP solutions such as CAC for authentication and proactive software management tools—and many more.
- **Customizable service solutions:** Ask about Cost-Per-Copy Plans for HP LaserJet printers and multifunction printers (MFP) and Maintenance Service Agreement options, including HP Care Pack Services.⁴
- **Cost savings:** Original HP supplies deliver the #1 value every time you print. Save costs and enjoy greater yield with HP multipack and high-capacity toner cartridges.

¹ All Associates Research, EDAM White Paper, 2009.

² IDC Worldwide Quarterly Hardcopy Peripherals Tracker, U.S. Printer Page Volume 2009-2013 Forecast" (Doc No. 218522), and "U.S. MFP Page Volume 2009-2013 Forecast" (Doc No. 218528), IDC, June 2009. For details, go to: http://www.idc.com/getdoc.jsp?containerId=IDC_P4437#IDC_P4437_genericsection0004.

³ Program availability varies. HP print cartridge return and recycling is currently available in more than 49 countries, territories and regions in Asia, Europe, and North and South America through the HP Planet Partners program. For more information, visit: www.hp.com/recycle.

⁴ HP Care Packs are specific to each printer device. Value and specific Terms and Conditions will apply. Contact Cannon IV for specific details. ENERGY STAR® is a registered mark owned by the U.S. government.

