

# HP Managed Print Services



Help customers achieve measurable results through an alliance that enables fleet predictability, improved security, and scalability



## HP MPS: Most comprehensive device, data, and document security.<sup>1</sup>

A survey of businesses using  
HP MPS indicated average  
cost savings of

23%

with 76% of respondents reporting  
savings of

up to 30%

on the cost of operating their print  
fleet in the past year.

—Quocirca, “Managed Print Services  
Landscape, 2016,” July 2016

Whether it's reducing costs, balancing security and mobility, or moving to and maintaining a cloud system, today's businesses are struggling with a variety of challenges when it comes to managing their print environments.

Work with HP Managed Print Services (MPS) to address these challenges head-on with innovative devices, services, and business intelligence that will help your customers not only print more efficiently, but deliver measurable business results through predictable costs, better uptime, and improved security. With the ability to customize and scale to fit your customers' unique needs while reducing the time and effort you spend running their print environments, HP MPS is easy to sell and manage. Plus, offering more efficient, cost-effective document management while focusing employees on their business and away from printing will create loyal customers that are willing to consider other products and solutions in your portfolio.

### Help customers do more than print—help them get results

#### Provide valuable insights

Predictability is critical to businesses that are under pressure to reduce costs and use resources more efficiently. When you work with HP, you can offer business intelligence data that's based on device information and predictive analytics.

HP MPS provides your customers with specific insights solutions, an integrated portal for their print and PC fleets, and business reviews with HP experts so they can have the data they need to:

- **Make smarter decisions** based on the trends, usage, and costs of their print environment
- **Increase uptime** by preventing problems before they happen
- **Easily manage and continuously improve** their PC and print fleets
- **Optimize their fleet** to meet unique business needs
- **Manage their fleet** more efficiently and take advantage of easier data access and analytics with insights solutions like HP Device Control Center, HP Instant Fleet Insights, and HP JetAdvantage Insights

#### Offer better protection

Security is a major concern for all businesses. Today's rising cybercrime, complicated compliance issues, and internal threats can all result in major financial loss. HP can help protect your customers' revenue and reputation with the most comprehensive device, data, and document security.<sup>1</sup>

The security delivered by HP printers and MFPs, HP JetAdvantage security solutions, as part of a Managed Print Services engagement can help your customers:

- Improve device security using **automatic detection** of cyberattacks with features like HP Sure Start, firmware whitelisting, and run-time intrusion detection
- **Protect sensitive data** and documents using data encryption, user authentication, and pull print solutions
- Enhance their system security with automated **monitoring and compliance reporting**, which tracks printer security incidents
- Develop a cohesive **printing security strategy** and implement solutions to protect their business thanks to guidance from HP print security experts who will help to assess their environment



HP PageWide Pro MFP 772dn



HP PageWide Pro MFP 772zt



HP PageWide Pro 750dw

### The next generation of A3 MFPs

HP is entering the copier industry with disruptive technologies that enable you to offer a superior customer experience. The next generation A3 portfolio—which includes printers and MFPs, LaserJet and PageWide, and colour and monochrome—is engineered to provide next generation quality, reliability, security, and solution support. Their speed, ease-of-use, and improved paper handling create a better overall experience that will help your customers drive down cost and boost uptime.

### Enable workplace evolution

It's no secret that the IT landscape is rapidly changing thanks to mobility, cloud security, and data analytics. It's also clear that paper-based processes are taking a backseat to more easily accessible and streamlined digital options. Your customers' employees now expect to have access to information virtually anywhere, anytime—a demand that must be met for the sake of productivity, but not at the cost of security. With powerful HP JetAdvantage workflow solutions, a scalable, flexible portfolio, innovative MFP technology, and consistent global delivery, working with HP can help your customers meet those needs, as well as:

- **Automate digital workflows** with easy document capture, digitization, and content extraction using HP JetAdvantage Capture solutions and HP Flow MFPs
- **Print from mobile devices** securely and conveniently with solutions like HP JetAdvantage Connect<sup>2</sup>
- **Meet changing needs** with scalable, customizable solutions
- **Experience breakthrough performance and cost of ownership** with next generation technology in the A3 portfolio that includes HP PageWide Technology and HP MFPs with predictive maintenance and remote analytics
- **Create a single point-of-accountability** for their entire print fleet and consistent support experience for HP and multivendor devices with a single global contract



## Benefits for both you and your customers

By working with HP, you're providing your customers with informative data analytics innovative solutions, and a scalable portfolio of hardware, software, and services, that will help them deliver measurable results. You can experience maximum financial benefits by helping to reduce the time and effort you spend managing your customer's print environment and providing consulting and optimization services.

### Solutions

HP's comprehensive range of technology innovations provides secure, end-to-end solutions to your customers, including streamlined processes and proactive security.

### Scale

HP's portfolio of hardware, software, and services offers flexibility and scalability to help meet the demands of businesses of all sizes virtually anywhere in the world.

### Business intelligence

Information gathered through data analytics provide your customers with confidence that they're making the right decisions.

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1 Includes device, data, and document security capabilities by leading managed print service providers. Based on HP review of 2015-2016 publicly available information on security services, security and management software and device embedded security features of their competitive in-class printers. For more information, visit [www.hp.com/go/MPSSecurityclaims](http://www.hp.com/go/MPSSecurityclaims) or [www.hp.com/go/mps](http://www.hp.com/go/mps)

2 HP JetAdvantage Connect works with leading mobile devices. A one-time plug-in must be installed for devices running Android™ operating system. For details and a list of supported operating systems, see [hp.com/go/JetAdvantageConnect](http://hp.com/go/JetAdvantageConnect).

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