

# The True Cost of Printing

How Managed Print Services Deliver More Cost Reduction, Time Savings, & Operational Visibility Compared to In-House Management



## Costs:

Eliminating Waste and Lowering Total Print Costs

Many organizations focus on the upfront cost of printers, but the real expense of printing is revealed over time. It's like buying a car based on the sticker price, without considering fuel or maintenance—what looks cheap upfront often costs much more over time. **Managed Print Services (MPS)** takes a total-cost approach—aligning **devices**, **supplies**, and **support** to reduce long-term spend.

Without Managed Print Services:	With MPS from Green Office Partner:
<ul style="list-style-type: none"><li>✗ High cartridge costs with lower-than-expected page yields</li><li>✗ Toner and ink expiring or failing before full use</li><li>✗ Entry-level printers often needing to be replaced, not worth the costs of repairs.</li><li>✗ Orphaned supplies wasted due to machines breaking down and not replaceable.</li><li>✗ Labor required to manage devices and consumables</li><li>✗ Waste from poor print quality and misprints</li></ul>	<ul style="list-style-type: none"><li>✓ A cost-per-page model so you pay only for what you print</li><li>✓ Standardized equipment and supplies across your organization</li><li>✓ Automated monitoring and replenishment of toner and consumables</li><li>✓ Business-class printers designed for reliability, efficiency and quality.</li></ul>



## Time:

Reducing the Hidden Productivity Drain

Printer and copier issues quietly steal more time than most organizations realize. What seems like a minor hiccup becomes a steady drip of frustration—pulling people from real work, breaking focus, and slowing teams down. **Managed Print Services** lifts that burden by proactively monitoring devices, simplifying support, and fixing problems before they become downtime—so your people stay focused and productive.

Without Managed Print Services:	With MPS from Green Office Partner:
<ul style="list-style-type: none"><li>✗ Time spent troubleshooting printer issues internally</li><li>✗ Long wait times when contacting manufacturer support</li><li>✗ Operational delays while equipment is repaired or replaced</li><li>✗ User frustration caused by unfamiliar or unreliable devices</li><li>✗ Lack of expert guidance to align equipment with business or industry needs</li></ul>	<ul style="list-style-type: none"><li>✓ Professional print assessments to identify the right technology for your environment.</li><li>✓ One cohesive team handling onboarding, including delivery, installation, and user training</li><li>✓ With automated monitoring, you'll receive proactive support and supply fulfillment.</li><li>✓ White-glove service with helpdesk and onsite support.</li><li>✓ Workflow and software solutions tailored to industry-specific requirements.</li></ul>

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## Control

### Gaining Visibility, Accountability, and Security

Without centralized print management, organizations lose control and consistency across a critical part of the environment. Policies vary by site, devices drift out of compliance, and firmware updates get missed—creating preventable security exposure and operational uncertainty. **Managed Print Services** provides centralized oversight, standardizes security, proactively keeps firmware up to date, and ensures compliance with industry regulations across the entire fleet.

Without Managed Print Services:	With MPS from Green Office Partner:
<ul style="list-style-type: none"><li>✗ No control over print usage across staff and departments.</li><li>✗ Inconsistent print strategies across the organization, leading to potential mishandling of confidential information</li><li>✗ Outdated firmware leading to print security gaps, causing vulnerabilities and increasing the risk of data breaches.</li><li>✗ Lack of equipment standardization is causing inefficiencies and increasing costs</li></ul>	<ul style="list-style-type: none"><li>✓ With monitoring and reporting, businesses gain organization-wide visibility into print usage for informed decision-making</li><li>✓ Secure print solutions that support compliance and protect sensitive data</li><li>✓ Automated firmware updates to ensure equipment is compliant and secure.</li><li>✓ Standardized, efficient, and consistent print fleet across all departments</li></ul>

## How Print Assessment Works

Green Office Partner performs a white-glove, all-inclusive assessment of your company's print-related needs, all at no cost to you. We'll walk you through our process from start to finish.

Based on collaboration with your team, we take time to understand your goals, challenges, and current print environment. We evaluate your true total cost of ownership, then recommend practical solutions aligned to your needs. From there, we refine the approach together and move forward with a clear, agreed-upon plan.

## The Roadmap to Your Success

The following outlines Green Office Partner's streamlined 7-step process—designed to ensure a smooth transition from sales through installation and onboarding.

**Verify** findings with team

2

1

**Assess** your operational pain points

**Present** contract

4

**Remove** old equipment

6

**Discuss** services and solutions

3

**Deliver and install** equipment

5

**Train** your staff

7