

# Partner Sales Cheat Sheet for Selling Green Office Partner Services



V2.0

## Core Green Office Partner Offerings



### Managed Print Services (MPS)

#### Copier/Printer Sales

- Full Print Analysis
- Quotations, Leasing/Sales
- Delivery & Installation
- Toner Replenishment
- Ongoing Service & Onsite Support

#### Additional Support

- Advanced Analytics on Usage
- C-Level Reporting
- Bringing Outsourced Print In-House



### Solutions\*

- Business Workflow Analysis
- Process Automation
- Intelligent Document Processing
- Enhanced Self-Service & Support Integration
- Faxing Solutions
- Secure Print
- Conference Room Audio & Video Technologies

\* Each solution is designed to complement your offerings—we only offer them to your clients if you do not provide them.

## What Clients Should You Refer?

We welcome all types and excel with print-rich businesses that are:

- Multi-site businesses (U.S./Canada)
- Single-site locations with multiple buildings.
- Monthly print over 10K Pages

We work across all industries, but we've found that the following need MPS the most:

- Healthcare
- Construction
- Hospitality
- Automotive
- Legal
- Education
- Government
- Financial
- Manufacturing

## Commission Overview

Earn commissions for every deal we close. We offer a two-tier commission structure, determined by usage:

### Print Service usage OVER \$500 per month:

- **\$500** for each new large client deal
- **\$250** for every \$25K revenue milestone
- **\$1,000** per A3 (11x17) copier placed
- **\$100** per A4 printer placed
- **2%** on large production hardware usage
- **5%** on service and subscriptions

### Print Service usage UNDER \$500 per month:

- **\$500** per A3 copier placed
- **\$100** per A4 printer placed

### Solutions Commission:

- **5%** on the total one-time revenue
- **2%** upfront on 12-month+ monthly subscription contracts

 Checks are issued within 30 days of initial invoice payment. Contracted page allotment volumes are paid annually.

## Ways to Transition Client Contracts

You don't have to wait until a client's current agreement ends. Refer them anytime:

[View Full Client-Facing PDF](#) →

- **Refreshes:** Seamless upgrades when current contracts expire.
- **Early Contract Termination:** GOP helps end contracts early.
- **Add-Ons:** Install new equipment now, migrate fully later.
- **Service Non-Contracted Units:** Client owns devices but needs managed support.
- **Change of Service:** Maintain lease, switch service vendors.
- **Service Relationship Management:** GOP manages existing vendor contracts until transition is complete.

## Print Partner Collateral

[Printpartner.biz/partner-content](http://Printpartner.biz/partner-content)


For client-facing decks, one-pagers, and flyers, use this link:

[Greenofficepartner.com/collateral](http://Greenofficepartner.com/collateral)


## Key Contact


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## Why IT and Print Vendor Working Together is Better for Your Business

Use these key points to position the value of collaboration to your clients:

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**Unified Technology Strategy:** By collaborating, your IT and print services are seamlessly integrated, simplifying management and enhancing overall efficiency.



**Strengthened Security & Compliance:** Together, we ensure that both your digital and printed data are protected, helping you meet industry regulations like HIPAA and GDPR.



**Minimized Downtime:** A coordinated approach allows for quicker resolution of technical issues, reducing disruptions and keeping your operations running smoothly.



**Scalable Solutions for Growth:** Our partnership provides adaptable solutions that grow with your business, facilitating seamless expansion and technological upgrades.



**Enhanced User Experience:** Working as one team, we deliver consistent support, improving user satisfaction through reliable and efficient services.

## Key Questions to Consider for Print Opportunities

Here are some questions to help you uncover meaningful print and document solutions opportunities. Please share any insight on these questions to help create an appropriate go-to-market strategy.

### Question About Print:

1. Are they **dissatisfied with their print vendor**?
2. Is IT or facilities **frequently dealing with printer issues or break/fix tickets**?
3. Would they want to print more in-house, such as **sales and marketing materials**?
4. Are there signs of **inefficiency** — high toner costs, mixed-brand fleets, no print rules?
5. Are they undergoing visible initiatives like **office relocation** or **expansion**?
6. Are they working with a **copier company that also sells IT services** (potential conflict)?

### Question About Solutions:

1. Do they deal with **complex workflows** like secure faxing, scanning, or compliance (HIPAA, legal)?
2. Are there **workflow bottlenecks** in printing, approvals, or document access?
3. Are there opportunities to introduce **solutions**, such as digital forms, e-signatures, or electronic workflows, to replace manual or paper-based processes?
4. Are they undergoing environmental initiatives like **going green**?

### Questions About Your Client Relationship:

1. Is this account better suited for a **soft marketing intro** (email, deck) or are they ready for a sales rep to reach out?
2. Do they trust you enough to take your advice, or would a **consultative session** help open the door to new services?

## How to Submit a Lead



Quick Deal Submission:  
[printpartner.biz/deal](https://printpartner.biz/deal)



Strategic Review Needed? [Book of Business Guide](#) →  
Request a "Book of Business" meeting by [scheduling an Appointment here](#).



Send detailed breakdowns of opportunities to [partners@printpartner.biz](mailto:partners@printpartner.biz)

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## Manufacturers

We partner with leading technology brands to deliver reliable, high-quality solutions for our clients. These trusted relationships ensure we provide the best products and services in the industry.



## Awards & Certifications

Our team has earned industry-recognized awards and certifications that highlight our expertise, professionalism, and commitment to excellence. These credentials reflect the high standards we bring to every client engagement.



*Accreditations*  
Master Elite  
Managed Print Services  
Authorized Service Provider  
Marketing & Demand  
Generation



## INC 5000 CLIENTS

We proudly support some of the most respected names across multiple industries. Our long-term client relationships are built on trust, results, and exceptional service.

### Healthcare



### Education



### Construction



### Government



### Hospitality



### Financial



### Automotive



### Legal



40+ Legal Offices Served

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