Partner Sales Cheat Sheet for Selling Green Office Partner Services

Green Office PARTNER
V3.2

Core Green Office Partner Offerings

Our Print Product Line:
- Xerox & HP A3/A4 Devices
- Xerox Production Devices
- Canon & Epson Scanners & Plotters
- Zebra & Other Thermal Print Devices
- Faxing Solutions
- Secure Print

Managed Print Services Include:
Sales Support:
- Full Print Analysis
- Quotations, Leasing/Sales

Service Support:
- In-depth Onboarding Process
- Delivery & Installation
- Toner Replenishment
- Ongoing Service & Onsite Support

Additional Solutions:
- AI Document Management
- 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
- Education
- Construction
- Government
- Hospitality
- Financial
- Automotive
- Manufacturing
- Legal
- Entertainment

Commission Overview

Clients with the potential to spend $500+ monthly:
- **$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
- **5%** on service and subscriptions, paid annually

Large Production: 2% on hardware usage

Print Service usage $100-$499 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

Locking In Your Referrals:

- **Client and Prospect Registration** – Once a partner registers a client or prospect during a **Sales Strategy Meeting**, they will be locked under their account **for the next 12 months**.
- **Client/Prospect Meeting** – If a client or prospect enters the sales process but does not immediately enroll in services, the account stays assigned to that partner **for the next 24 months**.
- **Post-Sales Renewals and Add-ons** - Once we close a partner's client referral, they'll continue receiving commissions on any renewals and add-ons during **the lifetime of our relationship**, even if they are no longer their clients.

How to Submit a Lead

Quick Deal Submission: printpartner.biz/deal

Strategic Review Needed? **Sales Strategy Guide** →
Request a "**Sales Strategy Meeting**" meeting by scheduling an Appointment here.

Send detailed breakdowns of opportunities to **partners@printpartner.biz**

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Key Questions to Consider for Print Opportunities

Here are some questions to help you uncover meaningful print and document solutions opportunities.

Questions About Print:

1. What challenges are you experiencing with your current print vendor?
2. What kinds of printer issues occur most frequently for your team?
3. Where do you see inefficiencies in your print environment, such as high toner costs, mixed-brand fleets, or lack of organizational structure?
4. How much are you spending on printing sales and marketing materials, and would you like to bring these costs down?
5. How do your current print contract and systems align with your business needs and budget?

Questions About AI Document Management and Security:

1. Are disorganized physical and digital files reducing your team's efficiency and slowing critical business processes?
2. Are your staff spending significant time on repetitive tasks that could put sensitive data at risk and create compliance challenges?
3. Is your organization undergoing environmental initiatives like **going green**?

Question About Conference Room Technology

1. Are your conference room audio and video systems creating challenges for effective meetings and collaboration?

Client Introductions and Transitions

The Earlier We Meet = The Better the Outcome

By introducing us to your clients early—even before they're ready to buy**—you enable us to:**

- **Flag renewal dates or contract terms** that could create unnecessary risk.
- Review their **print environment**, **contracts, and billing** to uncover improvements and reduce costs.
- Plan both **near-term and long-term contract strategy** with clear, realistic timelines.
- Identify the best windows for upgrades or **manufacturer-backed incentives**.

Result: Clients make smarter decisions about their print environment, while you are recognized as a trusted advisor who adds value early, paving the way for smoother, more successful referrals.

6 Ways to Transition Client Contracts

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 the transition is complete.

Why IT and Print Vendor Working Together is Better Their Business

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

View Full Client-Facing PDF →

Unified Technology Strategy

Minimized Downtime

Enhanced User Experience

Strengthened Security & Compliance

Scalable Solutions for Growth

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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. Click our **Xerox** and **HP** logos to view our full product lines.

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

Manufacturing

Hospitality

Financial

Automative

Legal

40+ Legal Offices Served

Entertainment

Print Partner Collateral

Printpartner.biz/partner-content

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

Greenofficepartner.com/collateral

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