

Managed Print Services

# Without the fluff



## The honest facts about Managed Print Services

There's far more to Managed Print Services (MPS) than paper and toner. In fact, it could improve your business in a number of ways. With the right approach, you can unlock the hidden value in your documents. But before you can begin to benefit, you need to know the full story. Without the fluff, the fiction or the hard sell.

Read on for your honest, clear overview of MPS.

### What is MPS?

Put simply, MPS forms part of a wider document strategy. It can include technology management, supply chain and break-fix support for your company's print fleet.

Over three quarters of organisations have yet to recognise the role MPS can play in digital transformation.<sup>1</sup>

### What can you achieve with MPS?

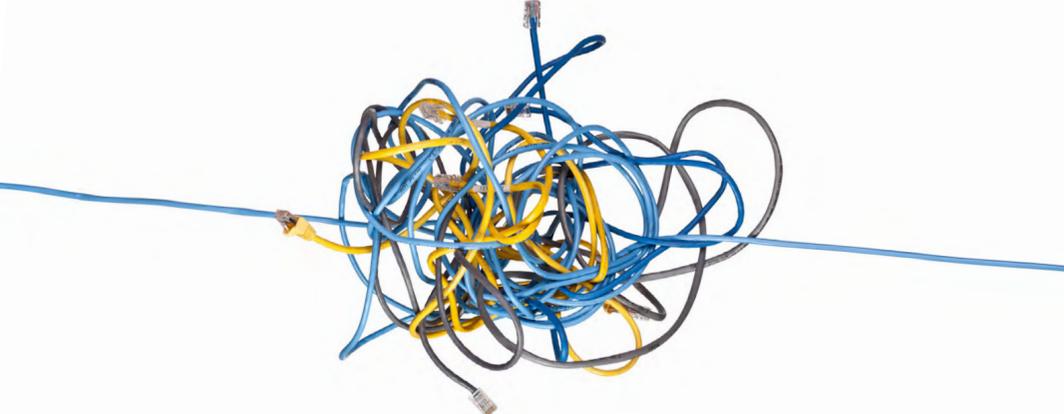
Cost, service quality and security remain top drivers for MPS.<sup>2</sup>

With Fujitsu MPS, you could:

- Cut costs
- Boost security
- Waste less paper, consumables and energy
- Improve your processes
- Automate your workflow
- Transform your business
- Support digital transformation

### Think you already have MPS?

If any of these common print challenges apply, you still have some way to go.



#### No central management

- Distributed consumables ordering
- Basic management information (MI) or none at all
- Reactive, rather than proactive or predictive, support

#### Inefficiencies

- Wrong-sized print solution
- Inconsistent approach
- Wasteful print behaviour

#### Future strategy/innovation

- IT transformation
- Cloud print
- Cybersecurity
- No formal print policy

#### Unknown costs

- Inflexible contracts
- Lack of cost accounting
- Associated IT infrastructure

Over half of SMBs say that **MPS will be a key investment priority** between now and 2025.<sup>3</sup>

### Why Fujitsu?



We can help you unlock the hidden value of your print and document infrastructure

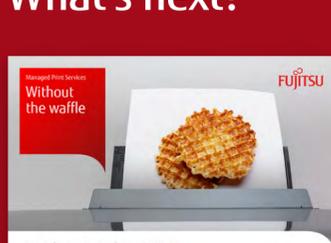


We can support you across print security, workflow, cloud and document management



We're vendor-neutral – meaning we can recommend the best technology solutions for your unique needs

### What's next?



You can find out a whole lot more about the Fujitsu approach to MPS in this [e-book](#). Or, you're welcome to get in touch with Rob Davey at [mops@uk.fujitsu.com](mailto:mops@uk.fujitsu.com)

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1 Quocirca, Managed Print Services Landscape, 2018, p.2. Available at: [quocirca.com/wp-content/uploads/2018/09/Quocirca-MPS-2018-Summary-Report-Web.pdf](http://quocirca.com/wp-content/uploads/2018/09/Quocirca-MPS-2018-Summary-Report-Web.pdf)  
 2 Ibid., p.8.  
 3 Quocirca, Print 2025 Spotlight Report, 2018, p.14. Available at: [h20195.www2.hp.com/V2/getpdf.aspx/c06157303.pdf](http://h20195.www2.hp.com/V2/getpdf.aspx/c06157303.pdf)