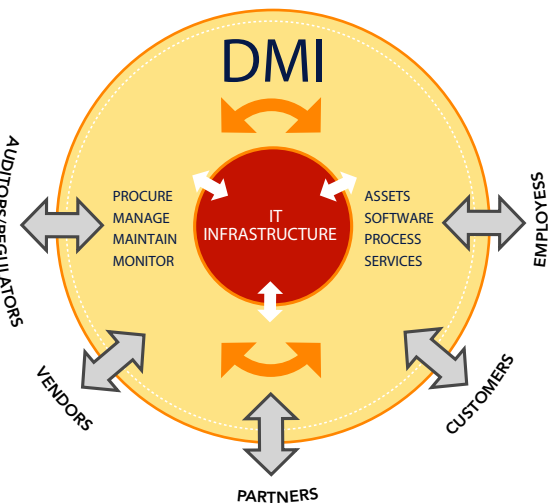


Document Management Infrastructure, or DMI, touches and impacts nearly every business process in an organization. It's the platform that enables the communication and workflow of hardcopy and digital document-based information throughout the organization as well as to and from customers, vendors, partners, investors, auditors, regulators, etc. When it's optimized, it can be a powerful differentiator, setting you apart from your competition and empowering your business to be more successful at achieving key objectives, such as increasing revenues, reducing costs and improving productivity.



But if your organization is like most, your DMI is very likely fragmented, largely unmanaged, and unnecessarily costing you time, expense, productivity and revenue opportunities.

DMI is complex to understand and manage. A number of core competencies are required to deliver and sustain a DMI that is customized and optimized to your specific business objectives and needs. The only way to effectively and optimally manage DMI

yourself would be to build and train a department within your organization with all the skills and competencies necessary to manage its complexity.

But you don't have to devote internal resources to DMI. The solution is dmiQ™, Print, Inc.'s proprietary assessment, analysis, development and management model for delivering an optimized DMI as a managed service. Fundamentally, dmiQ™ integrates the components of hardware, software, supplies and service into exactly the right mix to address the unique business objectives, needs and requirements of each individual customer.

"Print, Inc. looks holistically at the entire document management infrastructure in an organization. Solutions can include hardware, software, implementation, training, supplies, break-fix and ongoing preventive maintenance of assets, and, most important, ongoing business reviews to see if the solution is cost efficient and working according to plan. Adjustments are made to the contract to achieve the best solution possible for the customer over an agreed-upon time frame. This last piece - ongoing optimization - is central to what Print, Inc. offers customers."

IDC Study: Vendor Needs and Strategies (Doc #33728)

Print, Inc.: A Hardcopy Reseller Model to Follow



How do we build a dmiQTM solution for you?

- We start by assessing your core business processes to determine how your DMI is impacting your ability to be successful in executing them.
- We analyze your environment and document workflow to determine how information moves throughout your organization.
- We scrutinize anything that slows down core processes from a document or communication perspective.
- We evaluate your current output assets and other DMI technologies to determine which are consistent with your current needs, and which may be antiquated, inefficient, redundant, or unnecessarily costly.
- We assess support programs, such as third-party service, and the resources required from your IT department.
- We identify and investigate all spending to determine where DMI components are unmanaged or uncontrolled.
- We interview to understand your future initiatives, evaluate how well your current DMI aligns with them, and determine where funding for future needs could come from within your existing DMI spend.

Then we develop, implement, manage and continuously improve a customized dmiQTM solution that will allow you to be more successful, delivering tangible, visible and measurable ROI in terms of revenues, cost and/or productivity.

dmiQTM is fundamentally different from any other offering.

dmiQTM is based on established best practices, and is unequalled in the quality, scope and value it delivers to our customers. Many large and small companies now offer pieces of a DMI solution. But Print, Inc. is the only company built from the ground up to provide optimized DMI solutions as a discipline. We pioneered it in the marketplace, it's our core competency, and it's ALL we do.

What's your dmiQTM?

Contact us today to find out how optimizing your Document Management Infrastructure with dmiQTM from Print, Inc. can pay immediate and enduring ROI.

About Print, Inc.

Print, Inc. provides optimized DMI solutions to over 600 customers in over 2,500 locations around the United States. Print, Inc. has sales and service offices in major markets throughout the country, and was recently recognized by *Inc.* magazine as one of the fastest growing private companies in the US, and by leading technology analyst firm IDC as "a market leader and a company to be emulated".

dmiQTM is simple for you, yet comprehensive behind the scenes:

- An efficient procurement model for DMI assets, supplies, software and services that eliminates redundancy and waste.
- A centralized management plan for the operation, service and performance of all assets and tools so that your DMI performs optimally now, and as your business changes.
- A timely, reliable and cost effective maintenance plan for all components of your DMI with sole accountability for performance, uptime, efficiency and costs.
- A team with the required core expertise to constantly monitor every aspect of your DMI to assure it is optimal for achieving the unique operational objectives and expectations of your organization now and in the future.

A dmiQTM solution is based on a thorough understanding of the three fundamental elements of your DMI:

