

## Print, Inc. Reaches Major Service Milestones

### *The benefits of improved workflow and controlled costs drive cost-per-page service growth for new hybrid reseller*

Kirkland, WA, November 11, 2002 - Print, Inc., the recognized leader in cost-per-page procurement and output outsourcing, today announced it has reached two significant service milestones. This fast-growing national reseller now has two billion pages under contract and 15,000 devices under management.

"Print, Inc. has been successful in a short time because it sells solutions rather than boxes," said Gary Stevens, CEO, president and founder. "Company executives are tired of the productivity loss and the financial waste resulting from years of unmanaged print environments. We provide the latest digital technology and proactive asset management within a simple cost-per-page service designed to lower costs and increase service levels."

Stevens was an innovator of the cost-per-copy model for copy machines, revolutionizing the way copier contracts were written and transforming copiers from a capital asset to an operating expense. As pages moved from copiers to printers, Stevens envisioned a service company that would uniquely combine the service benefits of copying with the technology benefits of printing. The result was Print, Inc., launched in 1999, which now combines in one company the innovators of cost per copy and pioneers of HP network printing.

### **Service Milestone**

Print, Inc. offers customers a new approach to acquiring and managing office equipment that is simple and effective—"buy pages, not printers." With this business model, Print, Inc. grew 500% in 2001 and expects to double in size in 2002. The company has written customer contracts that now total more than two billion pages and manages more than 15,000 devices nationwide. Print, Inc. is also the largest reseller of HP multi-function printers accounting for more than two-thirds of all HP MFPs sold in the U.S.

"Customers quickly realize that buying pages in a true usage model is the most cost-effective approach for document production," said Stevens. "We pay for electricity by the kilowatt, and phone service by the minute. Why shouldn't we pay for printing by the page? It won't be long before traditional printer purchasing becomes a thing of the past."

### **About Print, Inc.**

Print, Inc. is the premier provider of cost-per-page printing, copying and imaging solutions to help businesses communicate more effectively, and send and deliver information seamlessly. Print, Inc. specializes in simplifying the chaotic world of printing and copying. A fast growing, privately held company with customers across the country, Print, Inc. has strategic partnerships with leading equipment manufacturers to ensure best-in-class solutions. For additional information, visit [www.printinc.com](http://www.printinc.com) or call toll free at 1-877-375-1658.

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