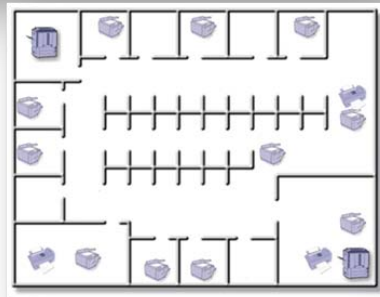


*Good Copiers... Good People*

**GOODREMONT'S**  
*GOODBYE NOW*



***"The Good Look by  
Goodremont's"***  
***Implementation Guide***

## ***About Goodremont's Inc.***

### ***Our Business is Improving Yours***

At *Goodremont's Inc.* we make it our business to help clients achieve an optimum print output environment which balances productivity, cost and worker satisfaction. We do this by leveraging our expertise, processes, tools and technology with you and your employees in order to create a total *Print Management Solution* which easily and cohesively aligns with your internal IT strategy.

### ***Our Approach***

We train our employees to take an educated, informed and true consultative approach. By focusing on you and your business, we create an individually tailored *Print Management Solution* which incorporates today's cutting edge technology with the core values, strategies and aspirations of your company. Our goal is to truly impact your operational efficiencies! In essence, every *Goodremont's Inc.* employee knows that **"Our Success is Tied to Your Success!"**

### ***"A Good Look"***

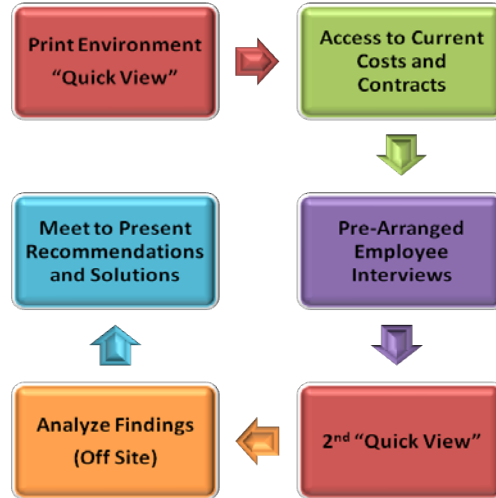
By using "non-invasive" print output measuring technology, floor plan, a complete business walk-through and pre-scheduled interviews, we create a complete a "Good Look" which immediately zooms in on your company's current total print environment usage and costs. This "Good Look" is then utilized to intelligently and effectively offer suggestions to realign your print environment technology and processes, often improving productivity and decreasing expenditures almost immediately.

### ***We Offer***

- *Total Care* Print Management Solutions
- Fax Management
- Cutting Edge Technology
- *Right On Time* Onsite Service and Support
- Single Point of Accountability
- Multi-Vendor Support (Regardless of Manufacturer)
- Print Toner and Service Included in One Convenient Price
- Technology Upgrades
- Asset Realignment Support
- Document Management/Software Solutions



# "Good Look" IMPLEMENTATION




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## Print Environment "Good Look"

Date:

Brief Scan of Network Printers, Walk Through with Floor Plan, Inventory Equipment and Local Printer Meter Reads

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## Access to Costs and Contracts

Date:

Most recent Invoices and Equipment Leases, Parts & Supply Invoices, Maintenance Kits & Repairs OR Agreed Estimate Methodology

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## Employee/ User Interviews

Date:

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## Second "Good Look" within 1 Week

Date:

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## Presentation of Recommendations

Date:

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## Schedule Solution Implementation

Date:

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## Client Initiatives:

Date:

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Consultant

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Client

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***“Market research indicates that the total cost of general office printing and related activities cost companies about 2% of its revenues and that total print costs, from desktop to external print, average 6%. At the same time, print and print technology is often treated as an afterthought – something that is usually handled on an ad hoc basis – but this is changing.”***

*InfoTrends June 1, 2007*

## ***The Opportunity:***

Companies regularly devote substantial and immeasurable resources to print and print related services. Typically this occurs as the result of undefined processes, line of business management and the delegated burden on internal departments due to a lack of centralized print management procedure. The familiar lack of print management process also subjects end users to greater inefficiencies, lower productivity and frequent frustration as a result of the non-existent or ineffectual acquisition, maintenance and supply of business print technology assets.

Acquiring a better understanding of the true cost of printing and related activities such as scanning, copying and faxing has been commonly difficult because historically it's been handled in a fragmented manner. As a result, most companies do not know exactly how much it actually costs to print. Print costs routinely include the uncalculated but associated costs of purchasing or leasing, servicing or maintaining the equipment and the acquisition, distribution and use of printing technology parts and supplies. Additionally, help desks are laden with support calls related to printing issues, and other IT resources are needed to support the print infrastructure. Poorly distributed devices, driver issues, downtime, a lack of common user support interfaces and thinly stretched procurement and IT departments inundated with numerous contracts, invoices, leases and other related documentation from multiple vendors also have a negative impact on both productivity and costs.

With your assistance and by taking a “holistic” view of your company’s total print environment we will design for you an individually tailored and centralized print management plan. With our expert help many companies like yours are now capitalizing on the potential savings, increased efficiency and improved productivity that has previously eluded them.

***A “Good Look” of your current environment could provide the needed intelligence to influence cost reduction, efficiency and better business decisions.***

At *Goodremont’s Inc.* we are dedicated to helping our customer partners improve their business condition by being flexible, accountable and proactively delivering high value for the unique needs of each individual client organization. We look forward to partnering with you and your company as well.



- \* **Reduce Costs**
- \* **Repurpose Assets**
- \* **Improve Productivity**
- \* **Increase**

