NASHUA

Equitrac Office
for Small & Medium Businesses

Introduction

Nashua Limited is not only a leading distributor of digital office automation and document output solutions in Southern Africa, but is also a leading provider in the marketplace in the Managed Document Solutions (MDS) field.

Nashua's MDS approach analyses an organisation's processes and document workflow. Working with Nashua can revolutionise the way your organisation manages information. Nashua's end goal is aimed at implementing workflow and information management solutions that reduce cost and complexity, thus improving operational effectiveness.

Companies that fully embrace the Nashua MDS measure can find that it serves as a potent catalyst for business and technology change. Greater enterprise value will accrue from enhanced controls, improved information quality and a more streamlined structure, thus resulting in huge cost savings and minimized complexities.

Nashua ProAct

Nashua ProAct is an innovative fleet management solution that helps Nashua to increase our office efficiency and productivity for all of our document output devices, through constant monitoring of your printers or MFP's. Nashua ProAct reports critical status and condition information to our technical data centers. Moreover this solution is provided to you at no cost as it allows us to deliver our best possible service!

So how does it work? Nashua ProAct collects data on an ongoing basis and delivers the information in the form of customisable statistics and analysis reports, thus assisting our service departments' efficient maintenance of your print infrastructure resulting in advanced performance levels. Meter readings are automatically synchronized with Nashua's ProAct server, eliminating manual capturing of the data while delivering increased billing accuracy. Lastly adaptive service management proactively manages your toner supplies, ensuring the right supplies are delivered to you at the right time without you having to lift a finger!

Your business has unique needs... your printing solution should reflect that

A print management solution enables companies to minimize printing expenses, maximize office equipment efficiency, reduce waste, ensure document privacy and boost the bottom-line. Equitrac Office® for Small & Medium Businesses (SMB) allows organizations to take advantage of print management benefits, with a simple, scalable, and cost-efficient option. Equitrac Office includes everything a small and medium business needs to quickly deploy a print management solution, scaled to meet the needs of a growing organization.

Control color printing, reduce printing costs

With Equitrac Office, organizations can monitor and track costs for every document sent to any networked multi-function peripheral (MFP) or device. Automatic conversion of color documents to black-and-white, or single-sided documents to double-sided, can save your organization thousands of dollars on toner and paper costs. Detailed reports tell you who printed what document on which devices, with a break-down of how many documents were printed, in color or black & white, and their associated costs. And for organizations that need to allocate costs back to your customers or departments, Equitrac Office can assign printing costs to specific billing codes or projects.

The Equitrac Office SMB solution includes 25 workstation clients (for tracking locally connected printers, assigning billing codes, and using interactive print rules), and connections to an unlimited number of printers and print servers. Equitrac Office SMB also includes one embedded license for accessing print management capabilities right at the device control panel so that you can quickly connect to a networked MFP and start capturing and costing prints, scans and copies.

As your organization expands in number of employees or devices, Equitrac Office SMB will scale accordingly. Organizations can always add client licenses, connections to third party applications, and additional embedded device licenses.

9/15/2010	Colour Usage by Department Reporting period 9/15/2010 to 9/15/2010					
	Pages %	Pages	Colour Pages	BW Pages	% Colour Pages	% Total Colour
Accounting	2.	22	20		100.000	.34
Information Technology	2763	0.82	02	56	7.25	3.42
Engineering4	14	.581	52	63	6.59	2.56
Sales4		.452		25	0.00	0.34
Marketing	5676	3.28	5462	19	6.30	93.33
Purchasing	6.	67	06		0.00	0.00
Total8	96		5853	11		

You can't manage what you can't measure

Equitrac reporting makes it easy. Monitor and manage your company's print and copy behavior with Equitrac's automated solution.

Track black-and-white, color printing and more – by employee, department or MFP.

Myth or Fact: "Small and medium businesses don't need print management."

The Equitrac Office SMB solution brings the power of enterprise print management to you for a price your company can afford. Now you have the ability to manage printing and make smarter business decisions with Equitrac.

Common Myths	The Facts
Print management is too expensive for my business.	The hard and soft costs of printing can equal as much as 3% of a company's revenue. Print management can help save up to 30% of printing costs. Equitrac's licensing for SMBs will generate a rapid, measurable ROI.
My printing costs are minimal.	You can't manage what you can't measure. Equitrac puts the power to manage printing in your hands and allows you to easily make decisions about how you want your print management solution to work. Plus, through robust reporting features, businesses can easily track ROI and gather the critical information needed to adjust, improve and optimize.
Desktop printers are inexpensive.	Businesses are inclined to rely on single-function, low-cost desktop printers because they are inexpensive. While intentions are good, this cost saving strategy is often short-sighted as the cost-per-page for desktop printers can be extremely high, especially with high volume color printing. A feature in Equitrac Office, Follow-You Printing®, virtually turns lower cost-per-page MFPs into personal printers for every person on your staff, while increasing printing efficiency across your business.
Desktop printers are ideal for user convenience and essential for maintaining document security.	While desktop printers can provide some level of document confidentiality, prints can still be left in output trays. Additionally, costs to maintain desktop printers are extremely high. Follow-You Printing in Equitrac Office holds documents in a secure print queue until the user authenticates at the MFP and releases the print.
I know how much my business spends on printing.	It can be difficult enough tracking consumables and services – but what about hidden costs associated with printing? Consider lost productivity due to printer-related issues. Have you maximized buying power by standardizing on a single vendor or do departments and individuals purchase printers, supplies and services separately? What about the enormous amount of print waste? Managing your print costs, means running your business better.
Only large businesses need to worry about protecting information or compliance regulations.	Organizations of any type, small or large, have to deal with rules and regulations – regardless of industry. Equitrac provides a complete audit trail for who accessed which MFP and what was done.

The Equitrac Office SMB Software Solution includes:

- 25 Workstation Clients – with an option to buy additional licenses
- 1 Embedded Device License – with an option to buy additional licenses
- Connection to unlimited number of printers, print servers and Equitrac Release Stations

For more information please visit www.nashua.co.za

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NASHUA
saving you time. saving you money. putting you first.