



Your Most Strategic Business Asset is The Network

Strategic CIOs leverage the network to fuel business growth

Scalable adaptive and resilient architecture

Balance of performance, intelligence and simplicity



An introduction to ... HP Partner Managed Print Services

Presented by: HP Managed Print Services Sales/Business Development

Customer engagement process



HP MPS program features

- Cost-per-page agreement
- Multi-vendor service and support
- Industry-leading service level agreements
- Account management
- Document environment reporting
- Optimization
- Solutions



Improve workflow

Optimize infrastructure

Manage environment

HP MPS uses a Manage First Strategy



Winning value proposition for our Partners & Clients



- DocuWare
 - CAPELLA TECHNOLOGIES
 - omtool
 - TROY
 - NUANCE
- HP Solutions**
- HP ePrint Enterprise
 - HP Access Control
 - HP Flow CM Professional
 - HP Imaging & Printing Security Center
 - HP Capture & Route



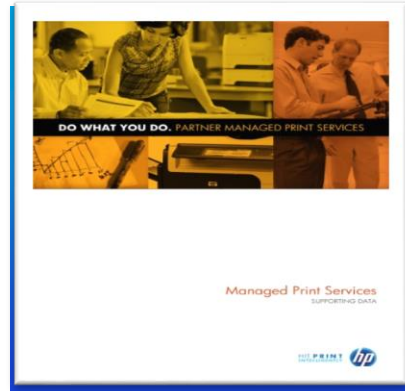
HP P-MPS account support

Proposals and Account Management

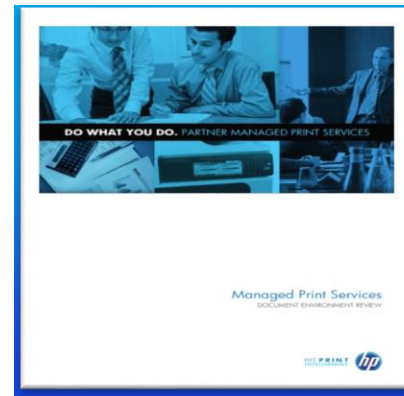
Proposals



Fleet Data



Account Reviews

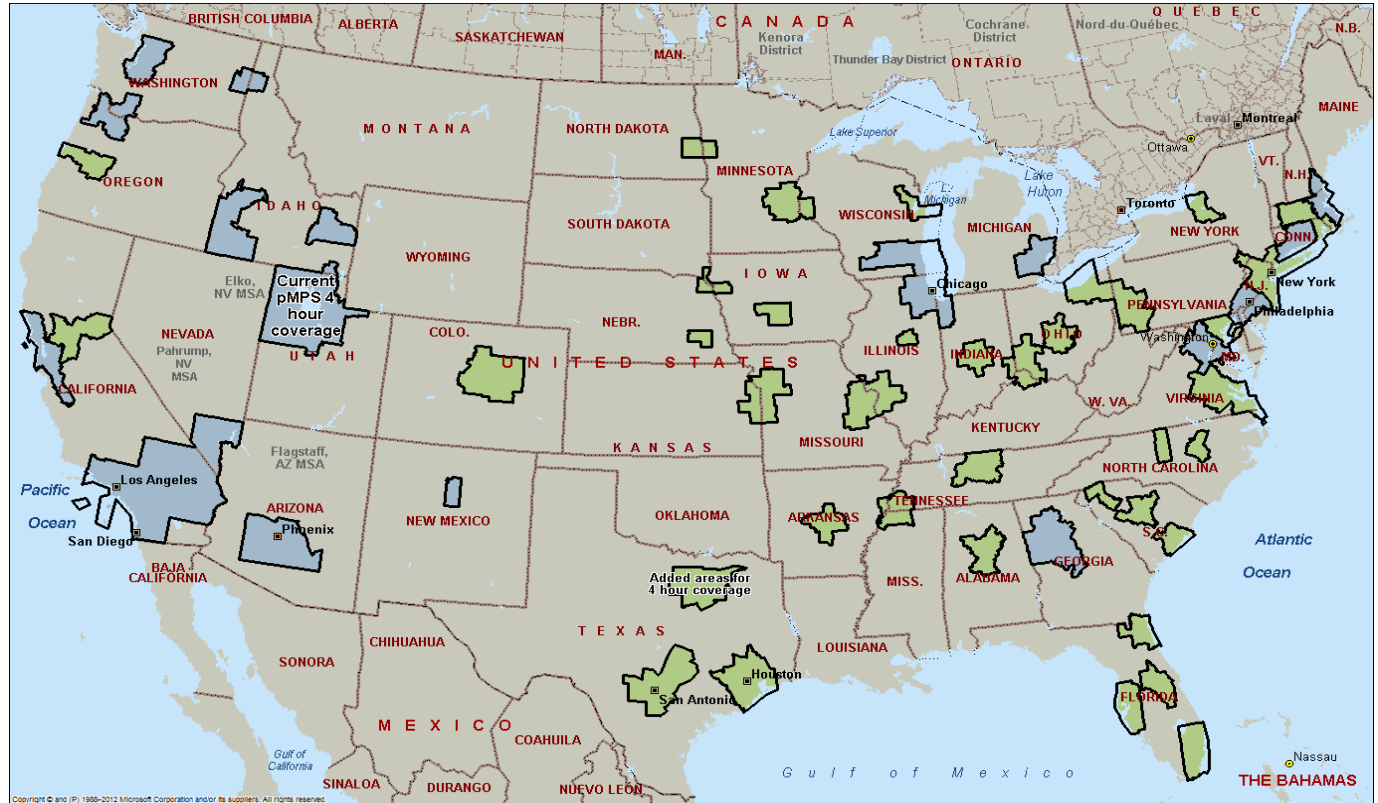


pMPS Service Expansion with dMPS Delivery

Map Legend

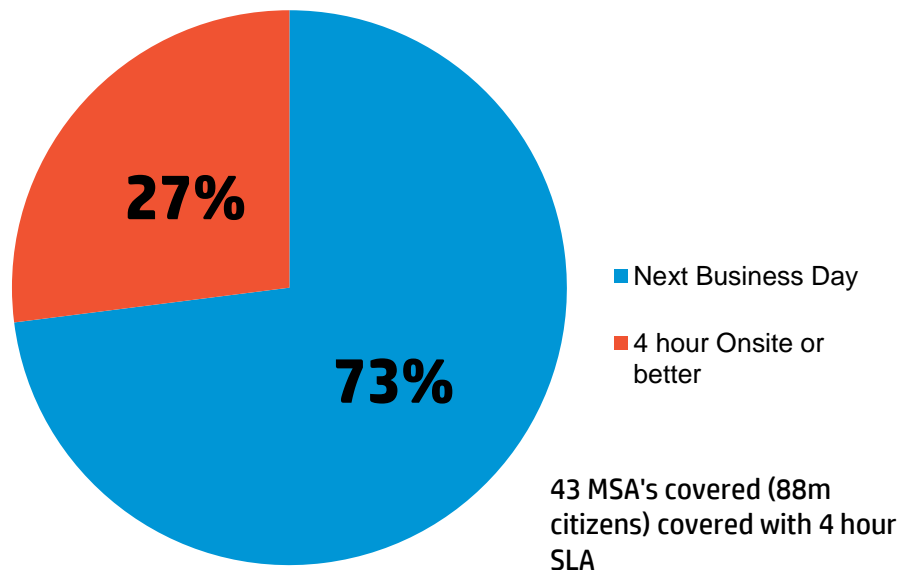
- Current pMPS 4 hr coverage
- Added 4 hr coverage w dMPS

Current Coverage → April 1 Coverage
 43 MSA → 106 MSA

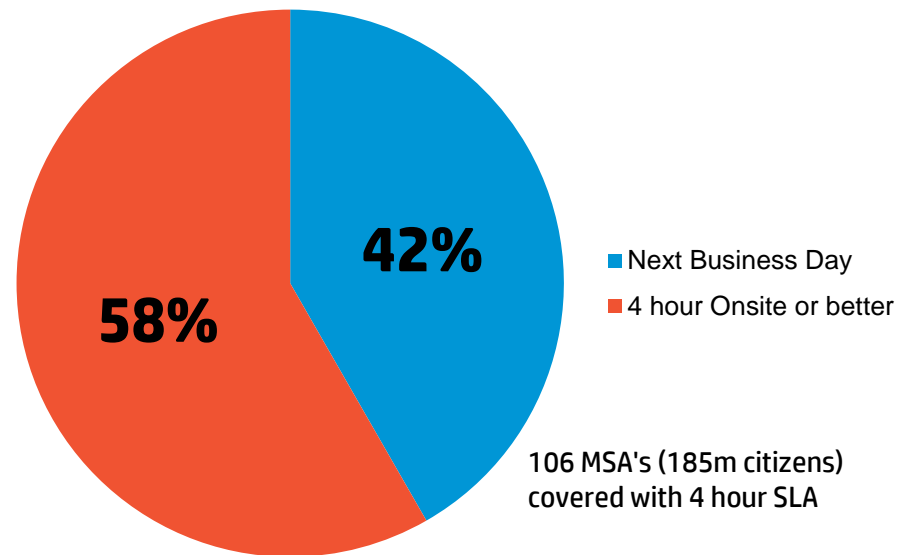


pMPS delivery Work Force Coverage

Today's pMPS Coverage, percent of U.S. population



April 1 Coverage, percent of U.S. population



launch areas



Thank you

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