

8 SIMPLE STEPS TO WORKING WITH UTAX

WHY UTAX?

Our unique servicing offering gives you access to a complete print solution with the minimum amount of hassle:

- **Complete range of hardware and software solutions** – we offer not only printers but copiers and MFPs too. Combined with our clever software solutions you can offer your customers the solution that fits their needs and yours too!
- **Assistance every step of the way** – if you need help to assess your customers print environment, structure your deal, access leasing or manage the servicing, we can help you with every aspect from beginning to end
- **State-of-the-art monitoring tools** – our monitoring software constantly monitors your customers fleet and the correct toner will be dispatched and ready to be used when the machine needs it. In addition to this, monthly meter readings are automatically submitted ready for a painless billing process, handled by UTAX
- **Dedicated Sales Team** – Our channel sales team have a combined 40 years' worth of experience within the office equipment industry. They are on hand to provide you support throughout the whole sales process and beyond
- **Proven concepts that provide tangible results** – our Managed Print Solutions approach is designed to aid with customer retention and increase loyalty as well as demonstrate cost savings.

1 We work with you to assess your customers print environment and recommend the best fit solution

2 You present back to your customer

3 You close the deal; we'll help you with leasing and servicing if you need us to

4 Our engineers install the new kit

5 We send the toner, take the meter readings etc.

6 We fix any issues – with an 8 hour SLA

7 You receive your monthly dividend

8 Your customer loves you

HOW TO FIND YOUR CUSTOMERS?

Finding your new customers is easy. You just have to look at your existing customer base:

- Customers that are spending time and resources each month looking at reducing printer costs
- Customers with an historic fleet of printers with no idea of the total cost of printing, only that the cost of the individual supplies goes up every month
- Customers buying IT and solutions from you but looking for a managed print solution with a balanced print deployment of copier/printer/software solutions requiring resource/expertise you are unable to offer
- Customers who have a copier coming to the end or out of a long-term lease and want you as a preferred IT supplier to quote
- Customers looking for manage print strategy for now and the future including document solutions
- Customers you have never approached regarding print.

For more information call **+44 (0)1793 786 000** or email **sales@utax.co.uk**

ONE SUPPLIER – ONE INVOICE – NO HASSLE