

# THE BENEFITS OF SELLING PRINT365



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## WHY SELL PRINT365?

### OFFER NEW VALUE

- An all-inclusive managed print service designed to fit your customers' needs
- Print365 is specifically designed for SMEs, and is available from one printer per agreement
- Offer the unique Epson Workforce Pro RIPS range of inkjet printers

### BE HIGHLY PROFITABLE

- Receive a large, up-front payment on every 36-month agreement sold
- Easy and quick to sell, Print365 eliminates potential risk and cash flow issues with no purchase or reselling required
- A range of upsell options include installation, training, management software and more

### STAY IN CONTROL

- All processes are managed by Print365 services
- Control the sales cycle (from assessment to agreement activation) with a state-of-the-art MPS reseller portal
- Benefit from a dedicated channel programme that includes training, marketing materials and sales tools

### PROTECT YOUR CUSTOMERS

- Print365 is designed specifically as a channel programme to be sold by our partners
- Print365 will let you focus on managing the relationship with your customers
- Build customer loyalty over the length of a 36-month agreement and lock out the competition

## STRAIGHT-TALKING, FULL-SERVICE PRINTING

Print365 takes the simplicity of a mobile phone contract and applies it to a managed print service. The customer pays an all-inclusive quarterly fee for the device, print volume, full supplies management and on-site maintenance. All you have to do is explain the offer, work out the package that suits them, sign them up and collect the payment.

Discover the benefits of Print365 and you'll see why it's remarkably easy to offer customers this fully-serviced printing package.

Understandably, the prospect of trying to sell a managed print service might make you worry about explaining the operational complexity. But that's where Print365 is different: we take care of all the hassle, while you earn 36 months of payment upfront.

For more information, please contact the Exertis Epson specialist [matthew.king@exertis.co.uk](mailto:matthew.king@exertis.co.uk)



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# TECHNOLOGY YOU CAN TRUST

Print365 benefits from Epson's PrecisionCore and Replaceable Ink Pack System (RIPS) technologies, to provide a high return on investment for you and your customers.

By reducing the need for user intervention, cutting waste and energy usage, and creating a more productive work environment for your customers, Epson's technologies are an attractive proposition for small to medium sized businesses – and a valuable addition to your product portfolio.

## ALL YOU NEED TO DO IS:



**Explain the offer to your customers**



**Help them choose the package that's right for them**



**Sign the contract with your customer**



**Receive payment upfront by sending an invoice to Print365**

The entire process can be managed from your online personal Print365 managed print services reseller portal.



For more information on packages and pricing,  
please contact the Exertis Epson specialist  
[matthew.king@exertis.co.uk](mailto:matthew.king@exertis.co.uk)