

Print as-a-Service (PRaaS)



ONE global platform, service, agreement and relationship to support enterprise print and scan.



PRaaS provides customers with:

- Simplified utility model vs. lease
- Reduced category management burden
- Cloud print and scan infrastructure vs. on-prem
- Savings from current spend
- Focus on eliminating non-essential printing/printers
- Industry leading security
- Subject matter expertise
- Vendor independence

Customer pain points related to current MPS model:

1. Limited visibility over assets, usage, contracts and spend
2. Where is the 'Managed' in my Managed Print Service (MPS)?
3. Limited transformation – 'not a print companies job'

What is PRaaS?

PRaaS is a brand agnostic replacement for MPS that helps our customers minimize their involvement into the MPS category, whilst unlocking document level data that supports digital transformation initiatives and reducing operational expenditure.

IT benefits

- No infrastructure to manage
- Minimal management of maintenance providers
- Reduced involvement in IMACD
- Data insights that support digital transformation initiatives

Procurement benefits

- Reduce replicated investment into needs analysis, market research, sourcing, change management and BAU management
- Reduced category expenditure
- Greater flexibility to support ever changing business needs
- Greater consistency

Finance, Legal and Environmental benefits

- Achievement of visibility that ensures invoices are aligned with contracted rates
- Reduced legal workload related to contracting many vendors
- Reduced reliance on printing and printers = less hardware, toner and paper

Our proven process



Qualification

- Discuss category status and objectives with our customers
- Remotely assess available category data
- Advise whether we can meet mutually agreed category targets

Future state solution design

- Our experts will:
 - Design the optimum future print and scan solution for your business from the provider(s) of your choice
 - Develop the detailed baseline from where outcomes will be measured
 - Manage the change from current to future state
- Our savings are guaranteed as they are from agreed baseline

Change management

Our team will:

- Manage the change from current state to future optimized state
- Manage the category and its associated suppliers for the term of our agreement
- Provide billing and reporting aligned with your needs

An offer to get you started

Fulton Francis will undertake the category assessment/qualification work at no cost to you.

If we determine through our assessment that we can meet agreed targets we will proceed to source, implement and manage the required solution(s).

If we cannot you will have it verified by independent industry experts that you are at/near best practice and you can invest your resources into areas of greater priority and opportunity.

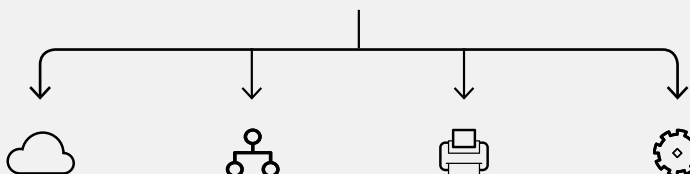
This is a no lose proposition.

Simplified model

Customer



Fulton Francis PaaS – ONE platform, contract, invoice and management service for:



Cloud print and MPS solutions software on Azure

Azure marketplace

Hardware of customers' choice

Maintenance of customers' choice

Why Fulton Francis?

We are unique in that we are vendor independent experts in MPS and PRaaS, but not a print provider.

We are focused on cost reduction and print reduction, which means we are aligned with our customers.

Since founding we have managed global enterprise customers, whose challenges and needs we intricately understand.