

The key to Tek-NiqueInk's success is the ease of program implementation. To get started, all you need to do is select one of three options:

## 1. TCO Analysis

A Total Cost of Ownership analysis entails a thorough review of everything that has touched your print environment within a designated period of time. This includes everything from "Hard Costs," such as supplies and service to "Soft Costs," such as internal IT support, lost employee productivity and reduced transaction and administrative costs.

## 2. Industry Average Comparison

Tek-NiqueInk currently manages thousands of print devices in a variety of different industries. By looking at similar environments currently under management, we can effectively pinpoint a competitive per-page rate to manage your print environment.

## 3. Pilot Program

We highly recommend the Pilot Program to all of our prospective clients. This program allows you to experience the benefits of our program on a trial basis. A "try before you buy" opportunity. During the Pilot Program period, you may gather the data necessary to perform a Total Cost of Ownership analysis. With the Magic 1500, we can help you identify exactly how much and where you are printing, identifying over and under-utilized devices. Finally, if the Total Cost of Ownership reveals the ability to manage your environment at a lower per-page rate than was charged during your Pilot Program, you will receive a credit for the difference.