



# Program Comparison

## Traditional Service Program *versus* a Cost Management Program

Solutions & Accountability  
 Problem Solving Approach  
 Vendors  
 Transaction Cost  
 Supply Costs  
 Repair Costs  
 Maintenance Costs  
 Inventory Carrying Costs  
 Delivery Costs  
 Preventative Maintenance  
 Capital Expenditures  
 IT Department Time  
 IT Department Role  
 Vendor Accountability  
 End User Accountability  
 Asset Utilization  
 Exposure

TRADITIONAL SERVICE	COST MANAGEMENT
Ala Carte	All you can eat
Reactive	Proactive
Multiple Vendors	One Vendor
Multiple Invoices	One Invoice
Your Capital & Responsibility	Our Capital & Responsibility
Your Capital & Responsibility	Our Capital & Responsibility
Your Capital & Responsibility	Our Capital & Responsibility
Your Capital & Responsibility	Our Capital & Responsibility
Your Capital & Responsibility	Our Capital & Responsibility
Your Capital & Responsibility	Our Capital & Responsibility
May or May Not Be Included	Inherent to Program Design
Increases Over Time	Decreases Over Time
Not Addressed	Inherent to Program Design
Management	Audit & Oversight
Not Addressed	Inherent to Program Design
Cost Allocation Not Addressed	Can Track & Allocate Costs
Not Addressed	Monthly Analysis
Resides with Customer	Resides with Vendor

Our Cost Management program ensures vendor accountability and performance by transferring all capital risk and exposure from you to us. You no longer need to manage print, you simply audit costs and performance.

"Within the first year we reduced our printing expenses by \$30,000."

- CIO of a 500-person law firm

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