

CIOReview

The Navigator for Enterprise Solutions

MPS SPECIAL

NOVEMBER 02, 2017

CIOREVIEW.COM

20 Most Promising Managed Print Solution Providers - 2017

The role of Managed Print Solutions (MPS) in the business environment today is massive; it is a fully fledged mechanism used to boost printer fleets and aims at reducing print-associated costs by 25 percent. Organizations today are realizing the need to outsource printing services worldwide and are accepting the services of MPS with open arms as an upgrade in technology and a convenient way to manage printing needs.

In order to render the beneficial aspect of Managed Print Solutions, organizations make use of particular tools that aim at improving the work efficiency. The MPS software helps these organizations manage the printing expenses, while reducing operational costs and improve on the environmental sustainability. Additionally, its integrated workflow ensures that the print environment is managed efficiently and documentation security is enhanced. The MPS software endeavors workflow automation,

inclusive of both industry-specific workflow solutions as well as automated paper-intensive and electronic workflows.

There are many up and coming technologies in the market today that provide real-time data collection abilities from printing devices with a simple, yet secure download. These technologies further aim at discovering ways to optimize the printing technology with the aid of a simple web interface. This develops an efficient and dynamic approach at improving the print management strategy.

In this edition of CIOReview, we present to you the “20 Most Promising Managed Print Solution Providers - 2017,” comprising of the best solution offering tools in the printing environment. In the last few months, a distinguished panel featuring CEOs, CIOs, VCs and analysts including CIOReview’s editorial board reviewed the top companies in this domain and shortlisted the ones that are on the cusp of achieving excellence in this market.



Company:
Print Choices

Description:
Vendor-agnostics MPS and DMS provider focusing on creating cost-effective and efficient print environment

Key Person:
Steve Lu
President

Website:
printchoices.com

Print Choices Delivering True Values of MPS

Steve Lu, with over a decade's worth of in-depth experience in the print ecosystem, has been a keen observer of the changes sweeping across the managed print service (MPS) landscape in the past few years. He comprehends how MPS is being commoditized by its providers to get quick sales from the customer's predicament. Circumventing the traditional approaches of MPS providers, Lu, President of Print Choices created an avant-garde, flexible, and cost-effective MPS solution that demonstrates the true value of MPS and is customized according to the customer's print environment and operational needs. In addition, Print Choices has a very streamlined business model and automation which enable them to pass those cost efficiencies to their customers.

Print Choices' vision of making a difference in the MPS arena has been realized by its three major contributing factors. Foremost, their team constitutes experienced personnel who have prior experience in working with OEMs and distributors and can work with various partners in a better way and suggest the optimal solution to meet the customer's requirement. Additionally, they have staff that are not from the print arena and thereby understand firsthand the challenges faced by customers across different verticals. The team's prowess is in combining the IT, document management, printing hardware, and office supply expertise to provide the best solution for their customers. Secondly, the company's vendor-agnostic approach helps customers to choose the best cost-effective and optimal solution for their print requirements rather than the trending market option. Finally, Lu

asserts that their power of providing an efficient MPS relies on the collection of abundant print usage data of the customers through initial and an ongoing assessment of the print environment. Print Choices' analysis is based on 'what and how is being printed?' and the customer's specific requirements. Based on these distinct parameters, the best vendors and products are proposed by leveraging their successful diverse partnerships with distributors, manufacturers, and service providers.

“

**We encourage
our customers
to print less and
print smarter**

After carrying out a careful assessment of the organization's print scenario, Print Choices pioneers the simplification of MPS by customizing their solution according to the customer's requirements. The efficient analysis enables their team to handle the basic requirements such as supplies fulfillment, nationwide on-site repair, preventive maintenance, and procurement processes. The team of Print Choices also provides their operational support and assists the IT department of the customer's organization in implementing MPS. In certain scenarios such as the absence of IT department or lack of IT staff, Print Choices can take over the management of printing function on behalf of the companies.

Lu shares a few anecdotes wherein Print Choices become the trusted



consultant to its customers. These customers range from multi-region international company to single location; from retail to healthcare; from complete fleet standardization and optimization to simple supplies fulfillment automation. Lu firmly believes that, with the right MPS partner, every organization, large or small, can all benefit from MPS implementation. Lu added, "It's a great feeling that when you save customer's hundreds of thousands of dollars annually in printing cost or when you see they can finally focus on their core business."

Contemplating the future prospects of Print Choices, Lu states that they are constantly analyzing different prospective ventures and next-generation technologies, like seat-based billing or enhanced security features from OEM to integrate into their solution to give customers the best benefits. On the end note, Lu clarifies, "We only advise our customers what we think will be beneficial to them. We encourage them to print less and print smarter. When they do print, we make sure they have the most cost-effective and efficient output infrastructure." 