

The MPS Checklist: 16 Questions to Help You Find the Right Partner

Every Managed Print Services (MPS) provider claims they're the best. But only a thorough evaluation will reveal who can actually deliver for your organization. Ask these 16 critical questions to discover which MPS provider truly is leading the way.

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| ☐ 1. Can the provider support efforts to secure project sponsorship and communicate change throughout my organization? | ☐ 9. Can the provider improve workflow automation or optimize business processes ? |
| ☐ 2. What tools does the provider offer to accurately assess current infrastructure ? | ☐ 10. Can the provider quantify performance or continuous improvement? |
| ☐ 3. How will the provider accurately measure and report cost reductions ? | ☐ 11. Does the provider have a proven track record ? |
| ☐ 4. Can the MPS provider manage office, production and marketing services across your entire enterprise? | ☐ 12. Does the provider have the strategic vision to grow with my needs in the future? |
| ☐ 5. Does the provider have solutions that address environmental sustainability goals ? | ☐ 13. Does the MPS provider define managed print as just printers and consumables... or do they include the print server, driver and queue management ? |
| ☐ 6. How well can the provider integrate within my IT infrastructure? | ☐ 14. Can the provider manage print services and/or devices, regardless of manufacturer ? |
| ☐ 7. Security is a serious concern today. Does the provider collaborate with best-in-class security companies like Cisco and McAfee to deliver embedded hardware security solutions? | ☐ 15. Can the provider offer scalability, flexibility or global delivery capabilities? |
| ☐ 8. How will the provider support my mobile workforce ? | ☐ 16. Is the provider serious about helping you print less ? |

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