

Solution Brief: Print Management Solutions

Xerox & Equitrac Office



Office Solutions Overview

Xerox is committed to helping organizations of all types to reduce office print waste, allocate or recover document production costs, simplify IT requirements and maintain the security and confidentiality of company, client or personal information. Working closely with our Xerox Alliance Partners, we custom build solutions that leverage the power and flexibility of Xerox office technology. Through partnerships, technology, and business process innovation, Xerox makes your work... flow.

This solution overview will provide you a brief description of how Xerox and our partner offerings continue to deliver solutions that overcome your print management challenges, today and tomorrow.

Overview

Printing is costing you more than you realize. Here's how to get smart and do something about it.

Paper remains the preferred way for businesses to convey information. For those workers who don't think your company's networked communal printers provide sufficient privacy and convenience, personal desktop printers remain their preferred way for getting ideas onto paper. It's a preference that wastes money, time and resources every time they hit the print key.

Now you can reduce print waste and costs while at the same time providing all the printing security and convenience employees need — with Equitrac Office.

Advanced print tracking, cost accountability and security

With Equitrac Office software, you can track, analyze, allocate and, if necessary, recover the costs of every document that any employee sends to any networked printer, copier or multi-function device.

Thousands of organizations like yours use Equitrac Office to:

- Reduce the expense of equipment over-buying and under-use
- Direct output to the most efficient device
- Eliminate unauthorized printing and copying
- Enforce quotas on color output
- Allocate output costs to users, departments, projects or clients
- Protect document security and confidentiality
- Learn exactly how printers and copiers are being used
- Reduce IT support requirements

A solution for today and tomorrow

Available as both device-embedded and terminal-based software, Equitrac Office integrates seamlessly into your existing IT infrastructure and supports your JBA-compliant Xerox WorkCentre™ Pro and Document Centre™ Advanced Multi-Function Devices (MFDs). A single operator interface for copies, prints, faxes, scans and accounting lets you capture the data you need to monitor, manage and control all your Xerox MFDs, wherever they are. This new, advanced, solution was the direct result of unprecedented collaboration between Xerox and Equitrac at the Equitrac innovation center. As a Xerox Strategic Level Business Partner, and 2003 Business Partner of the year, Equitrac increases the return on your Xerox investment with a solution that easily scales from small, single-server sites up to multi-location enterprises with thousands of printers and tens of thousands of users.

Key Features

Ease of use. Equitrac Office makes user-level print, copy and scan tracking simple, routine and virtually automatic — increasing print cost awareness without interrupting the way your business works.

Simplified control. Manage workflow and contain costs by controlling who may print, how much, to which devices.

Accurate cost allocation.

Workers can accurately charge documents to specific department or cost center codes. Plus, you can easily charge for specific document features.

Security and confidentiality. Instead of sensitive materials sitting unattended at remote printers, documents are output only when users authenticate themselves at the device or provide payment.

Extensive reporting capabilities. Make more informed decisions on equipment acquisition and deployment with the insight gained in reports on print activity by user, department, allocation code or device.

Rapid ROI from simplified IT. Centralized equipment administration and control reduces IT resource requirements, improves service levels and lessens demand on help desks.

Add the intelligence of Equitrac Office to your Xerox environment.

See how many ways you can print smarter.

Convenient and Confidential Printing

Equitrac Follow-You™ Printing with Secure Document Release supports worker mobility while protecting confidential information. Documents are printed to a secure server and output only when users authenticate themselves at the printer of their choice.



Effective Color Control

With Equitrac Office controlling the use of color equipment, you can more easily afford to add the impact of color to your business communications.



Equitrac Office integrates with the Xerox WorkCentre™ Pro to help businesses of every size and industry control printing costs and reduce waste.

Customer Scenarios

Customer Scenario 1. A manufacturer found its networked printers were not always placed in the most convenient locations. Time spent retrieving documents reduced worker productivity, while remotely printed documents left unattended increased the chances for divulging confidential information. Equitrac Follow-You™ printing with Secure Document Release solved these problems by giving workers the flexibility to release queued print jobs at any printer on the Equitrac network. Employees now save time and get more done because they can output documents closer to where they're needed. Confidentiality is protected because documents are only released when users authenticate themselves at the printer.

Customer Scenario 2. By making one color printer accessible to clerks and floor managers alike, a large department store unnecessarily increased its color printing costs. With Equitrac Office controlling use of a color multifunction device, retail store managers can access color capability for sales signs, fliers, advertisements, corrections or other point of purchase materials. Meanwhile, associates on the floor can be limited to a pre-determined quota of black-and-white prints. The result is lower costs, greater efficiencies and reduced waste — while delivering key employees the functionality needed to better serve customers, and the retailer's bottom line.

Customer Scenario 3. An architectural and construction firm with a reputation for sound environmental practices was suffering inefficiencies, waste and document privacy concerns from a fleet of freestanding convenience printers. Facilities managers replaced these with centralized multifunction devices each outfitted with Equitrac software and terminals. Almost immediately, the organization reduced the waste of paper, energy and consumables, brought its overall document costs under control and even regained valuable interior space previously dedicated to printers. Follow-You Printing that allows users to release print jobs from any machine has increased worker productivity and reduced help desk calls about desktop printers.

More Informed Decision-Making

Summary, detail and total activity reports help you prove your measurable cost savings and efficiencies. See how much waste you have avoided with Secure Document Release reports on print jobs queued but never output.



Triple Bottom Line

Printing smarter with Equitrac Office reduces waste and conserves resources, helping you achieve your corporate sustainability objectives.



By tracking every page output to any device, Equitrac Office makes it easy to allocate document costs to any user, department, project or budget. Web-based statements let users check their own account status over the Web.

System Requirements

Core Accounting & Device Server

Windows® Server 2003¹
Windows 2000 Server¹

Database

MSDE 2000
SQL Server¹ 2000, 2005, 2005 Express
Oracle® 9, 10g

Print Server

Windows Server 2003, 2000
NetWare 5.1 SP7, 6.0 SP4, 6.5 SLP1a
AIX 5.1, 5.2
HP-UX IA64 11i
Red Hat Linux 8, 9
Solaris SPARC 8, 9, 10, X64 10
SuSE Linux server 7, 8

Management Tools

Windows Server 2003
Windows 2000 Server
Windows XP Professional
Windows 2000 Professional

Workstation

Windows 2000 Terminal Server
Windows 2003 Terminal Server
Windows XP Professional
Windows 2000 Professional
Citrix XP Server
Citrix 2000 Server
Mac OS 10.2+

¹ User is responsible for securing Client Access Licenses (CALs) as required

Devices Supported

Xerox Products

All Xerox and 3rd party devices with foreign interface harnesses. Equitrac also operates with Xerox JBA compliant models including:

Xerox Document Centre™

Document Centre™ 240/255/265
Document Centre™ 420/425/426/430/432/440
Document Centre™ 460/470/480/490
Document Centre™ 535/545/555
Document Centre™ C250/C360/C450

Xerox WorkCentre™ Pro

WorkCentre™ Pro 35/45/55
WorkCentre™ Pro 65/75/90
WorkCentre™ Pro 123/128/133
WorkCentre™ Pro 165/175
WorkCentre™ Pro 232/238/245/255/265/275
WorkCentre™ Pro 423/428
WorkCentre™ Pro Color 32/40
WorkCentre™ Pro C2128/C2636/C3240/C3545
AccXES controller equipped

Wide Format models, including:
510dp, 721P, 8825/8830

8850, 8855, X2 TECH

Network printers:

Equitrac Office supports printers connected to the network using common protocols including LPR, Windows TCP/IP, IPP, Pass-through and JetDirect. In addition its Workstation Client supports local connections that include USB, LPT:x, Bluetooth, Firewire. Equitrac Office accurately tracks and charges output generated on printers that support PjL, PostScript 3, PCL6, PCL5 (LaserJet), PCL3/4 (DeskJet), HP-GL/2 and HP RTL, PPA, IPDL-C and RPCS, PreScribe, LIPS, Canon BJ, Epson ESC/P2, and other page description languages.

NOTES: WCP 123/128 supports account databases of less than 2000 users and accounts only. WorkCentre™ Pro 416 is not supported.

Contacts

In Europe, Middle East, Africa

Equitrac Corporation
Teleport Towers - Kingsfordweg 151
1043 GR Amsterdam
The Netherlands
Phone: +31.20.5864300
Fax: +31.20.5864210
E-mail: eurosales@equitrac.com

In North America

Equitrac Corporation
1000 South Pine Island Road
Plantation, Florida 33324
P +1.800.327.0183
www.equitrac.com

**Working together...
getting results.**

Together we can.

For more information

on the Xerox Alliance Partners Program,
visit www.xerox-solutions.com

In Europe: please contact your
sales representative



©2006 Xerox Corporation. XEROX®, The Document Company®, Xerox Alliance Partners™, the digital X, DocumentCentre® and the identifying product names and numbers herein are trademarks of XEROX CORPORATION. All non-Xerox brands and product names are trademarks or registered trademarks of their respective companies. Product appearance, build status and/or specifications are subject to change without notice. 08/05.

