

ProcessFlows' Xerox Print Management Workshop - Back by popular demand.

Earlier this year, ProcessFlows hosted a print management workshop for their Xerox reseller partners, which recognised the positives of combining Equitrac print management and Xerox print technology.

Feedback from partners was excellent, so ProcessFlows are running a second, free workshop on Wednesday 9th November 2011, at Xerox UK Ltd in Reading, for both existing and new Xerox partners.

Equitrac builds functionality on Xerox hardware. It provides a single point of contact and accountability for all printer requirements, helping organisations to simply manage and control the use of all copiers, printers, multifunction devices and fax machines; so they can keep a lid on costs and reduce their carbon footprint.

A Xerox Concessionaire who attended the first workshop provided this feedback; "We are all looking for ways of generating incremental business and maintaining a healthy bottom line, so I was keen to find out how print management solutions could enhance my core Xerox business. The ProcessFlows workshop made me realise that there are a lot of untapped opportunities for selling print management solutions to our existing Xerox customer base. With no investment needed on our part, in training or tooling up - as ProcessFlows takes care of all the technical issues for us – we were able to straight away add print management solutions to our portfolio and start selling."

The Workshop will outline all the benefits to Xerox Concessionaire resellers of partnering with ProcessFlows:

- Full support with licensing queries and quotations
- End to end support – including lead generation
- Implementation and technical support
- Excellent margins without any investment

And the benefits to Xerox users of print management solutions:

- Reduce print/copy costs across the whole enterprise
- Improve document security on the network
- Increase worker productivity
- Support environmental sustainability

Further information at <http://www.processflows.co.uk/about-us/events/equitrac-training-workshop/>

Contact:

Franca Cognata

Email: fcognata@processflows.co.uk

Tel: 01962 835051

www.processflows.co.uk

Press Contact:

Alison Hall

Email: ahall@processflows.co.uk

Tel: 01962 835000

Mobile: 07899 986932