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# ProcessFlows

NEWS RELEASE

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## **Channel Partners deliver and support Print Management solutions for Xerox hardware**

ProcessFlows has recently been appointed a distributor for Equitrac Office® and Equitrac Express® print management software and the ProcessFlows services team are fully 'tooled-up' to implement, integrate and support Xerox/Equitrac solutions.

Consequently, ProcessFlows' Xerox Concessionaire Partners and Channel Partners focused on Managed Print Services (MPS) can now procure Equitrac software and all associated services from a single source – ProcessFlows.

Xerox Concessionaire Document Workflow Solutions (DWS) has recently joined the ProcessFlows Channel Partner Programme.

Phil Britton, Technical Director at DWS explains the reasons why:

*"DWS has been selling Xerox print hardware and Equitrac print management for several years. It is a good business model. Customers like Equitrac; it helps them to simply manage and control the use of all copiers, printers, multi-function devices and fax machines; so they can keep a lid on costs and reduce their carbon footprint."*

*"Xerox provides an award winning national support service for our hardware solutions and partnering with ProcessFlows enables us to provide the high level of customer service that we strive to deliver."*

*"ProcessFlows have the experience in all elements of technical support for Equitrac, and can quickly and efficiently help us deal with any support queries. This provides a truly excellent experience for our clients."*

Franca Cognata, ProcessFlows Channel Partner Manager said; *"As a ProcessFlows Channel Partner, DWS gains access to full end-to-end support for Equitrac from our technical support team - from pre-sales assistance to post implementation, ongoing technical back-up – without having to invest in additional support staff. Channel Partners are also able to earn a margin on these professional services, which all helps to boost their bottom line."*

Further information about ProcessFlows and Equitrac can be found at:

<http://www.processflows.co.uk/technology/equitrac-print-management>

<http://www.documentworkflowsolutions.com/partners-and-suppliers>

and DWS at <http://www.documentworkflowsolutions.com>

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