



NEWS RELEASE

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ProcessFlows Expands Xerox Concessionaire Channel Partnerships

B2 Business Systems Ltd, based on the North Wales border, is the latest Xerox Premier Partner to join the ProcessFlows Channel Partner Programme.

The ProcessFlows Channel Partner Programme has been specifically developed to support Xerox Concessionaires and Premier Partners wanting to move from a wholly print hardware supply business model by including Equitrac Office® and Equitrac Express® print management software solutions for Xerox Multi Function Printers (MFPs) in their portfolio.

Equitrac integrates with Xerox MFPs to provide users with a total 'view' of their entire print fleet; allowing them to electronically control the flow of all their electronic documents and print. Close management of print devices will reduce unnecessary printing and save consumable costs.

ProcessFlows fully supports all their reseller partners with pre-sales, integration and technical support for every Equitrac solution sold; enabling partners to expand into this new area of business with the minimum of risk, no up-front investment, staff training and ongoing support and helpdesk costs.

B2 have been delivering Xerox® office technology to clients for over 20 years and have built up a large and diverse customer base of users in every industry sector.

Print management brings B2's offering of print technology solutions bang up to date. It's a long way from the office supplies and Xerox hardware and printers they were selling when the company was formed.

"Equitrac print management software is a natural fit for B2" said Paul Rutt, Managing Director of B2 Business Systems Ltd. "It will help our existing Xerox customer base to simply manage and control the usage of all copiers, printers, multifunction devices and fax machines; so they can keep a lid on costs and unnecessary waste."

Further information about ProcessFlows and Equitrac print management can be found at <http://www.processflows.co.uk>

B2 Business Systems Ltd information is at <http://www.btwo.com>

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