



# Lexmark MPS Core

## Searching for your “just right” MPS solution?

Managing your print fleet can consume valuable time and resources. From maintaining devices to ordering supplies and ensuring security, these tasks can be costly distractions. But, for mid-sized businesses, traditional, built-for-enterprise MPS is often too broad and too expensive, making it out of reach.

### Lexmark MPS Core could be exactly what you need.

Lexmark MPS Core leverages authorised Lexmark partners to provide organisations like yours with a turnkey print infrastructure, relieving you of day-to-day printer management so you can focus on core business activities. Founded on Lexmark’s industry-leading MPS approach, MPS Core gives you the tools and insight you need, without the time-consuming setup and expensive customisation common in most enterprise MPS offers. That means great support, without unnecessary features. Through an “always on” print environment that leverages innovative Internet of Things (IoT) technology, Lexmark makes it possible to know immediately when your devices need attention - many times before your users are even aware. The result is better service and fewer disruptions, so that you can maintain productivity.

### Fleet management without the hassle

- ▶ **Efficient:** Day-to-day printer management, proactive service and supplies replenishment
- ▶ **Simple:** Predictable monthly invoicing
- ▶ **Secure:** Devices designed with full-spectrum security, no exceptions
- ▶ **Proven:** Industry-leading, enterprise-class technology leveraged by top businesses around the world

## Devices built for your business

Lexmark’s comprehensive device portfolio includes single-function printers and multifunction products (MFPs) intentionally engineered to be more reliable, easy to service and simple to manage and secure. Recognised by top analysts and trusted by some of the world’s largest organisations, our devices leverage cutting-edge technology such as strategically-placed IoT sensors to aid in issue detection and diagnostics and keep them up and running.

### Cloud Bridge - Flexible architecture for every customer

A leader in IoT-enabled print services, Lexmark utilises Cloud Bridge, a connectivity suite enabling print services for organisations of all sizes. All Lexmark printers and MFPs can now connect in a number of flexible ways including IoT native device firmware, enabling access to advanced managed print services without the need for additional hardware and software often required by MPS providers to communicate with managed devices. With simplicity and scale, this connectivity unlocks the partner ability to own the end customer data collection and remotely monitor and configure devices for the end customer, driving greater fleet performance across your customer’s network.

From large enterprises to small business customers, Lexmark Cloud Bridge opens opportunities to simplify how they access print services. Whether used in a large enterprise back-office environment, distributed locations, or remote usage with a single device, Lexmark Cloud Bridge offers dynamic connectivity and ease of use for every type of customer, in any size organisation.

### Features that simplify management

When you become a Lexmark MPS Core customer, a full suite of features and capabilities will be made available to you, including:

- ▶ **Dedicated Service Support:** Data collection provides awareness when a device needs attention, streamlines service delivery and maximises uptime.
- ▶ **Proactive Consumables Management:** Through an approach that leverages AI algorithms, Lexmark automatically delivers just-in-time supplies based on actual device-level use patterns to key contacts within your organisation, eliminating manual meter reads, reducing cash tied up in supplies and minimising user disruption.
- ▶ **Optional value-add features:** Leverage additional offers such as cloud print release, scan-to applications and security settings recommendations for your environment.

### Ready to get started?

The path to engage is simple and straightforward:

- ▶ **Assess and design:** Understand your current state, future needs and create your new plan with guidance from Lexmark
- ▶ **Deploy:** Purchase and install new Lexmark devices in your location(s), along with Cloud Bridge agents
- ▶ **Manage:** Rely on Lexmark to assume the day-to-day management of your fleet

### The Lexmark difference

Lexmark's proven MPS approach has been repeatedly validated by the analyst community and recognised by the likes of Buyers Lab (BLI), Gartner, IDC and Quocirca.

But more importantly, Lexmark is recognised by their customers and rewarded with a 95% renewal rate in MPS engagements. This means you can rely on Lexmark to provide the best MPS experience.