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The Xerox Workflow Solutions Promise

Simplifying the way work gets done, and finding new ways to make businesses more efficient, cost-effective, secure and successful is at the heart of what we at Xerox do for our customers every day. No matter what size your business is, or what industry you serve, we are here for you with workflow solutions to make work processes better.

This means providing you with a collection of software solutions to automate time-consuming processes, streamline workflows and use the technology that already exists in your business to save time and money, make information and communications more relevant and help your company be more profitable.

Whether you are looking to improve the way communications are produced and managed, implement a better document management system, ensure information security or comply with strict regulations, to name just a few challenges, we are here. And our solutions can be customized to exactly fit your business requirements.

Our mission is to simplify the complicated processes that stand in your way of focusing on your number one priority — your business success.
Xerox Production Workflow Solutions

Delighting your customers. Producing more jobs. Reducing costs. Growing your business. All these objectives are critical to your success. No matter what size your business is, or what industry you serve, we are here for you with workflow solutions to make work processes better.

An efficient workflow is essential for your business, and automation is required to achieve true productivity. From job submission to prepress, on press and right through finishing, infusing the print manufacturing process with automation can help you get more jobs through your shop faster, giving your customers the turnaround times they demand and the cost savings you want.

No matter what your goal, Xerox is here to help you achieve it through our broad portfolio or a custom solution. That’s why Xerox has invested in software solutions that allow you to automate any or all of your production processes. We offer a comprehensive, ever-expanding portfolio that begins with the Xerox® FreeFlow® Digital Workflow Collection and extends to the powerful capabilities enabled by XMPie® and the diverse offerings available through more than 140 of our leading technology partners from all around the world.

We understand that workflow solutions are not one-size-fits-all. And we’ve worked alongside our partners to assemble a portfolio well equipped to meet the needs of many while maintaining the versatility to meet the needs of one:

• Streamline the way you handle jobs every day
• Enable new offerings like variable data and cross media campaigns
• Leverage customer data to add personalization that drives results
• Gain the ability to better track and analyze campaign performance for ROI and become a more valuable partner to your customer.
• Assure outstanding, consistent, repeatable color
• Deliver greater customer satisfaction with every output
• Save time, money and resources
Xerox Office Workflow Solutions

Simplify and automate your everyday work. Better manage your information. Improve security. Increase productivity. Get the most out of your Xerox equipment investment. These are just a few of the benefits your business can realize with the software and solutions available from Xerox and our numerous Xerox Business Innovation Partners.

The possibilities to simplify processes are almost endless, with both software and cloud-based solutions so you can:

- Complete tasks entirely at the MFP, including retrieving documents on a network without a computer
- Reduce waste, increase productivity and optimize device usage
- Better control costs and do more with less
- Improve security
- Simplify the way your business is run

We help you extend the power of your existing multifunction printer with the Xerox® Extensible Interface Platform (EIP). With EIP enabled, you can add customized workflows to your MFP that users access directly from the interface, streamlining processes for document and information management. For example, a user can scan hardcopy information directly into a document repository with the simple touch of a button. Or imagine an invoice button, right on the touchscreen that simultaneously sends an invoice and archives the information in a document management system.

To further help simplify your work, we’ve created a new category of solutions: Xerox ConnectKey Apps. Like traditional software solutions, ConnectKey Apps extend the capabilities of your multifunction printer. They help you make the most of your hardware investment. But unlike traditional software, ConnectKey Apps do not require a dedicated server, PC or IT resource. Instead, ConnectKey Apps are lightweight, serverless print app solutions you can download to your ConnectKey multifunction printer via USB or CentreWare Internet Services. Simple.
Production Workflow Solutions
Colour Management

As more and more customers demand the benefits of digital color, you can capitalize on this high-value offering with confidence with Xerox color management solutions.

We understand that accurate, repeatable color quality is paramount. So we have developed a suite of color management tools to ensure both quality and consistency.

Xerox® Confident Color is a suite of the finest color management technologies consulting expertise and partners combined with our years of experience in the production color printing market. Xerox Confident Color ensures the color you produce matches your customers’ unique requirements every time. And, from light production to full production, every solution we offer is backed by Xerox Confident Color that delivers incredible color management, industry certifications, automated color calibration, and more.

But what if you manage multiple presses at one or more locations? Our IntegratedPLUS has you covered there too, a web-hosted color management solution that allows you to remotely access and respond to the status of your presses.

Our full spectrum of color technologies, expert consultants and custom solutions benefits your business with:

- Improved efficiency, productivity and reliability through automation
- Reduction in manual errors, wasted time and resources
- Delighted customers who will come back again and again for accurate, repeatable, predictable color
- Increased ability to win new business and discover new areas for growth
Xerox® IntegratedPLUS Automated Colour Management

Overview
Ideal for customers who need to colour manage multiple presses at one or multiple locations, IntegratedPLUS Automated Colour Management offers web-hosted colour management that’s seamlessly integrated with production printing devices. This solution provides simple controls to easily monitor print devices and centrally manage a fleet of colour printers.

Key Features
- **Seamlessly combines** a cloud server, local applications and powerful digital front-end workflow solutions
- **Provides real-time, remote access** to a suite of fully integrated hardware and software components
- **Combines the speed and efficiency** of web-based cloud technology with the measurement accuracy of a powerful inline spectrophotometer found on our production printer fleet
- **Quickly and expertly performs data calculations and analysis** in the cloud
- **Leverages the strength of our technology partners** to help you produce more jobs
- **Removes the need to run local printer colour management packages** at multiple sites, using different versions or settings to analyze colour data
- **Includes Xerox Professional Services support** to ensure your workflow will run smoothly

Business Challenge
Print service providers continually wrestle with the challenge of getting consistent colour prints from their equipment. The core problem is not the printer colour management technology, it is the lack of automation and the reliance on multiple players in the print process to determine colour outcomes.

Key Challenges Addressed by Xerox® IntegratedPLUS Automated Colour Management
- Monitoring the print engine status regularly is time consuming and error prone
- Colour output variability can come from many points in the production process
- Different local colour management packages are used at multiple sites
- Different software versions or settings are used to analyze colour data
- Multiple colour experts are needed for each location
- Inconsistent procedures used for returning printers to desired colour tolerances
- Major capital IT expenditure to purchase servers, software licenses, and upgrades

Global
http://www.xerox.com
Cross Media Publishing

Extend your offerings beyond print, boost response rates and drive results by delivering messages through multiple, diverse channels. Xerox Cross Media Publishing Solutions make it easy to leverage all means of communication for a more targeted, engaging experience.

By creating campaigns that incorporate print, web, email, mobile, video, social media and more you can reach a wider audience using their preferred channel of communication. Our solutions work seamlessly within your current environment so you can publish content in digital format on web browsers and mobile apps, and enhance messaging with personalization, rich media and hyperlinks.

Robust tools automate the planning, monitoring and tracking of campaigns. Plus, marketing analytics allow you to track results and continually refine campaigns for optimal efficiency.

Benefits to your business:
- More relevant marketing by leveraging variable data to tailor messages for each recipient
- Improved tracking of responses so you can adjust messaging and offers on-the-fly
- New capabilities to use variable data in images, graphics, and messages to grab and hold your target’s attention
- Expanded reach with one-to-one marketing campaigns that span print, email, web, video and mobile
- Reduced costs, by streamlining your print and digital communications prepress operations in a single workflow
- Delighted customers, by taking the materials you already print for them, and distributing the content through enhanced, dynamic, and interactive versions that are distributed through digital channels
Key Features

- **FreeFlow™ Digital Publisher** utilizes the all-new prepress automation workflow software FreeFlow™ Core to prepare jobs in a single workflow:
  - **Automatically prepare and route** the optimized file for print to your Xerox digital press
  - At the same time, **digitally optimized versions can be distributed** to a broader audience through today’s digital media, such as Web browsers and mobile apps that can be downloaded from Apple iTunes Store, Google Play or the Amazon App Store
- **Receive an input PDF from your customer** – along with essential digital assets such as video files – and the software automatically prepares the job with pre-flight and other file optimization steps for print and digital delivery.
- **Content processing software** automatically processes the PDF job to create high impact digital publications for mobile apps, web browsers, social media and other digital channels.
- **Manage each publication with an included dashboard** – manipulate placement of rich media, restrict access, manage email subscriptions and push notifications, and much more.
- **Essential analytics are included** to provide your customers with insight to readership, open rate reports, app tracking data, clicks by platform and much more - helping them to improve content while providing you with revenue opportunities.
- **“Getting started” tools** help jump start your productivity and get you up and running quickly.

Business Challenge

Only a small number of content owners can deliver digital communications that are optimized for the many forms of mobile consumption. This translates to missed opportunities for many to reach their customers through these popular channels. To publish to these channels, content needs to be adjusted and optimized for a multitude of formats and sizes. That takes technical expertise and diverse work processes.

Key Challenges Addressed by FreeFlow™ Digital Publisher

- No matter where you look, people are consuming information – and they are doing it using the devices of choice – smart phones, tablets, and laptops
- Without the right tools, creating and serving digital content is a time-consuming, costly prospect
- Dedicated platforms to host the content are expensive
- Connecting front end systems, back end operations and IT infrastructure is a daunting task
Feeding and Finishing

Moving your jobs smoothly and quickly through your device is crucial. But sometimes for your customers it’s all in the presentation, and that means having a perfect finish. We have assembled the industry’s most comprehensive array of inline feeding and finishing solutions, developed to complement the entire range of Xerox printers.

Our feeding and finishing solutions help you achieve a fully automated production process, from Web to finish, whatever your need for applications. From perfect bound books, booklets, UV/aqueous coating and packaging, we have a solution for you.

We offer a wide range of finishing options to ensure that you have the inline and offline capabilities you want for your specific operation. Whether you need high-capacity stacking, stapling, inserting or booklet-making, we’ll help you connect to the solutions that make sense for you... while making it easy to scale up or down to maximize your productivity.

When you choose Xerox® IntegratedPLUS Finishing Solutions, you get an efficient means of preparing jobs for the finisher, automatically setting up the finisher and sharing a finishing device with multiple printers. It eliminates manual programming as well as the need for highly skilled prepress operators to prepare files. What’s more, it makes it easy for you to manage a mix of jobs that include diverse finishing requirements and short print runs. It saves time by enabling you to produce more jobs through automatic file setup and automatic setup of inline or offline finishers.

Benefits for your business:

• Fewer manual steps frees valuable resources to perform more complex tasks and reduces errors
• Simplified, automated processes for complicated tasks like imposition
• Greater efficiency, so you can take on more jobs and produce more, every day
• Optimized investment and operation with end-to-end automation for prepress and finishing as well
• Get the best of both worlds—use your in-line (attached) booklet maker in an off-line mode to automatically finish output from other print engines
Xerox® IntegratedPLUS Finishing Solution

Overview

Now you can produce more jobs with less cost and faster turnarounds. With the Xerox IntegratedPLUS Finishing Solution, all job preparation and finishing setup is automatic. For booklet production, this breakthrough solution combines the efficiency of in-line finishing with the flexibility of off-line finishing in a single solution. Eliminate finishing bottlenecks with in-line / off-line / dual-mode automation. This is the first truly start-to-finish workflow solution of its kind – a suite of fully integrated hardware and software components that automate all of the critical aspects of your production and finishing processes so you can flexibly produce more booklet jobs. For perfect bound books, binding is as simple and error-free as scanning a barcode. JDF-enabled perfect binders and trimmers enable streamlined and automated setup for optimized short run book production. Ideal for commercial printers and in-plants that are printing short-run books and booklets of various sizes and finishing them manually, this solution will enable you to drive more jobs through your shop with less cost, fewer errors, and faster turnaround.

Key Features

• Increase throughput by up to 30%
• Automate your workflow start-to-finish with FreeFlow™ Core and automatic finisher setup
• Reduce costs and errors by eliminating the delays of manual prepress
• Produce more jobs with full asset utilization of your in-line and off-line finishing options
• Combine the convenience of in-line finishing with the flexibility of off-line finishing with Xerox-exclusive Dual-Mode Sheet Feeder
• Finish variable length booklets
• Match single or multiple covers and book blocks inline with cover driven workflow
• Manage a diverse mix of finishing requirements automatically

Business Challenge

Conventional finishing can be time-consuming and complex. It requires an operator that fully understands prepress, job layout, and finishing requirements. Valuable resources are often tied up with manual steps to ensure the jobs are completed accurately. Print service providers need to determine whether their finishing asset will provide the most value in-line or off-line.

Key Challenges Addressed by Xerox® IntegratedPLUS Finishing Solution

• Production print workflow consumes more time, labor and money than it should.
• Print providers need to drive new sales and minimize the labor costs associated with diverse short run jobs.
• Print shops need to adapt quickly to changing run length requirements and expected turnaround times for highly complex jobs.
• Investment decisions are often “either / or” when it comes to determining in-line vs. off-line finishing device.

Global

http://www.xerox.com
Integrated Solutions

An efficient workflow is essential for your business. To help you close your most challenging workflow gaps, we also offer a wide range of integrated solutions that seamlessly combine Xerox-exclusive capabilities with one or more of our highly effective partner offerings.

These integrated solutions can help you with everything from adding end-to-end flexibility in short-run booklet production to implementing sophisticated color management automation. By automating processes we help you remove the manual steps that can lead to errors and create bottlenecks.

For example, with the Xerox IntegratedPLUS Finishing Solution, all job preparation and finishing setup is automatic, so you can produce more jobs with less cost and faster turnarounds.

- IntegratedPLUS Finishing optimizes operations with end-to-end automation - not just automating prepress, but finishing operations as well.
  - Easily and cost-effectively manage a mix of jobs with diverse finishing requirements
  - Reduced costs and errors by eliminating the delays of manual prepress
- IntegratedPLUS Automated Color Management provides centralized controls of your entire
Xerox® IntegratedPLUS Automated Colour Management

Overview
Ideal for customers who need to colour manage multiple presses at one or multiple locations, IntegratedPLUS Automated Colour Management offers web-hosted colour management that’s seamlessly integrated with production printing devices. This solution provides simple controls to easily monitor print devices and centrally manage a fleet of colour printers.

Key Features
- **Seamlessly combines** a cloud server, local applications and powerful digital front-end workflow solutions
- **Provides real-time, remote access** to a suite of fully integrated hardware and software components
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- **Quickly and expertly performs data calculations and analysis** in the cloud
- **Leverages the strength of our technology partners** to help you produce more jobs
- **Removes the need to run local printer colour management packages** at multiple sites, using different versions or settings to analyze colour data
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Global

http://www.xerox.com

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Key Features

- **Increase throughput** by up to 30%
- **Automate your workflow** start-to-finish with FreeFlow™ Core and automatic finisher setup
- **Reduce costs and errors** by eliminating the delays of manual prepress
- **Produce more jobs** with full asset utilization of your in-line and off-line finishing options
- Combine the convenience of **in-line finishing** with the flexibility of **off-line finishing** with Xerox-exclusive Dual-Mode Sheet Feeder
- **Finish variable length booklets**
- **Match single or multiple covers and book blocks** inline with cover driven workflow
- **Manage a diverse mix of finishing requirements** automatically

Business Challenge

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- **Investment decisions** are often "either / or" when it comes to determining in-line vs. off-line finishing device.

Global

http://www.xerox.com
XMPie® StoreFlow™

**Overview**

XMPie® PersonalEffect® StoreFlow™ allows customers to create and manage online web-to-print storefronts and marketing portals selling print and electronic media. Print providers, in-plant production facilities and other service providers will find that StoreFlow provides a convenient way for their customers to submit print orders 24/7 and an automated workflow to process, print and fulfill orders. This end-to-end solution combines an intuitive user experience, powerful backend dashboard, and prepress automation to simplify the entire workflow from order acquisition through production and fulfillment.

**Key Features**

- Complete web-to-print storefront solution that manages the entire workflow from order acquisition to production to fulfillment
- Lights-out prepress automation with built-in Xerox FreeFlow™ Core
- Simple setup and maintenance – only a few steps to set up your unique, branded store
- Static, personalized and variable data documents – print buyers can upload documents or select from a catalog
- JDF / JMF compliant job ticketing for greater automation, speed, cost efficiency, and ease-of-use
- Mobile-friendly – intuitive online shopping experience from a desktop or mobile device
- Integrated shopping cart with credit card processing or billing options
- Supports offline production – use the same workflow for ad hoc VDP jobs
- UPS and FedEx integration – instant pricing and shipping slips
- Flexible reporting with detailed analysis of storefront sales and profitability
- Supports an Adobe workflow – create product templates using a familiar environment
- Upgradeable to support cross-media

**Business Challenge**

Print service providers are constantly challenged to lower costs and increase turnaround times while still providing excellent customer service. Shrinking margins and growing expectations make this a difficult environment to maintain healthy profitability. Increased competition between print service providers is quickly turning web-to-print into a competitive requirement rather than a differentiator.

**Key Challenges Addressed by XMPie® StoreFlow™**

- Time consuming quoting, with only a small percentage of quotes turning in to orders
- Need for accurate order entry from multiple sources
- Repeat print jobs require the same effort as new orders
- Inefficient manual processes slow down production and are prone to costly human error
- Meeting customer expectations to be able to submit and check orders online 24/7
- Disparate workflows waste time and increase costs
- Missed opportunities up-selling and cross-selling to existing customers
- Desire to transform into a marketing service provider promoting value-added services and products
- Building brand awareness to reach new markets

[Global](http://www.xmpie.com)
Efficiency is a must in order to grow your business, produce more jobs and delight customers. So is quality. To help your print business succeed, Xerox and our partners have developed a suite of job management solutions that give you greater visibility, control and productivity across your entire fleet.

Xerox provides the next generation in workflow solutions focused on automating the steps within the print manufacturing process, seamlessly integrating multiple systems. By automating manual processes we can save your business time and money. For instance, FreeFlow® Output Manager acts as a centralized collection point for all your print jobs, automating the management of valuable printer resources. With sophisticated load balancing and job scheduling capabilities, multiple printers can work as efficiently as one.

Automating your print processes not only reduces costs and boosts efficiency, but it also helps you deliver a consistently higher quality output—especially when it comes to color. Plus, we’ve made sure that our solutions integrate seamlessly with your printers to drive productivity.

With over 140 leading partners from all across the world, we have the breadth of technology and know-how to deliver the right solution to your business to take it to the next level.

Benefits for your business:

- Maximized productivity at the printer level and across the entire fleet, so you can take on more jobs, run more applications and grow your business
- Better color management across all industry standards such as FOGRA, Pantone and ICC for consistent, repeatable color that delights customers
- Automated management of multiple host computers and multiple printing devices in multiple locations simultaneously
- Improved tracking capabilities and productivity measurements to ensure jobs are completed on-time - especially important for addressing jobs with strict compliance regulations
- Reduced costs and errors
FreeFlow™ Core

Key Features
- **Modular architecture** – FreeFlow Core includes the base software and also two optional modules, Advanced Prepress and Advanced Automation.
- **Browser-based** – This solution runs in standard browsers. This greatly simplifies software installation and management.
- **PDF conversion** – Supports multiple PDF formats and utilizes Adobe licensed software components.
- **Preflight** – Identify and even fix problems at any point during your print process. Produce higher quality output.
- **Imposition** – Dynamic imposition engine automatically lays out pages based on printer and job properties.
- **Manifest job processing** – Submit a list or manifest of jobs to be printed and FreeFlow™ Core will process and print each job automatically.
- **Job clustering / batching** – Intelligent job management enables value beyond the printer by organizing similar jobs for optimal post-press processing.
- **Printer programming** – Rules-based logic intelligently routes and programs jobs to get the most out of your printers.
- **JDF/JMF** – Full JDF/JMF compliance means a seamless integration with other systems that implement this industry standard for communication.

Business Challenge
In a mature marketplace operation, efficiency is a must for long term success. Companies are looking for ways to do more with less.

Key Challenges Addressed by FreeFlow™ Core
- **Keeping cost down** – The print marketplace is as competitive as ever, and price pressure continues to rise.
- **Delivering quality** – Customers’ expectations continue to rise with respect to the quality of their print products.
- **Quicker turnaround times** – Customers expect most things to be done in a few days, not a few weeks.
- **Smaller run lengths** – As jobs get smaller, inefficiencies in your print process become exposed.
- **More small jobs** – With smaller run lengths, you need to push more jobs through your shop.
- **Multiple systems** – Your workflow has evolved over time. It can be difficult to introduce a new system.
- **Operator skillset** – As solutions become more complex, do you have the resources to properly run a new solution?
Overview

XMPie® PersonalEffect® StoreFlow™ allows customers to create and manage online web-to-print storefronts and marketing portals selling print and electronic media. Print providers, in-plant production facilities and other service providers will find that StoreFlow provides a convenient way for their customers to submit print orders 24/7 and an automated workflow to process, print and fulfill orders. This end-to-end solution combines an intuitive user experience, powerful backend dashboard, and prepress automation to simplify the entire workflow from order acquisition through production and fulfillment.

Key Features

- Complete web-to-print storefront solution that manages the entire workflow from order acquisition to production to fulfillment
- Lights-out prepress automation with built-in Xerox FreeFlow™ Core
- Simple setup and maintenance – only a few steps to set up your unique, branded store
- Static, personalized and variable data documents – print buyers can upload documents or select from a catalog
- JDF / JMF compliant job ticketing for greater automation, speed, cost efficiency, and ease-of-use
- Mobile-friendly – intuitive online shopping experience from a desktop or mobile device
- Integrated shopping cart with credit card processing or billing options
- Supports offline production – use the same workflow for ad hoc VDP jobs
- UPS and FedEx integration – instant pricing and shipping slips
- Flexible reporting with detailed analysis of storefront sales and profitability
- Supports an Adobe workflow – create product templates using a familiar environment
- Upgradeable to support cross-media

Business Challenge

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- Meeting customer expectations to be able to submit and check orders online 24/7
- Disparate workflows waste time and increase costs
- Missed opportunities up-selling and cross-selling to existing customers
- Desire to transform into a marketing service provider promoting value-added services and products
- Building brand awareness to reach new markets
Prepress

Do more, in less time with automated prepress processes that provide consistency from one project to the next, simplify scanning, imposition, tab programming and late stage editing and provide seamless job submission.

Our Xerox and partner prepress solutions enable a touchless workflow that can process thousands of incoming jobs daily. You can save time and money through automating labor-intensive prepress tasks to ensure consistent quality, print after print. And you can complete complex jobs without having to overhaul all your existing processes.

We’ll help you simplify your job preparation activities, and make them error-free to increase productivity and reduce bottlenecks. For example, Xerox® FreeFlow® Express to Print, with its intuitive visual interface, lets your operators perform job ticketing and prepress functions with a simple click of the mouse, reducing set-up time for even the most cumbersome jobs.

From facilitating color matching of digital and offset output to providing better consistency from one project to the next, we and our partners will work with you to ensure you have the most efficient operation possible.

Benefits for your business:
- Increased productivity through automation of frequently repeated jobs, complex print jobs and routine preparation tasks
- Improved visibility with on-screen graphical representations to ensure jobs will print correctly
- Accelerated turnaround times to meet demanding customer requirements
- Streamlined processes for digitizing, editing, archiving and reprinting so you can take on more jobs and move them through your shop quickly
- Reduced costs associated with training, errors and wasted resources
Overview

XMPie® PersonalEffect® StoreFlow™ allows customers to create and manage online web-to-print storefronts and marketing portals selling print and electronic media. Print providers, in-plant production facilities, and other service providers will find that StoreFlow provides a convenient way for their customers to submit print orders 24/7 and an automated workflow to process, print, and fulfill orders. This end-to-end solution combines an intuitive user experience, powerful backend dashboard, and prepress automation to simplify the entire workflow from order acquisition through production and fulfillment.

Key Features

- **Complete web-to-print storefront solution** that manages the entire workflow from order acquisition to production to fulfillment
- **Lights-out prepress automation** with built-in Xerox FreeFlow™ Core
- **Simple setup and maintenance** – only a few steps to set up your unique, branded store
- **Static, personalized and variable data documents** – print buyers can upload documents or select from a catalog
- **JDF / JMF compliant job ticketing** for greater automation, speed, cost efficiency, and ease-of-use
- **Mobile-friendly** – intuitive online shopping experience from a desktop or mobile device
- **Integrated shopping cart** with credit card processing or billing options
- **Supports offline production** – use the same workflow for ad hoc VDP jobs
- **UPS and FedEx integration** – instant pricing and shipping slips
- **Flexible reporting** with detailed analysis of storefront sales and profitability
- **Supports an Adobe workflow** – create product templates using a familiar environment
- **Upgradeable to support cross-media**

Business Challenge

Print service providers are constantly challenged to lower costs and increase turnaround times while still providing excellent customer service. Shrinking margins and growing expectations make this a difficult environment to maintain healthy profitability. Increased competition between print service providers is quickly turning web-to-print into a competitive requirement rather than a differentiator.

Key Challenges Addressed by XMPie® StoreFlow™

- **Time consuming quoting**, with only a small percentage of quotes turning in to orders
- **Need for accurate order entry** from multiple sources
- **Repeat print jobs** require the same effort as new orders
- **Inefficient manual processes** slow down production and are prone to costly human error
- **Meeting customer expectations** to be able to submit and check orders online 24/7
- **Disparate workflows** waste time and increase costs
- **Missed opportunities** up-selling and cross-selling to existing customers
- **Desire to transform** into a marketing service provider promoting value-added services and products
- **Building brand awareness** to reach new markets
Variable Data Publishing

Create personalized, high-value documents for your customers that are relevant to each individual recipient—while you realize unmatched throughput and print efficiency—with Xerox Variable Data solutions led by the FreeFlow® Variable Information Suite. You’ll get all the software components you need to offer a host of one-to-one applications that run at rated speeds through your Xerox equipment.

Add Xerox XMPie solutions and you’ll extend the power of your communications even further through unique and creative multimedia tools that enable marketing campaigns to go beyond print.

It has been shown that personalized, customized communications boost response rates, and that applies to transactional documents as well as promotional ones. Xerox has partnered with variable information experts to optimize the use of data and personalization within your existing transactional, transpromo or direct mail environment—print them at the fastest speeds. These partners will even show you how to produce these high-value applications more cost-effectively than ever.

To add an extra level of security to sensitive documents and reduce the risk of fraud, Xerox Variable Data solutions also include Specialty Imaging text effects such as MicroText, Glossmark® and InfraRed text. Specialty Imaging Text effects are a unique feature enabled by the FreeFlow VI suite and can help prevent counterfeiting of documents such as coupons or event tickets as well as enhance visual interest in your jobs.

Benefits for your business:

• Delighted customers with dynamic, personalized documents that grab more attention and generate better results
• Streamlined operation, by leveraging one set of tools to support all of your variable applications - hardcopy print or electronic color or monochrome, Xerox or non-Xerox print devices
• Greater design flexibility to use variable data in images, graphics, and messages to grab and hold your target’s attention
• Increased productivity to produce more jobs by eliminating pre-composition and delivering variable data pieces at the fastest possible speed
• Reduced costs and freed-up resources with a pre-configured, integrated transactional solution—less programming, less setup time, less labor and less opportunity for error
FreeFlow™ Variable Information Suite

Overview
The key to success in any marketing campaign is the ability to capture the attention of your potential customers. What better way to do that than personalization? The Xerox FreeFlow Variable Information Suite of variable data tools will allow you to personalize your communications quickly, cost-effectively, and automatically.

Key Features
- **VI Design Express**, an Adobe® InDesign® plug-in, is used to generate variable data applications driven by delimited or XML promotional data. Applications can include variable text, images and layers, barcodes and powerful conditional logic. Output formats include PDF, VPC and VPP. Buy VI Design Express online.
- **VI Design Pro** is an advanced tool that can unleash the productivity of your staff as they provide sophisticated and complex variable data applications such as transactional documents (bills, statements, policies). Buy VI Design Pro online.
- **VI Compose** is a robust composition tool that resides on your printer and constructs your jobs with optimum efficiency. VI Compose utilizes dynamic document construction, merging data and resources at the RIP, eliminating the need for time-consuming pre-composition. VI Compose supports Xerox PS RIPs and FreeFlow™ Print Server APPE RIP.
- **VI eCompose** is a scalable system that can seamlessly compose PDF files from the same data you send to print. VI eCompose supports PDF interactive features, web job submission for use in SaaS environments, and Adobe job security options. It creates master and optional child PDF files and provides a powerful dispatch module to move jobs to the next step in your workflow process (CRM, archiving, etc.). PDF files generated by VI eCompose can also be printed to any Xerox PS or APPE RIP.
- The VI Suite components can enable Xerox specialty imaging text, which provides easy and affordable ways to add unique features to your documents. Download specialty imaging fonts.

Business Challenge
In today’s competitive business world, companies are turning to personalized communications that deliver unique messaging relevant for each recipient to increase customer loyalty and to expand their customer base. Without the right tools, this is a time-consuming, costly prospect.

Key Challenges Addressed by FreeFlow™ Variable Information Suite
- Customers have strict requirements for quality, turnaround, and price
- Document design, file preparation, composition, and output are time-consuming
- Dedicated composition servers are expensive
- Multiple output formats are needed: print, PDF, electronic, etc.

Global
http://www.xerox.com

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XMPie® StoreFlow™

Overview
XMPie® PersonalEffect® StoreFlow™ allows customers to create and manage online web-to-print storefronts and marketing portals selling print and electronic media. Print providers, in-plant production facilities and other service providers will find that StoreFlow provides a convenient way for their customers to submit print orders 24/7 and an automated workflow to process, print and fulfill orders. This end-to-end solution combines an intuitive user experience, powerful backend dashboard, and prepress automation to simplify the entire workflow from order acquisition through production and fulfillment.

Key Features
- Complete web-to-print storefront solution that manages the entire workflow from order acquisition to production to fulfillment
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- Simple setup and maintenance – only a few steps to set up your unique, branded store
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- JDF / JMF compliant job ticketing for greater automation, speed, cost efficiency, and ease-of-use
- Mobile-friendly – intuitive online shopping experience from a desktop or mobile device
- Integrated shopping cart with credit card processing or billing options
- Supports offline production – use the same workflow for ad hoc VDP jobs
- UPS and FedEx integration – instant pricing and shipping slips
- Flexible reporting with detailed analysis of storefront sales and profitability
- Supports an Adobe workflow – create product templates using a familiar environment
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Business Challenge
Print service providers are constantly challenged to lower costs and increase turnaround times while still providing excellent customer service. Shrinking margins and growing expectations make this a difficult environment to maintain healthy profitability. Increased competition between print service providers is quickly turning web-to-print into a competitive requirement rather than a differentiator.

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- Time consuming quoting, with only a small percentage of quotes turning in to orders
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- Desire to transform into a marketing service provider promoting value-added services and products
- Building brand awareness to reach new markets

Global
http://www.xmpie.com

Global
http://www.xmpie.com
Web to Print

Imagine the increased productivity and profitability your print shop could see if it were up and running 24/7, even with no one there. Xerox Web-to-Print solutions can help make that a reality.

Xerox Web-to-Print allows you to offer customers a seamless online ordering experience through a browser-based online service portal, giving them the convenience to place and track a print job anytime from anywhere. With XMPie StoreFlow, customers can even add personalization, so you become a true partner in helping to make their communications more relevant and impactful. StoreFlow brings you a fully automated workflow and back-end production management that can expand your customer reach and enable you to be open for business around the clock.

Adding Web-to-Print capabilities to your shop not only makes it easier for customers to place, track and reprint orders, it also boosts productivity from start to finish. Through our partnerships we can also enable you to automate job scheduling, imposition and bindery finishing for an end-to-end touchless printing process.

- Improves productivity with a streamlined, total-fulfillment solution with automatic job routing, touchless workflow and automated decision making
- Optimizes print shop operations while enhancing customer service
- Enables you to take on more projects and produce them more efficiently
- Boosts revenue and frees staff from devoting time on manual processes
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Global
http://www.xmpie.com
Asset management

Simplifying device management across your business—while improving visibility into real-time printer status—not only frees up IT resources, but improves office productivity throughout your business.

Xerox device management solutions provide system administrators with a centralized view and management capabilities in any environment. Through a single dashboard administrators can see usage metrics and are also alerted to conditions that can cause downtime, such as low paper or toner.

To further relieve the device management burden on IT staff, Xerox has developed global print driver solutions, on only one driver is necessary to connect users to a variety of Xerox printers and MFPs.

Benefits for your business:
- Centralized printer setup enables system administrators to install, configure and view settings for all network protocols
- Reduced costs through greater visibility into printer usage to optimize device deployment
- Improved productivity when users are able to connect to devices without IT assistance
- Automated meter reads, supplies replenishment and remote diagnostics ensure invoices are accurate and printers stay up and running, without IT intervention
Xerox CentreWare™ for CA NSM

Overview
Xerox CentreWare for NSM is a time-saving printer management software for simple administration of Xerox printers and multifunction printers within the Computer Associates NSM network management toolset.

Key Features
- **Discover** and identify all Xerox printers and multifunction printers on your network with recognizable icons
- **Colour-coded device status** automatically changes to reflect printer status in each view
- **Access the embedded web server** of your device through the icon displayed in the Xerox Agent
- **A single, custom view** of all the Xerox devices on your network
- **Integrate full Event Management features** of CA NSM such as Problem Management and Advanced Help Desk
- **Enable unsolicited feedback** for device events using SNMP trap-capable registration (for example, machine out of toner)
- **New CA NSM browser interface** is supported
- **Launch Xerox CentreWare Web** or Xerox Device Manager from the CA NSM interface
- **Language support** in English, German, Spanish and Portuguese

Business Challenge
IT organizations supporting network printers and multifunction printers without central printer management can suffer from inefficient use of resources, higher operational costs, and lack of control over assets.

Key Challenges Addressed by Xerox CentreWare™ for CA NSM
- **Higher operational costs** and IT inefficiency without central device management
- **Lost user productivity** when print devices can’t be managed within the CA NSM environment
- **More downtime** when alerts and device status are not available

Global
http://www.xerox.com
Xerox CentreWare™ for HP OpenView™

Overview

Xerox CentreWare for HP OpenView is printer management software that allows you to increase IT efficiency through central management of Xerox network printers and multifunction printers within HP OpenView NNM network management toolset.

Key Features

- **Discover** and automatically identify Xerox printers on your network with recognizable icons
- **Manage** the Xerox devices discovered on your network in a single “Xerox Printers” map
- **Colour-coded device status** automatically changes to reflect printer status in each view
- **Access the embedded web server** of your device through the icon displayed in the Xerox Agent or through a menu item in the tools menu of the HP OpenView GUI
- **Launch Xerox CentreWare Web** or Xerox Device Manager from the Unicenter interface with focus on the selected Xerox device
- **Integrate with the features of HP OpenView NNM** to provide status and notification to HP OpenView NNM users about Xerox devices
- **Enable unsolicited device feedback** for events using SNMP trap registration
- **Integrated Help menu**
- **Install and compile Xerox MIB** into HP OpenView NNM

Business Challenge

Without real-time printer status and central printer management, IT administration of network printers and multifunction printers can lead to inefficient use of resources, downtime, and higher operational costs.

Key Challenges Addressed by Xerox CentreWare™ for HP OpenView™

- **Higher operational costs**, inefficient use of resources, and when devices cannot be centrally managed
- **Loss in user productivity** due to IT inability to manage print devices within HP OpenView NNM environment
- **More downtime** when device status is unavailable

Global

http://www.xerox.com
Xerox CentreWare™ for IBM Tivoli® NetCool®/OMNIbus and Tivoli® Network Manager

Overview
Xerox CentreWare for IBM Tivoli NetCool/OMNIbus and Tivoli Network Manager is device management software that provides simple administration of Xerox products within the IBM Tivoli Netcool/OMNIbus and Tivoli Network Manger network management toolsets.

Key Features
Key Features for CentreWare device manager in Tivoli Netcool/OMNIbus environments
- A single, custom view of all the discovered Xerox device alerts on your network in a single Xerox Alert View
- Xerox printer alerts provide status and notification to OMNIbus users about Xerox devices via the customized Mt-Trap probe
- Trap registration for Xerox devices via Trap registration menu item
- Enables unsolicited device feedback using automatic SNMP trap registration with SNMP trap-capable Xerox devices
- Polling configuration menu allows the user to set the polling frequency to control network traffic
- Integrated help menu

Key Features for CentreWare in Tivoli Network Manager environments
- Automatically discovers and identifies (supported) Xerox printers/devices on your network and presents them as icons
- Colour-coded device status automatically changes the colour in the printer icon to reflect the printer status
- Access the embedded web server of your device through the icon displayed in the Xerox Printers Class
- A single, custom view of all the discovered Xerox devices on your network in a single Xerox Printers Class
- Xerox printer alerts provide status and notification to ITMN users about Xerox devices via the customized Mt-Trap probe
- Trap registration for Xerox devices discovered in Tivoli Network Manger
- Enables unsolicited device feedback using automatic SNMP trap registration with SNMP trap-capable Xerox devices
- Installs and compiles Xerox MIB into IBM Tivoli Network Manger
- Integrated help menu

Business Challenge
More IT organizations are facing the high cost of managing print and multifunction devices in IBM environments. They are turning to central device management through Xerox provided snap-ins for IBM Tivoli Netcool/OMNIbus and Tivoli Network Manger.

Key Challenges Addressed by Xerox CentreWare™ for IBM Tivoli® NetCool®/OMNIbus and Tivoli® Network Manager
- Higher operational costs and inefficient use of resources when devices cannot be centrally managed
- Loss in user productivity due to IT inability to manage print devices within Tivoli environment
- More downtime when alerts and device status are unavailable
Xerox CentreWare™ for IBM Tivoli® NetView

Overview
Xerox CentreWare for IBM Tivoli NetView is device management software that provides simple administration of Xerox products within the IBM Tivoli NetView network management toolset.

Key Features
- **Automatic discovery** and identification of (supported) Xerox printers/devices on your network and presents them as icons
- **Colour-coded device status** automatically changes the colour in the printer icon to reflect the printer status
- **Access the embedded web server** of your device through the icon displayed in the Xerox Printers SmartSet
- **A single, custom view** of all the discovered Xerox devices on your network in a single Xerox Printers Smartset
- **Full integration with the features of IBM Tivoli NetView** and the Event Browse; provides status and notification to NetView users about Xerox devices
- **Forwards printer events** to the TEC to allow administration from a single network management tool
- **Enables** unsolicited device feedback using automatic SNMP trap registration with SNMP trap-capable Xerox devices
- **Launch Xerox CentreWare Web** or Xerox Device Manager from the NetView interface
- **Installs and compiles Xerox MIB** into IBM Tivoli NetView
- **Integrated help** menu

Business Challenge
More IT organizations facing the high cost of managing print and multifunction devices in IBM environments are turning to central management through Xerox provided snap-ins for IBM Tivoli NetView.

Key Challenges Addressed by Xerox CentreWare™ for IBM Tivoli® NetView
- **Higher operational costs**, inefficient use of resources, and when devices cannot be centrally managed
- **Loss in user productivity** due to IT inability to manage print devices within Tivoli NetView environment
- **More downtime** when alerts and device status are unavailable

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Key Features

- **Printer discovery**: Provides the identification of Xerox printers on your network and populates the SCOM database.
- **Colour-coded device status**: Automatically changes the status and colour in the printer icon to reflect the printer status in each view. Events and alerts are also available in the Operator console.
- **Access to the printer embedded web server**: If your printer contains an embedded web server, you can easily access it through the icon displayed in the Xerox Agent.
- **Supports all Operator Console views**: Manages the Xerox printers on your network by displaying all the discovered Xerox printers in a folder in any available Operator console view.
- **Full integration with the features of SCOM 2007**: Provides full use of Management Packs, Administrator and Operator console to ease management process.
- **SNMP trap registration**: Using SNMP trap-capable Xerox devices enables unsolicited device feedback for device events (for example, machine out of toner).

Business Challenge

CentreWare for Microsoft SCOM addresses specific customer needs for those IT administrators who use Microsoft System Center Operations Manager.

**Key Challenges Addressed by Xerox CentreWare™ for Microsoft System Center Operations Manager™**

- **Inefficient use of IT resources** when one system cannot manage all output devices.
- **Lost user productivity** due to IT inability to effectively support Xerox devices through SCOM.
- **More downtime** when alerts and device status are not available.
Xerox CentreWare™ for Novell NDPS™

Overview

Administrators can reduce hassles for network printer management of Xerox network printers and multifunction printers in Novell’s NDPS environment through the use of a Xerox snap-in for Novell’s iManager for OES and a Xerox snap-in for Novell’s NWAdmin for NetWare 5.x and 6.5.

Key Features

- Snap-in for the Novell NWAdmin tool for use with NetWare 5.x and 6.5 operating systems
- Snap-in for the Novell iManager tool for use with OES 2.x
- Easily manage Xerox print devices from within Novell’s NWAdmin and iManager tools
- Real time printer and job status
- Supports IP and IPX networking
- Fast and easy installation wizard connects Xerox print devices to a Novell NetWare network
- No individual print driver installation is needed because the proper print is downloaded when users connect to a printer: printer objects are automatically created in the NDS Tree
- Netware cluster environment support
- SNMP Community Name string support
- Install Xerox print drivers to one or more Novell servers at one time

Business Challenge

Businesses and IT organizations handle network printer management without real time status or the ability to centrally update or install drivers can lead to inefficient use of IT resources, increased operational costs, and user downtime.

Key Challenges Addressed by Xerox CentreWare™ for Novell NDPS™

- Inefficient use of IT resources due to lack of central network printer management tools
- Lost user productivity when real time printer status is not available
- More downtime when print drivers are not loaded onto print servers

Global

http://www.xerox.com

Overview

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- Lost user productivity when real time printer status is not available
- More downtime when print drivers are not loaded onto print servers

Global

http://www.xerox.com
Overview
Xerox CentreWare Web gives you added productivity advantages you might not expect in device management. This innovative, web browser-based software tool installs, configures, manages, monitors, and reports on networked printers and multifunction devices in the enterprise – regardless of manufacturer – and it’s free!

Key Features
- **Features that improve productivity**
  - Remotely configure printers and multifunction devices.
  - Manage many printers as if they were one with group-based management function.
  - Check device status throughout the enterprise.
  - Proactively monitor device status receiving alerts on printer status and problems, allowing everyday issues to be resolved before users experience down-time.
  - Troubleshoot problems.
- **Features to reduce costs**
  - Track print usage by user and group to facilitate usage policies and ensure that devices are deployed to provide the best fit throughout the organization.
- **Features to help ensure security**
  - Centrally manage and administer critical device settings to ensure consistent and correct implementation of security policies and procedures.

Business Challenge
IT administrators are faced with the challenge of continuously managing a diverse fleet of multi-vendor output devices, including discovery, tracking usage, monitoring status, updating software configurations, deploying driver updates, managing supplies, and reporting on the overall infrastructure. They need a comprehensive, easy-to-use tool that does all this and more.

Key Challenges Addressed by Xerox CentreWare™ Web
- **Increase productivity**
  - Manage and report on all of the networked SNMP printers and multifunction devices across the entire enterprise – regardless of manufacturer.
  - Centralize printer set-up and enable system administrators to install, configure, and view the settings for all network protocols, simplifying the task of integrating devices.
  - Generate consistent information from databases and systems that is comprehensive, accurate, and easy to understand.
- **Reduce costs**
  - Track printer usage and utilization levels and optimize the deployment of assets.
  - Reduce service calls and increase the efficiency of output fleet management.
- **Ensure security** by centrally managing security-critical device settings.
### Overview

Adding the Xerox Global Print Driver™ to your workplace means less IT involvement and less hassle for end users. There’s no need to download individual printer drivers for every device in your office. The Xerox Global Print Driver™ is a truly universal printer driver that lets you print to virtually any printer or multifunction printer – even to those made by other manufacturers.

### Key Features

- **Lets IT managers qualify, deploy and manage all print devices on the network using a single driver**
- **Greatly simplifies replacing or updating network print devices**: Just plug in the new device and give it the same IP address as the old printer (or redirect the port). The Global Print Driver automatically discovers the device and updates users’ feature options. No requalification or reinstallation necessary.
- **Fast and easy installation** of new devices improves IT efficiency
- **Truly universal**: supports Xerox and non-Xerox printers, PCL and PostScript
- **Quick installation**: users can immediately use the driver without requiring IT assistance
- **User interface shows most-used features on the first tab**, so users can easily find and select printer options
- **Easy to use** across an enterprise
- **Forward compatible** with future Xerox products, meaning you don’t need to upgrade your drivers when you add new equipment to your fleet
- **Built-in, online help** assists users with troubleshooting and support for Xerox products worldwide, in 26 languages
- **Dynamic pre-configuration** allows IT administrators to change “pushed” driver settings without re-installing drivers or breaking certification
- **Password Manager** organizes multiple passwords (for features like Secure Print) on different Xerox devices
- **Earth smart features** let you configure a variety of paper saving features on your Xerox product in one convenient place. For instance, **Print Job ID** prints job/user information in the margin of the first page to eliminate costly and wasteful banner pages

### Business Challenge

Traditionally, to send jobs to a printer or MFP, a different printer driver was required for each device. The burden often fell on IT administrators to set up, manage and configure drivers.

### Key Challenges Addressed by Xerox Global Print Driver™

- **Multiple drivers** clutter users’ systems
- **Lost productivity** due to IT administrators and users learning new interfaces for each printer driver
- **Increased frustration** caused by lost productivity
- **Onus is on IT administrators** to qualify, load and manage drivers and print queues for server-based workflows
- **Onus is often on IT administrators** to manage printer drivers on users’ local systems in peer-to-peer network environments
- **Increased costs** for companies due to added IT administration
Cost control, security, and authentication

More control for your office. More focus on your bottom line.

Do you know what you spend on creating your office documents? It can be as high as 6% of your annual revenue. A solid cost control solution can help you track usage, set limits, and charge document printing costs to internal departments or external clients. You benefit from lower printing costs and a higher return on investment for your printers and multifunction printers (MFPs).

Document security management can also be a mystery. Think for a moment about the information held within your documents that are created on a daily basis. This critical information is the backbone of your business. Our document security solutions can help you keep this information where it belongs – inside your organization. By requiring users to log in to your MFPs, you ensure that only authorized users are accessing your information. You can also connect the log-in procedure to existing building access or student ID cards, making our document security solutions easy to integrate with your existing resources.

Xerox takes reducing your printing costs and enhancing your document security seriously. That’s why we offer features like Auditron and Xerox Standard Accounting built right in to our award-winning MFPs. These features allow you track usage and set job limits, enabling cost control and increased security from the first day of ownership.

And our cost control and document security solutions can also work together to make your office more green by eliminating stacks of unclaimed documents from your office printers and MFPs.

Your Business Challenges:

- Lowering your printing costs and routing jobs to the most cost-effective devices
- Increasing document security
- Tracking copying, faxing, and printing costs for internal charge-backs or external client billing
- Eliminating wasteful printing without impacting productivity
- Ensuring only authorized users are accessing your MFPs
- Making it easy for mobile workers to print and stay productive
- Increasing students’ satisfaction and convenience with printing while recovering / reducing costs
A.N.D. Pcounter

Overview
Pcounter from A.N.D. Technologies is a cost control and tracking software solution that also includes secure print capabilities when matched with Xerox EIP-enabled MFPs. Pcounter is highly scalable and can be easily integrated into your IT infrastructure.

Key Features
- **Track** and log how printers and copiers are being used and by whom
- **Accounting** by user, department, client code or device
- **Quota management** for education, so a given credit can be allocated to students
- **ePayment** so students can reload their Pcounter account online
- **Rules based printing** so print behavior can be managed (who can do what on which device)
- **Reporting and history** can be saved as HTML, CSV, or formatted text and can be directly launched into Excel or web browsers, and can be sent by email
- **Client and project billing**, with support for client and sub-code (2 level billing)
- **Scalability** making it possible to use Pcounter in small offices or businesses with multiple locations
- **Integration** with 3rd party databases such as ERP systems and support for current IT infrastructure

Extensible Interface Platform-capable Xerox devices enable these Pcounter features:
- **Secure print** allows users to release their print jobs securely at any EIP-enabled device
- **Control** of user ID and quotes before access to device
- **Track** and log all activity on the device
- **Project/client code** can be typed in on the Xerox MFP’s user interface
- **No additional hardware** is needed because user ID and billing code entries are made directly on the Xerox MFP’s user interface

Business Challenge
Knowing your cost to print and copy is the first step to controlling it. You know how much your travel budget is and how to control it, and the same should apply to your (potentially larger) copy and print costs. It’s critical to know where the money is spent today so you can control these costs in the future.

Key Challenges Addressed by A.N.D. Pcounter
- **Wasting resources** due to ineffective printing and copying
- **Knowledge** about your current cost of document management
- **Awareness** of how much you spend on printing
- **Using color** where it’s not needed
- **Optimizing** the use of your existing devices
- **Recovering cost** wherever possible (Client Billing or Academic)
- **Increasing productivity** by printing at the most appropriate device
- **Minimizing cost** with rules-based printing, such as auto delete of duplicates
- **Security** so jobs only are released and picked up by the owner
Overview

Equitrac Express print management software for colleges, universities, K-12 schools and libraries reduces the costs and complexities of managing print environments while ensuring users can print what they need, when they need it. This intelligent print management solution provides control, convenience, and choice to fully support evolving user requirements while reducing IT complexities.

Key Features

- **Software-based capture, cost allocation, and reporting** of every document produced on every device across campus or throughout a district
- **Easy, automatic, enforcement** of student print quotas
- **Follow-You Printing™** with Secure Document Release to eliminate wasteful unclaimed printing and protect confidential documents such as tests and student records
- **Support for all payment methods**: Smart or magnetic stripe stored-value cards, campus card systems, local network print accounts, and cash
- **Terminal data collection and PayPal** capability to track and recover print costs where no network connection is available
- **Definable print rules** and least cost routing
- **Xerox device-embedded** and **terminal-based** solutions available
- **Standards-based, vendor-neutral**, unified and centralized system for print network management and complete cost recovery
- **I-Queue** allows the selection of one print queue and universal driver for all jobs, to be securely released at an MFP, regardless of type at any location on the network
- With **web-based System Manager**, administrators can quickly and easily keep user and department account lists and billing codes up to date via the internet
- **Mobile Web** function lets users release documents from mobile devices
- **Capture and Send** allows users to capture paper-based information and transform and route it to various destinations

Business Challenge

You have certainly seen recycle bins full of wasted paper, unused prints, and multiple copies of the same document. Even worse is finding entire books or web sites printed for free and then left unclaimed in the output tray.

Key Challenges Addressed by Equitrac Express®

- **Wasteful, unnecessary and unclaimed output** due to easy access to supposedly free printing
- **Rising print costs** take limited resources from important programs and student services
- **Students’ personal information** or upcoming exams could be exposed at unattended at remote printers
- **Walk-up patrons** and campus guests need convenient, private access to copiers, without staff having to play cashier
- **Colour equipment** is easily **misused**; colour output is not easily tracked for cost reporting or charging
- **High level of service** is expected by campus community
- **Lack of information** on actual print use leads to over-purchase or inefficient placement of equipment

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Equitrac Express®, Workflow Solutions Catalog 2014
Equitrac Office®

Overview
Equitrac Office is an intelligent print management solution that provides control, convenience, and choice to fully support evolving user requirements while reducing IT complexities. It provides end users with a secure mobile print workflow while controlling costs and simplifying administration of your output fleet. Equitrac Office enables single sign-on access to devices and services, personal print queues to maximize document security and mobility, and rules to create cost-effective printing behavior.

Key Features
• Track how printers and copiers are being used and by whom
• Analyze which devices are being over- or under-utilized and recognize peak usage periods
• Allocate expenses (bill-back) by department, cost center, project, or client
• Control who can use certain devices, how they use them, and how much they use them
• Integrate seamlessly into your current IT infrastructure. Works with all your networkable printers, copiers, and multifunction devices
• Scale from small, single-user sites up to multi-location enterprises with thousands of devices and users
• Extensible Interface Platform-capable Xerox devices enable these Equitrac Office features:
  ❍ Secure, mobile printing allows users to release their print jobs securely at any EIP-enabled device
  ❍ No additional hardware is needed because user ID and billing code entries are made directly on the Xerox user interface
  ❍ Monitor, measure, and manage printing costs to enforce color quotas and other print/copy rules as well as to track and report on usage costs by individual, department or other user grouping – all by leveraging the same user ID data utilized to access your Xerox device
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Business Challenge
Discovering on how much your organization spends on printing and copying is essential to managing the costs of doing business and increasing return on investment (ROI). At the same time, you must keep productivity high to achieve the highest value.

Key Challenges Addressed by Equitrac Office®
• Wasting time, money, and resources due to inefficient printing and copying
• Higher equipment expenditures due to ineffective use of current equipment and overbuying of new equipment
• Ineffective use of color for jobs that don’t need it or for non-business purposes
• Inaccurate distribution of expenses due to unknown usage of equipment by various departments or cost centers
• Breakdown in security due to confidential or sensitive printouts lying around the office unclaimed
• Lost productivity through the use of cost control tools that are difficult to use, implement, and maintain
• Draining IT support resources with excessive printing-related calls to the help desk
• Over-consuming natural resources due to poorly managed print and copy output

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Equitrac: www.nuance.com/for-business/by-product/equitrac/index.htm

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**Equitrac Professional®**

**Overview**

Equitrac Professional printer accounting software helps professional firms capture, allocate and recover all of their client-billable expenses. Equitrac Professional is available as both device-embedded and terminal-based software.

**Key Features**

- **Software-based capture, costing and reporting** of all client-related expenses including copy, print, scan, fax, phone, research, courier and catering
- **Automatic, near real time, exchange** of client/matter and expense information with all leading time and billing (T&B) systems
- **Web-based exception editing** to review, correct or approve charges from anywhere
- **Page-by-page tracking and cost recovery** of colour output
- **Follow-You Printing™** with Secure Document Release
- **Definable print rules** and least cost routing
- **Xerox device-embedded and terminal-based** solutions available
- **Crystal Reports XI report generator** with over 100 summary, detailed and total activity reports by network user and device
- **Standards-based, vendor-neutral**, unified and centralized, system for network printer management and complete cost recovery

**Business Challenge**

Digital technologies are helping legal and professional firms to provide better client service. But many firms find modern technologies complex to manage and difficult to track, leading to increased costs and unbilled client expenses.

**Key Challenges Addressed by Equitrac Professional®**

- **Inability to track** and allocate digital prints and scans as effectively as traditional copies and faxes
- **Users can be inconvenienced** by having to continually enter client/matter information
- **Incorrect billing codes** reduce billing speed and accuracy
- **Colour equipment is easily misused**; colour output is not easily tracked and billed
- **Client confidentiality** and attorney work-product can be compromised by documents left unattended at network printers
- **Lines at the copier or printer** drain billable productivity
- **Printers are largely unmanaged**
- **Lack of information** on actual print use leads to equipment over-purchase
- **Multiple proprietary systems and devices** do not work well together, driving up costs and complexity

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Overview

Xerox Secure Access Unified ID System integrates your Xerox multifunction systems with your existing employee/ student ID PIN or badge providing a flexible and convenient authentication system. Allow your staff, employees or students to send documents to a centralized print server. Then at any multifunction printer on the network they’ll simply log in with a swipe of their magnetic or proximity ID card or their PIN to securely print their job. This easy and secure access to documents reduces the risk of leaving confidential information lying unclaimed on the printer. Secure Access is also IT-friendly as the automatic access card registration features allows new users to self-register their cards. The first time a new user swipes their card they will be prompted to link their card with Secure Access by entering their user account login. Once this is done, the card is associated with Secure Access and the user will have access to all associated multifunction printers.

Key Features

- **Card-based user identification** allows users to login at the MFP with their pre-existing identification card
- **Double your security** with our two-factor card-based identification option which adds a required pin/password login at the MFP
- **Follow-You Printing®** allows print jobs to be securely retrieved at any Secure Access-enabled device
- **Additional Follow-You Printing flexibility with Xerox Extensible Interface Platform (EIP)**-enabled devices include:
  - Users can choose the documents to be released or deleted from the print queue
  - Print and Save feature allows a user to release a pending print job, and retain for later reprint
  - Determine the number of copies desired
  - Obtain additional information about a pending print or fax job to help determine the user, when the job was sent, and what will be printed
- **One identification step** now logs the user into the device for all walkup device and network features
- **Personalized scan templates and automated workflows** are displayed at the device user interface based on the user’s credentials. This feature is available with select scanning solutions such as ScanFlowStore™

Business Challenge

In today’s regulatory climate, businesses need sophisticated ways of safeguarding their data. In addition, IT managers are looking for ways to protect the assets on their network. Multifunction systems are a logical place to secure networks and enhance document information security.

Key Challenges Addressed by Xerox Secure Access Unified ID System™

- **Trend towards increased security** to protect all devices on the network
- **Network-connected MFPs** are growing at a high rate
- **Increased network resources** are necessary to handle improved MFP capabilities such as network scanning or scan to email
- **Governmental and regulatory policies**
- **Rising document costs**
- **Doing more with less** – improving worker productivity
- **Trend towards printing forms on demand** instead of warehousing potentially outdated material
Key Features

- **Control access and improve security**
  - Prevent against unauthorized use of MFPs (multifunction printers)
  - Enable easy authorization, optimized for your organization’s print environment: PIN, magnetic/smart card, username/password
  - Improve convenience and security with the Mobile Print feature which enables users to print their jobs at any printer in your organization – after they authenticate

- **Accurately monitor print, copy, and scan operations**
  - Get a comprehensive overview of all operations performed on MFPs in a format that best suits your needs
  - Generate Green reports that track the savings to the environment – for example, savings in terms of reduced usage of water or timber, or lower CO2 levels
  - Use multilevel project accounting to control print costs by allocating and billing every printed or copied document to the respective client – a feature especially helpful for law firms and other project-based firms

- **Increase efficiency and convenience for users**
  - Set rights for individual users, roles, and departments to control print costs and make sure printers are used with maximum economy and efficiency. Allocated rights determine whether print jobs are printed in B/W or colour and simplex or duplex.
  - Send print jobs from any location: car, airport, restaurant, or home. Mobile Print is revolutionary – liberating printing from requiring a computer or a connection to a local network.

- **Manage scans**
  - With one click, automatically send documents to your e-mail inbox or to a folder without having to search for or enter a name, address, etc.
  - Easily define advanced workflows

Business Challenge

Most organizations have no idea what they spend on document creation or how their printers are being utilized. This makes it very challenging to optimize the print environment and identify opportunities for reducing costs. YSoft SafeQ offers proven solutions to monitor and manage the print environment so you can optimize printer usage and implement cost controls.

Key Challenges Addressed by YSoft® SafeQ®

- Waste of resources through inefficient printing and copying
- Security vulnerability due to sensitive, unclaimed prints
- Loss of productivity through the use of complicated tools
- Waste of natural resources caused by lack of copy and print management
- Inability to accurately account, monitor, and report all operations made in your company’s print environment
- Absence of a central, Web-based console
Document management

Recent data shows that offices are burdened with more paper than ever, and that many offices struggle with ways to manage and organize their paper documents. Even when offices do have a process for scanning hard copies for electronic storage, the files are typically non-searchable pdfs, making it impossible to find business-critical information when it is needed.

Wouldn’t it be great to have a document management solution that:
• is easy-to-use, easy-to-setup and easy to implement company-wide
• can digitize documents and capture their metadata to make content searchable
• routes documents directly into the correct folder on your central repository for quick retrieval

Our office workflow solutions enable all these capabilities, and more, right at your multifunction printer (MFP). The Xerox suite of solutions turns your MFP into the on-ramp that makes your paper documents part of your digital workflow. Once scanned and stored, these digital documents can be accessed from either a desktop computer, the cloud or right at the MFP.

In addition, Xerox document management solutions help streamline processes outside your office environment. By scanning documents into your MFP, you can automatically connect your information to Xerox processing centers - getting data directly to the correct Xerox personnel to process your transactions. It’s not only fast, secure and easily traceable, helping you deliver better service to your customers.

Benefits for your business:
• Be more productive - with fewer steps and less time to make documents digital, searchable and accessible
• Reduce costs - by getting work done faster and with fewer errors and resources
• Improve transparency and compliance - by closing the leak in audit trails and ensuring document are easy to find and retrieve
• Share information better, company-wide - with uniform processes and centralized repositories as well as cloud repositories
• Support sustainability - using less paper and supplies
Xerox DocuShare™

Overview
DocuShare is recognized as one of the most flexible, easy-to-use content management platforms on the market today. It enables diverse users to cost-effectively share, archive, and electronically process a wide range of business critical content. Employees, customers, constituents, and partners can securely and easily access and process information 24/7 from any Web browser.

Key Features
- Business process automation: Leverage digital workflows for a wide range of business processes, such as accounts payable, new employee onboarding, contract management, and annual student registrations. Cut processing time from days to minutes, improving efficiency, accuracy, and your bottom line.
- Content management: Enable authorized users to securely access, share, and automate critical business information from anywhere, at any time.
- Governance: Protect and retain important business information and gain visibility into who did what, when, with your content.
- Intelligent capture: Automate paper-to-digital migration and improve search accuracy with indexing and metadata.
- Collaboration: Ease of use and rapid adoption enables people to work together more efficiently.

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Xerox DocuShare™ Express

Overview
Xerox DocuShare Express is a web-based content management software solution designed for small to mid-sized businesses (SMBs). Now SMBs can benefit from this easy, award-winning software to manage paper and digital information in one central, secure repository. SMBs experience dramatic efficiencies and ROI using this flexible, affordable content management solution that seamlessly integrates with Xerox multifunction printers.

Key Features
- **Scan** paper documents into one central repository. DocuShare’s scan cover sheets send documents into specific folders to instantly organize, archive, and use the content.
- **Store** documents to protect them against accidental loss, including natural disasters or other business interruptions.
- **Share** the most current version of a document at any time with all team members, which speeds efficiency and compliance.
- **Search** and retrieve documents easily. DocuShare Express automatically indexes documents so everyone can find what they need in seconds.
- **Quick Install** process allows businesses to use it in less than one hour.
- **Trademark ease of use**, deployment, and administration with minimal training or IT support.
- **Integrate** with numerous multifunction printers and scanners.
- **Easy to upgrade** to DocuShare to add more users or for more sophisticated workflow or process automation.
- **Support and service** from DocuShare provides 24/7 phone and email support.

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Key Features

- Convert paper documents to flexible digital content for easy integration with your organization’s workflows
- Create text-searchable PDF documents; enter properties as you scan to automate filing or processing
- Perform one-button capture to DocuShare collections and Windows folders
- Easily deploy scan buttons and scan workflows to Xerox multifunction printer (MFP) touchscreens, in a convenient hierarchy (for example, a Finance button with A/P and Purchase Order workflows)
- Scan documents into pre-configured, automated workflows
- Quickly install and then add new MFPs so users are up and running in a day
- Use the Xerox MFP’s built-in security and encryption, and corporate LDAP/Microsoft Active Directory for end-to-end content security

Business Challenge

Paper-intensive work environments create a number of challenges, including high costs, errors, decreased productivity, lack of storage, difficulty with compliance, and lower customer satisfaction due to the time it takes to locate documents.

Key Challenges Addressed by Xerox® ConnectKey® for DocuShare™

- Recent industry surveys tell us that organizations are burdened by more paper than ever, and many are struggling to find the best ways to manage and organize it.
- Most offices don’t have a direct link from their MFPs to the desired document repository, resulting in an error-prone, multi-step process which is time-consuming and costly.
- Scanned documents are typically non-searchable PDFs, which makes it nearly impossible to find critical information when you need it most.
- Employee productivity remains low if they are spending hours searching paper documents, costing your business more money.
- Maintaining compliance is an unavoidable cost of doing business for many – more and more industries are faced with complying with government regulations that necessitate the easy retrieval of key information in a safe and secure fashion.
- Maintaining the client base and generating new customers is important to any business, but delays in response times could greatly impact a customer’s experience and loyalty.
- Organizations are always looking for the best ways to take a step forward with their sustainability initiatives – and keeping a paper-intensive office environment will cost your business money on paper, ink, toner, energy, transportation, storage, and postage.
Xerox® ConnectKey® for SharePoint®

Overview
Even in this digital age, many businesses continue to struggle with ways to manage all of the paper documents that are created or arrive by mail or fax on a daily basis. Many offices employ complicated, multi-step processes to get these documents captured so they can be archived in document repositories like SharePoint or Windows folders. One reason may be because some businesses still believe that document workflow automation is too costly, complicated, and time consuming. Xerox ConnectKey for SharePoint changes all that, providing a highly productive workflow solution that easy to setup, easy to use – and even easier on your budget. Xerox ConnectKey for SharePoint simplifies and streamlines the way you scan, capture, and store your paper-based documents. Using your Xerox MFP, you can route documents directly into the precise document repository folder, just like you would from your PC. At the MFP, you can browse to the folder, name the document, and add any key indexing information before you scan. With the flexibility to capture and route to SharePoint as well as Windows folders, ConnectKey is the right solution for any office that needs to archive and share paper-based documents.

Key Features
Simple: easy to set-up, use and maintain
- Easy configurator-based setup gets you up and running quickly.
- The setup routine lets you view your SharePoint and Windows folders and with a click of a mouse, and adds them to the user interface panel of your Xerox MFP.
- Full integration with your SharePoint environment so the user experience at the MFP replicates what users see at their PC.
- Greatly simplifies your document capture and routing workflows with dynamic folder browsing so your documents can be named, indexed, and sent to the desired location right from the MFP.
- Supports the intuitive “Scan to Home” workflow, enabling office workers to scan to their “home” directories.
- Ideally scaled for small to mid-sized businesses.

Smart: automatic workflow updates
- Create fully text-searchable PDF documents as you scan so business-critical information can be found for customer inquiries, compliance audits, or anything that requires the quick and accurate retrieval of information.
- Accurately digitize your legacy Microsoft Word and Excel files to save time and improve document collaboration for your office personnel.
- “Ready-Now” workflows ensure that your MFP is always up to date. When changes are made to SharePoint or Windows document repositories on your server, the changes are made automatically at the MFP.

Flexible: route to both SharePoint and Windows folders
- Maximize your hardware and SharePoint investments, using your Xerox MFP as the direct conduit to your preferred document repositories.
- Your MFP will have no limitations to the number of scan destinations you can enable.
- Works with SharePoint 2007 and later environments.
- Create PDF, PDF/A, Searchable PDF, JPEG, Tiff, MS Word, and Excel files

Business Challenge
The most common challenges associated with paper-intensive environments are high costs, errors, difficulty with compliance, and recreating older documents.

Key Challenges Addressed by Xerox® ConnectKey® for SharePoint®
- Recent industry data tells us that with all the new ways we have to create digital content, our offices are burdened with more paper than ever, and many offices struggle with ways to manage and organize it.
- Most offices don’t have a direct link from their MFPs to the desired document repository, resulting in an error-prone multi-step process which is time-consuming and costly.
- Scanned documents are typically non-searchable PDFs, which makes it almost impossible to find business-critical information when needed.
- More and more industries are faced with complying with government regulations which necessitates the easy retrieval of key information – this is nearly impossible with paper-based documents or unstructured digital documents.
- The need to repurpose older paper-based documents usually means starting from scratch using your PC to recreate the entire document which is time consuming and costly.
Document scanning

Share, store, process and save with Xerox
Document Scanning Solutions

Did you know that there are hard dollar costs associated with each paper document that you file? Think for a moment about how many paper documents your office handles and files on a daily basis. With our document scanning solutions, you can reduce your costs and overcome information overload by making documents easy to find and share. When you use document scanning with your Xerox multifunction printer (MFP), you can increase productivity by transforming hardcopy documents into usable, structured data. Distributing, editing, repurposing, storing and retrieving your documents electronically makes your organization more productive every day so you can dedicate more time to running your critical business functions.

Converting your paper documents to electronic data eliminates manual filing which reduces labor and the chance for errors. You also get the peace of mind knowing that your critical information is safe from loss due to disasters and other circumstances beyond your control that can destroy your paper documents. And electronic data is easily integrated with multiple destinations, seamlessly connecting your data to email, content management systems, fax systems and internal and external clients.

Emailing your scanned documents can also help your bottom line as you eliminate costly shipping charges. And you get the added benefit of helping the environment as reducing the amount of documents you create and ship helps to lower your carbon footprint.

We offer document scanning software to solve a wide variety of business challenges.

Your Business Challenges:
- Securely sharing information with multiple people
- Finding a more efficient, less costly alternative to overnight delivery of paper documents
- Scanning documents directly to your PC desktop where you may edit them
- Combining hardcopy documents with PDFs and Microsoft Office files into a single PDF
- Easily organizing and finding important information. Manually filing hardcopy documents is inefficient
- Moving information online to protect critical documents from being physically lost or destroyed
- Converting hardcopy documents into searchable PDFs
- Naming and routing scanned images based on barcode information
- Tracking information sent for regulatory compliance
Overview
Remark Office OMR is an OMR ("fill in the bubble") software solution used for grading educational tests and analyzing data from surveys and other forms. The OMR software makes it simple for an educator to collect data from their tests and analyze the data to improve instruction and for government reporting.

Key Features
- **Accurate recognition** of OMR ("fill in the bubble") data from plain-paper forms
- **Create forms** in a word processor and print on your Xerox MFP
- **Grade Wizard** allows for easy creation of test answer keys
- **Create reports** such as student statistics, test statistics, comparative test statistics, student grade reports, and many more
- **Dissect test data** based upon student or teacher demographics to compare how different groups fared on the test
- **Analysis** for surveys, ballots, and other forms is included
- **Recognizes TIFF images** produced by Xerox MFP devices
- **Process multi-page** and double-sided forms
- **Easy-to-use** exception correction facility
- **Eliminate pre-sorting of forms** with automatic form, page and respondent identification features
- **Validate information** with database verification
- **Produce customizable graphs** of grade/survey results and statistics
- **Save data** to over 35 different file formats including: SPSS, Access, Excel, dBase, Lotus, HTML, Survey Pro, The Survey System and more

Business Challenge
In the age of No Child Left Behind (NCLB), educators are under a lot of pressure to prove their students are achieving state-mandated goals. To do this, there is a focus on multiple choice testing to show students’ progress against state learning standards.

Key Challenges Addressed by Gravic® Remark Office OMR®
- **No Child Left Behind** (NCLB) is an unfunded mandate by the federal government that requires a lot of effort on the part of a school in order to be compliant with the law
- **Wasting time, money and resources** manually processing tests; or contracting data compilation out to a service bureau
- **Higher spending** on staff to do the required work with few federal dollars available
- **Extra time and effort** needed to manually break data down by demographic groups
- **Increased volume of testing** requires more time and expense
- **Higher expenditures** through the use of dedicated single use scanners and expensive preprinted exam sheets
Overview
AutoStore Express is the entry-level solution in the AutoStore family. Use it to capture paper-based information into file, LAN fax, or groupware systems, combined with workflow driven processing.

Global
http://www.nsius.com

Key Features
- Future Proof solution - AutoStore works with current Xerox range and meets agreed standards for future Xerox devices, giving you peace of mind and maximum return on investment
- Group device setup - Show different menus for different departments which greatly reduces IT configuration time and setup
- Flexible security setup - Access to the device features can be controlled by the embedded security or by integration into third party applications such as Equitrac
- Easy to configure interface through a graphical workflow designer - no programming skills required - for fast integration
- Powerful OCR capabilities providing full-text OCR and searchable PDF output
- Barcode support allows you to integrate both linera and 2D barcode scans into your electronically indexed data
- Separation page support allows you to conveniently batch files into mixed content by using a separation page to distinguish one content type from another, greatly increasing user productivity
- Integrates into groupware systems such as Lotus Notes (emails and databases) or Microsoft Exchange (email and public folders), or other email systems
- Integrates into Microsoft SharePoint Services and Portal Server
- Can be upgraded to AutoStore Workflow to secure the investments and deliver a clear growth path

Business Challenge
AutoStore Express is flexible and designed to evolve from a SMB environment with 1 or 2 devices to large enterprise deployments with thousands of devices.

Key Challenges Addressed by NSi AutoStore Express
- Wasting time and resources due to inefficient document filing methods
- High cost of storing documents
- Lost productivity of workers that must spend time searching through filing cabinets for needed documents
- Lost important documents due to a hardcopies lying around and inadvertently getting thrown out or misfiled
- Many manual processes converting paper into electronic files and processes
- Unsecure sending of documents due to complex processes
- Underutilization of document management systems due to media brakes and complex scanning systems
- No access to centralized mailroom scanning
- Complex software solutions prevent users from taking advantage of modern technology
NSi AutoStore Workflow

Overview

AutoStore Workflow allows capturing paper-based and electronic files into various document management, groupware and workflow solutions. This routing process can be combined with processing using OCR/ICR, reading of barcodes, complex image management/enhancement, etc.

Global

http://www.nsius.com

Key Features

- **Future Proof solution** - AutoStore works with current Xerox range and meets agreed standards for future Xerox devices, giving you peace of mind and maximum return on investment
- **Group device setup** - Show different menus for different departments which greatly reduces IT configuration time and setup
- **Flexible security setup** - Access to the device features can be controlled by the embedded security or by integration into third party applications such as Equitrac
- **Easy interface to configure** through a graphical workflow designer - no programming skills required
- **Powerful OCR capabilities** ranging from full-text OCR and searchable PDF output to invoice recognition
- **Barcode support** allows you to integrate both linera and 2D barcode scans into your electronically indexed data
- **Separation page support** allows you to conveniently batch files into mixed content by using a separation page to distinguish one content type from another, greatly increasing user productivity
- **Image management features** to compress document, remove backgrounds/colours or empty pages
- **Integrates into groupware systems** such as Lotus Notes (emails and databases) or Microsoft Exchange (email and public folders) or other email systems
- **SMTP and FTP Support** - Send your data to specified FTP servers or integrate directly into your SMTP mail service
- **Integrates into EDM solutions** like Documentum, Hummingbird, Interwoven, Open Text, Windream, Saperion, SharePoint, IBM Content Server, Xerox DocuShare
- **Flexible** due to documented SDK or XML Routing

Business Challenge

AutoStore is flexible and designed to evolve from a small business environment with 1 or 2 devices to large enterprise deployments with thousands of devices.

Key Challenges Addressed by NSi AutoStore Workflow

- **Wasting time and resources** due to inefficient document filing methods
- **High cost** of storing documents
- **Lost productivity** of workers that must spend time searching through filing cabinets for needed documents
- **Lost important documents** due to a hardcopies lying around and inadvertently getting thrown out or misfiled
- **Many manual processes** converting paper into electronic files and processes
- **Unsecure** sending of documents due to complex processes
- **Underutilization of document management systems** due to media brakes and complex scanning systems
- **No access to centralized mailroom scanning**
- **Complex software** solutions prevent users from taking advantage of modern technology
Nuance ScanFlowStore™

Overview
ScanFlowStore helps you simply and efficiently create digital archives by scanning documents directly to a destination from your Xerox multifunction device.

Key Features
- **Text-searchable** PDF files are automatically created and easily retrieved
- **No user interface** (the software runs in the background) so no additional user training is needed
- **Scan-to-email** directly from the Xerox multifunction device
- **Email notifications** can be sent to recipients when a scan has been placed in a folder
- **Scan-to-print** for instant printing of a scan on a remote printer
- **Multiple output** allows you to scan to several destinations (folder, remote printer, email, etc.) at the same time
- **PDF-to-PDF** allows you to add scans to an existing PDF file
- **Dynamic meta data** gives the right routing and name to the text-searchable file for logical indexing and organization
- **Bates stamp** for guaranteeing the authenticity of a document
- **Bar code processing** (optional) routes documents based on information in a bar code printed on a document, great for batch scanning
- **Real time two-way information** directly from your Windows file structure and/or third party applications such as ERP/CRM/Financial database systems (with EIP-enabled devices only)
- **Personalized scan menus**: Users can have their own personalized scan menu displayed on the Xerox user interface (with EIP-enabled devices only)
- **Encrypted, secure communication** between the Xerox device and network (with EIP-enabled devices only)

Business Challenge
Paper documents such as invoices, engagement letters, client preference documents, correspondence, and timesheets fall into a category that can become difficult to manage. How can you ensure incoming documents can be correctly filed and available quickly when you need them?

Key Challenges Addressed by Nuance ScanFlowStore™
- **Wasting time and resources** due to inefficient document filing methods
- **Lost important documents** due to a hardcopies lying around and inadvertently getting thrown out or misfiled
- **Breakdown in security** due to confidential or sensitive documents lying around the office
- **Lost productivity** of workers that must spend time searching through filing cabinets for needed documents
- **Wasting time, paper, and toner** to make copies of important documents to share with colleagues and/or customers
- **High expenditures** for couriers and long distance faxing needed to distribute important documents

Global
http://www.nuance.com
ScanFlowStore: www.scanflowstore.com
Equitrac: www.nuance.com/for-business/by-product/equitrac/index.htm
Overview

Nuance eCopy ShareScan v5.2 is a server-based solution designed to drive an increase in office productivity while decreasing the environmental footprint through automation of paper-intensive processes using Xerox multifunction printers (MFPs). eCopy ShareScan empowers workgroups and enterprises to capture the data in paper documents easily and securely using Xerox Extensible Interface Platform (EIP)-enabled MFPs. Nuance eCopy ShareScan is available in (4) configurations:

- eCopy Elements – Secure, cost-effective scanning to increase worker productivity
- eCopy Office – Scanning and OCR for office workers
- eCopy Suite – Production caliber scanning and OCR at the Xerox MFP
- eCopy ScanStation – Kiosk solution for convenient indexing, accessibility, and strong security applications

Key Features

- Email and Folder Watching Service enables organizations to automate their most important electronic document-capture workflows and centralize the way those workflows are managed.
- Paper and electronic document capture from virtually any device or application with the Email and Folder Watching Service
- Interactive user interface ensures rapid adoption through its simple, intuitive push-button design.
- Vast array of application connectors provides users dynamic, real-time links to the back-end systems that drive their business.
- Document processing extenders leverage Nuance’s industry leading recognition and conversion technologies, delivering greater processing efficiencies, allowing users to do more with their documents when they are scanned.
- File conversion seamlessly integrates scanned files into business processes in editable, industry-standard formats.
- Comprehensive administration console does more than configure connections between your Xerox MFP and business applications. It also allows you to manage, test, deploy, and monitor all of your implementations from a single location, making fleet management a simple, straightforward process.
- Industry-leading security and encryption ensure your documents and information are protected as they move through business workflows inside and outside of your organization’s network.
- Extensible architecture ensures that ShareScan can adapt to and evolve with changes to your Xerox MFP and business applications. The easy to use Software Development Kit (SDK) allows customers and developers to create their own custom Connections to homegrown applications.

Business Challenge

Today’s businesses need to capture, store, and distribute paper-based information among co-workers, suppliers, and customers. However, incorporating paper-based information into digital workflows can prove challenging.

Key Challenges Addressed by Nuance® eCopy® ShareScan®

- Difficulty integrating paper-based information into critical back-end business applications and content management systems such as Oracle, SAP and SharePoint
- Paper-based business processes decrease organizational productivity and increase cycle time
- Inaccessibility and vulnerability of business-critical documents that are stored in paper-based file cabinets
- Increased organization costs due to lost or misplaced files and documents
- Increased document costs driven by regulatory compliance requirements such as SOX and HIPAA
- Increased operating costs due to fax, postal, courier, and paper-based document storage and data entry activities
- Inefficient workflow and collaboration due to slow dissemination of hardcopy and digital information throughout the organization
Omtool AccuRoute®

**Overview**
Omtool AccuRoute is the enterprise-class document scanning and handling platform that allows your organization to take control of its information from when it’s created until its end-of-life.

**Key Features**
- **Capture** paper and electronic information for efficient document handling with distributed end-user access
- **Compatible** with any networked scanner, scan-enabled digital printer, copier, fax, or multifunction printer (MFP)
- **Convert** paper and electronic documents into a variety of formats including text-searchable PDF, TIFF, JPEG, RTF, and TXT
- **“One-Button Simple”** operation (when combined with a Xerox Extensible Interface Platform (EIP)-enabled multifunction printer) allows you to tell your documents where to go and what to do when they get there. Download brochure - AccuRoute with Xerox EIP
- **Create rules** for personal and public document handling that may be saved for re-use and are accessible from any “smart” MFP
- **Compress** documents up to 80% of their original file size, reducing electronic transmission (bandwidth) and storage
- **User-friendly** desktop interface that directly leverages existing applications that you are familiar with
- **Comply with corporate record retention policies** and document archive requirements with comprehensive tracking and document archiving functionality

**Business Challenge**
Business processes today require documents in specific formats such as PDF or TIFF files. Data storage limitations and transmission restrictions require documents to be compressed whenever possible.

**Key Challenges Addressed by Omtool AccuRoute®**
- Lost, misplaced or misdirected files
- High real estate costs required for paper file storage
- High courier or retrieval costs from off-site storage locations
- Disaster recovery and business continuity protection in the event paper documents are lost or destroyed
Xerox Scan to PC Desktop™

Overview
Add Scan to PC Desktop Professional to your multifunction printer to create a personalized document scanning platform. Designed for offices of all sizes, Scan to PC Desktop Professional provides both document capture and desktop document management.

Key Features
- **Access and scan to cloud-based repositories**, including DropBox, Microsoft Live SkyDrive, GoogleDocs, Box.net, so you can be productive wherever you are
- **Connect your MFP with your mobile device** with PaperPort
- **Save time at the MFP by personalizing** your Xerox EIP-enabled MFP scanning menus (Professional version only)
- **Route documents almost anywhere with the push of a button** – to e-mail, network repositories, content management systems and even directly to the desktop (Professional version only)
- **Automatic conversion to searchable PDF, MS Word and Excel documents** with world class Optical Character Recognition word accuracy (Professional version only)
- **Easily Integrate** scanned documents with Enterprise Content Management systems like Microsoft SharePoint or Xerox DocuShare (Professional version only)
- **Instantly convert PDF files** into documents, forms, and spreadsheets that look just like the original; complete with text, columns, tables, and graphics (Professional version only)
- **Quickly, reliably and affordably** turn your PC documents, drawings and images into industry-standard PDF files (Professional version only)
- **Add Bates Stamping and Page Numbering** to all of your PDF files (Professional version only)
- **Create secure PDF files** for sharing and archiving with password and permission control including redaction to permanently remove sensitive information from documents (Professional version only)
- **Transform paper-based business forms** into fillable PDF forms and automatically scan and collect data from completed forms (Professional version only)
- **Comply with industry standards** with Windows 7 64-bit OS and Microsoft Office 2007 / 2010 “x” file format extensions (such as .docx) support

Business Challenge
The single greatest challenge today to streamlining document-based processes in the office is the fact that there are three dominant, yet incompatible, document formats – paper, Microsoft Office and PDF. Enabling users to quickly and easily bridge the gap between these document formats is a key enabler to driving productivity in the office.

Key Challenges Addressed by Xerox Scan to PC Desktop™
- **Inability to connect your mobile workers and mobile devices** to your MFP in a seamless and productive way
- **Need for access and integration with cloud-based repositories** and your scanned documents
- **Inability to customize** the MFP user interface to give each user a rich and personal experience
- **Inaccessibility and vulnerability** of business-critical documents that are stored in paper-based file cabinets
- **Increased labor costs and lost productivity** due to labor-intensive, paper-based workflows
- **Disorganization with digital documents** of various file formats that should be together in one PDF document
- **Weakened security** due to susceptibility PDF documents
- **Locked information** in PDF files that can’t be easily edited or changed
- **Lost or inaccurate** data due to inaccurate optical character recognition tools
- **High costs** for overnight couriers and long distance fax charges required to distribute important documents
Xerox® ConnectKey® for DocuShare™

Overview

Anytime, anywhere is the new normal for today’s workforce – employees are digital and mobile, and they need content at their fingertips whether they are in the office, at home, or onsite with a customer. And more than ever, organizations need a simple and secure solution for incorporating hard-copy content into their document workflows. Whether dealing with contracts, onboarding forms, acknowledgements, invoices or other content types, the benefits are substantial – increased security and compliance, repeatability and consistency, and improved throughput with less human intervention. Enter Xerox ConnectKey for DocuShare: a highly productive, one-step scanning solution that is easy to set up and use, helping users seamlessly transition from paper to digital workflows.

Key Features

• Convert paper documents to flexible digital content for easy integration with your organization’s workflows
• Create text-searchable PDF documents; enter properties as you scan to automate filing or processing
• Perform one-button capture to DocuShare collections and Windows folders
• Easily deploy scan buttons and scan workflows to Xerox multifunction printer (MFP) touchscreens, in a convenient hierarchy (for example, a Finance button with A/P and Purchase Order workflows)
• Scan documents into pre-configured, automated workflows
• Quickly install and then add new MFPs so users are up and running in a day
• Use the Xerox MFP’s built-in security and encryption, and corporate LDAP/Microsoft Active Directory for end-to-end content security

Business Challenge

Paper-intensive work environments create a number of challenges, including high costs, errors, decreased productivity, lack of storage, difficulty with compliance, and lower customer satisfaction due to the time it takes to locate documents.

Key Challenges Addressed by Xerox® ConnectKey® for DocuShare™

• Recent industry surveys tell us that organizations are burdened by more paper than ever, and many are struggling to find the best ways to manage and organize it.
• Most offices don’t have a direct link from their MFPs to the desired document repository, resulting in an error-prone, multi-step process which is time-consuming and costly.
• Scanned documents are typically non-searchable PDFs, which makes it nearly impossible to find critical information when you need it most.
• Employee productivity remains low if they are spending hours searching paper documents, costing your business more money.
• Maintaining compliance is an unavoidable cost of doing business for many – more and more industries are faced with complying with government regulations that necessitate the easy retrieval of key information in a safe and secure fashion.
• Maintaining the client base and generating new customers is important to any business, but delays in response times could greatly impact a customer’s experience and loyalty.
• Organizations are always looking for the best ways to take a step forward with their sustainability initiatives – and keeping a paper-intensive office environment will cost your business money on paper, ink, toner, energy, transportation, storage, and postage.

Global

http://www.xerox.com
**Xerox® ConnectKey® for SharePoint®**

**Overview**

Even in this digital age, many businesses continue to struggle with ways to manage all of the paper documents that are created or arrive by mail or fax on a daily basis. Many offices employ complicated, multi-step processes to get these documents captured so they can be archived in document repositories like SharePoint or Windows folders. One reason may be because some businesses still believe that document workflow automation is too costly, complicated, and time consuming. Xerox ConnectKey for SharePoint changes all that, providing a highly productive workflow solution that easy to setup, easy to use – and even easier on your budget. Xerox ConnectKey for SharePoint simplifies and streamlines the way you scan, capture, and store your paper-based documents. Using your Xerox MFP, you can route documents directly into the precise document repository folder, just like you would from your PC. At the MFP, you can browse to the folder, name the document, and add any key indexing information before you scan. With the flexibility to capture and route to SharePoint as well as Windows folders, ConnectKey is the right solution for any office that needs to archive and share paper-based documents.

**Key Features**

**Simple:** easy to set-up, use and maintain
- Easy configurator-based setup gets you up and running quickly.
- The setup routine lets you view your SharePoint and Windows folders and with a click of a mouse, and adds them to the user interface panel of your Xerox MFP.
- Full integration with your SharePoint environment so the user experience at the MFP replicates what users see at their PC.
- Greatly simplifies your document capture and routing workflows with dynamic folder browsing so your documents can be named, indexed, and sent to the desired location right from the MFP.
- Supports the intuitive “Scan to Home” workflow, enabling office workers to scan to their “home” directories.
- Ideally scaled for small to mid-sized businesses.

**Smart:** automatic workflow updates
- Create fully text-searchable PDF documents as you scan so business-critical information can be found for customer inquiries, compliance audits, or anything that requires the quick and accurate retrieval of information.
- Accurately digitize your legacy Microsoft Word and Excel files to save time and improve document collaboration for your office personnel.
- “Ready-Now” workflows ensure that your MFP is always up to date. When changes are made to SharePoint or Windows document repositories on your server, the changes are made automatically at the MFP.

**Flexible:** route to both SharePoint and Windows folders
- Maximize your hardware and SharePoint investments, using your Xerox MFP as the direct conduit to your preferred document repositories.
- Your MFP will have no limitations to the number of scan destinations you can enable.
- Works with SharePoint 2007 and later environments.
- Create PDF, PDF/A, Searchable PDF, JPEG, Tiff, MS Word, and Excel files

**Business Challenge**

The most common challenges associated with paper-intensive environments are high costs, errors, difficulty with compliance, and recreating older documents.

**Key Challenges Addressed by Xerox® ConnectKey® for SharePoint®**

- Recent industry data tells us that with all the new ways we have to create digital content, our offices are burdened with more paper than ever, and many offices struggle with ways to manage and organize it.
- Most offices don’t have a direct link from their MFPs to the desired document repository, resulting in an error-prone multi-step process which is time-consuming and costly.
- Scanned documents are typically non-searchable PDFs, which makes it almost impossible to find business-critical information when needed.
- More and more industries are faced with complying with government regulations which necessitates the easy retrieval of key information – this is nearly impossible with paper-based documents or unstructured digital documents.
- The need to repurpose older paper-based documents usually means starting from scratch using your PC to recreate the entire document which is time consuming and costly.
Xerox® ConnectKey® Share to Cloud

Overview
Xerox ConnectKey Share to Cloud provides organizations with powerful document scanning capabilities that connect Xerox multifunction printers (MFPs) to popular cloud services and email. Its simplicity is what makes it so effective. ConnectKey Share to Cloud delivers all of the benefits of cloud computing to your Xerox ConnectKey MFPs in the same way that apps leverage the cloud on mobile devices. Scan a document using the touch screen on your MFP, and the ConnectKey Share to Cloud solution converts the file and distributes it to a selected cloud service.

Key Features

Connectivity to the cloud
• Enables users to scan paper documents directly to email and send as attachments
• Connects to the most popular cloud services, including Google Docs/Drive, Evernote, SharePoint Online, Dropbox, Salesforce.com, and Office 365
• Gives employees “anytime/anywhere” access to their most important documents using mobile devices
• Lets you navigate the file structure of the cloud repository for simple storage and retrieval of scanned files
• Supports email and directory services via industry-standard protocols (LDAP/SMTP)

Document Conversion
• Converts scanned documents into fully editable word processing documents, spreadsheets, and searchable PDFs
• Provides automated file splitting and quota notifications to protect against bounce backs and ensure that files reach their desired destination
• Performs OCR in the cloud, eliminating the need to install additional server technology
• Allows you to share Microsoft Office documents with account teams and convert paper-based financial information into Microsoft Excel for financial modeling and analytics

Ease of Use
• Intuitive user interface at the Xerox MFP control panel can be used by anyone
• Serverless deployment – no IT infrastructure required and no software to install on the MFP

File Synchronization
• Uploads paper-based information and automatically syncs scanned files to your desktop
• Provides document security via SSL

Business Challenge
In today’s mobile world, more and more workers are expected to have access to all of their documents, no matter where they are. The burden often falls to IT departments and SMB administrators to implement and support a document repository solution.

Key Challenges Addressed by Xerox® ConnectKey® Share to Cloud
• Mobile workers need access to their documents while on the road.
• With most document repository solutions, IT departments and SMB administrators spend large sums of money on servers and equipment, and countless hours on implementation, maintenance, and support.
• Companies must ensure the security of sensitive documents scanned to the cloud.

Global
http://www.xerox.com

Overview
Xerox ConnectKey Share to Cloud provides organizations with powerful document scanning capabilities that connect Xerox multifunction printers (MFPs) to popular cloud services and email. Its simplicity is what makes it so effective. ConnectKey Share to Cloud delivers all of the benefits of cloud computing to your Xerox ConnectKey MFPs in the same way that apps leverage the cloud on mobile devices. Scan a document using the touch screen on your MFP, and the ConnectKey Share to Cloud solution converts the file and distributes it to a selected cloud service.
Faxing solutions

While faxing is still an important method of communication for many offices, traditional methods have become costly, confusing to users and lacking in security safeguards. With help from Xerox and our solutions partners, you can improve on legacy fax systems to integrate and automate fax and document distribution with your existing business applications and devices.

Not only will you reduce costs, increase employee productivity and decrease risks associated with stand-alone fax machines and insecure email communications. Implementing Xerox fax solutions expands on the capabilities of your existing Xerox multifunction printer, so your business can:

- Easily integrate faxing into your VOIP system
- Eliminate the need for conventional fax machines, scanners and phone lines—generating significant cost savings
- Simplify and digitize fax communications for a consistent user experience, easy archiving and a documented audit trail for regulatory compliance

At the same time, Xerox fax solutions can allow users to fax anywhere, anytime and from any device—increasingly important in today’s mobile workplace. We can provide a software solution that makes it simple to fax from a wide variety of interfaces, such as cell phones, desktop computers and laptops, as well as your MFP. With web-optimized reporting tools, delivery is documented and performance is guaranteed.

To ensure your information gets to the people who need it when they need it, our single turnkey solution can automatically broadcast critical or routine messages to multiple recipients via voice, text, digital images hard copy or electronic messages to telephones, cell phones, computers or MFPs.

Regardless of the size of your business, there’s a Xerox fax solution that can make your fax communications more efficient, cost-effective and secure.

Benefits for your business:

- Reduced costs - by eliminating expensive fax boards, dedicated analog lines and long distance fax charges
- Improved security - with advanced user/admin control, management and encryption features
- Greater compliance - with accountings and auditing regulations such as Sarbanes Oxley, Base II and HIPAA
- Increased productivity - with a consistent, enterprise wide fax process that is as easy as sending an email
Omtool AccuRoute®

Overview
Omtool AccuRoute is the enterprise-class document scanning and handling platform that allows your organization to take control of its information from when it’s created until its end-of-life.

Key Features
- **Capture** paper and electronic information for efficient document handling with distributed end-user access
- **Compatible** with any networked scanner, scan-enabled digital printer, copier, fax, or multifunction printer (MFP)
- **Convert** paper and electronic documents into a variety of formats including text-searchable PDF, TIFF, JPEG, RTF, and TXT
- **“One-Button Simple”** operation (when combined with a Xerox Extensible Interface Platform (EIP)-enabled multifunction printer) allows you to tell your documents where to go and what to do when they get there. Download brochure - AccuRoute with Xerox EIP
- **Create rules** for personal and public document handling that may be saved for re-use and are accessible from any “smart” MFP
- **Compress** documents up to 80% of their original file size, reducing electronic transmission (bandwidth) and storage
- **User-friendly** desktop interface that directly leverages existing applications that you are familiar with
- **Comply with corporate record retention policies** and document archive requirements with comprehensive tracking and document archiving functionality

Business Challenge
Business processes today require documents in specific formats such as PDF or TIFF files. Data storage limitations and transmission restrictions require documents to be compressed whenever possible.

Key Challenges Addressed by Omtool AccuRoute®
- Lost, misplaced or misdirected files
- **High real estate costs** required for paper file storage
- High courier or retrieval costs from off-site storage locations
- **Disaster recovery** and business continuity protection in the event paper documents are lost or destroyed

North America
http://www.omtool.com
OpenText Fax Products

Key Features

The OpenText RightFax fax server has been the market leader for 25 years, integrating secure fax automation into email, front offices, MFPs, and back office systems and applications. It addresses your organization’s needs to:

- Lower costs
- Increase employee efficiency
- Integrate fax seamlessly from within business applications
- Send and receive faxes by integrating fax with your MFPs
- Unify communications for voice, data, and fax
- Prove compliance and improve audit-readiness

Download brochure Watch video

The OpenText FaxPress family includes the following products:

- FaxPress Premier Appliance: an enterprise-level analog fax server available in 4 to 16 fax channel densities, specially designed for businesses and workgroups with high fax traffic
- FaxPress Enterprise Redundant Appliance: a family of digital fax servers with redundant hardware, designed for business-critical faxing

Download brochure

The Fax Appliance A10x is designed for small- to medium-sized businesses to make sending and receiving faxes easy and cost-effective. Unlike other network fax solutions which were designed for large enterprises, the A10x is a simple all-in-one fax appliance and contains all required hardware and internet fax software. The A10x allows users to send and receive faxes directly from their email client or web client and it saves each fax digitally for easy storage. If you can print a document, you can fax it using the included Print-to-Fax driver. The Fax Appliance A10x gives you easy, reliable faxing at highly competitive pricing. Download brochure Watch video

Business Challenge

Your business faces increasing pressure to improve employee and process productivity, and to reduce operational costs. With OpenText fax products, you can integrate and automate fax and document distribution with your existing business applications and devices to reduce costs, increase employee productivity and decrease risks associated with stand-alone fax machines and insecure email communications. Network administrators and IT teams deal with complex, time-consuming challenges every day. Faxing shouldn’t be one of them. Computer-based, network fax servers offer a high quality, low maintenance enterprise fax solution well suited for organizations involved in fax-intensive industries. Fax servers allow organizations to consolidate assets and technology to reduce Total Cost of Ownership (TCO), to save time, resources and office space, and remain compliant with increasing regulations on documents, data and communications.
Key Challenges Addressed by OpenText Fax Products

- **Wasteful spending on document delivery:** Paper, printing, postage, and mail are driving up costs
- **Too many stand-alone devices:** Fax machines, printers, copiers and scanners are increasing equipment costs along with excessive phone lines and long distance costs
- **Security/compliance is compromised:** Traditional methods are error-prone, slow, and do not support a variety of compliance mandates such as logging and tracking
- **Reliability:** “I sent it to you.” “I didn’t receive it.” Traditional methods equal lost documents, no proof
- **IT investments are being consolidated:** Xerox MFPs and OpenText fax solutions are replacing stand-alone fax machines with document delivery functionality
- **Worker productivity remains low:** Too many organizations use old technology that wastes employee time
- **IT help desk expenses:** Stand-alone devices that aren’t networked and integrated with software products drain in-house and outsourced resources
- **Unable to retrieve documents and data:** Many organizations lack adequate search functionality they need for quick access to documents that have been delivered or received
Overview

XMediusFAX is Sagemcom’s award-winning fax software solution that is crafted to fit any enterprise looking for a software-based fax server that is reliable, highly scalable, easy-to-integrate and connects any existing Voice over IP (VoIP) or other telecommunication environment. For paper-intensive markets such as finance, insurance, healthcare, legal, manufacturing, education and public sector that rely heavily on faxing, XMediusFAX ensures that all faxes reach their destination safely and securely. Download free trial.

Key Features

- **Address the global VoIP migration trend**: Enhance productivity, streamline your operations and lower total cost of ownership (TCO) with an easy migration of your fax requirements from your legacy telephone network infrastructures to VoIP.
- **Address diverse fax deployment drivers**: Respond to specific industry regulatory requirements (i.e., HIPAA, Sarbanes-Oxley Act), evolving infrastructures (i.e., Unified Communication [UC], Enterprise Content Management [ECM], ‘branch’ optimization) and flexible Enterprise Resource Planning (ERP) / Customer Relationship Management (CRM) application integration. Enable adoption of more economical, eco-friendly core technologies (i.e., Fax over IP [FoIP], virtualization, SIP trunking) and integration of versatile multifunction printers (MFPs).
- **Simplified usage and administration**: Deliver considerable and rapid return on investment (typically 1 to 6 months). Boost productivity (typically 90%) by leveraging your VoIP infrastructure and eliminating the need for expensive fax boards, dedicated analog lines and the need to manually process paper faxes.
- **Least cost routing**: Reduce telecom costs by up to 90% over traditional faxing, and drastically reduce fax charges in multi-branch organizations.
- **Interoperability**: Reduce business process costs by seamlessly interoperating with VoIP gateways, IPBXs, voice mail systems (Unified Messaging/UC applications including Microsoft Exchange 2010), LDAP directories, ECM/ERP applications, and MFPs.
- **Feature rich integration tools**: Preserve all your key business processes with XMediusFAX’s robust application integration tools based on industry standard technologies (i.e., Java/ CORBA, XML, web services, and Python scripting).
- **Security and compliance**: Maintain industry security and compliance regulatory requirements with a built-in advanced user/admin control, management and encryption features. XMediusFAX enables the protection of document privacy and compliance facilitation (i.e., HIPAA, Sarbanes-Oxley Act). Sensitive documents in TIFF or PDF format are routed to approved recipients and designated secure printers / MFPs.
- **Fax survivability**: Offer advanced capabilities that provide failover solutions and “self-healing” mechanisms through a variety of deployment models (i.e., high availability, disaster recovery, remote branch survivability) to ensure corporate fax business continuity is maintained and downtime is minimized.
- **Scalable and adaptable platform**: Expand your faxing capacity by simply licensing extra channels – typically no extra hardware or third-party kits are required. XMediusFAX can also adapt to your current environment, interoperating with your existing fax boards to preserve your infrastructure investments.
- **Future-proof fax server investment**: Secure your investment through an easy migration path to VoIP deployment, while standards-based SIP and H.323 support ensure compatibility with today’s and emerging VoIP systems.
- **Faxing anywhere, anytime and from any device**: Allow users to send and receive faxes from a wide spectrum of interfaces (i.e., desktop email clients, MFPs, cell phones, etc.) using simplified and unique operations.
- **Key core technologies supported**: Enable unprecedented flexibility to rapidly and easily deploy cost-effective and green optimized solutions by leveraging T.38-based FoIP with XMediusFAX.

Business Challenge

Most business already have tight control of their fleet of MFPs and have integrated them with high productivity software. However, there is one critical application that most organizations have yet to fully integrate with their MFPs: Fax.
Key Challenges Addressed by Sagemcom XMediusFAX®

- **Inconsistent user experience across departments/offices leading to low productivity:** Branch offices often carry different Xerox MFPs which may offer different user interfaces and functionality. For mobile workforces who are often under tight deadlines, learning how to use a new device each time they move offices can be frustrating.

- **Lack of security control over sensitive documents:** In a traditional faxing environment, anyone can view and access confidential documents. Without a secure way of accessing only your authorized fax documents, anyone can view your sensitive information.

- **Elevated overall IT investments:** Traditional fax environments require investing in analog fax kits and maintaining a larger number of fax lines within your organization.
Mobile solutions

Productivity anywhere your business takes you

As mobile as workforces are today, mobile print needs to be convenient, simple and secure. Xerox offers a suite of powerful and flexible mobile print solutions that are IT friendly. Xerox solutions support device printing to nearly any printer brand or model, with robust authentication, accounting and security. Our mobile solutions provide a simple, hassle-free experience – and enable print when, where, and how you need it.

Your Business Challenges

• Many mobile users do not have the ability to print.
• When printing is available from a mobile device, pages are often reformatted or print quality is degraded, making prints unusable.
• Mobile professionals need a secure way to print their office documents.
• Companies want a user- and IT-friendly solution that prints from various brands of mobile devices, to various brands of printers.
• Your partners, clients and customers have a need to print conveniently at your site.
Mopria™ Print Service

Overview
Xerox is committed to simplifying the way work gets done in an increasingly mobile workplace so you can focus more on what matters most – your real business. As a founding member of the Mopria Alliance, our membership positions us to shape future innovation in the mobile printing arena and ensures that both our current and future technologies are interoperable with the quickly evolving mobile workplace.

Key Features
- Intuitive mobile printing experience
- Standard way to connect to a Xerox ConnectKey 1.5 Technology-enabled printer/MFP and send a print job across different mobile devices
- Mobile printing solution that works for businesses within IT BYOD policies
- Supported for users of Android Kit Kat (4.4 or greater) based devices using a free download available in the Google Play store
- Currently, printing can be accomplished on a Mopria-enabled mobile device from the email, gallery, and web browser applications. In the future, other apps may be available that offer this feature.

Business Challenge
People want to print from their mobile devices, yet over 50% of smartphone users and over 35% of tablet users do not know how to print from their device because they don’t have a printer that connects to their mobile device. (Source: IDC: Mobile Device Users/Non-Users: Print, Scan, Document Management, March 2013)

Key Challenges Addressed by Mopria™ Print Service
- Mobile device users don’t have access to a printer or the mobile device does not support mobile printing
- There is no universal way to print from Android devices
- Desire to print from your most popular applications
- Unprecedented growth in smartphones and tablets driving a need for PC-like print capabilities without the hassle
- Mobile users cannot figure out how to set up printing from their mobile apps
- Mobile users cannot find the printing app on their mobile devices
Xerox Mobile Express Driver™

Overview
Subtract hassles from traveling or working in multiple locations. Download just one printer driver and you’re good to go wherever your work takes you. The Xerox Mobile Express Driver™ is a single, universal printer driver you can download to your PC and print to virtually any PostScript device on your network, including printers made by other manufacturers. Instead of downloading individual printer drivers for each product in each office you travel through, you can download the single, simple, Mobile Express Driver.

Key Features
• **Automatically detects your location** based on your local network and updates your current printer list with preferred printers for that location
• **Tells you instantly which printers are online** and available to you every time you print
• **Sorts devices in your printer list** based on status, location, name, etc.
• **Displays detailed feature options** to help you choose the best printer for your job
• **Works with Xerox and non-Xerox PostScript** printers and multifunction devices
• **Automatically configures itself** to offer users 100% of the features available in most Xerox printers
• Provides a **consistent, simple interface for all printers**, making it easy to find and choose the features you need
• **Automatically puts last-used printer** (for that location) at the top of your current printer list
• **Saves favorite printer settings for each application**. For example, if you always print emails in black & white, on both sides of the paper, those settings can be automatically applied to any printer you choose in any location
• You can **install Mobile Express Driver yourself**, with a few mouse clicks
• **No tracking down an IT technician** to help you find the right printer, identify IP addresses or install drivers in a new location
• **Dynamic printer discovery** automatically updates your printer list with new features and status
• Allows users the **ability to specify alternate subnets** to search for each given location. This is particularly handy for wireless PC users where print devices are typically on a separate network segment.
• **Forward compatible** with future Xerox products, meaning you don’t need to upgrade your drivers when you add new equipment to your fleet
• **Built-in, online help** assists users with troubleshooting and support for Xerox products worldwide, in 26 languages
• **Dynamic pre-configuration** allows IT administrators to change “pushed” driver settings without re-installing drivers or breaking certification
• **Password Manager** organizes multiple passwords (for features like Secure Print) on different Xerox devices
• **Earth smart features** let you configure a variety of paper saving features on your Xerox product in one convenient place. For instance, **Print Job ID** prints job/user information in the margin of the first page to eliminate costly and wasteful banner pagesXerox also offers a free universal printer driver ideal for IT administrators and large enterprises. Learn more about the Xerox Global Print Driver.

Business Challenge
Traditionally, to send jobs to a printer or MFP, you had to download a different driver for each device. This became especially complicated for traveling users who printed to many devices in multiple locations. Too many printer drivers cluttered systems and slowed productivity.

Key Challenges Addressed by Xerox Mobile Express Driver™
• **Multiple drivers** clutter users’ systems
• **Different interfaces** to learn for each printer driver
• **Traveling users** need to locate and connect to various networks and download various printer drivers each time they visit a new location
• **Difficult to download** and install drivers for many users
• **Difficult to connect** and print to new devices on existing networks for many users
• **Lost productivity** creates frustration for users
Xerox PrintBack

Overview
You already use a printer with your desktop or laptop computer. Now you’ve added a smartphone and/or tablet into your work life – accessing email, viewing documents, and integrating your device with other business processes formerly confined to your computer. With Xerox PrintBack, you can extend the printing capabilities of your computer to your iOS and Android™-based smartphones and tablets. Ideal for environments where software and solutions are installed by individuals, Xerox PrintBack enables printing to the default printer you already use with your computer. Plus, it supports the most common office file types (Microsoft® Office documents, PDF, etc.) and delivers uncompromised print quality.

Key Features
With PrintBack, Xerox is offering a personal-class solution that enables mobile printing from your mobile device. If you need to print during the course of your job, you most likely have a printer installed for use with your computer. By taking advantage of this existing capability, PrintBack delivers:

- **Support for the documents you already print from your computer**, including Microsoft Office* (Word, PowerPoint®, Excel®), Adobe® PDF, and more
- **High-quality output**, because the print driver (and its default settings) installed on your computer are used to print the job
- **Job submission simplicity**, because the use of the online service avoids issues with printer discovery and selection
- **Support for any printer**, regardless of connection type, print technology, or manufacturer
- **Photo Shoot mode** submits photos for mobile printing and/or saving as you take them within the application, a handy feature for realtors and others who take photos on the go

Additionally, PrintBack takes advantage of the connection it establishes between your device and your computer by allowing you to easily save documents or photos from your device to the Downloads folder on your computer, or to your Dropbox account – either during a print job, or instead of a print job. * Supporting software must be present on your host computer

Business Challenge
Smartphones and tablets are being rapidly adopted, and are becoming more integral in business environments and processes. Email is now readily available on the go, and more information is consumed away from your desk than ever before. While mobile apps have bolstered the capabilities of such devices in new and unexpected ways, printing remains a difficult capability to harness.

Key Challenges Addressed by Xerox PrintBack
- Customers do not have access to a printer that supports mobile printing from their mobile devices
- Customers’ smartphone and tablet devices do not have printing capabilities
- It is confusing and time consuming to print from smartphone and tablet devices
- Often when printing from smartphone and tablet devices, pages are reformatted, and/or print quality is degraded, making prints unusable

Global
http://www.xerox.com
Xerox Secure Access Unified ID System™

Overview
Xerox Secure Access Unified ID System integrates your Xerox multifunction systems with your existing employee/student ID PIN or badge providing a flexible and convenient authentication system. Allow your staff, employees or students to send documents to a centralized print server. Then at any multifunction printer on the network, they’ll simply log in with a swipe of their magnetic or proximity ID card or their PIN to securely print their job. This easy and secure access to documents reduces the risk of leaving confidential information lying unclaimed on the printer. Secure Access is also IT-friendly as the automatic access card registration features allows new users to self-register their cards. The first time a new user swipes their card they will be prompted to link their card with Secure Access by entering their user account login. Once this is done, the card is associated with Secure Access and the user will have access to all associated multifunction printers.

Key Features
- **Card-based user identification** allows users to login at the MFP with their pre-existing identification card
- **Double your security** with our two-factor card-based identification option which adds a required pin/password login at the MFP
- **Follow-You Printing®** allows print jobs to be securely retrieved at any Secure Access-enabled device
- **Additional Follow-You Printing flexibility with Xerox Extensible Interface Platform (EIP)**-enabled devices include:
  - Users can choose the documents to be released or deleted from the print queue
  - Print and Save feature allows a user to release a pending print job, and retain for later reprint
  - Determine the number of copies desired
  - Obtain additional information about a pending print or fax job to help determine the user, when the job was sent, and what will be printed Learn more about EIP technology
- **One identification step** now logs the user into the device for all walkup device and network features
- **Personalized scan templates and automated workflows** are displayed at the device user interface based on the user’s credentials. This feature is available with select scanning solutions such as ScanFlowStore™

Business Challenge
In today’s regulatory climate, businesses need sophisticated ways of safeguarding their data. In addition, IT managers are looking for ways to protect the assets on their network. Multifunction systems are a logical place to secure networks and enhance document information security.

Key Challenges Addressed by Xerox Secure Access Unified ID System™
- **Trend towards increased security** to protect all devices on the network
- **Network-connected MFPs** are growing at a high rate
- **Increased network resources** are necessary to handle improved MFP capabilities such as network scanning or scan to email
- **Governmental and regulatory policies**
- **Rising document costs**
- **Doing more with less** – improving worker productivity
- **Trend towards printing forms on demand** instead of warehousing potentially outdated material

Global
http://www.xerox.com
Overview
From any mobile device to any brand of printer, Xerox® Mobile Print raises your productivity everywhere your business takes you – whether you’re out and about or simply in another part of your building. Take the mystery and anxiety out of wireless and mobile printing with a truly flexible solution that’s simple, convenient and secure. Be more productive wherever you are. With Xerox Mobile Print, businesses large and small can help their workforce be more efficient. It provides a high level of security to ensure information stays confidential and eliminates the need to rely on others to print sensitive documents.

Key Features
Simplified printing that simplifies your life
• Print all popular document formats, including Microsoft Office Suite and PDF, without losing your formatting.
• IT managers and administrators no longer need to manage unique drivers for various print devices – print from any mobile device, to any printer, regardless of brand.

Convenient
• Raises the bar on printing, giving you just what you need, right when you need it.
• Whether you’re traveling, at a client’s office or just away from your desk, you can quickly find the most convenient enabled printer.
• You have total control over the way you deploy your solution – you can manage it yourself or let us take care of everything.

Secure
• Control when each document releases to the printer.
• Manage allow/block listings to ensure users have the correct access.
• Choose the Cloud setup for greater control or opt for an on-site setup that installs behind your firewall. Either way, it frees your staff to focus on more complex issues that drive your core business.

Business Challenge
It’s no secret that mobile technology has changed the way we work. Smartphones, tablets and other mobile devices are now the fastest-growing segment of the computing market – however, the ease of printing from these devices hasn’t kept pace. IT staff and administrators are challenged to manage every driver of every printer these mobile devices may need to print to.

Key Challenges Addressed by Xerox® Mobile Print
• Many mobile users do not have the ability to print.
• Mobile professionals are looking for a simple, secure, way to print their office documents.
• Companies want a user- and IT-friendly solution that prints from various brands of mobile devices, to various brands of printers.
• Your partners, clients and customers have a need to print conveniently at your site.

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