



**“We always felt that managed print services could deliver savings somewhere in the 20-percent to 40-percent range for office printing.”**

*Chris Casinella  
Vice President of Managed Print Services  
Hewlett-Packard*

With law firm revenue slowing, it's a sure bet the intellectual horsepower at your firm is focused on solving clients' legal issues in the most effective manner possible. That often takes large amounts of documentation. And that makes printing a critical part of your business and one that IT must support.

Unfortunately, many offices don't have a good handle on the amount of money they spend on printer hardware — not to mention consumables. Let's face it, in a slow economy, you want to look for efficiencies in all areas — including printers. Here's where Managed Print Services (MPS) can help.

### **Take Control of Printing**

Managed print services could be considered another form of outsourcing. It takes firms beyond the traditional “lease versus buy” paradigm into an area where they can achieve greater savings and efficiencies by simply outsourcing the entire printer, copier and fax function.

Managed properly, MPS can help you save money in several ways. First, it can help conserve capital by eliminating costly up-front printer purchases. And it can reduce ongoing costs associated with inefficient practices like buying and storing consumables, printer downtime and out-of-paper situations.

### **CDW Managed Print Services**

MPS from CDW is a total printing solution. It's a customizable program offering a hassle-free way to procure all of your printing hardware, supplies, service and support in one convenient bundled solution.

The program allows your firm to sign an agreement for your entire printer fleet — costs which include maintenance and supplies — for a set monthly fee. You'll be able to leverage all of the productivity and money-saving benefits built into the latest printer technology while helping manage costs and conserve capital.

Other CDW MPS advantages include:

- Attorneys, paralegals and IT stay focused on billable work — not printers and supplies
- Selection from multiple printer brands and models
- Same-day or next-day delivery options for consumables
- Flexible terms from 12 to 60 months
- Allows divestment of related printer assets from books — generating capital and/or tax benefits
- Optional services: product installation and configuration, fleet monitoring, asset disposal and onsite printer care

### **Team of Print Experts**

Let CDW help your law firm take a more strategic approach to printing. Our multi-vendor printer selection allows access to numerous printer brands and models. Our goal is to recommend a solution that helps improve productivity while controlling printing costs in your office.

Working with your management committee, administrator or IT department, your dedicated CDW legal sales account team — your legal sales account manager along with a CDW managed print specialist — can assist with a customized printer plan. Consider us an extension to your firm; with no impact to headcount.



## Transform your print environment for better business outcomes.

Do you know the true cost of managing your imaging and printing environment? Studies show that as much as 90 percent of an enterprise's total printing expenses may be invisible or uncontrolled.



HP can help you streamline management, minimize costs and maximize results. Our Managed Print Services can provide virtually everything you need to maintain a cost-effective, productivity-enhancing environment: hardware, software and supplies, training, maintenance and support, even workflow improvements.



Xerox is the world's leading document management technology and services enterprise. Xerox provides the document industry's broadest portfolio of offerings. Solutions include color and black-and-white printing and publishing systems, multifunction devices, laser and solid ink network printers and fax machines.



Lexmark develops customer-inspired innovative technologies that address the changing market and customer needs. This innovation helps our customers print less, move information faster and manage their print environment more efficiently. Take for example the color touchscreen on Lexmark multifunction printers. It does more than give you one-touch access to the basic print, copy and scan functions — it's a dashboard for activating automated workflows and streamlining multi-step processes with the touch of an icon, helping customers trim costs, save time and reduce errors.