

# **The Proven 5-Step Process That Saved Our Clients \$100 Million — and Counting!**

**SAVINGS with NO OUT-OF-POCKET COST,  
and Copier Analytics assuming 100% of the risk.**

**Here's how we did it for them.  
Here's how we can do it for you.**



# Copier Analytics — Your Invaluable Resource

With 3-4-5-year RFP cycles and the fact that no procurement administrator can keep up with the frenetic pace of change in the way this commodity is bought and sold. Your internal staff can avoid the time, effort, hassles, frustration, cost and stress of the steep learning curve when it comes to gaining a baseline and identifying what opportunities exist.

This necessitates a focused and highly specialized knowledge and skill set that cannot be acquired without working deep in the guts of the industry on a daily basis, as opposed to dealing with this every 3-4-5-years at RFP time.

And relying on the vendors who maintain your equipment is like putting the fox in charge of the henhouse.

- We facilitate both the implementation and use of technology as well as necessary change management strategies — all without affecting daily operations.
- We understand Best Practices and optimal technology implementation/utilization.
- Copier Analytics provides critical technical support that is a time saving resource for your organization.
- Performance metrics designed to project vendor efficiency and reliability.
- Request for Proposal (RFP) construction and delivery.
- Copier Analytics is like an extra “ace” in your deck of marked cards — sitting beside you at the bargaining table, giving you an almost unfair negotiating advantage...

**By utilizing the resources of Copier Analytics, you can not only free-up your internal resources — you can free-up significant amounts of money that can be reinvested toward your other primary objectives.**

# Copier Analytics Deliverable

- Total Cost of Ownership Analysis and Report.
- Target pricing inclusive of required Service Level Agreement and equipment.
- Validation of current practices and strategic technology recommendations.
- Process improvement/change management strategy.

## We understand:

- The current 'Digitally Enabled' Managed Print Services marketplace and technology.
- The key issues and challenges faced by organizations in managing this commodity.
- Regulatory compliance and environmental sustainability Initiatives.
- The efficiencies needed to reduce paper output and consumption.

## Our Benchmarks Provide Answers to Key Questions:

- Is this a competitive market price for the services being provided?
- How do services, service levels, & terms compare to the market?
- Device security , access security, document security and end of life security ( Hard Drive Disposal)?
- Document management (ECM)- create, store, and secure documents more efficiently?



"I am convinced that the technical and industry knowledge provided by Copier Analytics will benefit any organization seriously evaluating current copier/printer expenditures and technology deployed in support of document production and including; MFD Copiers, Network Printer Fleets and Print Shop operations."

— Care New England Health System, Supply Chain VP

# Are Document Management, Printing and Copying Costs Crippling Your Bottom Line?

## Here's How To Reduce Your Copier/Printer Management and Services Costs...

### EVALUATION OF COMPETITIVE PRICING

With either a competitive RFP process or sole-sourcing situation, you need to know that you are getting the best pricing. Only benchmarking ensures competitive rate structures that encourage proper behavior by both parties for service levels required by your business. The key to our ability to assist our enterprise clients is our understanding of Service Level Agreements (SLA) and associated contract costs.

### STRATEGIC BENCHMARKING

Benchmarking provides assurance that you are entering into a properly structured agreement for both terms and charge mechanisms. Copier Analytics will recommend the most advantageous and cost effective contract terms for your unique needs and requirements.



Our team of analysts has **day-to-day experience** in assessing and evaluating performance and costs associated with document management — **THIS IS ALL WE DO.**

**BEST PART:** There are NO Up-Front or Out-of-Pocket COSTS OR FEES.

**EVEN BETTER:** If we don't find (and deliver) you savings, YOU PAY US NOTHING!

## Document and Data Security

**How less-than-best practices in device security,** access security, document security and end of life security (Hard Drive Disposal) may be leaving you wide open to a data security breach, leaving your clients vulnerable, and you open to hefty fines, expensive litigation, and your reputation at risk.

### Copier Analytics Can Examine This ...

At a time when large data breaches are almost a weekly occurrence across all industries, the confidentiality and protection of data is perhaps one of the greatest challenges faced by ALL industries.

#### In the news ...

- A Report Published in **HIPAA Journal: 2019 Health Care Data Breaches Setting Records...** In 2019, more healthcare records were breached than in all of 2016, 2017 and 2018 combined. **With HIPAA Violation Settlements in the Tens of Millions in 2019.**
  - >>> **Recent breaches of Protected Health Information (PHI)** have resulted in civil penalties and fines reaching into the millions of dollars, including **a health plan fined \$1.2 million for PHI found on unprotected and unencrypted MFP hard drives.**
  - >>> Mackenzie Garrity - Friday, January 10th, 2020: **Hackers demand ransom payments from patients of Florida provider.**
  - >>> **TechCrunch** Cybersecurity prediction for 2020: **Ransomware attacks on local governments, hospitals and healthcare organizations plagued 2019.** To receive decryption codes to regain access, many of these organizations decided to pay the ransom. As hackers have seen success with these types of attacks, smaller and less prepared organizations should be cautious about the possibility of being a target.
- **Verizon 2019 Data Breach Investigations Report Finding: Uptick in Data Disclosure Attacks in Education... Institution Threatening Security Breaches...** According to JAMF: **35% of All Education Security Breaches Take Place in Higher Ed...**
- **American Bar Association 2019 Legal Tech Report Finding: One in Four Law Firms Have Experienced a Practice Threatening Security Breach...** And that percentage is climbing compared to previous years.
- According To **CPA Practice Advisor:** Jun 18, 2018-**Russian Hackers Specifically Targeting U.S. Accounting Firms.** Hackers are now specifically targeting your firm. Firms of All Sizes Can Be Vulnerable to a Practice Threatening Security Breach...
- **InfoArmor: Of all the risks professional services firms face, data breaches and identity theft have proven to be among the most pervasive and destructive.** Professional services firms are targeted largely due to the types of data they maintain on employees, clients, and customers, and are rarely prepared for data breaches.
- **Enzoic** on November 12, 2019- **Firm Cybersecurity: Professional Services Firms are Vulnerable Targets.** In the sea of data breaches, the ones that make the news are really only the tip of the iceberg. Medium-sized firms not only underestimate how likely they are to be the victim of a cyberattack, but they also underestimate the consequences of an attack
- **CNBC** Oct 13 2019- **Cyberattacks now cost companies \$200,000 on average, putting many out of business.**

# Why Copier Analytics?

## Because You Cannot Manage and Improve What You Cannot Measure!

### The Proprietary Copier Analytics PROVEN 5-STEP PROCESS

**Step 1** — Data Collection

**Step 2** — Total Cost of Ownership Analysis (TCO)

**Step 3** — Competitive Benchmarking

**Step 4** — Supplier Engagement and Negotiation

**Step 5** — Implementation

### Step 1 — Data Collection

We'll cooperate with and support your existing procurement team to minimize their workload. With minimal disruption and in coordination with your procurement team, we'll gather invoices, pricing and service contracts. And together with your existing suppliers we'll gather information about your copier services experience.

*We frequently visit clients with large arrays of devices from various manufacturers, each with different print costs associated with them.*

You put enormous effort into negotiating contracts at RFP time (every 3-4-5-years), and then it's on to other things. Document management is NOT your organization's core competency, after all. Nor should it be. And so all the arcane knowledge required to make sense of the invoices and associated agreements is forgotten from one RFP to the next.

Yet in the hands of someone who lives and breathes copying and printing service contracts, those documents tell all kinds of tales at your organization — about utilization... service level agreement compliance... user productivity... toner and ink efficiency... energy consumption... carbon footprint, and more.

To the trained eye, there is data behind the data... clues that lead Copier Analytics to collect even more data... interviewing stakeholders... analyzing workflow... documenting errors and inconsistencies...

...And for the first time ever, you'll have a truly panoramic and penetrating view of your entire printing fleet and environment.

## Step 2 — Total Cost of Ownership Analysis (TCO)

Next it's time to interpret the data to reveal the true cost of ownership of your devices.

Our Analysis will discover your Total Cost of Ownership (TCO), providing a financial estimate intended to determine the direct and indirect costs associated with your copies/prints document production.

The analysis, combined with advanced benchmarking provides specific insights and comparison with the best industry practices, while validating current practices, identifying possible efficiency improvements and outlining options designed to reduce the total cost of ownership.

Our analysis will uncover all kinds of factors that are ballooning your operating and administrative costs.

The good news is, Copier Analytics has seen all of the opportunities before and knows exactly what to do (and not do) about them.

For us, it's just another day at the office.

It's all we do.

**Expert execution of our PROVEN FIVE-STEP PROCESS has saved our clients \$100 MILLION and counting — Why not YOU?**

Isn't it time you finally got on the fast track to vaporizing out of control costs and becoming a budget hero?



## Step 3 — Competitive Benchmarking

Of course, TCO, while critical knowledge for any serious procurement professional, is only part of the puzzle.

Equally important is knowing how your TCO compares to other similar businesses or organizations... and if yours is a print heavy organization, how it compares to other types of print heavy enterprises. Copier Analytics' competitive benchmarking answers these questions and allows you to accurately identify best practices.

It'll give you a penetrating insight into how those practices are lowering TCO for industry leaders...

...And it gives you Intel that is simply unavailable from technology vendors with vested interests, or generalists like McKinsey or EY.

Our unbiased, vendor-neutral position gives you real answers and a clear path forward, enabling you to validate current practices, invalidate others, identify low hanging savings fruit, and begin preparing an RFP.

We study all the nuances and ramifications of your company's printing activities. Copier Analytics' professionals complete a Supply Chain Analysis to create a realistic and concise portrait of your individual needs, including:

- Improved efficiency for administration, support and contract management functions.
- Increased user productivity and technology utilization.
- Document and device security.
- Improved environmental practices and reduced carbon footprint





## Step 4 — Supplier Engagement and Negotiation

Copier Analytics' forensic analysis of your printing, copying and document management environment forms the basis of an incredibly concise and clear inventory of needs (RFP), for submission ONLY to qualified vendors.

Our unparalleled knowledge of equipment and vendors, related software, SLAs, contract terms & conditions, document and device security, and green initiatives, empowers you and your team to save time and money by precisely matching your KPIs to what the market can offer.

**What's more — *like an extra "ace" in your deck of marked cards*— Copier Analytics sits beside you at the bargaining table, giving you an almost unfair negotiating advantage.**

- With either a competitive RFP process or sole-sourcing situation Copier Analytics will recommend the most advantageous and cost effective contract terms.
- Our benchmarking capabilities ensure competitive rate structures that encourage proper behavior by both parties for service levels required by your business.
- Environmental sustainability and best practices in change management will be integrally interwoven into your document production strategy.

Copier Analytics ensures that vendors only submit hyper-competitive rate structures that encourage proper behavior by both your internal staff and management as well as the awarded vendor...

This will enable you to collapse your ragtag band of disparate suppliers into an extremely beneficial managed print services (MPS) contract with a single vendor.

The direct, apples-to-apples savings— *equipment leases, paper, ink, toner, and maintenance costs*— will inject substantial cash directly to your bottom line over the life of the new contract.

Even more impressive, these savings are often dwarfed by the indirect savings you could enjoy...

But the battle won't be over yet ...

## Step 5 — Implementation

You see, despite the tremendous savings promised by a new contract ... it takes more than a piece of paper to realize those savings.

Despite Copier Analytics' time-saving resources and their consultative approach to helping you to obtain stakeholder feedback and buy-in right from the beginning, the pain of change and the timing and execution of that change has to be carefully managed.

Copier Analytics is there for you every step of the way, ensuring...

- A highly choreographed roll out schedule, including change management, tracking and monitoring of purchases, third-party verification of invoices, real-time usage statistics, and iron-clad documentation of savings.
- **A full scale internal marketing plan (email, direct mail, posters, signage, open house, etc.) for enthusiastic stakeholder buy in...** announcing the new deal and ensuring departmental managers and users know what is happening and how it will make their jobs easier.
- **Rigid monitoring and verification of KPIs, ensuring projected maintenance, energy and supply cost savings actually materialize.**
- Security audit and analysis, verifying all data and breach protection measures outlined in the new contract are performed as promised.

You'll have an unbiased and objective team of experts at your side to ensure that every benefit promised by the new contract is actually delivered.

Even more importantly, you'll gain a considerable competitive advantage, replacing slow, inefficient, outdated technology with the latest, state-of-the-art systems.

And your employees and stakeholders will be better informed, better connected, and better equipped to do their jobs.

## Copier Analytics' Unique Contingency-Based Consulting Services

# Document Management, Printing & Copying Experts

FIND OUT what you don't know about your current enterprise document production costs and the security of your data.

### Our Value Proposition

FIRST, upfront we will do a Zero-Cost & No-Obligation **COMPLEMENTARY TCO Analysis and Report**

- To identify security vulnerabilities and determine all components of your Document Management and Printing & Copying expenditure.
  - There are **NO** upfront or out-of-pocket costs or fees for the analysis and report.
  - Copier Analytics will bear 100% of the risk.
  - Offsite, we'll devote our full resources to doing all the work necessary. You will receive a no-cost, no-obligation report identifying your current true TCO and how much you can save.

If you choose to implement the savings... our contingency-based method means

**A small percentage of those savings pays our fee. If you don't save YOU PAY US NOTHING!**

- Our fee is based on a *small* percentage of your actual ACHIEVED savings and not pie-in-the sky recommendations typically suggested by consultants. And with our fee coming from your savings it means you have no out-of-pocket cost for achieved savings.
- PLUS, our fee INCLUDES the full implementation of all our recommendations.
- And we collect NO FEES until you've achieved *actual* dollar savings.

Our team of analysts has day-to-day experience in assessing and evaluating performance and costs associated with document management — THIS IS ALL WE DO.

**If we DO deliver you savings, IT WILL STILL COST YOU NOTHING!**

YOU MAY BE WONDERING... HOW IS THAT POSSIBLE?

Since our fee is **paid from a small percentage of your savings**, our fee doesn't cost you anything. Even including the payment of our fee, **it will cost you less** partnering with Copier Analytics, **compared to continuing with the status quo**. *Even more impressive*, these savings would actually be *dwarfed* by the indirect savings you would enjoy.

That's why our clients say things like this:

**"In short order you took our annual spend for copy machines of \$4.5 million to \$2.7 million for a recurring \$1.8 million annual savings. And to my surprise, you accomplished this without any reduction in services, the same number of copy machines, and in some cases, copy machines were even upgraded. This was a painless process that was a win-win for the users and the University."**  
– New York University

**Our proven 5-Step Process has saved our clients over \$100 MILLION and Counting — Why not YOU?**

# NO OUT-OF-POCKET COST SAVINGS

We've figured out how to give you the same kind of unfair advantage we've been giving to forward-thinking administrators for years...

**NO OUT-OF-POCKET COST SAVINGS with Copier Analytics assuming 100% of the risk.**

So, here's what to do next ...

- 1-Visit [www.CopierAnalytics.com/FreeConsult](http://www.CopierAnalytics.com/FreeConsult) to Schedule your FREE phone consultation with our CEO, Jan Debassac, to answer your questions.
- 2-Order your Zero-Cost No-Obligation COMPLIMENTARY Analysis and TCO Report.
- 3-Receive your TCO report.
- 4-Partner with us... risk free!
- 5-Achieve significant measurable results and reductions.

## Copier Analytics — Your Invaluable Resource

**Your FREE Phone Consultation Call** can eliminate hundreds of hours of mind-numbing torture, as you try "unsuccessfully" to cobble together copier and printer savings, productivity upgrades, enhanced security, and environmental stewardship.

You'll get dramatic savings along with operational efficiencies **with half the stress.**

Isn't it time you finally got on the fast track to **vaporizing out of control costs?**

Its revolutionary when you can ACHIEVE savings, enhanced technology utilization, and best practices with improved efficiencies **at zero out-of-pocket cost.**

So if you have any interest in safely disentangling yourself from onerous service contracts and outdated equipment... for dramatic savings, productivity upgrades, deadbolt device security, and environmental stewardship, schedule your FREE Consultation Call now.

It gives you the power to blow away anyone who doesn't have this advantage, because it compresses years of painful trial and error into an indispensable brain-trust that frees you from the drudgery of experimentation... beginning with your FREE Consultation Call.

Forward-thinking administrators are using our **COMPLIMENTARY Analysis NOW**, because it's the no upfront cost strategy for stopping printing and copying costs from burning a hole in your budget. Visit [www.CopierAnalytics.com/FreeConsult](http://www.CopierAnalytics.com/FreeConsult) and book your call NOW.

## UNBIASED EXPERT ADVISOR

- We are 100% vendor neutral
- We are NOT a supplier and have NO affiliation with any particular vendor, manufacturer, business product, or software.
  - ✓ But we know them all intimately... including the emerging technologies, the new privacy requirements, and the environmental impact statutes.
  - ✓ We also know the good, bad, and the ugly of hidden costs, shady contracts, and popular brands with a big rep but bad products and customer service.
- Independent of brokers and vendors, we do not receive commissions from anyone.
- We respect your existing vendor relationship, and in many instances vendors stay in place. The only difference is **THAT YOU PAY LOWER PRICES.**

### **BEST PART:**

There are **NO Up-Front or Out-of-Pocket COSTS OR FEES.**



### **EVEN BETTER:**

If we don't find (and deliver) you savings, **YOU PAY US NOTHING!**

It doesn't matter how many copiers and printers you have, or who your vendors are!

**Copier Analytics can lower your cost...**

...Even small companies & organizations with only 2 to 4 copiers have saved **from \$10,000 to \$34,500 PER COPIER!**

**These savings can be realized for...** Xerox, Ricoh, Canon, Konica Minolta, Kyocera, Toshiba, Panasonic, Samsung, Sharp, Lexmark, Brother, Epson, Ikon, HP, OCE, OKI, etc.

Visit [www.CopierAnalytics.com/FreeConsult](http://www.CopierAnalytics.com/FreeConsult) and partner with us now to find hidden savings, productivity upgrades, enhanced security, and environmental stewardship.



## You may be wondering ...

- Q.** Why would I need a copier and printer management consultant, if our company already has internal procurement administrators to research, obtain and select the best equipment and bids for our copier and printer lease and maintenance contracts?
- A.** For the same reasons companies hire outside legal counsel, tax counsel, and management consultants: to benefit from their focused and highly specialized knowledge and area of expertise for a particular skill set.
- Expertise
  - Objectivity
  - Supplementary Assistance

### Are the Primary Reasons for Any Organization To Hire an External Consulting Firm

With Copier Analytics' expertise, objectivity and supplementary assistance, you will see proof positive that competitive benchmarking and deep analysis of total cost of ownership is almost sure to uncover inefficiencies and overcharging... or worse...

...Your printers and copiers may be leaving you wide open to a **Private Data or HIPAA security breach!**

While items like copiers and printers may not seem cutting edge, they are getting more complicated than ever: hard drives, security vulnerabilities, document management, green initiatives, storage, retrieval, digital image capture, mobile devices and cloud services **have changed the way that people and organizations use images and content. The rapid change in multiple function print 'MFP' technology necessitates a focused and highly specialized knowledge and skill set that cannot be acquired without working deep in the guts of the industry on a daily basis, as opposed to dealing with this every 3-4-5-years at RFP time.**



**\$20,000**



**\$900,000**



Counselors and Attorneys at Law

**\$49,680**



**\$147,062**



**\$4,500,000**

# Proven Results



**\$9,000,000**



**\$1,638,000**



**\$543,780**

**\$11,181,780**



**\$24,000**



**\$2,350,000**



**\$80,474**



**\$189,000**



**\$99,150**



**\$1,350,000**



**\$105,492**

**WHITE PAPERS: Visit WHITE PAPER-CASE STUDIES Page At: [www.CopierAnalytics.com](http://www.CopierAnalytics.com)**

# Proven Results



**\$462,241**



**\$1,956,000**



**\$663,236**



**\$423,199**



**HENRY STREET  
SETTLEMENT**

**\$400,000**



**South Texas  
Blood & Tissue Center**

**\$305,184**

**!LIGHTHOUSE!  
FOR THE BLIND AND VISUALLY IMPAIRED**

**\$121,500**

**BEST BUDDIES**



**\$180,000**



**\$103,123**



**\$48,339**



**\$238,536**



**\$335,920**



### Q1. I just don't have the time. We're doing well with what we got. We've accepted the costs. What is the Need?

**A.** Printers and copiers are the secret backdoor hackers are using right now to compromise networks. **Would you invest twenty minutes of your time to avoid a potential breach leaving your clients vulnerable, and you open to hefty fines, expensive litigation, and your reputation at risk?**

At a time when large data breaches are almost a weekly occurrence across all industries, the confidentiality and protection of data is perhaps one of the greatest challenges faced by ALL industries. **And whether you believe it or not, unsecured printers and copiers can compromise the confidentiality of your data and irreparably harm your reputation.**

>>> Hospitals, labs, HMOs and other healthcare organizations have been victims of some of the most damaging and expensive hacks in recent history.

>>> A Report Published in *HIPAA Journal: 2019 Health Care Data Breaches Setting Records*. In 2019, more healthcare records were breached than in all of 2016, 2017 and 2018 combined, with HIPAA violation settlements in the tens of millions in 2019. **And whether you believe it or not, unsecured printers and copiers can compromise the confidentiality of your data and irreparably harm your reputation.**

>>> American Bar Association 2019 Legal Tech Report Finding: One in Four Law Firms Have Experienced a Practice Threatening Security Breach...

>>> CNBC Oct 13 2019: Cyberattacks now cost companies \$200,000 on average, putting many out of business.

Having the HIPAA cops come down on you like a ton of bricks and the resulting years-long bureaucratic wrangling is potentially catastrophic. [Give us just 20 minutes](#) and we'll show you how we not only assess and minimize your risk, but point you to sizable savings opportunities that may be available.

[FAQs continued...](#)

### **Q2. We have a supplier that we recently signed an agreement with.**

**A.** If you have recently signed an agreement and you're happy with the results of that agreement, then there is no need for further action at this time.

Stay on our mailing list, remain current on what's happening in the industry, and book a consult 6-12 months prior to your contract renewal.

On the other hand, if you find yourself unhappy with your recently signed agreement, [book a free consult](#) and let's see what we can do about it.

### **Q3. We do not have resources for another project.**

**A.** If you're happy with your recently signed contract, then you don't need another project. If not, then we can help you determine the resources necessary to disentangle yourself from that contract. We will prepare a free cost-benefit analysis for doing so, and then you decide.

If you are near contract renewal, you already have a project. And bringing Copier Analytics in to assist you actually frees up internal resources while ensuring a better contract.

You can substantially strengthen and enhance your resources and it won't cost you a dime, while saving tens of thousands, hundreds of thousands, if not millions of dollars over the life of the new contract.

[FAQs continued...](#)

### Q4. Is this initiative going to cause a disruption to my team?

**A.** Absolutely not. In fact, our unique methodology is designed to bring order, harmony, consensus and teamwork to an often chaotic, biased, and myopic business process. It's precisely how we've saved our clients over \$100 MILLION and counting.

Remember, our fees are 100% performance-based and dependent on working closely with your team. Disruption works at cross-purposes to that goal, and is therefore not part of the equation.

### Q5. Why would I look at my copiers and printers we are already working with a vendor?

**A.** It is important to know your true Total Cost of Ownership and how your TCO compares to other organizations in your industry, and also other types of print heavy enterprises (healthcare, higher Ed, legal, accounting, non-profit, etc.).

Copier Analytics' competitive benchmarking answers these questions and allows you to accurately identify best practices.

It gives you a penetrating insight into how those practices are lowering TCO for industry leaders...

...And it gives you Intel that is simply unavailable from technology vendors with vested interests, or generalists like McKinsey or EY.

Our unbiased, vendor-neutral position gives you real answers and a clear path forward.

You'll be able to validate some of your current practices, invalidate others, and identify a motherlode of low hanging savings fruit.

With Copier Analytics' expertise, objectivity and supplementary assistance, you will see proof positive that competitive benchmarking and deep analysis of total cost of ownership is almost sure to uncover inefficiencies and overcharging... **or worse...**

...Your printers and copiers may be leaving you wide open to a **private data or HIPAA security breach!**

[FAQs continued...](#)

### Q6. Why would we engage a consulting company to look at this space?

**A.** For the same reasons you hire outside legal counsel, tax counsel, and management consultants: to benefit from their focused and highly specialized knowledge, expertise, objectivity and supplementary assistance.

With Copier Analytics on your team, you will have the same “bench strength” enjoyed by America’s leading institutions in healthcare, higher Ed, legal, accounting, non-profit, etc.

### Q7. How much is this going to cost me?

**A.** Our fee is based on a *small* percentage of your actual ACHIEVED savings and not pie-in-the sky recommendations typically suggested by consultants. And with our fee coming from your savings it means you have no out-of-pocket cost for achieved savings.

PLUS, our fee INCLUDES the full implementation of all our recommendations.

Which means we collect NO FEES until you’ve achieved *actual* dollar savings. And those fees are dwarfed by your savings...

So why not [book a short, free, no obligation discovery call](#) to get a ballpark idea of your savings and the percentage we’d need to make them happen for you?

FAQs continued...

### Q8. We're really happy with our current vendor, is this going to sour the relationship or reduce the level of service we receive?

See how our clients answer this question:

“...in short order you took our annual spend for copy machines of \$4.5 million to \$2.7 million for a recurring \$1.8 million annual savings. And to my surprise, you accomplished this **without any reduction in services**, the same number of copy machines, and in some cases, copy machines were even upgraded. This was a painless process that was a win-win for the users and the University.” — New York University

“The Copier Analytics Team... ..upgraded equipment where needed, without hindering our savings. In addition, **there was no reduction in service** from our vendor as a result of the new reduced pricing.” — Temple University

“... Since the onset of our relationship with Copier Analytics; TaraVista has seen a 15% reduction in equipment cost, and a 75% reduction in service costs. TaraVista is convinced that Copier Analytics not only helped align us with companies that decreased cost, streamlined processes, and improved technology, **but also support our high standards of customer service.**” — TaraVista Behavioral Health Center

**A.** A lot of our clients have wonderful vendor relationships and our job is to keep it that way.

Our only aim is to serve your interests. And your interests are served by the quality of vendor relationships, whether that means remaining with your existing vendor, or establishing a new and better relationship.

Remember, we are completely vendor neutral. More than fifty percent of the time our clients decide to stay with their existing vendor. The only difference is you pay lower prices.

Also, this is not just about negotiating lower prices, far from it.

With printing, copying and document management being one of your top 5 most significant expenses, technological advancement in this area is creating many opportunities for operational efficiencies...

...For simplified workflows, increased user productivity, and streamlined management of the printing environment...

...All of which, could result in dramatic *indirect* savings. We know how to cut through the enormous complexity to find and realize those savings. [\*\*Book your discovery call TODAY!\*\*](#)

## **Real results, Real stories, REAL SAVINGS**

*That's why our clients say things like this:*

**New York University  
(Reduced Spend 40%)  
SAVED a Recurring \$1.8 MILLION Annually  
SAVED \$9,000,000 Over a New 5-Year Contract**



"Just wanted to let you know what a pleasure it was to do business with you and Copier Analytics. In my opinion, it's not often that a company exceeds expectations, which is why I wanted to personally thank you for the services Copier Analytics performed for New York University.

When we first met and you described the cost savings potential that you believed NYU would experience on its copy machines, I must say I was somewhat skeptical.

**However, in short order you took our annual spend for copy machines of \$4.5 million to \$2.7 million for a recurring \$1.8 million annual savings.**

And to my surprise you accomplished this without any reduction in services, the same number of copy machines, and in some cases, copy machines were even upgraded.

This was a painless process that was a win-win for the users and the University.

Thanks again for the significant cost savings achieved by Copier Analytics and the professionalism that you and your staff demonstrated during the process."

**Steven Donofrio  
Vice President for Administration  
New York University**

**New York University SAVED \$9,000,000  
NYU Langone Medical Center SAVED \$1,638,000  
NYU Tandon School of Engineering SAVED \$543,780  
ALL TOLD, NYU SAVED \$11,181,780**

## Real results, Real stories, REAL SAVINGS

*That's why our clients say things like this:*

**Elwyn: a Non-Profit**  
**(Reduced Spend Over 25%)**  
**SAVED a Recurring \$180,000 Annually**  
**SAVED \$900,000 Over a New 5-Year Contract**



"...We felt that we were getting a good price already and that is why we didn't expect much..."

...we were shocked to see that our original expectations were completely wrong. Copier Analytics negotiated a price savings of over 25% from our current costs. Even more remarkable, was that the vendor who was the cheapest was our current vendor...

...we would 100% recommend them to anyone."

**Robert Young**  
**Head of Procurement and Business Services Officer**  
**Elwyn**



*Sitting beside our clients at the bargaining table...  
...we give you an almost unfair negotiating advantage.*

**Care New England Health System**  
**(Reduced Spend 37%)**  
**SAVED a Recurring \$470,000 Annually**  
**SAVED \$2,350,000 Over a New 5-Year Contract**



"I am pleased to recommend Copier Analytics, a document expense-auditing and technology consulting firm..."

Copier Analytics has been an invaluable partner in our effort to create efficiency, maximize technology utilization, RFP creation/delivery and helping us anticipate future changes resulting from Care New England's adaptation of new enterprise software platforms.

I am convinced that the technical and industry knowledge provided by Copier Analytics will benefit any organization seriously evaluating current copier/printer expenditures and technology deployed in support of document production and including; MFD Copiers, Network Printer Fleets and Print Shop operations.

Copier Analytics continues to overachieve our expectations..."

**Stephen Silva**  
**VP Supply Chain**  
**Care New England Health System**

## Real results, Real stories, REAL SAVINGS

*That's why our clients say things like this:*

### **TaraVista Behavioral Health Center (Reduced Service Costs 75%) SAVED \$238,536**



In the fall of 2018 TaraVista Behavioral Health Center engaged the services of Copier Analytics to conduct a thorough analysis of our print management services. Jan Debassac managed the RFP process flawlessly and assisted us every step of the way. Copier Analytics established a solid partnership with TaraVista and maintained transparency, openness and support through the entire process.

They exceeded all expectations. Since the onset of our relationship with Copier Analytics; TaraVista has seen a 15% reduction in equipment cost, and a 75% reduction in service costs.

TaraVista is convinced that Copier Analytics not only helped align us with companies that decreased cost, streamlined processes, and improved technology, but also support our high standards of customer service.

TaraVista is very pleased with the services provided by Copier Analytics and appreciates all the work Jan Debassac did during the entire process.

**Thomas D. Feight**  
Director of Information Systems  
TaraVista Behavioral Health Center

### **South Texas Blood and Tissue Center SAVED \$305,184**



"...We are delighted that your organization was able to save us a total of \$305,000. Additionally, all of our new copiers are networked and daily we are eliminating redundant printers and facsimile equipment through our organization, thereby realizing additional savings.

South Texas Blood & Tissue Center and Qualtex Laboratories received the highest level of customer service and professionalism from Copier Analytics.

Copier Analytics and its staff have exceeded our expectations. Therefore, I have no reservations with providing the strongest possible recommendation for your company to any organization that wishes to use its services."

**Norman D. Kalmin, MD**  
President/CEO and Medical Director  
Qualtex

*Sitting beside our clients at the bargaining table...  
...we give you an almost unfair negotiating advantage.*



## Real results, Real stories, REAL SAVINGS

*That's why our clients say things like this:*

### **Callan, Koster, Brady & Brennan, LLP** A Law Practice with 2 Copiers **(Reduced monthly spend 46%)** **SAVED \$49,680**



Counselors and Attorneys at Law

"Please allow this letter to serve as a recommendation to utilize the services of Copier Analytics.

I have been impressed with the savings my law firm has experienced since I started to use Copier Analytics...

The savings have been extraordinary...

...The firm is saving \$1,176.85 per month. This translates to a savings of 46% per month.

...I highly recommend using this company. You will not be disappointed."

**Warren S. Koster**  
Callan, Koster, Brady & Brennan, LLP  
Counselors and Attorneys at Law

### **Eisner Lubin, LLP** A CPA Firm with 3 Copiers **SAVED \$ 99,150**



Eisner & Lubin

"This was our first experience working with Copier Analytics and it was a pleasure. Marty was very thorough and professional. He made the process of ending our existing leases and upgrading to new equipment painless.

Our new machines are properly networked for maximum productivity and maximum savings...

We will realize a savings of \$100,000 over the life of the lease of our equipment. Copier Analytics exceeded our expectations.

I highly recommend them to any organization thinking about using their services. They are professional, thorough and Responsive."

**Joan E. Zimbalist**  
Director of Human Resources  
Eisner Lubin LLP  
Accountants



Copier and Printer Management Consultants

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## Real results, Real stories, REAL SAVINGS

*That's why our clients say things like this:*

### **Pullman & Comley LLC** A Law Firm with 12 Copiers **SAVED \$189,000**



"I would like to personally thank you and commend you for the work that your staff performed for Pullman & Comley. In addition to being extremely knowledgeable, they were also prompt, efficient and professional.

As a result of their work, our firm not only realized considerable savings but also improved the quality, reliability and efficiency of our copiers and printers.

When you first approached me about conducting an audit, I was skeptical that you could produce the results that you indicated. In fact, you exceeded those results and for that we are very appreciative. Job well done!"

**Collin P. Baron**  
**Pullman & Comley LLC**  
**Attorneys**

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### **Temple University** (Reduced Spend 45%) **SAVED a Recurring \$750,000 Annually** **SAVED \$4,500,000 Over a New 6-Year Contract**



"...I must admit, during our initial meeting we were somewhat skeptical about the amount of savings that Copier Analytics indicated they should be able to produce.

As we recently completed a year of savings, I wanted to let you know how impressed we are with your company.

Through Copier Analytics we were able to reduce our annual operating costs by \$750,000 per year and \$4,500,000 over the 6 years of a new contract.

...and upgraded equipment where needed, without hindering our savings. In addition, there was no reduction in service from our vendor as a result of the new reduced pricing.

...I only have the highest praise, respect and appreciation for Copier Analytics, and am pleased to make this recommendation known."

**Ken Kaiser**  
**VP, CFO and Treasurer**  
**Temple University**

## Real results, Real stories, REAL SAVINGS

*That's why our clients say things like this:*

### **St. John Fisher College (Reduced Spend 32%) SAVED \$663,236**



"As our institution began to review its printer fleet and related costs, the decision was taken to engage Copier Analytics to provide consultation and expertise to the process. They have proven to be indispensable during the process. Jan Debassac from Copier Analytics has been excellent to work with since the first meeting.

Our process began with Jan reviewing our current print environment consisting of multi-function printers (MFP's), network printers, and related software applications. He provided an initial assessment of our options. We chose to initiate an RFP for Managed Print Services in which Jan provided guidance and recommendations on scope and criteria for evaluation. Throughout the selection process and during negotiations with the finalists, Jan was highly valuable in ensuring the best and final offers by the competitors were indeed the best pricing.

I can confidently recommend Copier Analytics as a buyer's advocate. They were a valuable resource throughout our engagement reducing the hassles and frustration of researching and evaluating copier/printer equipment, technology, and software trends and best practices. As guide to the process, Jan provided unbiased insight to our approach which yielded significant financial savings.

Copier Analytics and Jan have been valuable partners in the College's efforts to manage costs for printing and improve service for our campus community."

**Stacy Slocum**  
**Chief Information Officer**  
**St. John Fisher College**



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## Real results, Real stories, REAL SAVINGS

*That's why our clients say things like this:*

**University of Connecticut  
SAVED a Recurring \$391,200 Annually  
SAVED \$1,956,000 Over a New 5-Year Contract**



"...It is my opinion that Copier Analytics was primarily responsible for allowing the University to overcome the challenges as well as provide their guidance and expertise through the provider selection process.

Additionally, Copier Analytics provided indispensable insight allowing the University to conduct efficient and effective contract negotiations by compiling detailed guidelines along with an operational model required for effective program administration.

Moreover, Copier Analytics role in developing a successful contract management model cannot be understated.

Independent of their industry expertise, the overall experience with Copier Analytics was exemplary...

Copier Analytics' involvement has allowed the University to enjoy substantial cost savings.

**It is my opinion that the role of Copier Analytics in the overall success of the managed print initiative was indispensable.** Without the expertise, guidance and effectiveness of our consultants, I suspect the effectiveness and success of the launch of our managed print program would have suffered, risking the overall success of the initiative..."

**Matthew Larson, MBA,  
Director of Procurement,  
University of Connecticut**

**Burke Rehabilitation Hospital  
SAVED \$147,062**



"On behalf of my entire staff involved, I wanted to personally thank you for the fine work your company performed here at Burke Rehabilitation Hospital..."

Not only was the audit your staff performed very professional and prompt, but as a result in the total savings we incurred, we were able to upgrade all of our copy machines. This has increased productivity, and for that I am also thankful."

**John Ryan  
Executive Director  
Administration  
Burke Rehabilitation Hospital**

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## Real results, Real stories, REAL SAVINGS

*That's why our clients say things like this:*

### Archbishop Stepinac High School

With 4 Copiers

**SAVED \$48,339**



"We enlisted the services of Copier Analytics to provide help and guidance in choosing our replacement equipment and leasing terms.

The service provided by Copier Analytics, and Jack Ryan in particular, has been exemplary. The guidance provided was timely and helpful.

Jack interviewed and negotiated great pricing and terms with prospective suppliers using the leverage of Copier Analytics in the copier industry.

On its own, Archbishop Stepinac High School would have spent considerably more time and resource on the endeavor and could not have accomplished the great results we achieved working with Copier Analytics.

I heartily recommend the service and I will continue to work with them in any of our future needs."

**Thomas D' Agostino**  
**Director Finance and Admin services**  
**Archbishop Stepinac High School**



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# Are Document Management, Printing and Copying Costs Crippling Your Bottom Line?

## Reducing Your Copier/Printer Management and Services Costs...



...Our 30-Years of 'Inside the Industry' Knowledge

Has Saved Our Clients \$100 MILLION *and Counting* — Why Not YOU?

**Contact us here today:** Visit [www.CopierAnalytics.com/FreeConsult](http://www.CopierAnalytics.com/FreeConsult)

To Schedule Your FREE Phone Consultation

-Or- To Schedule Your Zero-Cost COMPLIMENTARY Analysis & TCO Report

Email: [info@copieranalytics.com](mailto:info@copieranalytics.com)

Phone: 1-888-652-6743

Website: [www.copieranalytics.com](http://www.copieranalytics.com)

