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**savin RICOH**

IT Professional Services • File Management • Paperless Solutions

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Joseph V. we hope you enjoy this months featured article!



**Getting Ready for a Great 2010!**

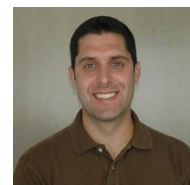
I imagine that most people are looking forward to ushering 2009 right out the door. Unemployment is still at an all time high, the value of the US dollar is in the tank and commodities' prices continue to rise. What will 2010 carry when it arrives at our door? Unfortunately, I dropped my crystal ball as my jaw hit the floor, the day I opened up my 401K statement and saw it reduced by 60%. So, while I am not qualified to make predictions for the New Year, I am an optimist. The glass is half full and we have opportunities to fill it up.

Managed Print Services is the latest buzz term in our industry and every article touts savings of up to 30% for your organization if you engage in this type of contract. Offering a managed print services contract requires a complete analysis and understanding of the customer's business and workflow processes, the appropriate staffing level for support, a higher level of competency on the part of the technical team, a longer sales cycle, and a great deal more end-user training after the deployment. WPS has been offering Managed Print Services, Print Fleet Management and Managed Document Services programs for our customers since 2004. Our customers include health care, manufacturing, non-profits, legal, and education. Each of these industries require unique programs specific to their unique workflow processes.

Where are the opportunities in your business? Look around the office. Do you see numerous printers, copiers, fax and scanners taking up space and increasing your electric bill? Do you have a closet full of different toner and ink cartridges? Do employees actually have multiple toner and ink cartridges at their

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**WPS SERVICE CORNER**



Andy Aveni, Director of IT

**Support for Section 508 Regulatory Compliance**

Savin's new m3i Access Module provides disabled users remote access to multifunctional products (copiers) while supporting compliance with Section 508 regulations.

The m3i Access Module addresses both the public and private sector's demand for information technology that is accessible, with special emphasis given to supporting compliance and disability legislation that is mandated within government agencies, education and many socially conscious private organizations. The solution transfers the user interface of the MFP to any external device with a compatible Internet browser – such as a PC, PDA or Smartphone. m3i employs state-of-the-art Web technologies for a responsive user interface and requires no software installation on the connected device. The m3i Access Module further supports 508 regulations by taking advantage of existing assistive technologies, such as a PC screen reader (e.g. JAWS) allowing selections to be spoken back to the user.

**WPS Has Great Deals for 2010!!!**

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**savin**

IT Professional Services



**SAVIN Receives 5-Star Rating By BERTL!**

"This award is reserved for copiers that deliver an outstanding array of business-critical features that are innovative, easy-to-use and have a low cost of ownership for customers." - *Image Source Magazine*

With speeds of 60 pages per minute (ppm), 70 ppm, 80 ppm, and 90 ppm, these Savin copiers help raise customers productivity by allowing them to do more in less time. BERTL's test showed superior copy density as well as excellent resolution in both copy and printer modes.

"Receiving BERTL's 5-Star rating is truly a testament to Ricoh's persistent efforts to provide the best products and services to our customers," said Hede Nonaka, Executive Vice President, Marketing & Document Services and Solutions Division, Ricoh Americas Corporation. "We strive to be on the forefront of innovation and technology, and are happy that our series was recognized by BERTL, one of the most respected analyst firms in the industry."

**Get 6 Months FREE Service and Supplies when you buy, lease or rent a New Savin 60, 70, 80, or 90 BERTL 5-Star Winning Copier!** [info@wpssolutions.com](mailto:info@wpssolutions.com)



**Savin CLP131DN  
31 Page Per Minute  
Color Laser Printer!**



Built with a proven, award-winning color print engine, the CLP131DN Color Laser Printer delivers the amazing quality and reliability you expect — plus the technology you need to maximize productivity. That means higher paper capacity, dynamic paper handling and a powerful print controller. Plus, the highly affordable CLP131DN still offers the lowest cost per page in its class.

**Guaranteed Cost Per Page of only  
\$0.02 Mono and  
\$0.09 Color**  
Includes all service and supplies (except paper)

[Details page] [For more information click here](#)

**WPS Environmental Impact Programs**

- Toner Cartridge Recycling
- Paperless Office Solutions
- End-of-Life Electronics Demanufacturing



800.456.1977  
[info@wpssolutions.com](mailto:info@wpssolutions.com)

**Use Less Paper Today!  
Contact us: [info@wpssolutions.com](mailto:info@wpssolutions.com)!**

*Go Paperless - Help the Environment - Save Space*



*Reduce Costs - Disaster Recovery - Regulatory Compliance*

**"Green" Tip of The Month!**



Eliminate inkjet, laser printer, and stand-alone facsimile devices! These devices (typically) are not Energy Star rated and do not have energy saving features such as Auto-Off, Sleep Mode, Quick Warm Up Technology, etc. While these smaller devices use less electric than larger Copiers, they are typically left on 24 hours per day, seven days per week and ultimately consume more Kilowatt Hours than today's MFP Copiers!

**Want to learn more about how you can reduce the impact on the environment?  
Visit the WPS "Green Folder" at [www.documentmall.com/login](http://www.documentmall.com/login)**

**Account: WPSSOLUTIONS  
Login: WPSClient  
Password: value**



**"We cannot change the cards we are dealt,  
just how we play the hand."  
Randy Pausch (1960 - 2008)**

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## THE KNOWLEDGE VAULT



### Getting Ready for a Great 2010!

I imagine that most people are looking forward to ushering 2009 right out the door. Unemployment is still at an all time high, the value of the US dollar is in the tank and commodities' prices continue to rise. What will 2010 carry when it arrives at our door? Unfortunately, I dropped my crystal ball as my jaw hit the floor, the day I opened up my 401K statement and saw it reduced by 60%. So, while I am not qualified to make predictions for the New Year, I am an optimist. The glass is half full and we have opportunities to fill it up.

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No business or organization is too small or too large to consider looking at ways to improve their workflow processes when it comes to documents printing, storage and management. We recently made one little change to a workflow process that slashed three hours of time off the task. Could you use three extra hours of productivity today?

If we have learned anything from 2009, it's "this is the way we've always done it" should be shown the door as well.

Wishing you the very best for 2010!

Debra Dellaposta

Vice President



## Product Spotlight

### Savin CLP131DN 31 Page Per Minute Color Laser Printer!



Built with a proven, award-winning color print engine, the CLP131DN Color Laser Printer delivers the amazing quality and reliability you expect — plus the technology you need to maximize productivity. That means higher paper capacity, dynamic paper handling and a powerful print controller. Plus, the highly affordable CLP131DN still offers the lowest cost per page in its class.

**Guaranteed Cost Per Page of only  
\$0.02 Mono and  
\$0.09 Color**

Includes all service and supplies (except paper)

#### GENERAL FEATURES

- Print speed of 31 ppm both in full-color and black & white
- Output large files quickly, thanks to extended memory capacity and a high-performance 800 MHz controller
- Standard 10/100 BaseTX Ethernet and USB 2.0 ports
- Genuine Adobe® Postscript® 3™, PCL5c, PCL6, and RPCS™ support
- Eliminate waiting with short warm-up times
- Save time and paper when you use standard integrated duplexing to print two-sided pages at nearly 100% of simplex speed
- Access consumables easily, thanks to the top-loading design
- High-yield consumables lower printing costs and low user interventions

#### SECURITY FEATURES

- SNMP v3 Authentication and Data Encryption (password/ address book encryption); Print Data Encryption via Internet Printing Protocol (IPP); PDF Direct Print Password Protection; Locked (Secure) Print; 500 User Account Codes; User Authentication; WPA (Wi-Fi Protect Access Support)

