



SOLUTIONS

WPS, Inc. - NEWSLETTER

WPS Partners with Conemaugh Health System



203 Savin MFPs
2 Million Monthly Pages!
Details Below!



IT Professional Services • File Management • Paperless Office Solutions

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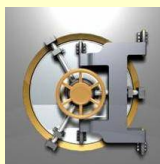
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THE KNOWLEDGE VAULT

Bonnie we hope you enjoy this months featured article!

An Easy Way To Save Up To 3% of Your Total Annual Revenue!!!



How would you like to save up to 3% of your total annual revenue? What kind of impact would that make on your profitability at the end of the year? What investments or improvements could you make over the year with that extra money? Well, it doesn't have to be a hypothetical question, it could, and should be, a reality. In this article I will explain exactly how you can cut waste, improve profit and I will even provide you with real life examples of how we have done this!

Joe Dellaposta, Vice President

One of the most over looked expenses to an organization is their document related costs. National studies show that the average business spends up to 6% of their total revenue in document costs. In industries such as healthcare, financial services, and legal, the costs of documents can be as high as 12% of annual revenue. To make matters worse, these costs are projected to increase as the amount of available information doubles every 2.5 years!



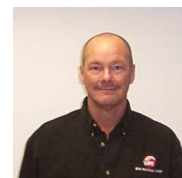
Over the past several years, WPS has invested in developing Managed Print Services and Document Management as product offerings to our customers. For those customers who have partnered with us using these programs, we have reduced their overall paper volume and provided significant annual savings in each and every instance. Our largest example is a major health system, who claims that WPS will save them over \$900,000 in a five year period, based on their numbers (not ours)! Are you interested yet? You should be.

Regardless of what industry you are in, or the size of your business, the collective knowledge of your organization is contained in documents. Your paper and computer files, are the vehicles by which information gets passed around and out of your organization. Knowing this, you are still probably not all that interested in copiers, printers, service agreements and the like. You came to work this morning because you are interested in increasing profits, improving your competitive advantage, enhancing customer service, ensuring regulatory compliance, reducing risk, improving employee morale, or any number of other issues that are far more important than your office equipment or current document management practices.

I don't blame you, as a business owner I have the very same concerns. However, that is exactly what our MPS and Document Management programs do! We help companies increase profitability (by saving up to 3% of their annual revenue) and we simultaneously enhance customer service, improve competitive advantage, reduce risk, and help comply with government regulations. Here are some recent, real life, examples. Each of these customers have improved their processes while reducing their costs (increasing their profit).



WPS SERVICE CORNER



Glenn Elbin, Director of Service

Need a Material Safety Data Sheet?

Material Safety Data Sheets provide information about a chemical's identity, hazards, safety measures, disposal and other considerations. MSDS for toners, developers, photoconductors, fax supplies, and other items are now available online and can be retrieved as PDF files [here!](http://evi8p.tempdomainname.com/ricohmsds/msds/searchpage.cm)

Our MSDS Database allows you to search using varying criteria so that it is easy to find your MSDS. You can search by product model, keyword, product code, EDP code, or part number.

The MSDS can provide you with important information including:

1. Chemical Product and Company Identification
2. Composition/Information on Ingredients
3. Hazards Identification
4. First Aid Measures
5. Fire Fighting Measures
6. Accidental Release Measures
7. Handling and Storage Precautions and Requirements
8. Exposure Controls and Personal Protection Information
9. Physical and Chemical Properties
10. Stability and Reactivity
11. Toxicological Information
12. Ecological Information
13. Disposal Considerations
14. Transport Information
15. Regulatory Information
16. Other Information

WPS offers products that are kind to the environment and people. Our manufacturer set original standards for environmentally-sensitive substances contained in our products as early as 1993 and has continuously updated those standards incorporating the latest regulations and scientific knowledge as part of their efforts to reduce these substances.



[To finish this article, click here](#)



WPS Partners With Conemaugh Health System!

This past month, WPS partnered with Conemaugh Health System in a Managed Print Services (MPS) agreement that includes 203 new Savin Digital Multi-Functional Systems and a fleet of existing printers already being utilized throughout the Health System.

WPS will be responsible for the proper placement, maintenance, and supply use for these devices that produce over 2 Million pages each month!

Conemaugh Health System is the largest health care provider in west central Pennsylvania, serving families across 11 counties through their network of hospitals, physician offices, specialty clinics and other patient-focused programs. To learn more about Conemaugh Health System, you can visit their website at www.conemaugh.org!

Ricoh's Eco-Board

Times Square's First 100% Solar and Wind Powered Billboard!

Ricoh's new Eco-Board is a 100% naturally powered billboard, located at 3 Times Square in New York City, New York.

The sign, measures 47 feet high by 126 feet long and is illuminated by floodlights and powered by 45 solar panels and 4 turbines for wind generation.



By using all natural energy sources, Ricoh will reduce the amount of CO2 usage by 18 tons per year. Ricoh also currently has a similar eco-powered sign in Osaka, Japan.

Whats the big deal?

The billboard saves a mere 200 kilowatts power each day. However, there are approximately 15,000 billboards in NYC alone, that use 300,000 kilowatts of power each day. In the top 50 U.S. cities, there are 200,000 billboards using over 40 Million kilowatts of power each day. Globally, the top 300 major cities have an estimated 2 Million billboards using 150 Billion kilowatts of power every year.

So what does 150 Billion kilowatts of power represent? It is enough energy to light all of New York City for the next 10 years!

Congratulations to St. Ann Catholic Church, in Hagerstown, Maryland for winning our monthly WPS \$50 Gift Certificate drawing, after filling out our Client Satisfaction Survey!

Also, to Suze Spicher for being the top WPS Representative in August. Suze was 182% of her August goal! Also to Jennifer Kenney and Anne Jessop for being over their goals for the month of August!

Congratulations to our Altoona Sales Team for partnering with Conemaugh Health System!

To our manufacturer, Ricoh, for earning the prestigious Five Star Rating from BERTL on their color multi-functional line.



BERTL Honors Ricoh and Savin Color MFP Series with Prestigious Five Star Rating!

Ricoh and Savin Color MFPs (Multi-Functional Products) were recently awarded Five Star Ratings from BERTL.

The Color MFPs received accolades for their print and copy productivity and speed for both color and B&W documents. These systems outperformed competitors via superior finishing capabilities and image quality suitable for presentations, graphics, proposals, and general office documents. BERTL's analysts praised the systems full-color W-VGA operating panel that provides clear, crisp graphics, and the ability to manage documents from both a walk-up and desktop point of view.



To qualify for Five Star Ratings, products must undergo stringent testing by BERTL analysts and meet a variety of criteria, including security, workflow, image quality, ease-of-use and price, among others. BERTL's Best winners are selected after a thorough testing process by BERTL analysts who distinguish the best products and solutions in the marketplace.

BERTL Inc. has been a leading provider of independent product evaluations for the office equipment and document management industry for the past 14 years. To learn more about BERTL, visit www.bertl.com. To learn more about WPS and our award winning products, visit www.wpsolutions.com.

Savin Color Multi-Functional Series!

- BERTL Five Star Rated*
- From 20 up to 90 pages per min.
- Full Color Touch Screen
- Excellent image quality
- Inexpensive operating cost
- Buy, lease, rent, pay by the page!



Contact WPS Today and Receive:
Your First 6,000 Color Pages FREE!!!

[For more Information Click Here!](#)



"Green" Tip of The Month!

For Small and mid-sized businesses, the cost of electrical power has surpassed healthcare, payroll, rent and equipment. But when we use less energy, we decrease emissions of CO2, the leading cause of climate change, and our reliance on fossil fuels.

- A WPS MFP uses less energy in a typical workweek than a 100-watt light bulb operating for 40 hours!
- A WPS midrange MFP can cost a little as \$20 a year in utility costs!
- A fleet of 100 WPS 35 page per minute MFPs can save approximately 11.2 tons of CO2 per year!
- If you have six (B&W) HP Printers, you can consolidate into one WPS MFP and cut energy consumption by about 78% and save about \$98 a year in utility costs!



"Do the one thing you think you can not do. Fail at it. Try again. Do better the second

Want to learn more about how you can reduce the impact on the environment?
Visit the WPS "Green Folder" at www.documentmall.com/login
Account: WPSOLUTIONS
Login: WPSClient
Password: value

time. The only people who never tumble are those who never mount the high wire. This is your moment. Own it."
Oprah Winfrey (1954 - Present)

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THE KNOWLEDGE VAULT

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Manufacturing

A world class manufacturer, partnered with WPS in Fall of 2007. After analysis and recommendations, WPS reduced their current printer fleet from 26 different models and 3 different manufacturers to only 3 different Savin models. In addition the overall number of devices was reduced by almost 20%. Including the cost of the new Savin equipment, total monthly expenses were reduced by more than \$6,000. A monthly reduction of approximately 12%.

Healthcare

A large, two hospital system, entered into A WPS Manages Print Service contract in Spring of 2007. Prior to the agreement the system had over 700 devices with only 40% being connected on the network. WPS worked with end users and was able to reduce the total number of units down to 400 with 99% being on the network. Total savings over the five year contract will amount to \$900,000 while simultaneously increasing end-user capability.

Education



A University who has worked with WPS for many years allowed us to do our study and provide a MPS solution. Our program was able to provide them with a \$390,000 savings over five years representing a 34% savings compared to current expenditures. We were also able to reduce their total units from over 390 to just 120, and from over 120 unique models down to only 27. These reductions also allowed for a 68% reduction in total energy consumption for office equipment. This solution included updates in capability and additional technology that was currently not available to them.

Real Estate/Title

A multiple office, real estate title service company partnered with WPS in late 2005. Having multiple printers, faxes, and copiers acquired throughout several years, WPS was able to easily consolodiate into several MFPs and fewer stand-alone devices. In addition, an electronic document management system was implemented to help streamline document workflows and reduce physical paper and file storage requirements. The end result amounted to over \$2,000 in monthly savings, which represented over 30% on document related costs.

These are just a few examples out of many. Combining today's technolgoy with WPS's almost 4 decades of experience can greatly improve your organizations capabilities and put more money on your bottome line. Start being more profitable today and give us a call. We can do the same for you!



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