

ALTernatives

Printing & Imaging News for ALT Customers

Top 5 Points to Consider When Choosing A Multifunction Printer



The multifunction printer (MFP) generation has arrived. Ask any office equipment dealer or manufacturer sales rep and it's unlikely you're going to hear much, if anything, about standalone copiers, fax machines, scanners or printers. Instead, you're going to hear about the company's latest generation of MFPs along with their many capabilities and the benefits of connecting one of those devices to your network.

Given the range of options, the following vital factors are very important to be considered when choosing an MFP.

1 Clearly define your requirements

Understand what you intend the MFP to do for your end users and how adding MFPs to your mix will support business applications and

provide value-add capabilities. Beyond printing and copying, organizations must think about how they want to use the MFP to help manage documents, reduce paper, simplify work flow, manage forms, etc.

2 Total Cost of Ownership and MFP cost/value benefits

MFPs are useful assets to help manage and control costs for printing and imaging and also add new capabilities to your organization. Decision-makers must consider how MFPs can address total cost of ownership for printing and imaging assets, consolidation and management of resources across the organization to improve business process efficiency.

3 Third party evaluations and real use situations

For a company to choose the best MFP for all its needs, it is important that a third party evaluation is conducted to test and validate performance using your company's applications and in your network environment. A comparison of actual performance against third party reporting data is critical.

4 Seamless Network Integration

Compatibility plays a major role in deciding the best MFP for a company. You need to take into

account how easy or difficult the system is to plug into an existing network and whether it will provide immediate benefits with little start-up training. Your company cannot afford to waste too much time and effort training staff to use the MFP. The usability of the product will then be questioned by one and all. Hence, the company must square in on the most user-friendly option among those available.

5 Ease of Use

As mentioned in the previous section, ease of use for end users means less calls to the help desk and fewer IT resources for training and problem management. This means that if the MFP is user-friendly and its technology is robust enough, it should be viewed as a cost advantage. Usability should be paramount, and without compromise. The MFP has to make the job easier for the company, not worse.

Contact us today at **800.888.9752** for more information or visit us at altconnect.com. ALT is an authorized dealer for HP, Kyocera Mita, Kyocera CopyStar, Samsung and Xerox MFPs.

Article written by Printer Tech on July 29, 2009. Modified by LRC Marketing Group, Nov 4, 2009.



A Special Thanks to You

As a special thanks to all our valued customers, we would like to take this opportunity to show our appreciation.

Enter to Win an iPod Touch!

For every customer who calls in during the month of November, we would like to enter you to win a brand new 8GB iPod Touch! Along with your entry, every caller will also receive a small gift as our way of saying thanks.

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For more details about the HP Trade-In and Save Program, contact an ALT representative at **800.888.9752** or save@altconnect.com. We're happy to help.

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Psst, Have you heard? ALT's pick of the month is the TASKalfa 520i Black and White MFP from Kyocera!

The Kyocera TASKalfa 520i black & white multifunctional system delivers the performance, versatility and ultra-reliability you demand from a document imaging system, all in a bold, sleek design.

A powerful combination of a fast and efficient 52 ppm output speed, Kyocera's unique long life technology and innovative features, such as full color scanning and USB host interface, make the TASKalfa 520i essential to all your document imaging tasks.

The TASKalfa 520i's performance can be further optimized with HyPAS, Kyocera's unique, powerful and scalable software solutions platform. HyPAS delivers a broad range of options that enable the TASKalfa 520i to seamlessly integrate with widely accepted software applications and operate in virtually any business environment. With its sleek design, proven reliability and superior engineering, the TASKalfa 520i provides the exceptional performance and functionality that makes a difference, day-in and day-out. That's the Kyocera TASKalfa 520i.

Contact ALT for details at 800.888.9752.



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Featured Employee

John Dengel

For outstanding service.
Thank you John!

IN THE NEWS!

- **Oct 5, 2009 - Kyocera Mita America Color ECOSYS Printers Receive 2010 Editor's Choice Awards from Better Buys for Business for Entire Color Line**
- **Oct 30, 2009 - HP Receives a Fall 2009 STAR Award for Service Excellence from the Technology Services Industry Association.** HP received the Service Excellence in Innovative Support Award for its continued innovations in technology, process and staff dedicated to delivering great customer support.
- **Nov 5, 2009 - Kyocera Mita America Wins Most Reliable Multifunctional Product Line in Industry.** Kyocera sets record of winning "Most Reliable" more than any other manufacturer in past decade of OPA survey.



LOCAL NEWS



Throughout ALT's 19 year history, we have found that the foundation of every good business is family, whether it is your immediate family, your work family, your extended family or the community you live in. It is for this reason, that we support organizations like the Care Alliance Health Center. They are the leading provider of primary health care and comprehensive dental services to individuals who are experiencing homelessness, living in public housing and the uninsured or underinsured in Cleveland, Ohio. Please consider supporting this great cause. For more information, contact the Care Alliance Health Center at 216.781.6228 x 249.

DID YOU KNOW?

Did you know that HP has already met its goal of reducing combined energy consumption and associated greenhouse gas (GHG) emissions of HP operations and products to 25 percent below 2005 levels by 2010? HP's new goal is to reduce the energy consumption and associated GHG emissions of all its products to 40 percent below 2005 levels by the end of 2011.



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Printed using HP Edgeline Technology
& HP Paper, November 2009