# SEARTEC

## FLEET MANAGER

# What Could You Do with Fleet Manager?

Fleet Manager is a complete suite of solutions for remote meter collection and managed print services. While most of our clients initially look to us for remote meter reading solutions or print management assessment tools, many are pleased to learn about the unique solutions we offer to help a dealership reduce overhead, automate service and increase sales.

## Web Audits:
### Gather Meters Without Installing Software

Other solutions require you to install software on your clients' networks.While we do offer this option, WebAudit gives you the flexibility to capturemeter readings through an innovative web application--perfect forapplications when your client won't let you install software.

**1**

**2**

The foundation of selling managed print services contracts is understanding TCO. Fleet Manager makes this easy with TCO reporting that cross references fleets with a database of over 10,000 devices and their operation costs.

## TCO Reporting:
### Quickly Uncover Total Cost of Ownership

## Supply Triggered Marketing:
### Automatically Market Supplies for Machines Not Under Contract

magine having a supplies sales rep sitting next to each non-managed printer in your clients' offices. When the toner cartridge is almost empty, SuppliesTriggered Marketing sends an email to your client with a link to your toner store. (Don't have a store? No problem. We can set one up for you.)

**3**

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Shipping too much toner to your clients leadsto bloated inventories and higher costs. Supply Triggered Delivery gives you control over when toner is shipped based on the average usage of each device, meaning clients get toner just in time, lowering your inventory and boosting profits.

## Supply Triggered Delivery:
### Manage Deliveries and Supply Inventory

## Local Agent:
### Capture Meters for Non-networked Devices

With up to 40% of printers not connected to networks, the ability to capture local printer meters is critical. Local Agent allows you to collect meters from local printers, enabling you to deliver (and bill for) a total managed print solution.

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Other solutions only push meters to your billing system leaving you to spend countless hours reconciling devices. Fleet Manager features two-way communication with your billing and service dispatch systems, reducing your administrative costs and hassles.

## Bi-Directional ERP Synchronization:
### Integrate Dynamically with Accounting/Dispatch Software

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There's no reason a dealer needs to pay such a large upfront price to purchase a managed print services solution. With virtually no set-up cost, Fleet Manager's price model does not sacrifice quality or features. Even whencompared to other solutions over 3-5 years, Fleet Manager was a far better deal. Anyone who is just starting out should give them a serious look.

## Jim Ryan
IT Manager All Copy Products
**All Copy Products**

WebAudit plays a critical role in the future success of POA's print management initiatives. Not every client will let you in stall software on their network or plug in a removable USB drive. WebAudit is initiated from a standard web browser, Discovering and retrieving all printer and MFP related meters.

## Ron Ropp
Director of Professional Services
**Pacific Office Automation**

Local printers represent a large portion of our managed fleet of devices. Where other solutions stop at networked devices, Fleet Managertakes it much further and is the only solution to speak with the local printers. We wouldn't be able to provide a complete managed print services program without them. As a bonus, Supplies Triggered Marketing generates new sales leads on competitive devices... and at the most opportune time... when the device tells us they need toner!

## Mike Assunto
Director of Service Flotech
**Flotech**