

Meet the Team

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Professional & Managed Print Services Consulting Service

A challenging economic climate has the potential to re-shape the office document technologies market as we know it. While hardware vendors and channels will struggle to maintain their MiFs, revenues, and margins; document technology customers are paying more attention than ever to the bottom-line. Fortunately, managed print services, or MPS, represent the best of both worlds by delivering greater opportunities of both revenues and margins to vendors and lower costs to customers. Additionally, the stages of MPS engagements define a clear path for hardware vendors to realize valuable services and solutions revenue while addressing customer requirements for security and compliance, environmental sustainability, and electronic document workflow improvements.

Unfortunately, the MPS opportunity is multi-faceted and ill-defined. Numerous aspects of the office equipment and IT channels must be considered; the unique importance of hardware, software, services, and supplies must be recognized; and new skill sets and software will be required for executing on providers' MPS visions. Ultimately, only vendors that can understand these facets and map them to internal strengths, weaknesses, opportunities, and threats will realize the true potential of their programs.

To help you prosper in this environment, InfoTrends offers the Professional & Managed Print Services Consulting Service. This service offers executives, product and marketing managers, and senior managers the information and advice they need to outpace the competition and thrive in this dynamic marketplace. The service provides:

- Year-round support for your marketing, product planning, product development, and strategic development decisions
- Continuous information flow with daily, weekly, monthly, quarterly, and annual deliverables
- Unlimited inquiry access to experienced staff
- Online access to published deliverables 24 hours a day
- Regularly scheduled Webcasts that discuss industry trends and developments

Recently Completed Deliverables:

2011 Vertical Market Primary Research – Services

Service Convergence: the Next Managed (Print vs. Service) Provider

Road Map 2012: Managed Print Services

Worldwide Managed Print Services Forecast: 2009-2014 (Pivot)

Guide for OEM Device Management Solutions

Guide for OEM Document Output

Come Together, Right Now...IT



The Professional & Managed Print Services Consulting Service provides clients with a hierarchy of powerful knowledge tools, from syndicated market information to customized, proprietary consulting. Our consultants can help you grow your business by providing you with insights that are geared to your specific challenges and goals.

Additional Services

Custom Consulting: You have unique issues and opportunities that require customized, in-depth research, analysis, and advice. Engage InfoTrends' team to help define your issues, design and implement an effective research process, and provide objective analysis and recommendations in a timely manner.

Multi-Client Studies: InfoTrends conducts comprehensive primary research studies on major industry trends and topics. Multiple companies fund, influence, and receive the research results, enabling them to obtain business critical information at a reduced price.

Training: InfoTrends' training programs cater to sales and work forces of all sizes. Our programs deliver consistent training throughout the organization and provide staff with the foundation to achieve success and develop new business opportunities. Training is available online through Webinars and e-learning programs as well as in person with our on-site training classes.

Reports: In addition to reports included as part of your subscription, you may also choose from a wide selection of forecasts, research reports, and strategic analysis on key industry trends and developments published by our other services.

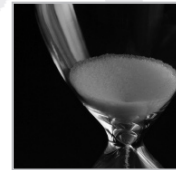
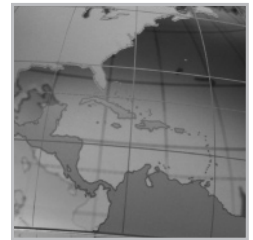
Getting Started

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