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MPS SPECIAL

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20 Most Promising Managed Print Solution Providers - 2017

The role of Managed Print Solutions (MPS) in the business environment today is massive; it is a fully fledged mechanism used to boost printer fleets and aims at reducing print-associated costs by 25 percent. Organizations today are realizing the need to outsource printing services worldwide and are accepting the services of MPS with open arms as an upgrade in technology and a convenient way to manage printing needs.

In order to render the beneficial aspect of Managed Print Solutions, organizations make use of particular tools that aim at improving the work efficiency. The MPS software helps these organizations manage the printing expenses, while reducing operational costs and improve on the environmental sustainability. Additionally, its integrated workflow ensures that the print environment is managed efficiently and documentation security is enhanced. The MPS software endeavors workflow automation,

inclusive of both industry-specific workflow solutions as well as automated paper-intensive and electronic workflows.

There are many up and coming technologies in the market today that provide real-time data collection abilities from printing devices with a simple, yet secure download. These technologies further aim at discovering ways to optimize the printing technology with the aid of a simple web interface. This develops an efficient and dynamic approach at improving the print management strategy.

In this edition of CIOReview, we present to you the “20 Most Promising Managed Print Solution Providers - 2017,” comprising of the best solution offering tools in the printing environment. In the last few months, a distinguished panel featuring CEOs, CIOs, VCs and analysts including CIOReview’s editorial board reviewed the top companies in this domain and shortlisted the ones that are on the cusp of achieving excellence in this market.



Company:
Guy Brown

Description:
Guy Brown is transforming MPS by assisting their clients in the journey of business process optimization

Key Person:
Simon Vermooten
Executive Vice President

Website:
guybrown.com

Guy Brown - Diverse Business Solutions

Reinventing MPS - A Client Focused Approach

Managed print services (MPS), has often been perceived as a scheme to exchange the cost per click charge for copy, scan and print services in return for capturing the sale of consumables (ink & toner) and selling more devices to clients. Unfortunately, the process fails to achieve the desired control, reductions and efficiencies in the overall print environment that clients are seeking. Guy Brown challenges this model and is reinventing MPS by incorporating document management and a strategic IT perspective into the MPS model, resulting in enhanced Managed Print and Document Solutions (MPDS). Unlike providers of MPS only, Guy Brown's MPDS offering enables clients to more effectively reach their goals around reducing cost and increasing efficiency.

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Our goal is to help customers go from the current state of print to a future state of no print at all

“We are creating a new managed services model that reinvents MPS by concentrating on the whole ecosystem; IT infrastructure, document management, business process and print/copy services together, rather than just on print,” says Simon Vermooten, EVP at Guy Brown. The firm's partnership with document management companies such as DocuWare enables them to deliver holistic solutions that help companies migrate from analog or static data and print to digital. “This shifts the focus from managing the page and print to managing the content and process. That's where savings and efficiencies are realized with Guy Brown's MPDS,” adds Vermooten.

In addition to digitizing client's content and implementing automated workflows, Guy Brown offers solutions that analyze the actions of end users with big information data analytics. This analysis captures relevant information about print behavior within an organization plus user-friendly dashboards provide live usage data to help clients understand where and why print is generated. Guy Brown can then map out the true copy/print needs of the organization, enabling them to fully optimize print infrastructure.

Guy Brown is revolutionizing the landscape of MPS by offering print-as-a-service incorporated into the heart of the MPDS solution. Clients no longer need to worry about heavy investments in the devices, software, service contracts, and consumables. This eliminates the burden of infrastructure ownership and delivers a scalable, print on-demand capability. Importantly, Guy Brown's services are inclusive of developing the necessary security policies to safeguard client's newly digitized data.

With decades of experience as a transactional supply company providing eco-friendly and sustainable remanufactured toner cartridges and enterprise business supply procurement solutions, Guy Brown will take advantage of their expertise in working with clients across all verticals, to deliver fully customized MPDS solutions to the Fortune 1000 and SMB market.

According to Vermooten, Guy Brown aspires to transform into a full-fledged diversity managed services provider that brings IT, document management, business process optimization managed print services and print-as-a-service together into a cohesive offering. “The necessary infrastructure, expertise, and opportunity are present to fulfill this goal; it is just a matter of delivering the message that we can harmonize these disciplines. Every MPDS implementation is customized for the client because the best way to drive cost savings and efficiency is by putting the goals of our customers first,” adds Vermooten.

Presently, the company is focusing on the expansion of MPDS. “Our goal is to help customers go from the current state of print to a future state of no print at all,” affirms Vermooten. **CR**



Simon Vermooten