



OneStop MPSKey

Gather valuable information quickly and easily

Understanding what and how your customers are printing is essential to building a relationship and ensuring future sales. How could you expect to know what the customer really needs if you don't know their requirements, and often the customer doesn't even know themselves. With the simple to use, cost effective OneStop MPSKey you can have all the information at your fingertips in minutes.

Previously, to understand your customers full printing requirements you would need to work with them to find out how many printers they have and how they are using them. You would also need to understand how much it is costing them. One way to do this would be for the customer to provide you with this information. However, more commonly you would be required to try and obtain the information yourself, which can be difficult and time-consuming.

OneStop MPSKey has been developed to provide you with a simple tool to do all this hard work for you.

OneStop MPSKey Overview

OneStop MPSKey is a USB device that provides a snapshot of all the devices on a network, together with detailed meter readings, quickly and easily. So if you are visiting a customer for the very first time, you no longer need to spend time walking round the whole building trying to find all the printers and writing down the meter reading information for each one. You just plug the OneStop MPSKey into a PC which is connected to the network and it runs a scan and provides you and your customer with a detailed report of all the print devices on the network, together with the current meter readings in just minutes – leaving you free to spend time building a relationship with your customer.

Then when you return to visit your customer, simply run the scan again – this time it starts to get interesting, as the OneStop MPSKey provides

you with a comparison report of how much the devices have been used over a particular time period. It can even work out the average expenditure on each machine if the customer is able to provide you with 'cost per page' information. This provides you with valuable information in order to provide your customer with the best solution for their requirements and it also provides the customer with an insight into how and where their money is being spent on print.

The OneStop MPSKey is a cost effective solution which has been priced to enable each sales representative to have their own key – which means that scans and reports can be run at any time without having to wait for a key to become available, so no excuse for sales opportunities to be lost.



OneStop MPSKey main screen

OneStop MPSKey Key Benefits:

- Cost effective, affordable solution to empower every sales representative
- Provides a 'conversation opener' for new customers
- USB Device, requires no software installation or configuration
- Provides a detailed and accurate overview of customers printing requirements
- Can be customised to your own corporate identity
- Win more business
- Also suitable for IT / Facilities Managers

OneStop MPSKey Features

Features at a Glance:

- Reports can be customised to suit individual requirements
- Add your own logo and corporate identity
- Auto-detect Local Language
- Advanced Scan for Multiple office Environments
- Comparison summary reports for data analysis over time periods or locations
- Report storage to CSV file for compatibility with standard software packages
- Local Printer Agent Option available
- Local Printer Searching Scan facility

Flexible Reporting

The reporting function has been designed to provide a wide range of different reports, so that you can provide information in a standard format or as bar charts to make it easier to read. Advanced searching and sorting within all reports enables you to provide reports on certain types of printers only (eg. by type, location etc).

Reports are saved as CSV files to ensure compatibility with standard software packages including Proposal or Planning Application Tools.

Customisable Reports

The 'look and feel' of all reports are customisable, which means you can provide them with a report which looks like it comes from your own company. You can add your logo, rename the application and create your own watermarks. You can also decide how much information you want to supply to the customer as it also provides the ability to hide any columns which are not required.

Language Support

The OneStop MPSKey automatically detects the local language – English, French, Italian, German, Spanish or Dutch.

Advanced Scan

Choose to run a scan over the single network or alternatively you can also run the advanced scan for multiple office environments.

Local Printer Agent Licence Option

If your customer wants a complete picture of absolutely everything that is being printed, including stand-alone local printers, then there is also an option available (at an additional cost) of a Local Printer Agent Licence which can be deployed across all PC's in the company to monitor the individual printing usage of all the staff.

Local Printer Searching Scan

Employees often purchase local stand-alone printers without the informing the IT department, this makes it very difficult to control and monitor printing costs which can really add up on these type of devices. A feature which is unique to OneStop MPSKey is the Local Printer Searching Scan, which means you can work with the network administrator to run a scan across all PC's on the network to identify which PC's have local printer drivers installed – providing them with valuable information about their true printing costs.

How OneStop MPSKey works:

- Insert the OneStop MPSKey device into a PC on the network and it will automatically open.
- Enter the Client Name or Location to set up a folder if it is a new customer or find an existing customer from the list.
- Press 'Scan' and the device will automatically scan the local network.
- A list of printers found on the network will be displayed together with information such as, type of device, location of device, error messages on the LCD display, toner levels etc.
- On your second visit run 'Comparison' and select the previous file.
- The OneStop MPSKey then provides a comparison report detailing everything that the devices have done since the first scan. It always displays details on any new printers found on the network and highlights any that are missing since the previous scan
- Add in any cost information that you have available, either on a cost per machine basis or single cost across all devices, to provide a detailed cost analysis.

From A Name You CanTrust

OneStop MPSKey has been developed by BITS (Business I.T. Systems Ltd) who have been in the industry for over 20 years. We are a UK company with our Head Office located in Surrey and have a team of experienced technical staff, so you can rely on us to provide you with comprehensive support whenever you need it.



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