

Dialed in to a smart solution.

A leading European communications services provider calls on the Xerox® Mobile Print Solution.

The Xerox® Mobile Print Solution pushed all the right buttons, which resulted in placing 156 Xerox® multifunction systems across 53 locations.

Industry

Communications Services

Products

- Xerox® Mobile Print Solution
- Xerox® Print Services
- Xerox® Multifunction Printers

Solution

Xerox connected its Mobile Print Solution and Xerox® Print Services to 156 Xerox® MFP devices to help a mobile sales team be more efficient at multiple offices.

Customer's Existing Environment

A European expert in communications services has a direct sales and service presence in 16 countries. The company serves more than 60,000 customers.

About 20% of the sales team is in France and must travel from office to office on a regular basis. The sales team is equipped with smart phones and other mobile devices and needs to be able to print documents quickly and easily wherever their work takes them.

The communications services provider used another vendor's printers for its office equipment and expressed the need for a print solution to accommodate the requirements of its mobile sales team. The office solutions provider was unable to deliver on the customer's requirements.

Results and Benefits

Xerox engaged in negotiations with the provider for nearly five months. The provider's IT Director was eventually won over by Xerox® Print Services (XPS) and the Xerox® Mobile Print Solution. The result was the placement of 156 Xerox® multifunction systems, 101 of which were equipped with the Xerox® Mobile Print Solution.

"When our regular provider of office solutions couldn't provide us with a print solution for our mobile sales team, Xerox answered the call."

To learn more about Xerox® Mobile Print Solution, go to www.xerox.com/mobileprint.

