

## 5 Key Considerations for Your Managed Print Services RFP

AD Solutions Orlando HQ

Office: 407-783-8220 | Fax: 407-412-6926

Address: 653 West Michigan Street Orlando, FL 32805

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In the past few years, companies and organizations around the world have experienced sudden changes that have altered the way that their employees work. To support hybrid working, it is important for organizations to have workflow solutions for those working from home and hybrid. Here are five matters to consider when choosing a managed print services (MPS) vendor before submitting your next request for proposal (RFP).

1:

## **Does the MPS provider support remote and office-based working?**

You will need to oversee your company's printers from a main platform for support and visibility, regardless of whether employees are working in the HQ office, branch offices, or their own homes. Your MPS solution should give your IT teams total visibility over print usage and expenses to assist the IT team in managing the billing of the entire fleet under one contract.

The service should also allow work-from-home employees to set up their office printers in any location, as well as automatically restock printer cartridges when they run low, saving time that is usually spent on ordering expense reports.





**2:**

## **Does the MPS provider consider the wider security strategy of the company?**

To protect your printer network against hackers, your MPS security should be just as strong as the security strategy of the company as a whole. Your MPS vendor should have factored in security considerations at the firmware, hardware, software, and cloud-connections levels while having a deep understanding of how the print environment sits within the IT infrastructure of the company.

Seek out a technology provider that can offer you expert security advice and one that can cover security considerations across your entire endpoint device estate, not just printers.

**3:**

## **Is the MPS provider cloud-ready?**

Printers are at the intersection between physical, paper-based workflows and the digital world. Whether they are simple date-to-print devices or more complex machines, your conditions need to be cloud-ready to collaborate with other technologies.

To learn if the MPS vendor can provide a cloud-ready solution, be sure to ask if its printers are designed to function within a large enterprise endpoint environment based on cloud infrastructure, in conjunction with cloud-connected workflow solutions.





4:

## **Will the MPS provider help me achieve my sustainability goals?**

Many organizations have climate change at the top of their minds and have now committed to environmental sustainability goals. Your vendor network is a vital part of the sustainability agenda, so you should check if they are certified carbon neutral. Also, consider how the vendor's commitments to sustainable and ethical practices align with those of your company.

5:

## **Will the MPS provider support me in developing an outcomes-based improvement roadmap for the future?**

Your MPS provider should aim to understand your company's objectives and priorities before matching the solutions, services, and hardware to help achieve them. MPS providers can also extend the service to solve broader organizational challenges such as driving digital and hybrid workflows. A dedicated MPS provider should have regular intentional business reviews with key members of your company. This ensures that everyone is united on the priorities and performance metrics for progressive results.

## **Contact Us Today**

AD Solution is an MPS provider that you can trust. To learn more about our professional print services, please contact our office today at 866-691-6347.



# AOD Solutions

At AD Solutions, we carry a comprehensive selection of cutting-edge print solutions to help streamline professional tasks and projects. Contact our office today to learn more about these options and which ones are right for your unique organization.

407.783.8220 | [myadsusa.com](http://myadsusa.com)

## Orlando Headquarters

653 West Michigan Street,  
Orlando, FL 32805

## Jacksonville

8384 Baymeadows Rd, Suite 3  
Jacksonville, FL 32256

## Deland

120 South Woodland Blvd,  
Deland, FL 32720

## Melbourne

1964 Diary Rd  
Melbourne, FL 32904

## Grant

531 West Grant Street  
Orlando, FL 32805

## Tampa

100 S. Ashley Dr. Suite 600  
Tampa, FL 33602

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