



AYOH



COMPANY

PROFILE

PAPER SERVE
WHAT YOU CAN MEASURE, YOU CAN MANAGE

CASM
CONTRACT + ASSET MANAGEMENT

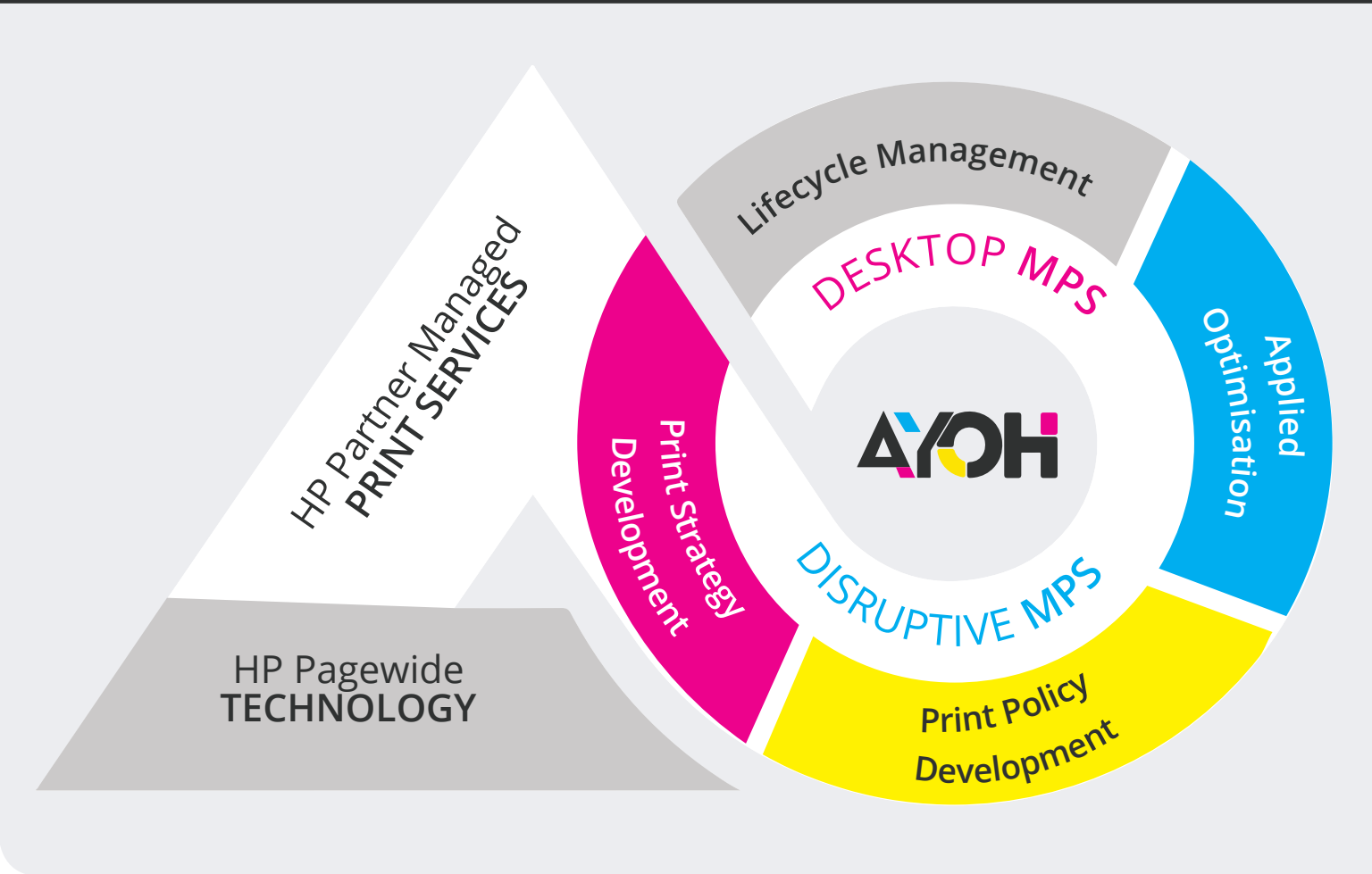
 **DocuWare**
GOLD PARTNER
2020

DCI SCANNING

 **3manager**



OVERVIEW



A growing number of organisations are learning how to get the most out of their imaging and printing investments. They are taking a more **strategic approach** to acquiring, managing, securing, supporting and disposing of the assets involved in printing, copying, scanning and faxing. They have right-sized printer fleets, and multifunction devices (MFDs), educated end-users and embraced networking technologies. Many are now focused on **automating document and information workflows**.

In these new and improved environments, organisations often discover that it's not enough to pay attention to which technology, services and solutions are deployed. They must also remain attentive to how they are managed over time. When improvement projects are deployed without policies or governance, the imaging and printing environment can quickly devolve back into a sub-optimal state.

AYOH will provide people, process and technology to deliver a comprehensive Managed Print Service to your business. The Managed Print Services Strategy will deliver services that ensure your print requirements are aligned to your company's strategic objectives. A managed print service is a long-term commitment to improving the way documents are consumed in an organisation. **AYOH** will provide ongoing expertise, cutting edge technology and support to ensure this strategy is relevant and objectives are met.

HOW IT WORKS

MANAGED PRINT SERVICES

MANAGED ENVIRONMENT

FLEET OPTIMISATION

OPTIMISE WORKFLOW

DEVELOP PRINT POLICY

COMMUNICATION & CHANGE MANAGEMENT STRATEGY

DEPLOY MPS SOFTWARE

RETIRE THE USB FLEET

CAPTURE & ROUTE

BILLING AUTOMATION

FLEET REFRESH

SCAN & DIGITISATION

UNIVERSAL PRINT DRIVER

DESKTOP MPS

LARGE JOB ROUTING

CONSUMABLE MANAGEMENT

HP SLA DEPLOYMENT

SECURE RELEASE

HELP DESK SUPPORT

NETWORK ALL DEVICES



PAPER SERVE
WHAT YOU CAN MEASURE, YOU CAN MANAGE

CASM
CONTRACT + ASSET MANAGEMENT

DocuWare
GOLD PARTNER
2020

DCI SCANNING

3 manager

PRINT STRATEGY ASSESSMENT

AYOH can offer an initial Print Strategy Assessment and work with your company to understand all elements of the existing print environment. This will include all print, scan, copy & fax hardware. It will also include a high-level overview of the document driven processes within the company in order to measure the suitability of the existing infrastructure and how this infrastructure delivers on the balance between cost-effectiveness and efficiency in the business.

The consulting service to your business seeks to achieve the following through software deployment, on-site assessment and end user interviews:



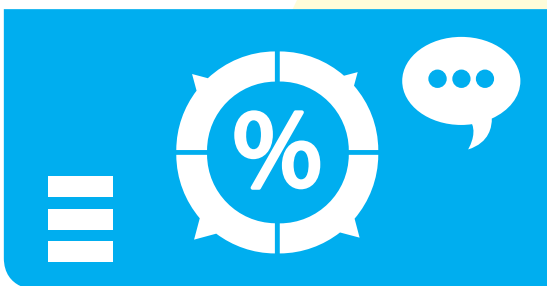
A COMPREHENSIVE ASSET REGISTER



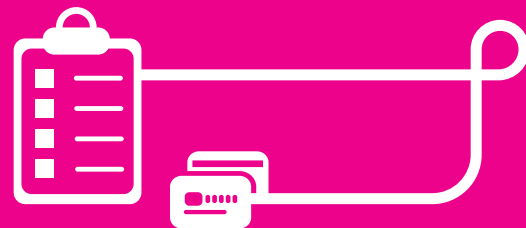
A TOTAL COST OF OWNERSHIP REPORT (PER DEVICE & IN TOTAL)



AREAS & RECOMMENDATIONS FOR IMPROVEMENT

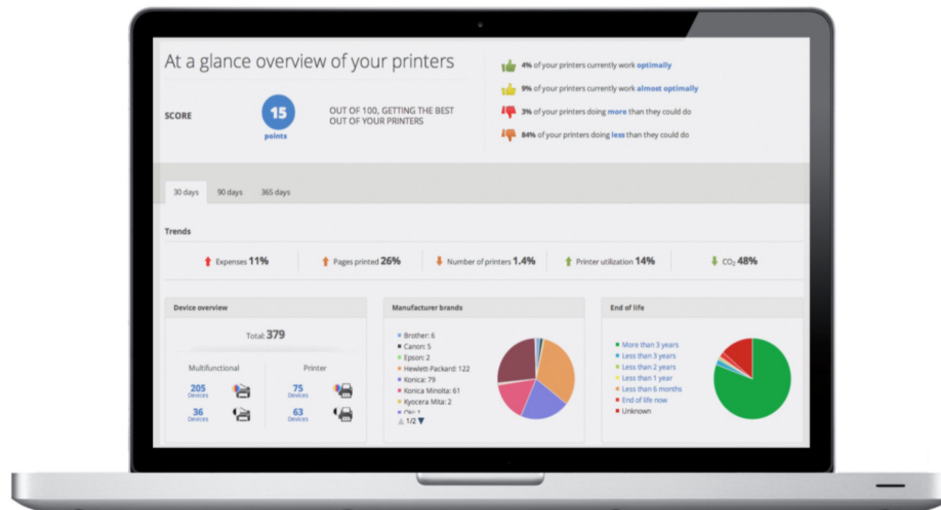


EFFECTIVENESS OF THE EXISTING PRINT & DOCUMENT STRATEGY (HIGHLIGHTS & ALERTS)



A PRINT STRATEGY RECOMMENDATION REPORT THAT CAN USE TO APPROACH THE MARKET FOR PRICING & SOLUTIONS

PRINT MANAGEMENT SOFTWARE



AYOH's 3manager is a cloud based software solution designed to manage output devices, related costs & contracts and discover business opportunities in an easy and time saving way.

AYOH will deploy the solution to create a transparent & accurate view of the activity on your print fleet.

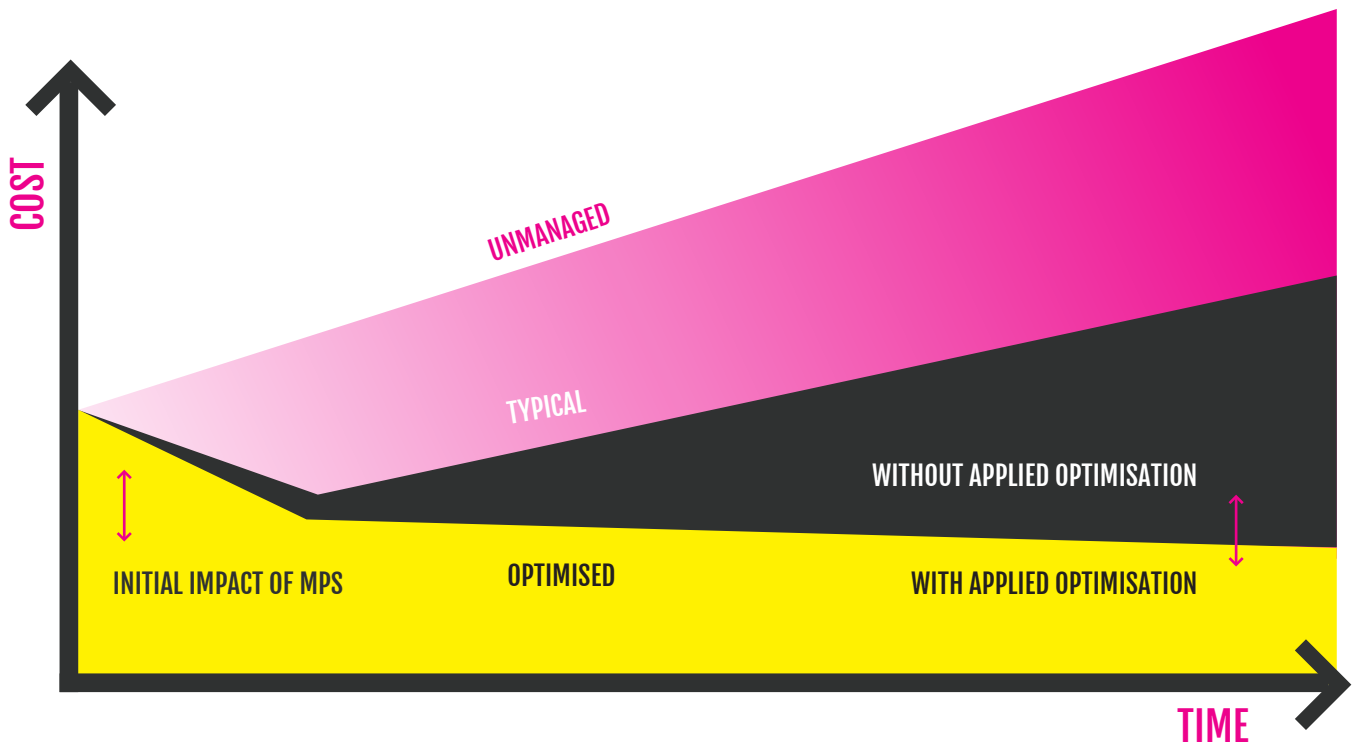
3Manager will help us to be proactive in the management of your fleet and includes the following

- BI summary dashboard for network & local devices
- Alerts
- Supplies ordering & replacement tracking
- Downtime estimations
- Meter reading
- Pages printed tracking & reporting
- Green profile dashboard
- Simple print job tracking
- Contract management
- Total Cost of Ownership with benchmark
- Billing report
- Financial alerts (increase in cost + volume)

APPLIED OPTIMISATION

Our applied optimisation methodology provides ongoing measurement and analysis of the entire operating fleet, both at the device as well as the user community.

This includes the development of strategic recommendations that will yield cost and productivity improvements, based on established criteria such as age, lifetime utilisation, Total Cost of Ownership (TCO) and performance.



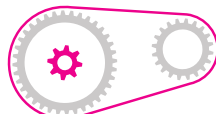
APPLIED OPTIMISATION FOCUS AREAS



PEOPLE

Understand the business requirement for printing in each department. Continuously assess the ability of the printer fleet to meet the user requirements.

Ongoing training to ensure best use of the infrastructure.



PROCESS

Identify where print volume can be reduced or printed more cost effectively.

Identify document driven processes that should be earmarked for digitisation & improvement.



TECHNOLOGY

Propose new technology, software & services that will enhance the print strategy and the document lifecycle.

DISRUPTIVE MPS

AYOH are a small, entrepreneurial company. Our aim is to disrupt the traditional office automation industry. This industry has a poor reputation for not being transparent in their dealings. Promises are made on solutions that will reduce printing but a large portion of their revenue is tied into their client's continued printing and growth of this printing. Sales representatives are also held accountable to the number of machines sold and most cannot follow through on promises of efficiency solutions as they need to move on to the next "box" sale.

OUR DISRUPTIVE PRICING MODEL IS AS FOLLOWS:

We show our client's our landed price from our selected HP distributor and then add delivery and installation costs to this price. We will then add an agreed mark-up and Applied Optimisation hours per quarter for the duration of this contract. This mark-up percentage and amount of Applied Optimisation hours is decided through negotiation with the client and based on the client's environment, requirement and scope for us to make a positive impact within the business.



AYOH APPLIED OPTIMISATION

- Project plan and implementation of MPS projects.
- Discover and implement future cost saving exercises
- Design and optimise print strategy
- Investigate, recommend and implement roll-out of print management solution.
- Identify document intensive workflows which can be improved, digitised or streamlined with effective document management.

DESKTOP MPS

For years, Document Management companies have been shaping client's environments into centralised printing. The two major reasons for this was lower running cost of centralised devices and the ability to manage centralised fleets.

This however caused issues in certain work environments as this policy does not take into consideration certain factors such as specialised requirements, accessibility and mobility concerns, security and confidentiality, convenience and privilege.

A combination of the HP pMPS and low running costs of HP's PageWide desktop devices, a managed, cost-effective desktop MPS solution is now possible. This allows a hybrid solution aligned with your business's requirements and policies are the driving decision making factors in your print fleet and not prohibitive cost factors.

AYOH will look at designing a best of breed hybrid solution and make recommendations to manage, control and possibly standardise your current desktop environment.

Environment



- Reduce impact of toner wastage

Data Driven Decisions on future purchases



- Reduce amount of print devices in next contract cycle.

Increased functionality



- New technology and standardisation

Print Management Compatible



- Ability to implement print policy across all users

Fully managed HP MPS Service



- Just In Time Consumable Ordering
- HP Incorporated Technical Support
- HP Remote Management
- Full Service Break-Fix SLA
- Increased Security

Print Policy and Print Management



- Reduce Overall amount of prints.
- Ensure high volume jobs routed to most cost-effective machines.
- Eliminate abuse
- More accurate billing to cost centres

Remove burden off procurement



- Less suppliers to administer
- Less consumable procurement processes per month
- No more procurement decision process in purchasing new devices.
- To desk delivery of supplies - reduce burden of distribution of consumables.

Remove burden off IT



- Break Fix Support and Remote Management from HP
- Reduce downtime time through proactive alerts



HP PARTNER MANAGED PRINT SERVICES

AYOH is one of a few hand-selected and certified HP pMPS (partner Managed Print Services) Premier partners in South Africa and probably the smallest partner in the world. HP have entered into this partnership because of the shared ideology of focusing on the people, processes and technology, NOT just on the printer.

AYOH has access to the groundbreaking print technology of HP including their new A3 laser and PageWide range.

Service, support and consumable delivery will be from HP. The service level agreement will be between your company and HP. HP monitor your print fleet remotely and then offers automated service calls, automated toner replenishment and accurate, hassle free billing.

LEVEL PAY

Level Pay is a pre-defined monthly fee to cover the estimated usage of supplies, services and support. The monthly fee is adjusted every year, on the anniversary of the contract start, based upon actual consumption of toner/ink cartridges used, and the Client is invoiced monthly in arrears.

BASE + CLICK

This is defined as a Base fee per month for each device type in the fleet and a variable charge (Click) for mono/colour page printed on that device.

Clients are billed monthly in arrears for the actual quantity of fleet devices under contract and the pages printed on the devices during the month.

COST PER PAGE (CPP)

The client is billed a specific cost per page (Click) for every device type in the fleet for the pages printed each month.

The cost per page is based upon the initial estimated mono/colour page volumes that are expected to be printed.



PERSONAL TOUCH

This pMPS partnership means your company gets the personal touch and commitment of AYOH, a small, flexible, entrepreneurial company and the backing, assurance and know-how of HP, one of the world's largest companies



ENTERPRISE CONTENT MANAGEMENT

We offer a comprehensive, complete solution for securely archiving business documents of all types, making them available in a flexible way, and using them efficiently. Regardless of the format and source, the professional enterprise content management system automates business processes and workflows by managing and linking documents electronically.

The basis for this is the structured storage of documents in a central document pool. Every employee with the necessary authorisation has access to all information needed for their work – regardless of whether they are: at their PC in the office or on their smartphone when on the move. All interrelated documents concerning a customer, a project, or a business process are available within a few seconds.

HOW DOES IT WORK?

Content capture and ingestion



STEP 1: GET THE DOCUMENTS INTO THE SYSTEM



Email



Scanned Documents



PDFs



Mobile Capture



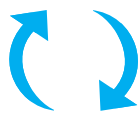
Office Documents



eForms

STEP 2: INTELLIGENTLY PROCESS DOCUMENTS

Process automation
Exception handling
Document classification
Rules-based routing



Mobile workflow
Data enrichment
Image editing
Intelligent indexing

Process intelligence and workflow



Content view and decision making



STEP 3: REVIEW AND OPTIMISE



Integration



Reports



Search



Mobile Apps



Browsers / Web portals



Sharing

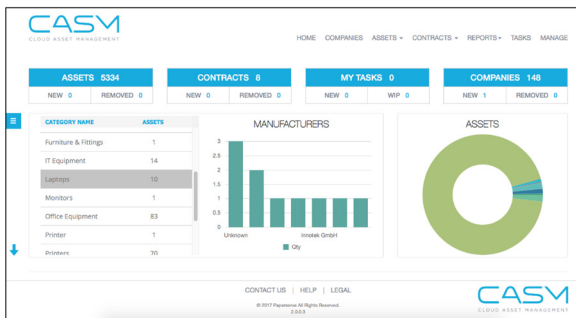


GOLD PARTNER

2020

ASSET TRACKING

Unlock the power of the barcode. Let us assist your business in automating the process of tracking and managing your networked assets, fixed assets and inventory. The Company Formerly Known as Always On can provide an end-to-end solution from the system itself, the barcode printers and scanners, and the labels.

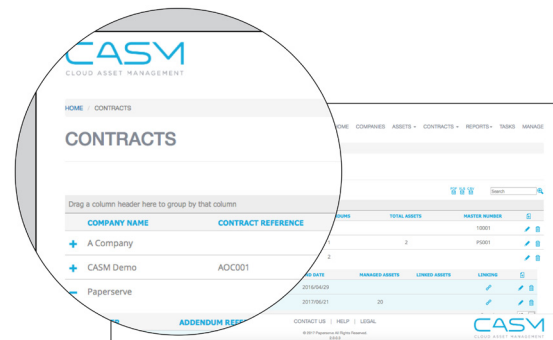


CENTRALISE YOUR ASSET MANAGEMENT

The CASM Dashboard gives you a secure, 24/7, interdepartmental view of all your assets. Its powerful, flexible features allow you to drill-down and track asset movement around your organisation. You can view, comment on, manage and report on either assets from an IT, Operational or Finance point of view.

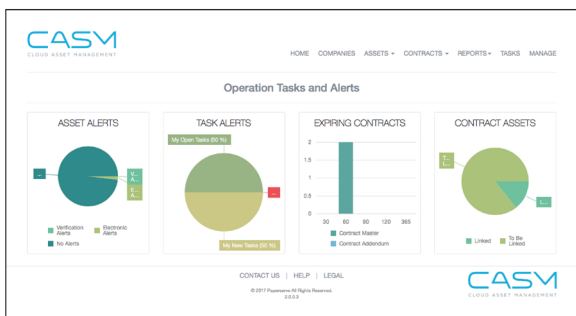
SIMPLIFY CONTRACT MANAGEMENT

CASM is also the key to managing your company's contracts as you load and link contracts to registered assets. Easily match invoices against contracts and related assets. Cut out costs associated with evergreen contracts and remove ghost assets that have already been returned to the vendor or discarded.



STAY IN CONTROL OF EVERY ASSET

CASM ensures you stay on top of business decisions and lower costs with pre-configured alerts to remind you of routine tasks, scheduled maintenance and required operations for every asset. Set time-and-date specified tasks to optimise the day-to-day running of your assets and receive detailed reports on all your physical and networked assets.



TRACK ASSETS ANYWHERE, 24/7

CASM offers you a secure, quick and reliable asset data input and verification method with our Mobile App. Empower your users by allowing them to use their personal mobile devices to register, check in/check out, track the movement of assets and gather and export asset data.

