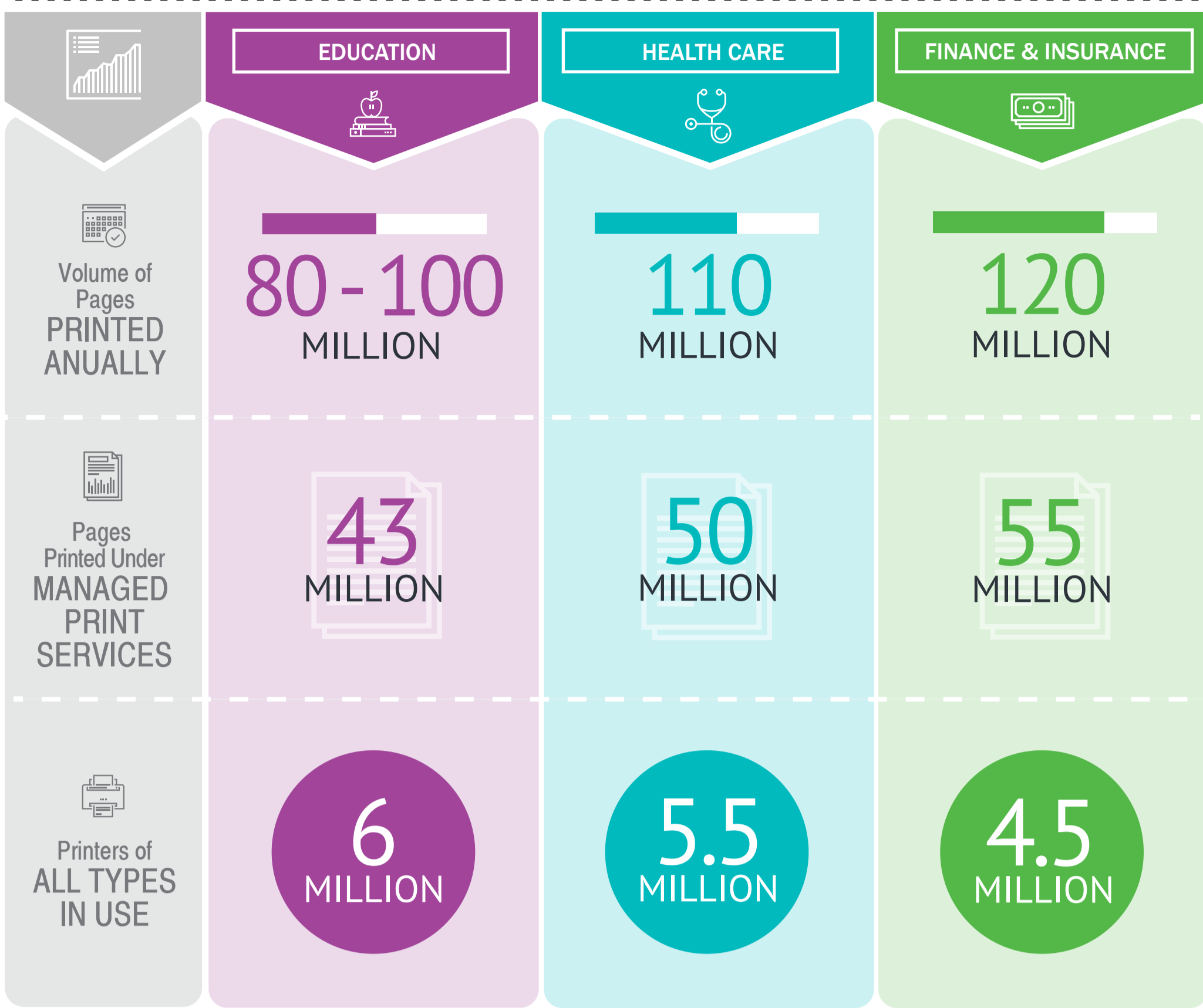


# Opportunity Abounds

Partners have plenty of chances to craft document-management solutions for vertical-market customers



Vertical customers experience unique document-management pain points that can be addressed by partners in a variety of creative ways.

Here's a sampling of some challenges & solutions in 3 prominent vertical segments:

## CHALLENGES

## SOLUTIONS

20% of all paper printed in school environments is waste.

Accounting software enables teachers and schools to **monitor print jobs** and restrict user access, **reducing wasted paper**.

Some educators require that students **submit hard-copy documents for coursework** so they can be marked up easily and returned for revisions, but would prefer a **digital solution**.

Education customers can use **cloud-based Learning Management Systems like Moodle**, allowing students to store, download, and submit coursework without requiring hard-copy notes.

The student **BYOD trend** is causing connectivity, security, monitoring, and print-cost control challenges.

Wireless connectivity and access control systems available with Xerox printers make **printing from mobile devices** simple.

**Multilingual student bodies** means having to distribute materials in multiple languages.

The Xerox platform makes easy work of scanning documents in one language and **printing copies in multiple languages**, ensuring effective communication among educators, students, and their families.

Source: The 2112 Group, "HOW TO: Streamlining Document Management Costs and Time at Schools and Universities," Oct. 6, 2016, <https://channelpartner.blogs.xerox.com/2016/10/06/how-to-streamlining-document-management-costs-and-time-at-schools-universities/>.

## CHALLENGES

## SOLUTIONS

Health care starts with lots of **patient forms that need filing**.

Xerox MFPs with custom applications will **digitize information from forms** and file appropriately to records systems.

Health-care providers regularly **survey patients**, creating a messy, paper-based collection of written forms that need filing.

Xerox ConnectKey MFPs are easy to program with a **survey application** that allows survey forms to be printed on demand along with a "scan-back" survey results icon at the MFP.

Patient information must be manually transferred to **insurance claim forms** and systems.

With Xerox ConnectKey, information from patient forms and treatment charts can be sent automatically to insurance companies for **claims processing**.

HIPAA requires health-care providers to **safeguard all patient information**.

Role-based and user-based access control features can be added to Xerox MFPs, **preventing unauthorized access to patient files**.

Source: The 2112 Group, "HOW TO: Solving Records Filing Headaches for Health Care Providers," Sept. 15, 2016, <https://channelpartner.blogs.xerox.com/2016/09/15/how-to-solving-records-filing-headaches-for-health-care-providers/>.

## CHALLENGES

## SOLUTIONS

Financial services and lending rely on paper forms. **Only 18% of loan applications are scanned**.

With Xerox MFPs, financial services firms can **scan documents and use custom apps** to route applications for review and approval.

Car dealerships generally require **separate forms to be filled out for car selection and financing**, an inefficient process.

Xerox MFPs make printing forms and scan-back options much easier, creating **instant delivery of a completed financing form** to a car dealership's financing firm without further fuss.

Government regulations require financial services firms to **maintain logs of financial records** for auditing purposes.

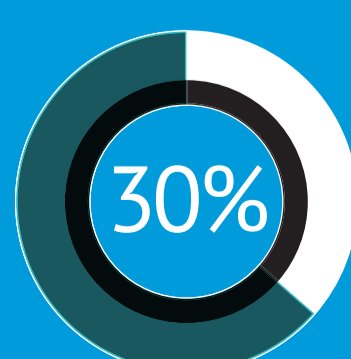
With Xerox document management applications, financial services firms can easily **track and audit records**.

Authorized third parties often **process loan applications** on behalf of clients.

Xerox MFPs can **e-mail encrypted files between banks and loan processors**, reducing costs and expediting customer service.

Source: The 2112 Group, "HOW TO: Helping Financial Services Firms Stand Out From the Pack," Oct. 20, 2016, <https://channelpartner.blogs.xerox.com/2016/10/20/how-to-helping-financial-services-firms-stand-out-from-the-pack/>.

Partners can wrap up all of the features and functionality of Xerox MFPs into a **MANAGED PRINT** package, reducing end-user printing costs by up to 30% and providing monitoring and maintenance services that ensure customers' mission-critical devices remain available and productive.



**SAVINGS**  
Reducing end-user printing costs