



[Top 5 Reasons Why You Should Choose Print Audit for your MPS Program](#)

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In my recent article, [Managed Print Services: the Theory, the Tools, and the Targets](#), I spent some time talking about those theoretical tools you should have at your disposal during an MPS assessment. Those of you interested in Managed Print Services (MPS), are keenly aware of the plethora of data gathering tools.

In my wide-reaching and varied research to bring technology to the hands of those on the front line, I have found a set of software tools that I would classify above all others, those produced by [Print Audit, The Print Management Company](#).

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My company first started with Print Audit's Assessor program several years ago, and found that it produced extremely accurate result sets lending credence to our output assessments. Next, we began utilizing the Rapid Assessment Key (RAK), primarily because I could put one in each account manager's hands for half the cost of the closest competitor - and the data was just as accurate. Now we were armed for both large and small account penetration.

However, Print Audit has once again stepped up to the plate and offered a new solution to accommodate for both pre- and post-sales management of output fleets, [Facilities Manager](#) (FM). Here are the top 5 reasons you should add FM to your MPS toolkit:

5. Print Audit's OEM relationships:

Relationships with the manufacturer's is extremely important. Print Audit has sought non-disclosure agreements with almost all (if not all) the major printer and mfp manufacturers to ensure the data reported is as accurately as possible. This ensures you can run your business with confidence.

4. Usability is obvious:

Along with accuracy, usability of a solution is paramount to adoption. Not only is the interface to manage your device fleet easy to navigate, the reporting is among the strongest in the industry - complete with wizards to help you create powerful reports delivered to your e-mail inbox or presented on your monitor when you request them.

3. The price is right:

Not less than 18 months ago, similar solutions were at a premium price - a price most medium business could not afford. This was quickly becoming a barrier to entrance. Print Audit solved this problem by entering the market with aggressive pricing.

2. SaaS (Software as a Service):

As proven by Salesforce.com, the SaaS model is extremely viable. It allows companies to utilize the benefits of software while not encumbering the overhead involved in maintaining it. Print Audit chose to launch FM as a Software as a Service (SaaS) model, thus reducing the acquisition cost for those dealers who chose to focus on their core competencies rather than managing a server farm and software updates.

1. Culture:

I've said it once, and I'll say it again: Culture is king... In working with Print Audit firsthand for the past 3 years, their staff have about the soundest character around. From account management to support, I always get response and always get answers.

It's one thing for a company to produce a solid product, but for a company to consistently be there for you as a person talking to another person, is just about unheard of.

Other Resources:

More information about [Facilities Manager](#).

Visit my company's branded offering, [RemoteFleet: printer fleet management](#). I should mention the site was designed and coded by [Dealer Marketing Systems](#).

[Ken Stewart's blog, ChangeForge.com](#), focuses on the collision between the constantly changing worlds of business and technology. Ken is also the Director of Technology at [Kearns Business Solutions](#).