

Northeast Print Supplies & Equipment
One Call. One Source. One Solution.
Toll Free: 1-866-710-2679

457 North Main Street
Pittston, PA 18640
www.northeastprintsupplies.com

PaperCut Print Management Solution
For Professional Services Cost Recovery

PaperCut™



PaperCut MF™
AUTHORISED
VALUE-ADDED RESELLER

Business



Partner

printsmart™
PRINT. TRACK. SAVE.

About PaperCut

PaperCut's print accounting and print management software has been developed over ten years to help organizations wanting to save money on excess printing. It's now in use in over 50,000 organizations across 100+ countries. With its roots implementing student print quotas in education (K-12, college to university), PaperCut has expanded over the years to professional services, corporations and government entities.

Today, PaperCut remains an engineering-led organization with a focus on technology rather than flashy marketing. PaperCut is the only true cross-platform print control software available, providing full support for Windows, Mac, Linux and Novell network environments. Our print management software is ideal for organizations of all sizes, from schools to engineering, graphic design, architectural, and accounting firms to advertising, legal and IT. PaperCut encourages the responsible use of company resources and helps to create an environmentally friendly workplace.

- First print version released in 1998, multifunction version PaperCut MF in 2007
- Vendor neutral (Windows, Mac, Linux, Novell and major copier brands all equally supported)
- PaperCut is used in over 50,000 organizations (60% Education – 40% Corporate / Govt)
- Sites range from 5 to 400,000 users

About Northeast Print Supplies



Northeast Print Supplies & Equipment is located in Pittston, Pennsylvania and is a Certified Value Added Reseller for PaperCut Print Management Software. We offer some of the most robust printing, copying, and software solutions in the industry. We also operate an online store with over 40,000 office supplies and technology items available for fast next day delivery.

Additionally, we are an Authorized Hewlett Packard Business Partner, Authorized Kyocera Dealer, and an Authorized Printsmart Print Management Dealer.

PaperCut NG Version

PaperCut Solutions for Professional Client Billing

PaperCut™ is designed for Professional Services firms of all sizes. PaperCut's advanced client software empowers users to allocate print jobs to specific accounts, allowing you to recover costs from clients, projects and/or departments. PaperCut NG professional client billing licensing option offers the Advanced Popup Client as standard for all users. So, even if you are not currently charging for these costs, it allows you to now see if your current fees are accounting for them. Plus, now you will have the option of redirecting larger print jobs to more cost effective printers.

Key Features for Professional Businesses

PaperCut offers a complete cost-recovery model designed to address all billing and cost recovery outcomes with a minimum fuss, so you can spend more time working and less time worrying about billing processes. Key features that comprise this industry-leading solution include:

- Advanced Popup Client – Provides a clean interface for staff to assign costs for each job to a cost center, project code, etc. Designed specifically for professional services, the advanced client incorporates keyword search, favorite accounts, recently-selected accounts, visual differentiation between child and parent accounts, and options to add comments or modify charges for each job.
- Account access – Easy to configure and maintain, partition the shared accounts available to each users, including by group memberships from Active Directory/LDAP/Open Directory
- Reports – With over 80 customizable reports, everything from your high level management meetings to individual performance review is covered.
- Integration with External Software – Industry standard file formats allow export and import of billing information and account sources.

Manage Your Print Environment, Yourself

Too often, a new organization-wide software solution means massive disruption, significant staff-retraining, lost productivity, ongoing headaches and high ongoing expenses from external consultants. PaperCut leads the industry for ease of install, user interaction and maintenance. PaperCut brings proven ease-of-use to what has been traditionally been an overly-complex solution space.

Result; streamlined user interfaces and workflows that unlock complexity only when required. Additionally, no matter the size of your IT support team, PaperCut delivers a feature-packed solution that they will be happy to administer, backed by our documentation and highly professional in-house support team.

Best Practices (Print flow Optimization)

Do you see your guidelines for printing ignored, with desktop printers handling thousand page print jobs while high volume printers sit idle, and duplexing functionality sits unused? Leverage core PaperCut features to improve your print workflow. Consider implementing the following:

- Automatically convert printed e-mails to grayscale
- Display automatic warnings if duplex has not been selected
- Divert large jobs to dedicated high volume devices
- Enforce your own rules with flexible scripting

Neutral to the Core (Vendor & Platform Neutral)

Have you made a technology decision that locks you in with a particular vendor or platform, limiting future choices? PaperCut is a platform and vendor neutral solution, an important requirement for professional organizations which often contain Mac or UNIX workstations used in design. It is the only print and copy management package that supports Mac, Windows, Linux, UNIX and Novell with no additional modules or licensing costs. You can even run multiple systems working together as one. In addition, no vendor is placed higher than another, and PaperCut strives to support the widest range of printers and copiers possible.

Create Environmental Awareness



Let your users see their environmental impact at-a-glance with the PaperLess Alliance widget (a small application that sits on the desktop). The widget supports *Do Something*, the non-profit organization behind many environmental initiatives including the Paper-Less Alliance (paperlessalliance.com).

System Administrator Benefits

- Simple installation- Deploy centrally on your server and track all printing. Client software is optional and not required for basic print tracking
- Fast, intuitive user setup- Automatically manage end users known to directory services such as Active Directory and LDAP
- Driverless printing- Web print lets end users print wirelessly from laptops and netbooks with no driver installation or server authentication. Web Print is fully integrated into PaperCut's standard print charging/accounting/quota process.
- Shared accounts- Users can easily allocate job costs to departments, cost centers, clients or projects with popup client software
- Full logging and reports- Over 50 one-click reports in standard formats (PDF, CSV, HTML)
- Database integration- Use the in-built database or configure to use your existing databases (MS SQL Server, Oracle, MySQL, PostgreSQL)
- Watermark every print- Automatically add a username or other information to the bottom of every page
- Digital signatures- Watermark all jobs with a digital signature to track document origin/source
- Hold/release queue- Release sensitive documents at point of printing
- Delegate administration rights- Grant specific rights by functional areas
- Intranet integration options and fully documented API and scripting interface

End User Benefits

- Intuitive, customizable web interface shows usage tracking, or runs silently
- Optional client software offers authentication, confirmation of print job cost, account balances and cost allocation
- Shows usage and impact by tree or by CO2 volume
- Show popups prompting users on situations such as not printing jobs duplex, attempting to print emails, or suggestion to print grayscale when printing from a web browser
- Deployment flexibility with options for highly visible quota or charging control to invisible silent tracking



How PaperCut Software can help solve common problems within your organization.

Ensuring every print job is accounted for and billed to the appropriate client/project is a fundamental need of a professional services business. How much effort is spent currently on this key task, and how accurate are the results?

Wasteful printing and large documents tie up our printers

You can set an upper document size to stop unusually large print jobs. Other filters include a maximum number of copies, color and duplex printing. There is even a filter to stop “double submitted” jobs caused by accidentally clicking the Print icon twice.

Users don't like change

PaperCut is designed to be phased into production. You can implement silent monitoring as a first phase, then add printer rules. Our Implementation Guide will show you how to roll out PaperCut without disrupting the workflow of your staff.

Print management systems are too expensive

Our special pricing won't break your budget because you won't pay extra for the number of servers, workstations, printers or operating systems on your network. Your savings from reduced consumption means that PaperCut is software that truly pays for itself!

We want a system that integrates with our current internet sites and policies

You can tailor the end-user web interface to look like part of your internet. If you want to further extend PaperCut or provide additional integration with your systems, you can use the full set of APIs included as standard with PaperCut, fully documented with example source code.

Deploying software on workstations is difficult and time consuming

PaperCut does not require software on each workstation. There is optional client software, but if you decide to use it, you can run it using the “zero-install” method that launches the software from the PaperCut server.

We don't have a large staff to install and administer a print management system

PaperCut is self-maintaining with features like automatic synchronization with users, groups and printers, automatic configuration of new user accounts, and automatic periodic quotas. Browser-based one-click reports and scheduled automatic email reports make it easy to monitor and report activity.

Our IT department is currently "reactive" to printer issues

PaperCut automatically tracks printer errors and can be configured to send email or SMS messages to admin or helpdesk staff when a printer requires attention. Now they can become "proactive" to issues and problems.

Powerful System Tools

Open System – Vendor Neutral

PaperCut NG is an open, vendor neutral solution. It has a robust API that can be used by programmers to automate functions and interface with third party systems. The system is designed using open standards and supports all major server and workstation operating systems. All versions of PaperCut for all operating systems are generated from one code base so new features and improvements are available simultaneously on all platforms. PaperCut is supported directly by its developers, a friendly and approachable team. All customers are provided with source code access.

User Management

- Automatic User Import
- PaperCut automatically synchronizes user accounts with leading directory services such as Active Directory, Open Directory, LDAP, eDirectory, etc. Import end user details from:
 - The full domain
 - A selected group within a domain
 - An organizational unit
 - A spreadsheet.

Account Creation Rules

- Move to a fully self-administering system by defining rules to enable PaperCut to automatically create new user accounts on demand based on group membership. Define new account properties including:
 - Access and security rights level.

Load and Error Report Loading

The load carried by each printer is clearly displayed in the administration interface. IT managers can use this information to determine where additional printers may be required, or detect printers unsuitable for the situation or location. The system can also email administrators on error events such as paper jams or low toner.

Page-Level Color Detection

Use the advanced charging interface to enable page-level color detection. This "looks" at each page of a document and detects the use of color. Clients are only charged the color rate on pages that have color, providing a more precise charging method.

One Click Reporting

PaperCut offers more than 50 reports out of the box, in PDF, HTML or Microsoft Excel (.csv) format. Access reports from any web browser, or schedule them to be automatically generated and emailed. You can set up reports to use your own header, and create reports with custom data by specifying date ranges, filtering and sorting by the data available.

Advanced Filtering and Restrictions

Use PaperCut's job filtering and/or advanced scripting control to implement print policies and improve device utilization. Options include:

- Route large jobs to dedicated high-volume printers
- Ask end users to confirm single sided output
- Delete duplicate jobs or those with incorrect paper sizes automatically
- Discourage printing of emails via popup warnings
- Enable limited free printing during class times
- Suggest alternate printers when a device is offline
- Build your own rules with advanced print scripting.

By combining PaperCut's filter rules, administrators can improve printer use, minimize queue hogging, and avoid wasteful print jobs. For more advanced control, use print scripting. PaperCut includes dozens of pre-built recipes and a simple JavaScript IDE to help you build your own scripts.

PaperCut NG Professional Client Billing License Pricing

PaperCut does not require mandatory yearly fees so, once you have purchased it, you own it.

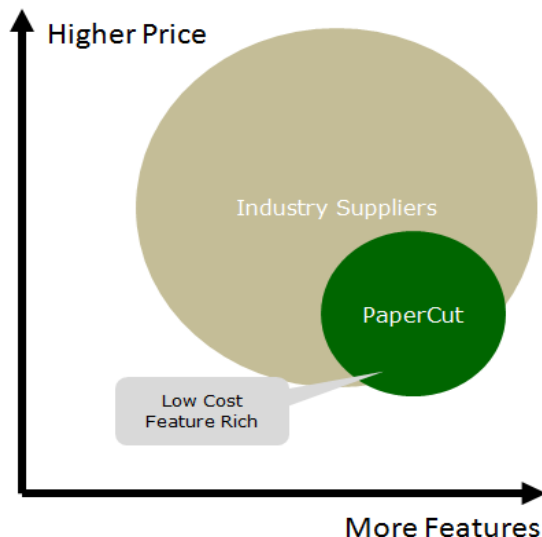
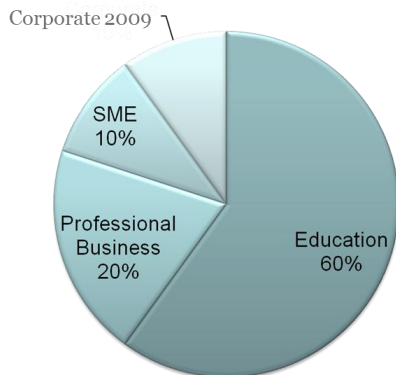
| | | | | | | |
|--------------|-----------------|-----------------|-----------------|-------------------|-------------------|-------------|
| Users | 25 | 50 | 75 | 100 | 150 | 150+ |
| Price | \$575.00 | \$750.00 | \$925.00 | \$1,100.00 | \$1,450.00 | Call |

PaperCut Return on Investment

Return on Investment (ROI) is an important consideration in most network technology procurements. Calculating the return in financial terms can be tricky for IT projects because the benefits and savings are often difficult to quantify. You will not have these problems when you calculate the ROI for PaperCut because the savings are direct. The savings are implementation dependent, but simply monitoring printing will normally yield a 10% - 20% savings over an unmanaged print environment.

Market Share

Education has traditionally been PaperCut's largest and quickest growing market, however due to onboard functions and "Find Me" secure print, Corporate is becoming a growth market.



PaperCut MF Version (Copy, Print, Fax and Scan Control)

Today's multi-function devices (MFDs) and copiers are smarter. They have touch screens and the ability to run embedded software directly on the device itself. This new technology has allowed us to bring our popular print management software into the MFD space to track off-the-glass usage - copy, fax and scan. Just like PaperCut NG, PaperCut MF remains vendor agnostic, continuing to support all operating systems and as many MFP/copier vendors as possible. PaperCut MF is the easy way to automatically monitor and manage copying and printing in your organization, giving you control over your costs and environmental impact. PaperCut MF intercepts print jobs on the print server and analyzes them, applying rules to enforce your print policies.

Cut Waste and Your Carbon Footprint

Encourage responsible printing with PaperCut MF quotas and print policies, cutting paper and toner costs and power usage. At-a-glance reporting on CO2 and carbon emissions – by CO2 volume or by tree – shows the impact.

Apply Print Policies Enterprise-Wide

With PaperCut MF, printing requests are intercepted at the print server to control jobs according to policies that encourage or enforce good behavior. Use job filtering or advanced scripting (JavaScript) to implement policies and improve device utilization. For example you might route large jobs to dedicated high-speed printers, display popups to ask end users to confirm single sided output, automatically delete print jobs with incorrect paper sizes or suggest an alternative printer when a device is offline.

Offer Driverless Web Printing

Simplify printing with Web Print, a unique PaperCut MF feature that allows end users to print wirelessly from laptops and netbooks with no driver installation or server authentication. Web Print is fully integrated into PaperCut MF's standard print charging/accounting/quota process.

Enable Find-Me / Secure Print Release

PaperCut MF protects confidential documents and slashes the volume of unclaimed printouts by ensuring users release print jobs at the point of printing. With Find-Me printing, users queue print jobs to a virtual queue, and then release them for printing on a specific printer. Secure Print Release requires user authentication before printing, ensuring that only authorized users can print and collect sensitive documents. PaperCut MF can also be configured to require print approval, ensuring managers, teachers or sys admins authorize the printing of any job.

Monitor and Report on Usage

Real-time monitoring and reports address all areas of print/copy/fax/scan management, ranging from detailed page logs to summaries by user, department, device or environmental impact. PaperCut MF offers more than 50 reports out of the box, in PDF, HTML or Microsoft Excel (.csv) format. Access reports from any web browser, or schedule them to be automatically generated and emailed. You can set up reports to use your own header, and create reports with custom data by specifying date ranges, filtering and sorting by the data available.

Integrate with Your Intranet and Other Systems

A customizable web interface ensures you can easily integrate with your intranet site, and a fully documented API and scripting interface let you integrate PaperCut MF with other IT systems.

Deploy Simply

An installation wizard installs server software and then proceeds to automatically detect printers and multi-function devices on your network. Create users and groups automatically from directory services including Active Directory, Open Directory, Novell eDirectory or LDAP. Install wizards help you define user access rights, page costs and quotas. Client software is optional and can be run directly off a server share avoiding the need to install/deploy locally. PaperCut MF integrates with printers and multi-function devices from major vendors. As your fleet changes, simply install PaperCut MF on your new devices.

Administer Centrally, Manage Easily

PaperCut MF provides browser-based administration access from any network location, providing advanced administration and configuration options in an intuitive user interface. End users have access to a set of web tools to track their own activity in real-time, query their account balances, view transactions, and transfer credit to other users.

Scale Up Effortlessly

Modern software design and architecture provides scalability for networks of all sizes, from five to 500,000 users. Regardless of the number of servers and end users on your network, PaperCut MF will scale to meet your needs.

Maximize Uptime and Availability

PaperCut MF delivers a robust approach to maintaining service by clustering at the print spooler, application server and database (for cluster-aware databases), as well as automatic fail-over protection against single points of failure.

How does PaperCut MF differ from PaperCut NG?

Both PaperCut MF and NG are very similar and at a technical level share the same code base. The difference is that PaperCut MF has the ability to interface with hardware devices (e.g. MFPs) to deliver extra features. Examples of this integration include:

- Embedded software that runs on the Copier or MFP to track and control access (e.g. copier use) at the device.
- Integration with 3rd party copier hardware terminals and controllers for devices (MFDs and printers) that don't yet support embedded or onboard solutions.
- Network card readers to facilitate secure print release and find-me printing via card swipe at any print device.
- Cash payment hardware - enabling users to reload their PaperCut MF user account in pay-per-print environments.

All other features, including general print tracking, print quotas, rules based printing and driverless web print, etc. are identical on both PaperCut MF and PaperCut NG.

PaperCut MF Professional Client Billing License Pricing-Available Upon Request
Note: Current PaperCut NG Customers will receive a 50% Discount on an upgrade to MF.

Technical Specifications

Scalability:

Suitable for networks of 5 to 500,000+ users

Architecture:

Single server or multi-server environments

Monitor locally attached printers

Client software is optional

Available in 20+ languages and currency formats world-wide

Licensing:

Enterprise-wide license: unlimited printers, servers, and workstations

Licensed based on number of end users

Open Systems:

Open documented database schema

XML Web Services API with sample code

Supported Server Operating Systems:

Microsoft Windows Server (any edition including 64-bit and server core)

Mac OS X Server (10.4 or higher)

Linux (any modern distribution)

Novell OES Linux and iPrint

Supported User Directory Services:

Active Directory (native integration including nested groups and OU's)

OpenDirectory

eDirectory

LDAP

NIS, PAM, Samba, and others.

Supported Workstation Operating Systems:

Microsoft Windows (any edition)

Mac OS X (10.4 or higher)

Linux (any modern distribution)

Unix Workstation (Java required to run client software)

Printers:

Almost all major laser, inkjet, label and wide-format printers.

Supported print languages: PCL, PCL6, HPGL, Postscript,

PCL-GUI, Ricoh RPCS, Epson ESC, QPDL, various GDI printers and many languages that don't even have names.

Supported Database Servers:

Self-managing internal database: suitable for up to 5,000 end users

Microsoft SQL Server 2000/2005/2008 (either 32 or 64 bit)

Microsoft SQL Express 2005/2008 (free from Microsoft)

PostgreSQL 7.1 or higher

MySQL 5.0 or higher

Oracle 9.2 or higher

Supported Cluster Environments:

Microsoft Failover Server

Microsoft Cluster Server

Veritas Cluster Server

Linux HA

Encryption:

SSL encryption used for sensitive client server communication.



We are so confident that PaperCut will help your organization save money we are willing to give you a free 40 Trial. We value your trust and would be privileged to service your account. I look forward to discussing the many ways in which PaperCut can better manage your printing and copying while reducing your costs. Thank you for permitting us to submit this information.

Sincerely,

Carmen Pitarra
President
Northeast Print Supplies & Equipment
carmenp@northeastprintsupplies.com
Toll Free: 1-866-710-2679
Email: carmenp@northeastprintsupplies.com