



First Technology Capital Newsletter

NRI Print Management Success Story: A Major Specialty Retailers Print Solution

Across America, businesses of all sizes are attempting to gain control of their hardcopy output cost in a drive to save dollars. Industry experts contend that anywhere from 3-5% of a company's gross revenues are spent on output. Traditional network printing and copying account for over 90% of the cost and for the most part are not controlled within a company. NRI Data and Business Products have established a Managed Print Program that has proven to save a company up to 30% on print and print associated expenses.

Recently, a major specialty retailer approached NRI with a problem and an opportunity. The retailer needed to gain control over the expense and the support of printing at one of their major US locations.

The Problem: Customer had multiple brands of devices with multiple support strategies and no visibility into their true cost of ownership.

The Challenge: Based on data, deliver a better, more cost effective print infrastructure without sacrificing productivity and customer satisfaction.

The NRI Solution:

First, NRI installed print management software tools with the goal being to gain access to accurate print data. The tools illuminated to the customer the number of the devices they had and what the associated monthly print volumes were. With this data in hand, the customer could determine the right device for the specific application. Devices were redeployed or retired with the goal being to optimize the current fleet with minimal capital investment. After the fleet redesign, the focus turned to ongoing management and support of the print infrastructure. The customer basically wanted their people out of the print management and support business in order to focus on the companies # 1 objective: ship product to their customers and produce revenue for the company. NRI brought a comprehensive solution to the table. NRI agreed to take over the day to day care pertaining to care and feeding of the network print devices.

NRI implemented the following:

Automated Supplies Fulfillment: NRI monitors the fleet and delivers the right toner to the right machine, just in time. No more stocking of the expensive supplies which resulted in significant cost savings to the customer.

Service delivery: NRI consolidated all of the service contracts and provided a one stop shop for service calls and service delivery.

Cost per page modeling: The customer no longer buys service contracts and supplies. They buy pages! This includes both supplies and warranties. This resulted in capital savings to the customer as well as a simplified billing process that was predictable and easy to budget.

In summary the customer is very pleased with the decision to allow NRI to manage their print business. The ROI for this project was less than 1 year and a similar program is currently under considerations at additional US locations.

Contact Us!

First Technology Capital, Inc.
1-800-382-3890
859-873-9905
www.ftc-us.com

FTC Continuity Services
856-427-5700
www.ftccontinuityservices.com

NRI Data and Business Products
1-800-828-3333
www.nridata.com

Email us with your contact
Information
ftc3890@ftc-us.com

Expert Advice from NRI Data - Printing Tips and Tricks!

Is it possible to print only a selected portion of an Outlook email message?

Say you receive an HTML-formatted message and want to print just a portion of it. You need to open the message, select the text you want to print, then choose File, Print. Because it's an HTML message, Outlook uses components that it shares with IE to render the message, and the Print dialog box that you see is actually IE's rather than Outlook's. Unlike Outlook's dialog box, the IE dialog box has a Selection option under Page Range. Choose that, then click Print.

The resulting printout will contain the typical email message header information plus the text you selected.

FTC Equipment For Sale!

FTC's equipment list consists of IT equipment, Item Processing equipment, printers and more!

The equipment will be sold with the following conditions:

Equipment will be sold "AS IS"

All equipment is currently under maintenance

There is no manufacturer warranty

Most equipment is still in use

There are multiples of each piece of equipment

Mail Equipment

Matchmaker III
Trim winders
Hasler J220 Mail System
NeoPost IJ105
Hasler WJS510 Scale
OfficeRight D1200

Check Mending Equipment

Check Stripper
Check De-Stripper
Samual P-725 Bander

Printers

UDS 131
UDS 136
UDS 142
UDS 143
UDS 144
UDS 423
Unisys 248e
Lexmark T522
Lexmark e332n
HP 1315
Brother DCP8040 Multi-Function
8090 Statement Printer
UHS 9370
UHS 9190

Transports

NDP 600 with Front and Rear Image
NDP1150 w/Encoder and Image
NDP1600 Transport w/Encoder and Image
NDP2000 Transport w/ Encoder and Image
Single Pocket Proof Encoder

Server and Communications Equipment

Nokia IP710 Firewall
Nokia IP530 Firewall
Poweredge 1650
Poweredge 1750
Poweredge 1850
Poweredge 2650
Catalyst 2950
Catalyst 3500
Catalyst 3750
Cisco 2600
Cisco 2621
Cisco 2800
Cisco 2811
7206VXR
Datacom 16100
Network Associates ET03 Sniffer
Network Instruments Sniffer HPE2X10X
Orthonics 48 Port Patch Panel
Netgear 16 Port FS116
Dell Powervault 220s
Unisys WMLAN408

FTC Continuity Services - Backing-up Critical Data Equipment

FTC Continuity Services provides advice to our disaster recovery customers on a daily basis. Below is information our FTC Technicians have recommended as critical tasks to prevent data loss.

- Identify the data and equipment that is critical to the operation and success of your business.
- Quantify how much space that data takes up. Is it 600 MB, 6 GB or 6 TB? The size will help you determine the media you need to back it up - CD, DVD, Tape, External Hard Drive.
- Determine how long you can operate without that information and equipment. Do you need redundant equipment standing by and ready in a couple of hours? Can you wait 2 days to get new equipment up and running?
- Verify your backup media
- Make sure you back up all the critical information and that you can read and restore it
- Store the backup media offsite in a safe location. You can't restore your backup media if it gets destroyed in the fire that burnt down your building

Learn How to Receive a \$25 Gas Card From NRI...

Give NRI Data a try and receive a \$25 Gas card for your first \$500 order. Call NRI today and learn how you can take advantage of this fantastic offer! This offer includes the following product categories: hardware, supplies, media, print service, storage, data center, managed print, pc/servers, and print/workflow.

Call 1-800-828-3333 for competitive pricing and excellent service OR visit us on the web— www.nridata.com

NRI Can Satisfy All Your Media and Storage Needs!

NRI carries media from all manufactures including Fuji, Imation, Maxell, IBM, HP, Quantum, Sony, TDK and Verbatim. Whatever you're looking for NRI has it and at a great price!

Contact NRI's Media Account Representative, Vinnie Vinci. Vinnie will assist you with all of your media needs and at the same time save your organization money!

Call 1-800-828-3333 for competitive pricing and excellent service!





Quantum Trade-In Program

July 1 - December 31, 2009

Receive discounts from \$250 to \$12,500 when you trade in your existing Quantum or competitive tape drive, auto loader, library or disk-based backup system and purchase a new Quantum SuperLoader™ 3 autoloader, PX720 or Scalar Series tape library, or DXiSeries disk-based backup system.



Making Corporate Computing Easier
A First Technology Capital Company

Quantum.

Backup. Recovery. Archive. It's What We Do.

©2009 Quantum Corporation. All rights reserved. Quantum, the Quantum logo, and all other logos are registered trademarks of Quantum Corporation or of their respective owners. Quantum reserves the right to cancel or amend this program at anytime.

For more information, visit
www.nridata.com or call us toll
free at **800.828.3333**

First Technology Capital, Inc.

FTC was organized in 1980 and continues to be the world's largest provider and lessor of MICR equipment to the financial industry doing business with 18 of the top 25 banks in the US. FTC buys, sells, and leases new, used and refurbished banking equipment manufactured by IBM, Unisys, NCR, BancTec and others. As Check 21 continues to change the equipment needs of the financial services industry, so has FTC modified its lease portfolio to better meet those needs. FTC also has a Parts and Engineering business designed to provide manufacturers, equipment refurbishers, third party maintenance companies and end-users with online access to parts needed during maintenance and refurbishment processes. In addition to the MICR services, FTC offers a comprehensive array of Business Continuity Services primarily aimed at the financial services industry. FTC offers state of the art item and remittance processing as well as workarea continuity solutions. With facilities in Cherry Hill, NJ, suburban Atlanta, GA and suburban Phoenix, AZ, FTC is well positioned to handle multiple disasters or regional outages. In 2008, FTC acquired NRI Data and Business Solutions, a print management services and supplies company based in Morrisville, Pennsylvania. This exciting acquisition has provided FTC the capability to provide customers with multiple solutions to meet the demanding business needs of today.