

KDFM Premier:

The Unique All-Inclusive MPS Program!

A SOLUTION FOR EVERY NEED!

"One of my customers, a law office, wants to secure its printing jobs and reduce the waste"

"My customers keep asking me for solutions to save money and lower their environmental footprint"

"I want to reduce the extra stock of cartridges left at customer site"

"I need to identify the excessive printing jobs to keep control of my cost per page"

"My top customer is a public accounting firm who wants to charge its printing costs by account"

KDFM Premier

Is an all-inclusive package that answers both dealer and end-user printing management requirements.

KDFM Premier

Is a suite of managed print services solutions that helps you manage and save on printing costs, while adding value to your customer proposals and ensuring customer loyalty.

► **Device Management**

► **Analysis**

► **Secure Print**

► **Rules-Based Printing & Recovery**



A Unique Solution for Both Device and Print User Management

Total printing costs (including supplies, maintenance and support) in an organization can represent up to 3% of its revenue and most of the time, they are hidden and underestimated. However, customers are looking for solutions to reduce these costs, whatever the solution is: harmonize the fleet, switch to MFPs, change printing behaviors, recharge costs on users, etc.

KDFM Premier is an easy-to-use and flexible solution that allows both the office equipment dealer and its customers to optimize efficiency and control their own costs.



YOUR BENEFITS

- Accurate and reliable meter reading solution
- Cloud-based system, with security permission
- Powerful alert filtering
- Projection of the toner depletion date
- Graphical and textual reports available
- TCO Calculation
- ERP interface with data export ability
- Recurring alerts eliminated
- Fast performance

Remote Device Management

How It Works:

KDFM Premier is a powerful and user friendly tool designed to remotely collect meter reads, facilitate supplies replenishment and report service cost information for managed printers, copiers and MFP fleets.

Automate Your Supplies and Service Management

Set up advanced smart alerts that predict number of days to toner depletion and reduce downtime and automatically collect meter reading & cost information to be potentially exported into accounting systems.

Increase Productivity

With appropriate toner level alerts, you can deliver replacement cartridges just in time and reduce drastically your inventory levels and the stock at customer's site.

With the TCO tracking and the service alert history, you can easily see and define the managed devices that need to be replaced. You're able to identify the costly devices and take appropriate actions.

Increase your sales opportunities by offering supplies for the "toner out" printers and create attractive cost-per-page sales proposals to replace your competitors devices.

Ensure Customer Satisfaction

Your customers receive their supplies just in time, before they need to call you to re-order. You reduce device downtime and ensure their devices run smoothly.

The KDFM portal can be fully branded with your company's name, corporate colours & logo and product name to make KDFM your customized MPS software.

KDFM is also fully compatible with our Automatic Toner Fulfillment (ATF) program that save you time, freight, and toner waste by providing supplies directly to the end-user, after your approval on the suggested automated order. Katun can assist you in each step of this complete suite of solutions with a full and customized training via webinar, backed with full support and a hotline managed by an expert MPS team.

KDFM:

Make your Business
Life more Productive
and Profitable!

Optimize your Costs
& Ensure Customer
Satisfaction



KATUN
DEALER FLEET MANAGEMENT

www.katun.com/eu

YOUR BENEFITS

- Value added to your MPS proposal
- Ensure client satisfaction & loyalty
- New hardware sales opportunities
- Predictable additional revenue
- Solid assessment tool for both networked and local devices

Track & Save

Print User Management

When companies manage their printing fleets properly, they can save up to 30% on overall printing costs. KDFM Premier helps companies identify their hidden printing costs, boost productivity by promoting printing rules to guarantee savings and security, and lower environment impact – all based on their site configurations and requirements.

Analyse the Right Printer for the Right Job

The Print Management suite from KDFM Premier is a license program that is easily installed on customers' workstations; it will first analyze the customer print environment: Who is printing? What? Where? When?

100% of the local, networked and direct-to IP devices are tracked automatically; printing inefficiencies and abuses are revealed and savings opportunities are identified.

Soft and Hard Printing Rules

Now comes the time to create eco-conscious users by informing them of their jobs costs and environmental impact prior printing, and encouraging them to select a lower-cost device, use duplex-mode or limit color usage; The companies might also decide to establish hard rules like preventing a job printing.

Recovery

Customers, like solicitors, architects, lawyers firms or insurance companies, have now the opportunity to recover accurately their detailed printing costs for each of their customers with the KDFM Premier Recovery program. Every print job is tracked and billed by prompting a client/project number or PIN code.

How It Works:

1. Administrator...
Sets up Rules with Track & Save Software.
Example : Require duplex & B/W printing for print jobs submitted from Outlook

2. User...
Initiates print job to nearby laser printer

Multi function Printer (MFP)

3. KDFM Track & Save
Rule recommends sending print job to duplex device.
User confirms recommendation and re-route to lower cost device

Laser Printer



YOUR CUSTOMERS' BENEFITS

- Save on printing output costs
- Enhance Document Security
- Reduce wasted pages
- Lower environment footprint
- Increase productivity
- Free up IT resources
- Gain control of printing environment
- Give mobile workers easy printing access

Track & Save Secure Printing

For organizations who want to eliminate stacks of unclaimed print jobs left at printers and increase document security, KDFM Premier also offers an easy-to-install and use management service. This service reduces wasted pages and prevents unauthorized viewing of confidential documents. The users can release print jobs through any device with web access including laptops, tablets PCs or smartphones.

How It Works:



1 User sends a print job to the printer.



2 Print job is placed into a virtual queue on a designated server.



3 User walks to printer and authenticates at a Secure Terminal or web enabled device.



4 Job is released and printed.

Track & Save

Help Your Customers to Reduce Costs While Increasing Your Profitability !



KATUN®

DEALER FLEET MANAGEMENT

www.katun.com/eu

Track & Save

Embedded

Embedded Is a software option directly installed on supported MFDs to manage copies, scans, faxes and prints from individual workstations, using the TRACK & SAVE program from KATUN.

Help recover document costs and increase printing security and productivity directly from the panel of the enabled multifunction device.

Features:

- Track and authenticate every copy, scan, fax job by prompting for a PIN number, project code or customer number.
- Create declining balances based on the job cost, total pages, color pages, etc.
- Set rules-based printing on color or duplex usage.
- Reduce wasted pages left at printers and environmental impact.
- Release print job at any supported enabled networked device.

Benefits:

- 100% software set up on desktops or on MFDs, no additional hardware required.
- Manage all the documents issued in your company with a single interface.
- Lower your costs and environmental impact.

Compatibility

The EMBEDDED option from TRACK & SAVE is compatible with supported HP, Sharp, Ricoh, Kyocera, Lexmark, Xerox and now Konica-Minolta.

SHARP: Embedded supported on OSA 3 platform devices or newer versions

RICOH: Embedded supported on Java 10 platform devices or newer versions

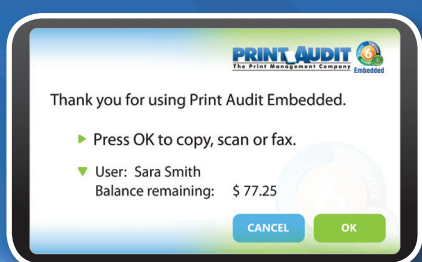
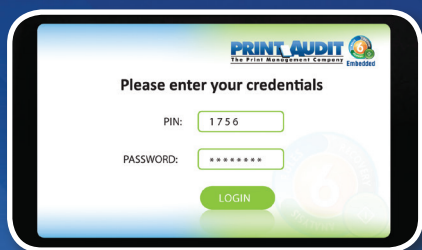
KYOCERA: Embedded supported on HyPAS 2 platform devices or newer versions

LEXMARK: Embedded supported on eSF platform devices

XEROX: Embedded supported on EIP platform devices

HP: Embedded supported on OXP platform devices

Konica-Minolta: Embedded supported on OpenAPI platform devices



All images shown above are from a MFD's LCD panel.

Embedded



**Want to get a trial demo or
get called back for a full presentation?**

Contact your Katun sales representative or sign up online at:
<http://www.katun.com/eu/kdfm-information-demo-request-form/>

KATUN®

DEALER FLEET MANAGEMENT

KDFM

Technical Information

SECURITY

WEB INTERFACE

SCANNING

DATA COLLECTION

DATA TRANSMISSION

DATA STORAGE

DATA HOSTED

Security

Keeping customer data absolutely secure and inviolate is key to our Dealer Fleet Management programs.

KDFM is compliant with EU law relative to the data protection level required in Europe. On 20 December 2001, the European Commission recognized that the Canadian Personal Information Protection and Electronic Documents Act (PIPED Act) provides adequate protection for certain personal data transferred from the EU to Canada.

As KDFM conforms to all the requirements of Canadian Law and the PIPED Act our European customers have adequate protection under the decision of the EU on the 20 December 2001.

http://ec.europa.eu/justice/data-protection/international-transfers/adequacy/third-countries-faq/index_en.htm

Once collected, the data can never be changed or edited by anyone. We will never share your customers' information with any entity for any reason without your express permission. You hold the key to who can access the data and what data they can access.

Our software and user interface is secured using RSA 1024 bit encryption, which is the same level of security as your online banking.

Web Interface

- All external access is via secure login (username and password) and only through the secure web application at: <https://dfm.katun.com>.
- Access to the secure web application uses 128 bit SSL encryptions.

Scanning

- SNMP scanning is done within the internal network only, via the standard SNMP port (UDP port 161).
- The Collection Agent (CA) uses unicast transmission to communicate to each IP address in the configured scan range. No broadcast packets are sent.
- A community string can be specified in the CA configuration if required.

CA Data Collection

- | | | |
|--------------------------------|--|-----------------|
| ➤ Printer name, make and model | ➤ Location | ➤ Serial number |
| ➤ IP address | ➤ MAC address | ➤ Page counts |
| ➤ Toner levels | ➤ Status / Alerts (e.g. out of paper, paper jam) | |

Data Transmission

- The CA connects to the programs server via an outbound connection only. There is no reverse connection made from our programs server to the CA.
- HTTPS is the default send method in the CA configuration window. This ensures that the data is encrypted during transmission using standard internet security protocols (128 bit SSL on TCP port 443). If HTTPS is not available, the CA will use HTTP as the send method.
- HTTPS (128 bit SSL) is the same security as is used in Internet banking or purchasing goods online from leading merchants.
- The server sends a simple acknowledgement that the data was received, but no other data is sent back to the CA in response to the transmission. This response is also encrypted in the same manner as the transmission itself.

Data Storage

- Our programs server is located in a physically secure environment.
- Our programs server is located behind a dedicated hardware firewall that blocks all external access except that which is required for Katun Dealer Fleet Management to function.
- The server is kept up to date with the latest operating system patches, security patches, and anti-virus updates.
- Server administration logins are restricted to a very limited number of authorized personnel who require access only for routine maintenance and backup purposes..

Data Hosted

Your data will be hosted in a 24/7 secure facility which includes:

- **Sufficient Bandwidth Capacity**

Excess Internet capacity so you never have to worry about your bandwidth.

- **Redundant Power Supply**

Power systems in our datacenter are designed to run uninterrupted even in the unlikely event of a total power outage. In the event of an extended power outage, diesel generators can run indefinitely.

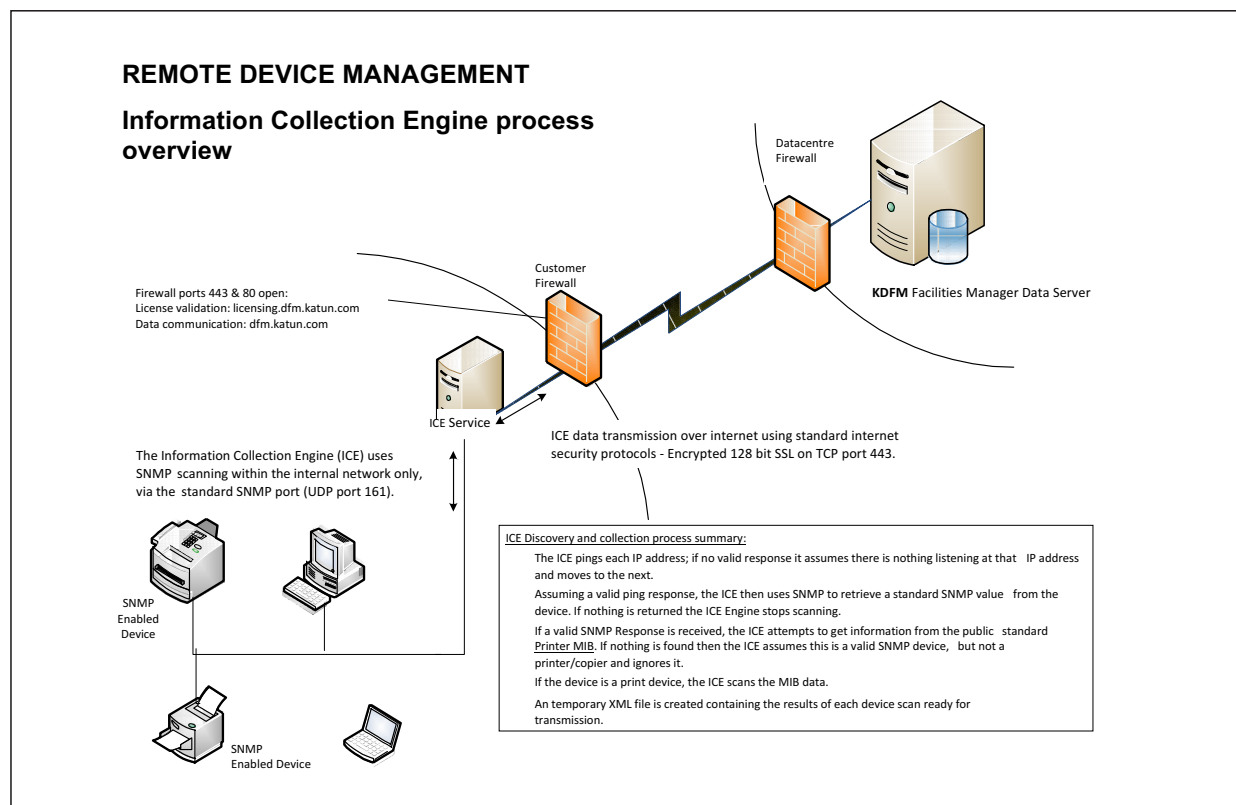
- **HVAC**

Air is circulated and filtered every 45 seconds to remove dust and contaminants. Liebert environment control systems ensure the data centre is kept at a constant temperature.

- **Fire Suppression System**

- **24/7 Video Monitoring for Security**

- **Man Trap Security Doors**



KATUN®

DEALER FLEET MANAGEMENT