

What is Lexmark Fleet Manager?

Breaking down barriers and helping you help people get to work is what Lexmark is all about. So how can Lexmark help you build a print practice for your customers?

Everybody says they can show you the perfect managed print services solution... but the competition can't really paint the picture. Only Lexmark has the tools to create a masterpiece for you and your customer. Lexmark Fleet Manager (LFM) is a proven way to get a print practice up and running virtually pain-free, and it offers a wide array of value-added services, hosting technologies and proven expertise. LFM can give your customers lower output costs and a more efficient operation while it gives you, the reseller, a powerful stream of revenue.

We know we can do it because we've done it before. We've developed and implemented complex service infrastructures for enterprise customers and rolled out large-scale service solutions for Fortune 500 businesses across the U.S. and around the world. LFM is a proven success that lets you tap into Lexmark's industry-specific vertical enterprise management expertise to deliver a similar scope of services to your customers.

Remember this: you are in control with LFM. You get the benefit of Lexmark's expertise and the support you need to be successful, while increasing total service offerings to your customers.

A Flexible and Comprehensive Solution

LFM is a flexible offering that can be customized to meet the needs of your business and your individual customers. You receive the benefits from some of Lexmark's unique managed print services tools, including:

Lexmark Fleet Manager

Consumables Manager

- Toner Low Detection
- Filtering & Validation
- Notification
- Alert & Order History

Asset Manager

- Network Device Discovery
- Asset Registration
- Tracking and Lifecycle Management

Billing Manager

- Automated Meter Collection
- Multiple Billing Options
 - 'click,' recurring, 'click' plus recurring
- Billing Detail Reporting

Availability Manager

- Electronic Device Monitoring
- Condition Change & Event Notification
- Current Device Detail Status
- Device Summary Reporting

Optimization Manager

- Cross-Fleet Visibility
- Utilization Reporting

LFM gives your customers:

- Reduced output costs
- Smoother fleet operations
- Improvements in device availability
- Optimization of assets
- Asset Lifecycle Management
- Improvements to the output process
- Access to your network of experts

LFM gives you:

- Expanded revenue
- Increased profit margins
- Enhanced competitive advantages
- More up-sell and cross-sell opportunities
- Improved customer satisfaction
- Visibility across the managed fleet

3 steps to success

When you put Lexmark Fleet Manager to work, we'll give you in-depth sales and operations training, along with the customized sales tools and collateral to ensure your success. Here's all you have to do:

- **Set up your LFM customer account.** Once the contract is signed, you sign on to the LFM web portal and enter the customer needs into the system.
- **Gather the device data.** Identify your opportunities by using the Document Needs Assessment tools and templates. Meet with your customer to evaluate their current print environment and present to them a recommendation for improvement.
- **Register the assets.** Using our simple process, you select which of the devices are to be managed by your LFM system and register those assets.

It's that easy. Soon your customer will recognize the value of managed services, and you'll be ready to replicate your success throughout different businesses and organizations. Lexmark's vertical expertise can help you make it happen.

Interested in adding Lexmark Fleet Manager to your service offerings? **See how simple it is by contacting your Lexmark sales representative, or call 1-877-999-4360 today.**