

Epson Business Solutions

# WE SEE BUSINESS FROM YOUR PERSPECTIVE



**EPSON**<sup>®</sup>  
EXCEED YOUR VISION

# DEVELOPED FOR PRODUCTIVITY. DESIGNED AROUND YOU.

In today's fast-paced, high-pressure world of business, you need technology that delivers results. That helps you work more efficiently. That gives the right image. That performs perfectly whenever you need it. With budgets squeezed, we know that value for money is paramount. Epson delivers on every count. Our smart technology will change the way you work, saving you time and money, and freeing you up to focus on your core business.





## Cost-effective solutions

You want to know that your next IT solution won't cost you more in the long term. With Epson, you're investing in future-proof technology, with real and measurable efficiencies and savings.



## Simple workflow

Getting the best out of employees means giving them easy access to technology that won't slow them down. With Epson's innovative solutions, you can minimise downtime to keep everyone up and running at peak efficiency.



## Cleaner technology

Epson's solutions are designed with efficiency in mind – meaning they're engineered to be kinder to the environment and streamline costs, with reduced resource and power usage.



## Confidential

New devices can lead to concerns over the safety of data and information. Epson offers the freedom to share content, while helping to safeguard your data and resources in line with your organisation's policies.

# TRANSFORM ANY BUSINESS ENVIRONMENT



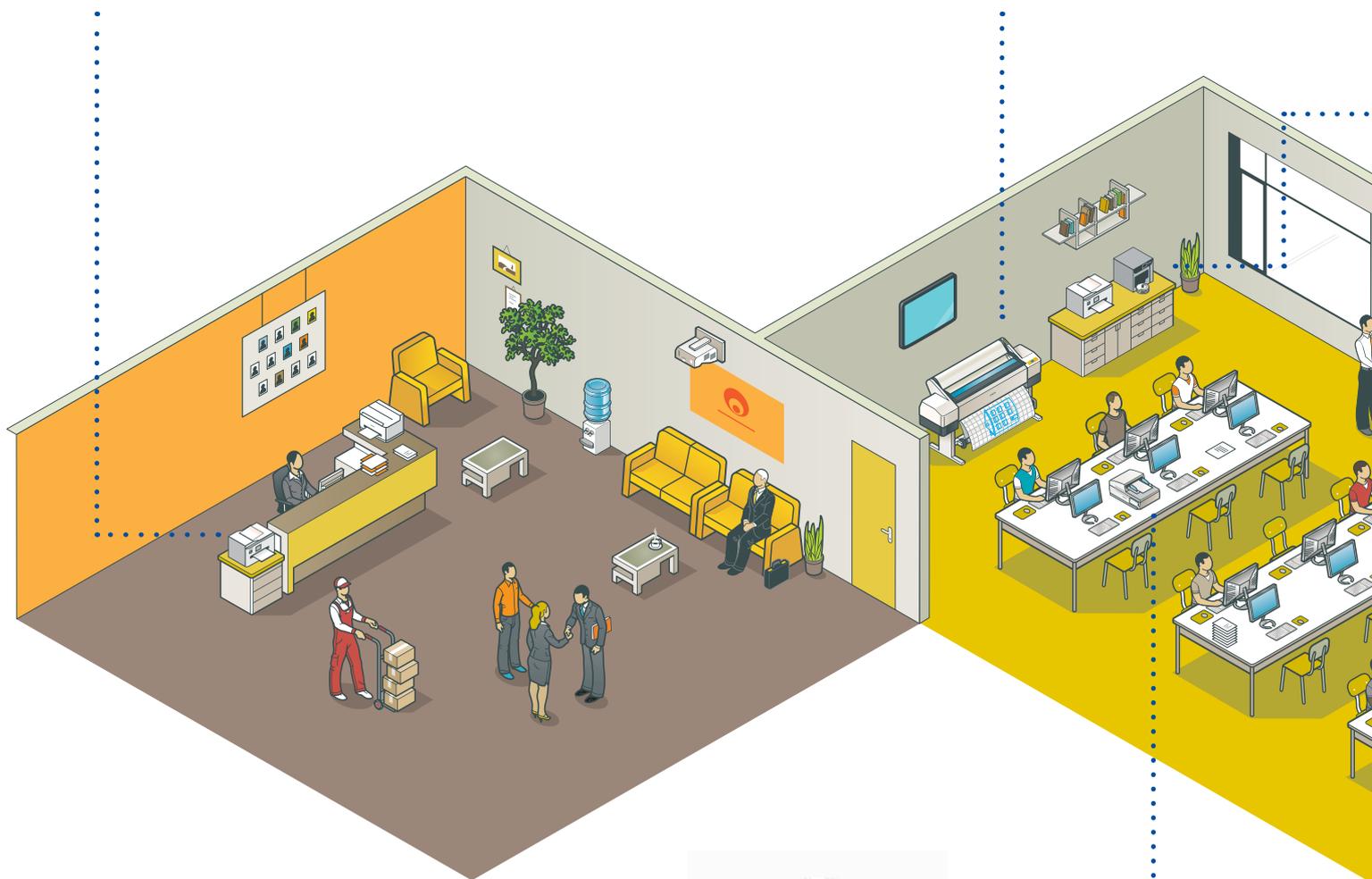
## Achieve award-winning results

Our award-winning WorkForce Pro printers are fast, economical and ecological, providing high-quality results and less downtime.



## Make a big impression

Our large format printers produce high-quality photographic prints on demand, producing impressive results for internal signs and posters.



## Scan with ease

Our high-speed duplex scanners, combined with Document Capture Pro software, allow you to scan documents directly to your preferred storage system. You can also scan to a secure, password-protected PDF. These features boost productivity and help keep confidential data safe.



## Secure your data

Save time and money by storing and archiving confidential information on tamper-proof DVD's, with no need to re-write for up to 100 years.



## Engage and collaborate more effectively

We've made it easy for people to work on documents together, share files, and transform ordinary meetings into collaborative meetings. With our projectors, the screen size is scalable too, so you'll have a solution for almost any sized room – and more screen for your money.



## Organise the office

Produce strong, long-lasting labels on a wide range of tapes and text colours to improve organisation. Ideal for stock management, filling and tags.



## Present on the move

Our lightweight, portable projectors are ultra-mobile and easy to set up. Ideal if you're moving from room to room or going to a meeting outside the office.

# COST-EFFECTIVE SOLUTIONS

**Our innovative technologies combine competitive prices with money-saving features, ensuring you can cut costs without compromising on quality.**

In the current climate of squeezed budgets, technology for business must be ultra cost effective, not just at the point of purchase, but throughout the product's lifetime.

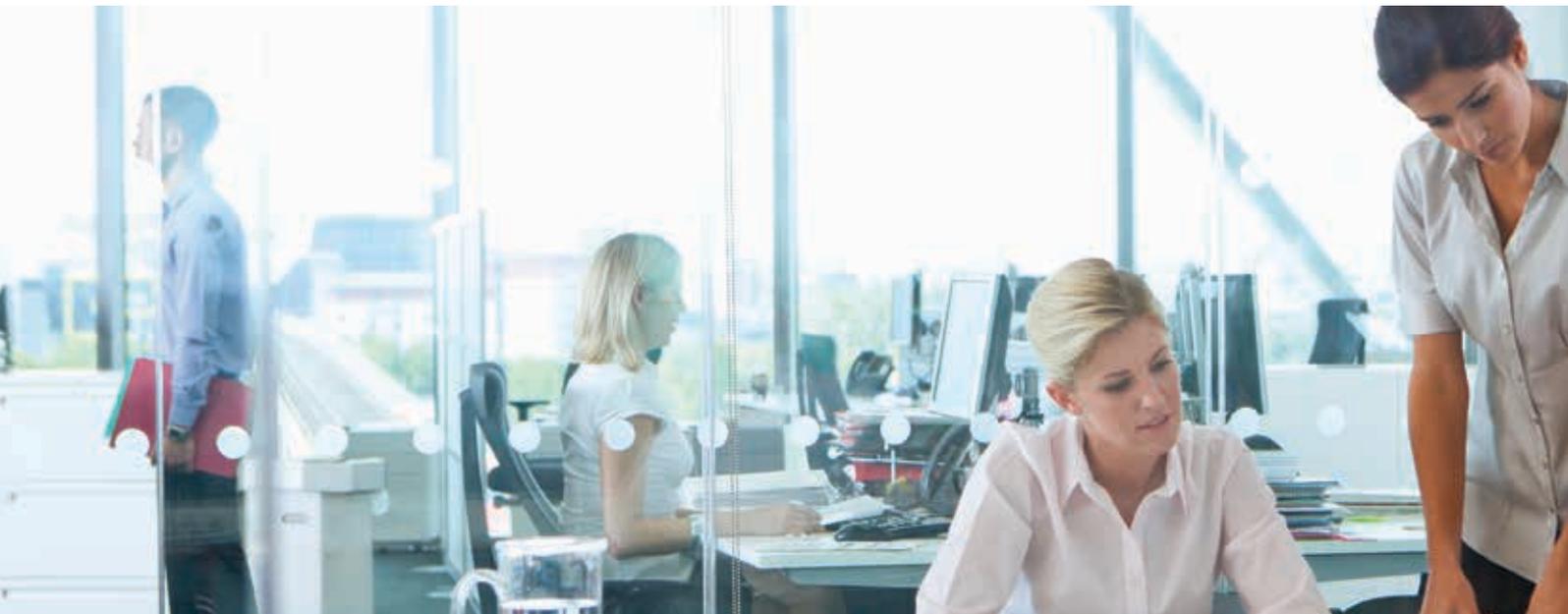
That's why we have put so much thought into every aspect of our range, providing you with technology that can significantly cut your paper, print and energy bills. Get a lot more for a lot less, with products that are built for business.

## Low total cost of ownership

Our WorkForce Pro and WorkForce Pro Replaceable Ink Pack System (RIPS) multifunction printer ranges are designed for efficiency – from purchase price to consumables and maintenance – to keep the lifetime cost of your print technology low.

- Reduce print costs per page by up to 50% compared to competitive colour lasers<sup>1</sup>
- Print up to 75,000 pages without changing the ink, using WorkForce Pro RIPS printers<sup>2</sup>

Up to  
**50%**  
lower cost per  
printed page<sup>1</sup>





## Spend your budget wisely

Take control of your printing costs with Epson Print Performance, our all-inclusive printing service.

- Only pay for what you print (pages or millilitres of ink)
- Receive one monthly report and one monthly bill
- Benefit from the convenience of full supplies management



## Get complete peace of mind

Our business projectors offer total peace of mind, alongside ease of use and low maintenance – without compromising on quality.

- Install easily and flexibly, for a scalable, cost-effective projection solution
- Take control remotely, and monitor every projector across a network using EasyMP™ Network Monitor
- Remotely power projectors on and off, switch input sources and more



## Save on outsourcing

With our large format printers, you can save time and money by printing in-house instead of sending work to external contractors.

- Create high-impact posters and company signage using the SureColor Series
- Use the Accounting Tool to track job costs for every large format printer across your network

Use our total cost of ownership calculator at:  
[www.epson.co.uk/tco](http://www.epson.co.uk/tco)



# SIMPLE WORKFLOW

**Our technologies can change the way you do business, helping you work more productively, sell more efficiently and connect more easily.**

In a busy office environment, technology should simplify everyday tasks and make working life easier. That's why we've designed our products to work as hard as you do. Intuitive to use and requiring minimal training, they'll ensure your documents and presentations stand out, helping you get results where it counts.

## Create, collaborate, share

Our EB-1400Wi Series is an all-in-one meeting room solution that combines the benefits of ultra-short-throw projectors, interactive whiteboards and paper flipcharts.

- Ensure those at the back of the room can see the content being displayed, with scalable screen size of up to 100"
- Collaborate with colleagues using interactive, dual pen annotation
- Save and share to USB, local network, or via email
- Project wirelessly from a smartphone or tablet with the Epson iProjection app<sup>3</sup>
- Extend your PC interactivity easily and affordably by using desktop web communications, such as Lynx and Skype, to enhance every meeting experience
- Monitor and control your entire projector fleet with EasyMP™ software
- Present the way you want, where you want, easily and effectively. Our specialist solutions provide centralised control of an entire fleet of projectors, network control, remote projection, enhanced interactivity, and more

Up to

**75,000  
pages**

of uninterrupted printing<sup>2</sup>





## Simplify your workflow

Boost productivity with our scanners, which allow quick capture, sharing and securing of critical business documents.

- Integrate with your existing processes and infrastructure using Document Capture Pro software
- Automatically upload scanned files to your preferred cloud applications using Scan-to-Cloud<sup>4</sup>
- Whatever your needs – from scanning business cards to A0 CAD drawings – there's a scanning device available for every job



## Organise business anywhere

Our LabelWorks label makers make it easy to organise and streamline your business environment – and take that efficiency anywhere.

- Design, create and print resistant labels directly from your smartphone or tablet with the Epson iLabel app<sup>5</sup>
- Organise paper, assets and equipment in a number of clear, durable styles using LabelWorks



## Print hassle-free

Our WorkForce Pro high-capacity ink cartridges are incredibly easy to replace – for technology that's ready for when you need it, with less downtime.

- Cut the time staff spend on managing printer supplies, and reduce support calls
- Print from any location via your smartphone, tablet or laptop using Epson Connect<sup>4</sup>
- Use Email Print for Enterprise to print directly from your company email address, with no driver downloads
- Produce prints that last, with Epson's DURABrite Ultra Ink, for long-lasting colour
- Gain complete control of your printing operations by using Epson Open Platform to enable the easy integration of software solutions that work across an entire fleet of devices



# CLEANER TECHNOLOGY

**Let Epson help you reduce emissions and the carbon footprint of your business, with technology that puts you closer to meeting green compliance targets.**

Whatever business you're in, it's likely that the government, your shareholders, customers and staff are all keen to know you're upholding good environmental practice.

At Epson it's a point of principle to develop cleaner technologies, and to design products that consume less power. We have engineered our products to be cleaner, so we can help you meet your environmental targets – and save money at the same time.

## Cut power, cut consumption

With WorkForce Pro printers, we continue our dedication to reducing consumption of power and resources.

- Cut energy consumption by up to 96% with WorkForce Pro printers<sup>6</sup>
- Benefit from 94% less waste than lasers and copiers with WorkForce Pro RIPS<sup>6</sup>

Use up to

**96% less  
energy**

with WorkForce Pro printers<sup>6</sup>





## Less energy, great results

Our projectors use innovative technology to help you meet your environmental targets.

- Utilise a number of economical features, including an eco mode to reduce lamp wattage



## Optimised efficiency

With scanners designed for ease-of-use and quick operation, it's straightforward to improve efficiency and reduce environmental impact.

- Reduce energy consumption with our scanners' efficient ReadyScan and sleep mode technology



## Cleaner storage

The far-sighted design and development of our Discproducers™ ensure securing data is efficient and economical.

- Securely store data and cut resource use with no need to rewrite CDs for up to 100 years
- Save and store to DVD, and secure data with no need to rewrite for up to 50 years



We're committed to the environment. Compare the CO<sub>2</sub> and electricity usage of Epson versus other printer manufacturers, and discover how much you can save by switching.

Find out how much you could save at:

[www.epson.co.uk/eco-saving](http://www.epson.co.uk/eco-saving)

# CONFIDENTIAL

## Epson takes your privacy very seriously – which is why our solutions are designed to keep your data confidential.

With the exponential growth in electronic data flowing into and out of organisations, it's becoming increasingly important to find ways to safeguard confidential information.

Epson has a variety of cutting-edge products and services that can help you share, archive and store your data securely – and make sure it stays in safe hands.

### Secure data storage

We lead the way in archiving confidential data. Many businesses choose our Discproducers™ for their reliability, security and ease-of-use.

- Quickly archive large amounts of data and protect it from loss and damage
- Produce discs that cannot be altered or manipulated once burned, and which are 100% virus resistant
- Get extra security for highly confidential data with a door lock on the PP-100N, preventing unauthorised opening of the door or removal of media

Up to  
**100**  
**years**  
of secure storage





## Confidential printing

Protect confidential information – from people's personal details to sensitive company plans and proposals – with our WorkForce Pro printers.

- Secure your hardware with PIN protection, and restrict printer access to authorised individuals
- Rest assured that data is secure, as WorkForce Pro printers meet the latest protocols, including IPSEC and IEEE802.1x

## Password-protected

Our document scan solutions feature multiple security options.

- Scan to a secure, password-protected PDF
- Limit access to the device by password-protecting the control panel
- Restrict save locations with pre-defined destination directories
- Centralise your entire device fleet for maximum protection from a single location

## Flexible technology

Epson Open Platform (EOP) is a development kit that enables you to adapt our Multi Function Printers to meet your changing requirements as business goals and enterprise IT systems evolve.

- Integrate your Epson device with multi-brand devices to form one secure, centrally managed fleet
- Unlock the full potential of Epson Multi Function Printers and take advantage of even more solutions
- Develop applications with ease, because EOP uses standard web services technologies



# DEMONSTRATING CUTTING-EDGE TECHNOLOGY TO CLIENTS

CLOUDAMOUR is a customer-centric IT business committed to helping companies accelerate their performance by employing and embracing new technologies. Part of their offering includes proactively identifying collaborative and interactive IT solutions for their customers.

The company was voted Microsoft World Wide Cloud Partner of the year.



## Inspiring customers

The company has a range of clients spanning a number of industries including finance, media, recruitment and retail. A number of these are smaller companies that are often frustrated that they don't have access to the same IT infrastructure that large corporates do.

In order to demonstrate the potential of a cloud-based IT infrastructure to customers, Cloudamour has created a truly state-of-the-art innovation centre (<https://cloudamour.com/services/customer-immersion/>). This is complete with a number of new 'hands-on' technologies, including a clever 'digital' receptionist and an Epson EB-1430Wi touch meeting room solution, Cloudamour wanted the ability to engage customers through collaboration and interactivity and create what they call a "customer immersion experience (CIE)".

A recent survey found that enterprises using collaboration tools saw a 23% increase in overall customer satisfaction after just one year of deployment<sup>7</sup>. "We know from experience that the easiest way to show people what's possible with collaborative technologies in business is to immerse them in that experience," says Mitchell Feldman, Cloudamour's CEO & Founder.

## Creating an immersion experience

A key part of Cloudamour's CIE is the high definition video conferencing suite. Visitors can take part in a free workshop to immerse themselves in a number of every-day business scenarios to demonstrate how modern, cutting-edge technology can change the way people work through greater collaboration and interactivity.

The suite showcases the EB-1430Wi touch solution, which is able to project up to 100" images onto almost any surface, making it ideal for inclusive meeting participation.





Finger Touch Technology



Interactive Meeting Room Solution

## A whole solution

Visitors can use finger-touch technology to make notes on a blank whiteboard or annotate over the top of existing documents. This interactivity can be used in the same way as on a touchscreen tablet.

The Epson meeting room solution is installed alongside an Epson WorkForce Pro business inkjet printer. Documents can be created and edited using the interactive projector element and then saved and printed easily. "The EB1430Wi is a great solution because it allows us to use the meeting room to full effect without the need for a lot of additional kit," said Feldman. "The cost of this technology means that it is now accessible to all of our customers," he continued.

## Integration

One of the solutions that Cloudamour is able to demonstrate is how Epson's touch meeting room solution integrates with the Microsoft Lync video conferencing functionality to create more 'interactive' meetings.

A massive 87% of video conferencing users found that the technology made them feel more connected to their teams and colleagues<sup>7</sup>. Thanks to advancements in technology, users can now easily add a new interactive element to these meetings. "A client of ours in the finance sector has a workforce that is disparate locations, so the opportunity to hold face-to-face meetings is limited" says Feldman. "They now use the EB-1430Wi's touch functionality and Microsoft Lync to improve their collaboration in meeting environments by allowing all attendees to make notes and comment on the output."

This example shows how Cloudamour has taken Epson technology and combined it with other solutions and services to show how it can be integrated into a modern office environment. "We chose Epson technology because they are a well-known industry brand and they shared the same vision as us in terms of creating interactive, collaborative solutions for our clients," added Feldman.

## Projectors selected for their sharp, high-contrast image

For more information, please visit:

[www.epson.co.uk/corporate](http://www.epson.co.uk/corporate)

1. For more information visit [www.epson.co.uk/inkjetsaving](http://www.epson.co.uk/inkjetsaving)
2. Approx. page yield. Actual yield will vary depending on images printed and unsafe conditions. For more information visit [www.epson.eu/pageyield](http://www.epson.eu/pageyield)
3. iProjection app available on Android and iOS devices
4. Epson iPrint requires a wireless connection. Epson Email Print, Epson Remote Print Driver and Epson Scan-to-Cloud require a connection to the internet. For more information, supported languages and devices, please visit [www.epson.co.uk/connect](http://www.epson.co.uk/connect)
5. Compatible with LabelWorks LW-600P and LW-1000P. Download the Epson iLabel app from the Apple App Store and Google Play Store.
6. As tested by BLI, over two months to April 2015, against a selection of competing machines, as commissioned by Epson. For more information visit [www.epson.co.uk/inkjetsaving](http://www.epson.co.uk/inkjetsaving)
7. Business collaboration: working together is good for business:  
<http://www.designinfographics.com/business-infographics/businesscollaboration-working-together-is-good-for-business>

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