

Epson Business Solutions

# Working for every business



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

# Put our solutions to work

Bring greater efficiency and interactivity to your workplace using innovative Epson Business Solutions.

Easy to connect and use, each one is designed for more productive working, utilising the latest features that enable people to share and collaborate in impressive new ways.

Discover how our solutions can simplify your business workflow.



## Business efficiency

Every business wants to be as efficient as it possibly can be. Epson Business Solutions can help you do just that.

That might involve faster printing, better projecting or improved scanning. It could involve a broader range of more effective, more reliable out-of-office solutions, or just making the most of emergent, innovative technology, such as Augmented Reality (AR).

Through the application of technology, Epson can help your business run more efficiently – and more effectively.

- Collaboration is made easy with combined display solutions for any size and space. The Epson interactive display scales up to 100" in Full HD, so it's ideal for any setting.
- Use Workforce Pro RIPS and get your first page 3.5 times faster<sup>1</sup> than comparable lasers or print up to 100ppm with the WorkForce Enterprise.
- Improve efficiency with remote assistance, warehouse picking and training solutions using Moverio smart glasses and Augmented Reality.
- Easier remote working with secure scanning and BYOD meeting solutions that allow you to present to everyone in the room, even when you're out of the office.
- Print and scan on the go with lightweight, compact mobile scanners and printers that mean remote workers can capture key documents or share hard copies.
- Increase productivity with Epson's product range and enjoy fewer interruptions, thanks to reduced maintenance requirements.

## Financial benefits

Efficiency is critical. But Epson Business Solutions offer hard and fast financial benefits too, designed to help your bottom line.

- Simple, straightforward print solutions with no hidden costs, so you can budget with confidence.
- RIPS (Replaceable Ink Pack System) means your business will see 4.5 more prints<sup>2</sup> for the same cost.
- WorkForce Pro RIPS printers deliver up to 96% lower energy<sup>3</sup> consumption than laser printers, to help lower your energy costs.
- Save up to 50% per page compared to competitive colour laser printers.<sup>4</sup>
- Cut outsourcing costs by producing labels, large-format prints and discs in house.
- Process cheques accurately and securely, then automatically send scans to your local server with all-in-one cheque scanners.
- By switching to Epson business inkjet our customers could save up to €65.7m Euros on their energy bill and up to 124K tonnes of CO<sub>2</sub> over two years.<sup>5</sup>

## How much could you save?

See how much the WorkForce Pro could save you with our savings calculator.

[www.epson.eu/tco](http://www.epson.eu/tco)

## Greater Security

Business security has never been more important. And with Epson, your business has never been in safer hands.

Epson Business Solutions can help you comply with all current data regulations and set adjustable security levels as your business sees fit.

It all means real peace of mind with the minimum amount of disruption to your business.

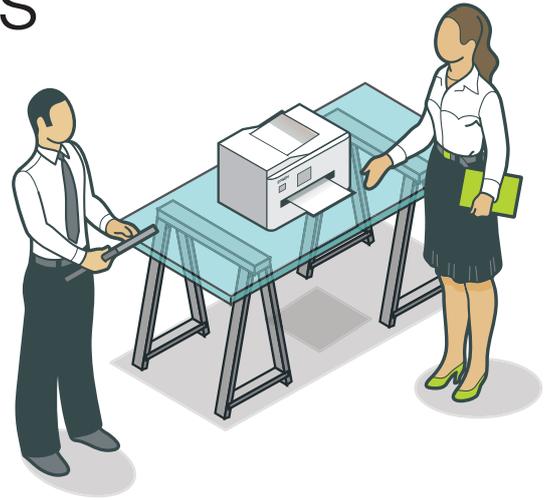
- Meet data protection standards by handling financial and personal data with the utmost care and efficiency.
- Restrict access to confidential printed information by using the secure PIN Code function on WorkForce Pro printers.
- Release prints on demand with keycode printing and pass release.
- Adhere to the latest security and encryption protocols including IPSEC and IEEE802.1x.
- Scan and send securely with encrypted PDFs.
- Provide secure backup storage for up to 100 years with confidential information stored on tamper-proof DVDs.

Epson business Inkjet users could save up to

**€22.2m**

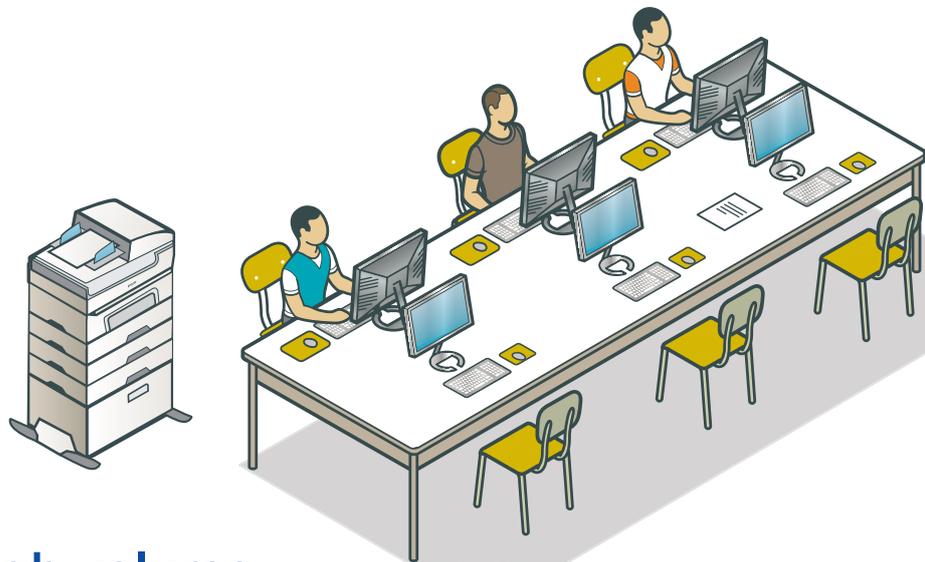
per year on their energy bill<sup>5</sup>

# Transform any business environment



## Print faster at reduced costs

WorkForce Pro RIPS printers offer several critical benefits to businesses. They boost productivity through faster printing, yet cost significantly less than laser printers. They also reduce energy consumption by up to 96%<sup>3</sup> and waste by up to 99%<sup>3</sup>.



## Print at high volume

The ultimate office workhorse, WorkForce Enterprise printers can process at up to 100ppm. Their versatility means they can print documents up to A3+ in size and they're flexible enough to work for departments or businesses of any size.



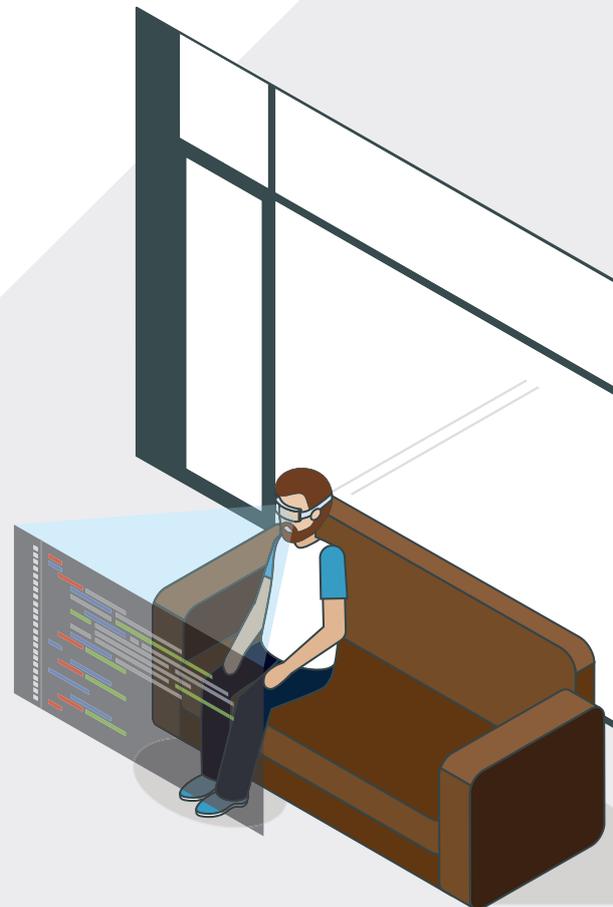
## Protect and store data

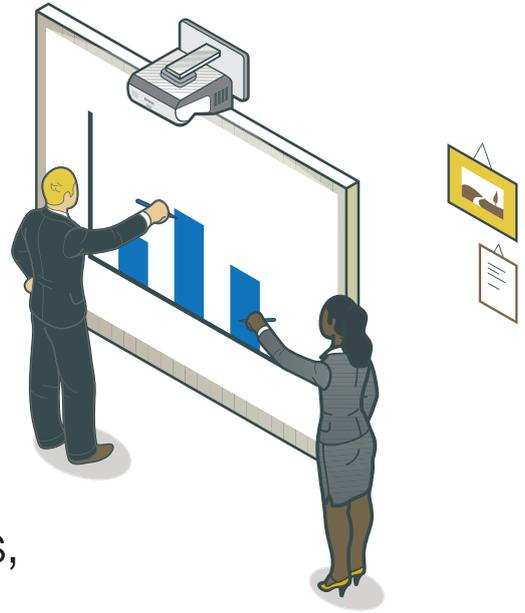
Cut down on the space and lack of longevity that comes with hard copy storage. Scan and store on Discmaker and data will be safe for up to 100 years.



## Work smarter with smart glasses

Improve operational efficiency using Augmented Reality (AR) and our Moverio smart glasses to superimpose images on top of the working environment, for hands-free training, visual assistance and 3D digital visualisation.





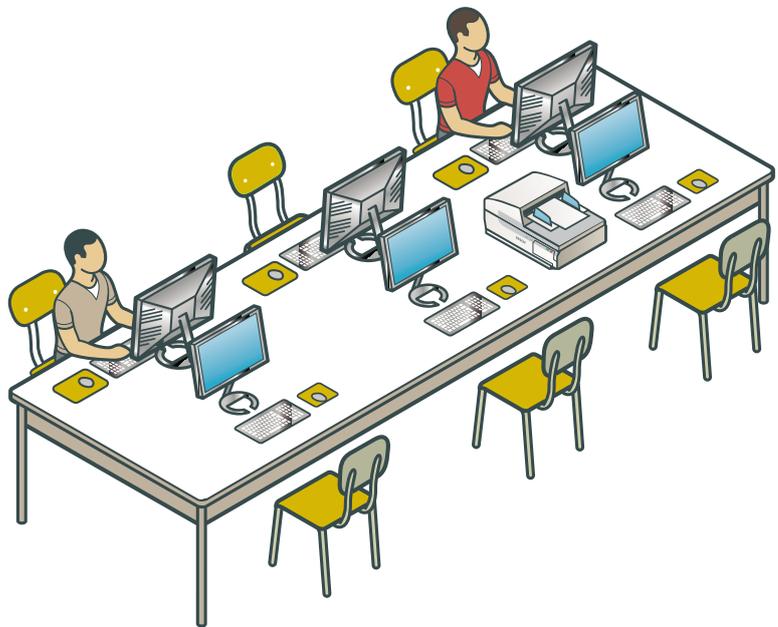
## Engage and collaborate more efficiently

Work together on files and documents, making meetings more engaging, and simplifying collaborative working has never been easier. Combined whiteboard/projector solutions from Epson use a scalable full HD screen of up to 100 inches, so you can use your PC as a large interactive display.



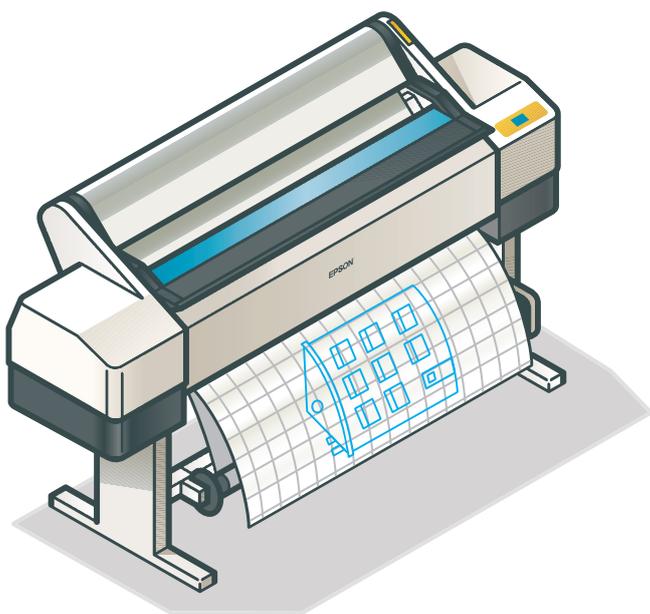
## Access from anywhere

Print, scan and project on the go with lightweight, compact mobile scanners, printers and display solutions. Take meeting notes or images from your device and send them to your office to print. Remotely access projectors with Epson iProjection and any scanned documents with Epson DocumentScan. And it's versatile enough to work with Apple AirPrint or Google Cloud Print too.



## Make scanning simple

Produce high-quality digital versions of A4 documents quickly and efficiently with WorkForce sheetfed scanners. Capable of scanning up to 65 pages per minute at 300dpi (dots per inch), you can edit, share and send documents anywhere in the world quickly.



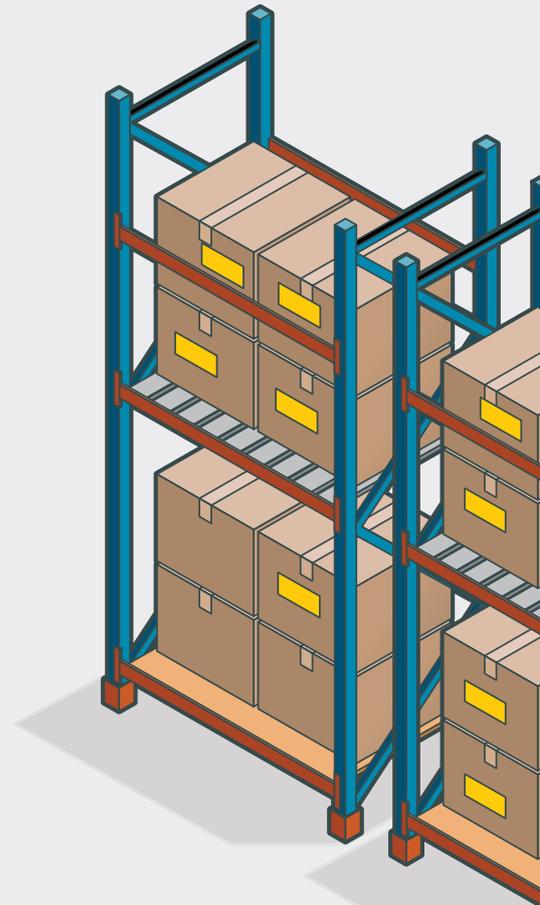
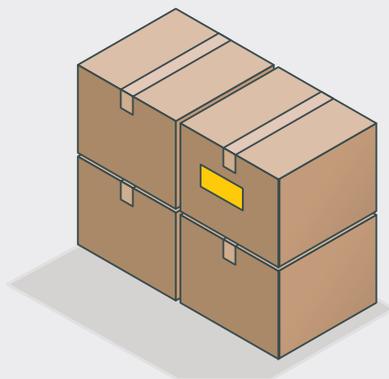
## Make a big impression

Epson SureColor large format printers produce superb colour, detail and accuracy for geo mapping, CAD drawing, signage and presentations.



## Improve organisation

Produce strong, long-lasting labels on a wide range of tapes and text colours. LabelWorks label makers help to ensure reports, resources, assets, files and cables are correctly labelled and easy to find.



# Solutions for smarter working



## Reduce printing costs

Only pay for what you print and get a simple, single monthly invoice with Epson managed print services. These services make it simple to accurately predict and reduce printing costs to help you keep an eye on spending. It also reduces admin since replacements are automatically delivered when supplies run low.



## Project from a handheld device

iProjection makes it simple to link an iOS or Android device to a network-connected display. Not only can you share everything from files and images to presentations and videos, you can also annotate files directly from your device to the screen itself.



## Print from your tablet or smartphone

Epson Connect means you can send prints to your office direct from your device. It's perfect if, for example, you want to instantly print a photo of meeting notes on a whiteboard or share an important email whilst out and about.

## Business Imaging Solutions

Discover how solutions from Epson and our partners utilise our printers, multifunction printers (MFPs) and document scanners to meet the needs of businesses from SMBs to large enterprises, and can be adapted to suit vertical market needs.

## Integrate Epson MFPs with ease into your environment

Business Imaging solutions from Epson and our partners facilitate easy integration, without interrupting existing environments – all to support more efficient day-to-day operations.

See the whole range of software solutions and system compatibilities from Epson and partners at [www.epson.eu/bis](http://www.epson.eu/bis)

Up to

# 84,000

pages of uninterrupted printing<sup>6</sup>

Discover more innovative solutions for business.

[www.epson.eu/corporate](http://www.epson.eu/corporate)

## Case study



# Improving quality and making savings with Epson

## Mapping out new possibilities

In some industries, the quality of work greatly depends on the tools used. Companies that make use of cutting-edge technology can take the lead. This is embodied by Eliofototecnica Barbieri, a wide-ranging printing company which offers everything from digital prints and communication products to database management and compiling geographical and environmental GIS data for cartography.

No matter the output, the company manages the whole process from printing to distribution with speed, efficiency and professionalism; supplying quality goods and wide-ranging assistance.



## Reinvention is the secret to success

Seeking to transform themselves, over the course of the year, the company decided to replace most of its obsolete plotters across two locations in Parma, with more modern high-performance printers from Epson.

“We needed to replace the old plotters,” explains Andrea Nicoli, head of Marketing and IT at Eliofototecnica Barbieri, “because they no longer guaranteed the quality that customers now expect. Epson's new solutions mean that we can get high-quality printing that saves time and reduces costs.”

It was a change supported by tests conducted before purchase that showed Epson's solutions were clearly better in terms of performance and consumption compared to the models previously in use.

As a result of this, the company has also been able to expand its horizons, opening up markets for fine art, a rapidly expanding industry in which it can provide a complete service that is not limited solely to printing but also post-production on images, as well as a consulting phase aimed directly at photographers.

“With our new set of machines, we are now able to produce the required volumes, at high quality and in a short time: this is because of the integration of high-speed, efficient and high-performance printers into our production system. The investment has definitely brought us a leap forward in quality.”

**Andrea Nicoli**  
**Head of Marketing and IT**

## Powerful, modern printers to meet customer needs

A large-scale, high-speed, four-colour printer, the SC-T7200 delivers optimised performance for graphic design programmes, CAD designs and GIS maps in a dynamic production environment. Thanks to its image processing power and high print speed, four of these models were chosen to meet Eliofototecnica barbieri's productivity and flexibility requirements.

For signage work, the company uses the SureColor SC-S40600, a high-performance machine that supports a wide range of substrates and has specific features to ensure high levels of productivity, such as automated printhead maintenance and an ink mist collection system.

Professional prints and colour proofs are produced by the SureColor SC-P20000 and SC-P9000V depending on the size required; these two photographic printers use Epson's PrecisionCore MicroTFP printheads to deliver exceptional results with a resolution of up to 2400 x 1200 dpi. The SC-P20000 can support media up to 162.6 cm wide and uses Epson UltraChrome Pro 10-colour inks for consistent prints of exceptional quality, with deep and rich blacks thanks to the high-density Photo and Matte Black inks. The SC-P9000V supports media of up to 112.8 cm and uses UltraChrome HDX 10-colour pigment ink with a violet ink that can reproduce 99% of Pantone-certified colours, even the most difficult to spot.

# Protect the planet's future

At Epson, we understand the importance of supporting a greener planet for future generations.

**Meet your environmental targets** with up to 99% less waste from WorkForce Pro RIPS<sup>3</sup>, Replaceable Ink Pack System, use up to 96% less energy with WorkForce Pro printers<sup>3</sup> and double your print speed at half the power consumption with the WorkForce Enterprise series<sup>7</sup>

**Cut power consumption** with eco-mode on your interactive display solutions and extend lamp life

**Reduce your carbon footprint** using scanners with no warm-up time, and reduce power usage with built-in ReadyScan technology

**Save electricity** by switching to Epson business inkjet our customers could save up to €65.7m Euros on their energy bill over two years<sup>5</sup>

**Save CO<sub>2</sub>** by switching to Epson business inkjet our customers could save up to 124K tonnes of CO<sub>2</sub> over two years<sup>5</sup>

## See what you could save

Calculate the electricity and CO<sub>2</sub> savings a WorkForce Pro printer could achieve in your corporate environment with our calculator.

[www.epson.eu/verticals/eco-savings](http://www.epson.eu/verticals/eco-savings)



up to **92%**

**less CO<sub>2</sub>**  
than lasers<sup>5</sup>



**96%**

**less energy**  
than lasers<sup>3</sup>



**94%**

**less waste**  
than lasers<sup>3</sup>



**3.5x**

**faster**  
than lasers<sup>1</sup>

<sup>1</sup>As tested by BLI, over two months to Feb 2017, against a selection of competing machines, as commissioned by Epson. For more information visit [www.epson.eu/inkjetsaving](http://www.epson.eu/inkjetsaving)

<sup>2</sup>As tested by BLI, over two months to April 2015, against all machines tested at time of publication. For more information visit [www.epson.eu/inkjetsaving](http://www.epson.eu/inkjetsaving)

<sup>3</sup>As tested by BLI, over two months to Feb 2017, against a selection of competing machines, as commissioned by Epson. For more information visit [www.epson.eu/inkjetsaving](http://www.epson.eu/inkjetsaving)

<sup>4</sup>WF-C5000 series comparison made against the top 10 best selling colour laser printers, with a print speed between 1 and 30 pages per minute, in Western Europe and Central and Eastern Europe as defined by IDC in the 12 months up to June 2017. CPP data taken from GAP intelligence report for August 2017 and is an average of pricing seen in DE, FR and UK (with value in Euros as quoted by GAP). Epson values based on RRP of XXL ink packs (5,000 pages yield according to IEEE/ISO 24711/24712). Pricing for competitor models was the lowest CPP available.

<sup>5</sup>Based upon the extraction and processing of raw materials and supplies fabrication. As tested by Epson methodology: 1. Calculation is only CO<sub>2</sub> emission as global warming environmental burden. 2. The results of calculation is based on self-declaration. (Third-party verification is not received). 3. We use the coefficient of CO<sub>2</sub> (kg-CO<sub>2</sub>/unit) published in JEMAI data base "LCA Pro".

<sup>6</sup>High ink supply unit capacity of up to 84,000 pages approx. page yield. Actual yield will vary depending on images printed and usage conditions. For more information visit [www.epson.eu/pageyield](http://www.epson.eu/pageyield). Initialisation inks only have enough ink to support printer start up, new inks have to be purchased or supplied for normal operation.

<sup>7</sup>Typically 45-55ppm laser printers use 1500W, the WorkForce Enterprise has a low power consumption of 180W – 320W and prints at up to 100ipm.

<sup>8</sup>Largest unit share of the market for 500-lumen and higher projectors. (Survey conducted by Futuresource Consulting Limited for the period from 2001 to 2016)



For further information please contact your local Epson office or visit [www.epson-europe.com](http://www.epson-europe.com)

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