



Atlantic
tomorrowsoffice.com

Office Technologies



Managed Services



Professional Services



You manage your business.
We'll manage your technology.



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Agenda

- What's Changed?
- Office Technologies
- Solutions Beyond Your MFP
- The New Atlantic
- Protecting Your Business



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What's Changed



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What's Changed?

Technology has changed us...

- How people look for answers and solutions
- How people buy products and services
- Access information anytime – anywhere
- Just-in-Time delivery model
- Agility for fast response



Improve Service
Reduce Cost
Stay Competitive



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What's Changed?

You've changed...

- Economic Challenges
- More Regulations
- Do More with Less
- Disasters



Improve Service
Reduce Cost
Stay Competitive



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What's Changed?

Atlantic has changed...

Copier company	⇒	Technology company
Hardware company	⇒	Software Solutions company
Office products	⇒	Process enhancements
Cost Source	⇒	Savings Source

- Acquisitions – MSP and Imaging
- New Partnerships – Cloud Workspace



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What's changed?

Atlantic has changed...

New Solutions to help companies leverage technology

- Contain Costs
- Improve Efficiency & Productivity
- Redirect resources to Grow Core Business
- Stay Competitive
- Protect the Business



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What's changed?

THE NEW



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Company Credentials

- Top 5 largest independent imaging dealers in the country
- 300 employees and growing...
- Consistent Elite Dealer award winner – year over year
- 2012 Ingram Micro SMB 500 – “fastest growing U.S. channel partner focused on small and midsize businesses”



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Best-of-Breed Office Technologies

TOSHIBA
Leading Innovation >>>

RICOH

savin.



KONICA MINOLTA



KYOCERA

Improve Productivity – Reduce Costs



Visit our online showroom at tomorrowsoffice.com



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Production Printing for Professionals

IMPROVE PRODUCTIVITY – REDUCE TURNAROUND TIME – GROW REVENUE

- Trained Color & Production Specialists
- Forms Design
- Variable data integration
- Custom workflow solutions
- Color and desktop publishing expertise
- Customized solutions for your business



Commercial Printers
Central Reprographics Departments
Service Bureaus
Direct Mail Companies



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Best-of-Breed Office Technologies

What does this mean to you?



- Lower Costs
- Greater Selection
- One Stop Solutions Source
- Copiers ⇨ Business Solutions



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Solutions Beyond Your MFP



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Solutions Beyond Your MFP

Workflow Software Solutions for Efficiency & Productivity

SCANNING & CONVERSION



- Document Management
- Reduce Paper – Go Green
- Secure Storage
- Fast Retrieval
- Simplified Workflows
- Compliance Safeguards
- Simplified Collaboration

ADVANCED PRINTING SOLUTIONS



- Mobile Printing
- Cloud Printing
- Mainframe Printing
- Secure Printing
- User Authentication
- Electronic Forms
- JAVA / Web Services SDK

RULES BASED PRINTING & COST RECOVERY



- Cost Reduction
- Expense Visibility
- Cost Containment
- User Restrictions
- Print Job Routing
- Charge-Back Capabilities
- Simplified Reporting



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End to End Solution Provider

Do you know how your MFP impacts your business?



CAN YOUR SYSTEMS HANDLE IT?

- Network
- Servers
- Storage
- Onsite Backup
- Remote Backup
- Disaster Recovery
- Cloud
- Mobility



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Managed Print Services



COST VISIBILITY & SAVINGS
PREDICTABLE BUDGET
INCREASE EFFICIENCY
ENHANCE DOCUMENT SECURITY
REDUCE ENERGY CONSUMPTION
REDUCE WASTE
FREE UP IT RESOURCES



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Managed Print Services

Did You Know?

- Companies spend **1-3% of annual revenue on document output**
- **90% don't know** what they're spending on print
- Printing typically **3rd highest expense** after payroll and rent

"ATLANTIC HELPS OUR BUSINESS WIN!"

Andre Mutovic
IT Director

Devils Arena Entertainment



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Managed Print Services

90% of Print Costs are not easily identified



Hard Costs

- Print Devices
- Consumables
- Maintenance

Hidden Costs

- Infrastructure & Procurement
- Help Desk Support
- Network Administration
- Admin and Labor Costs Managing Documents
- Outages
- Productivity Loss



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Managed Print Services



Atlantic's Managed Print Service

- Device Management & Device Mapping
- Automated Supply Fulfillment
- Preventative & Proactive Maintenance
- Automated Meter Collection
- Track and Trend Fleet and Device TCO
- Rules-Based Printing for Cost Containment and Security
- Flexible Leasing Options for New Hardware
- Quarterly Business Reviews
- Cost Per Page Billing with One Monthly Invoice
- **GREEN** Programs, Compatible Products, Recycling Programs, Fleet Optimization



**"MOST
CLIENTS SAVE
15-30%"**



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Managed IT Services



CONTROL COSTS

BEST-OF-BREED TECHNOLOGY

EXPERTISE

REDUCE DOWNTIME & RISKS

CAPACITY PLANNING

SIMPLIFY COMPLEX IT SOLUTIONS

DEPENDABLE INFRASTRUCTURE



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Managed IT Services

Did You Know?

40%

of repair time is spent on
problem isolation and
root cause analysis
**not actually solving the
problem**

Source: IDC

75%

of a typical budget is
spent on
**simply maintaining
existing IT operations**

Source: Forrester

60 minutes

Gartner estimates that 1
hour of downtime
- planned or unplanned -
**costs the average
company \$42,000**

Source: Network World



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Managed IT Services

Why do companies need Managed IT Services?

- Risk mitigation
- Maximize end user Productivity
- Expense Control
- Compliment in-house Resources
- On-demand Access to Higher Levels of Support
- Proactive vs. Reactive Response
- Focus on Mission Critical Initiatives



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Managed IT Services



Choose the Program that meets your
NEEDS and BUDGET

24 x 7 Monitoring / Reporting Services

- Network – Security – Backup – VPN
- Virus & Spam Protection
- Online client portal
- Monthly Network Health / Service Reports

Preventative Maintenance

- Patch Management & Implementation
- Remote “Soft Fixes” – network - backups
- Virus & Spam removal
- Preventative Maintenance on Servers/Workstations/Routers/Firewalls

Hardware

- On-site Network, Servers, Workstation Deployment & Service
- Service Parts and Labor

Premier Services

- Spam filtering – Anti-virus Engines
- MS Exchange Maintenance
- Onsite backup
- Vendor Liaison



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Atlantic Cloud Workspace™

anytime • anywhere
ALWAYS  **N**

SIMPLE

RELIABLE

SECURE



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Cloud Workspace™

Why would you consider “the Cloud”?



- Is your IT infrastructure up to date and secure?
- Employees complaining about uptime?
- OS security patches up to date – software applications?
- Using the latest productivity features – upgrade licenses?
- What about remote access for mobility users?
- Do you have the right IT skill-set in-house?
- What about your capital budget – is it shrinking?
- How often do you backup your information?
- Can you recover from a disaster?

anytime • anywhere
ALWAYS  **N**



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Cloud Workspace™

Why Atlantic Cloud Workspace™?



- Reduce IT Costs
 - Cut capital and operational costs by eliminating on-site servers, application software and maintenance
- Work from Anywhere – Anytime
 - Secure high-performance access to all applications and data from any internet connected device
 - Over 350 business and productivity applications available
- Improved Security
 - Data privacy and user security policies
- Disaster Recovery for Business Continuity
 - Daily backups
 - Data encryption
 - SSAE 16 Compliant infrastructure and process controls

anytime • anywhere
ALWAYS  **N**



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Professional Services

**CONSULTING EXPERTISE
OUT-TASKING**



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Professional Services

**If your support team is spread too thin or lacking necessary skills,
your business may be at risk!**

Our Expertise includes:

- IT Consulting
- Virtualization Services
- Backup & Disaster Recovery
- Microsoft Exchange Server / Mobile Devices
- Microsoft Windows Server
- Network Solutions
- Security Solutions
- Staff Augmentation
- Hardware & Software Procurement
- Asset Management & Full lifecycle Management



INGRAM MICRO
SMB
500


MSPAlliance™
International Association of Managed Service Providers
Member Company



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Document Management Solutions



ENHANCE DOCUMENT SECURITY
FLEXIBLE DOCUMENT RETRIEVAL
RECLAIM STORAGE SPACE & COSTS
COMPLIANCE
REDUCE RISK



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Document Management Solutions



Why Document Management Makes Sense

- Real time access to critical company information
- Secure, centralize and locate your files electronically
- Flexible Document Retrieval
- Eliminate piles of paper and automate manual processes
- Reclaim space once used for file cabinets and storage boxes
- Reduce Storage and Operational Costs
- No More Lost Files!!



Manage your records.... don't have them Manage you!!



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Records & Information Management



**DOCUMENT LIFECYCLE COMPLIANCE
BUSINESS CONTINUITY**



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Records & Information Management



Why Is It Important?

- Safeguard Vital Information
- Ensure Regulatory Compliance
- Adhere to your Industry's Retention Policy
- Minimize Litigation Risks
- Ensure Business Continuity
- Improve Efficiency and Productivity



SARBANES-OXLEY

HEALTH INSURANCE PORTABILITY
& ACCOUNTABILITY ACT



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Records & Information Management



How Can Atlantic Help?

- Records Retention Schedules
- Records Management Policies
- Vital Records Protection Programs
- Records Destruction Programs
- Records Management Training
- Disaster Recovery and Business Continuity Programs



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