



**Landscape** **IT Works**

A Xerotec Company

# **LANDSCAPE** **MANAGED PRINT SERVICES**

Get things done better, faster, and more efficiently with HP  
Managed Print Services by Landscape

# LANDSCAPE MPS PERFECTLY MANAGED PRINT

Landscape has perfected our managed print service offering and can quite confidently say that we offer the best MPS in the business.

## BEST OF BOTH WORLDS: HP + LANDSCAPE

The perfect blend of award winning, market leading technology from the most famous and prolific imaging and print manufacturer combined with the local support and flexibility from Landscape, delivering real deep-dive HP contract specialism, experience and expertise allowing customers to gain the most from their MPS solution.



**200+ GROUP STAFF  
ACROSS 10 OFFICES  
UK&I COVERAGE**



**AWARD-WINNING  
INDUSTRY  
LEADING HP  
TECHNOLOGY**

**LANDSCAPE  
SMART DEVICE SERVICES  
POWERED TOOLSETS**



**GROUP  
UK-BASED  
ANALYSTS &  
HELPDESK**



**LANDSCAPE  
LOCAL ACCOUNT  
MANAGEMENT**



**MANUFACTURER'S  
SERVICE**



**ONE OF THE MOST  
COMPREHENSIVE  
MANAGED PRINT  
SERVICES AVAILABLE**

## POSITIVE OUTCOMES FOR YOU



### COST

Highly competitive offering from the world leader. 20-30% Average saving with a professionally managed print service.



### RISK

HP = The World's most secure printers. Manage risk with award winning multi-layer security across our portfolio.



### EXPERIENCE

Zero service required on 45 A4 models and no misfeeds on 13 A3 models printing over 6M impressions over 5 years.



### PRODUCTIVITY

With award-winning on-device apps, cloud connections and workflow automation plus scan speeds of up to x5 A4 pages per second.



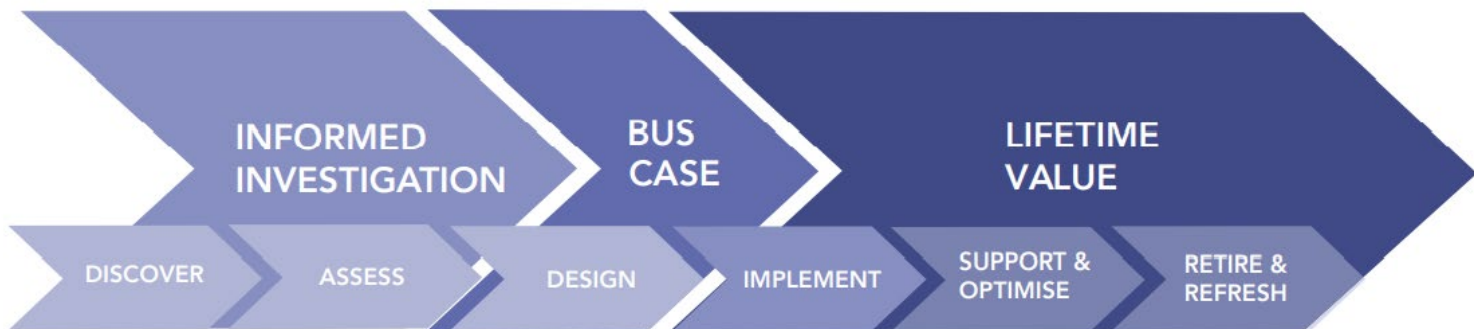
### ENVIRONMENT

Enjoy typical savings of 50%+ on energy consumption with devices that are 10% more energy efficient than next nearest competitor.

Our managed devices enjoy 99.6% uptime and a 90.6% first time fix rate, and your users do more with their printers.

# LANDSCAPE MPS AN EXCEPTIONAL ECOSYSTEM

## LANDSCAPE CUSTOMER JOURNEY



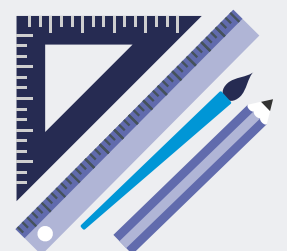
### DISCOVERY & ASSESSMENT

Fact based decision making with specialist Landscape analysts and data fed into bespoke toolsets to help understand current position and how to achieve more. We help busy professionals get better clarity on their current position and how & where improvements can be achieved without heavy lifting.

- > Optional audit of current state via professional tools
- > Data fed into Landscape bespoke toolset
- > Business objectives added
- > Analysis of who is printing what, document types, trends, TCO analysis and "what if" scenarios on the fly with you with instant results
- > Recommendation of optimised future solution

### SOLUTION DESIGN

We believe in using the finest ingredients for our clients and putting them into the hands of dedicated analyst experts to craft the best fit for your needs, leveraging best practice from our extensive experience garnered across decades of MPS work. Our team works with best-in-class solutions from the world's foremost providers which includes hardware, software and services providers. We cover every technology choice related to the management and use of hardcopy print devices.



# LANDSCAPE MPS AWARDS AND CREDENTIALS

Design, hardware, software, workflow, security and service

## AWARD WINNING PROVIDER

Gain better service & support  
Service Team of the Year 2022  
(PrintIT Industry Awards  
Dec 2022)



## GET THE VERY BEST MPS SOLUTION

MPS Solution of the Year 2022  
(PrintIT Industry Awards  
Dec 2022)



## AWARD WINNING TECHNOLOGY SOLUTIONS

BLI A3 Line of the Year Award 2023  
*"Exemplary reliability, with not a single misfeed encountered on 13 tested models over more than 2.4 million impressions".*



## LOWER ELECTRICITY COSTS

BLI Most Energy Efficient Laser A3  
Brand Award 2023-2025  
*"Achieving 10% less energy consumption over the next best competitor".*



## IMPROVE PRODUCTIVITY & UX

BLI Most Reliable Brand  
Award A4 2023  
*"Tested 45 HP A4 products from 2017-2021 for a total of 3,945,000 pages with a perfect service record of zero".*



## SECURE YOUR NETWORK

BLI PaceSetter Award Document  
Imaging Security: Office 2021-2022  
*"Recognises HP as one the OEMs that offers the strongest ecosystem of security products and services".*



## HARDWARE FOR HYBRID WORKERS

BLI PaceSetter Award  
Small Office / Home  
Office Provider 2022-  
2023  
*"Exceptional range of SOHO hardware and excellent results in SOHO-centric devices evaluated"*



## BEST COLOUR QUALITY OUTPUT

BLI Most Colour  
Consistent A4 Brand  
2021-2023  
*"Unrivalled consistency of colour output resulting in maximum uptime and reduced consumable waste". "HP outshined its competition". "Superior colour consistency".*



## INDUSTRY-LEADING PRINT MANAGEMENT

BLI 2022 Pick Award:  
Outstanding SMB Print  
Management Solution  
*"In addition to its complete feature set, PaperCut MF stands out as by far the easiest major print management platform to deploy and use".*



## BEST WORKFLOW AUTOMATION

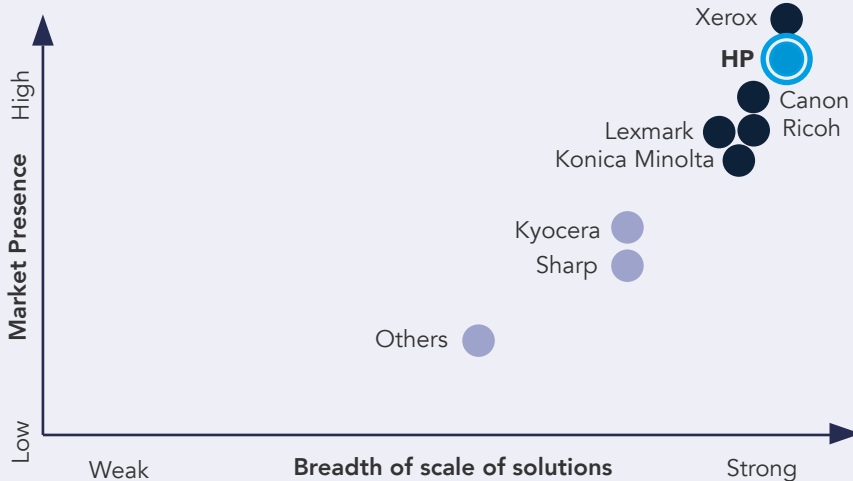
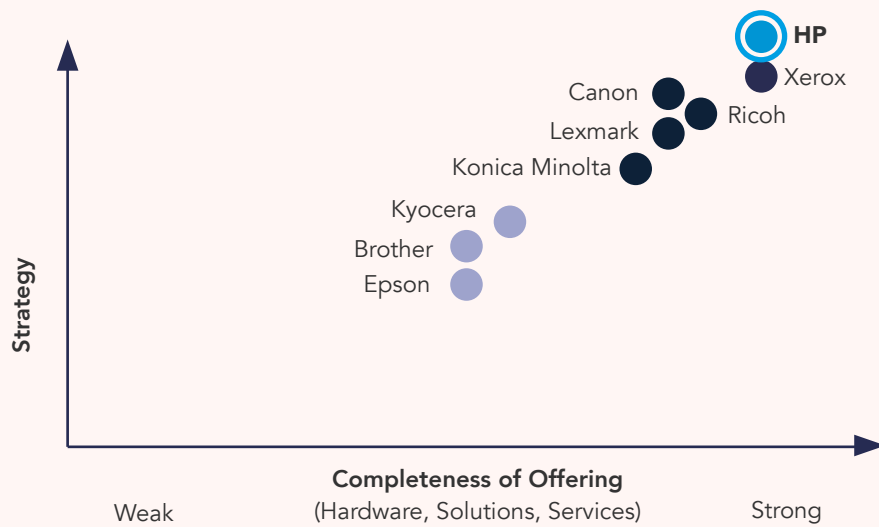
BLI 2022 Pick Award:  
Outstanding Business  
Process Management  
Solution  
*"Square 9 GlobalSearch provides businesses with a fast, affordable and easy way to start digitising and automating their business processes".*



# LANDSCAPE MPS AWARDS AND CREDENTIALS

Security and vendor credentials

**PRINT SECURITY  
VENDOR LEADER  
2022 : QUOCIRCA  
PRINT SECURITY  
VENDOR  
LANDSCAPE 2022**



**MPS VENDOR  
CREDENTIALS  
LEADER "MANAGED  
PRINT SERVICES  
LANDSCAPE"  
QUOCIRCA,  
MARCH 2022**

# LANDSCAPE MPS HARDWARE

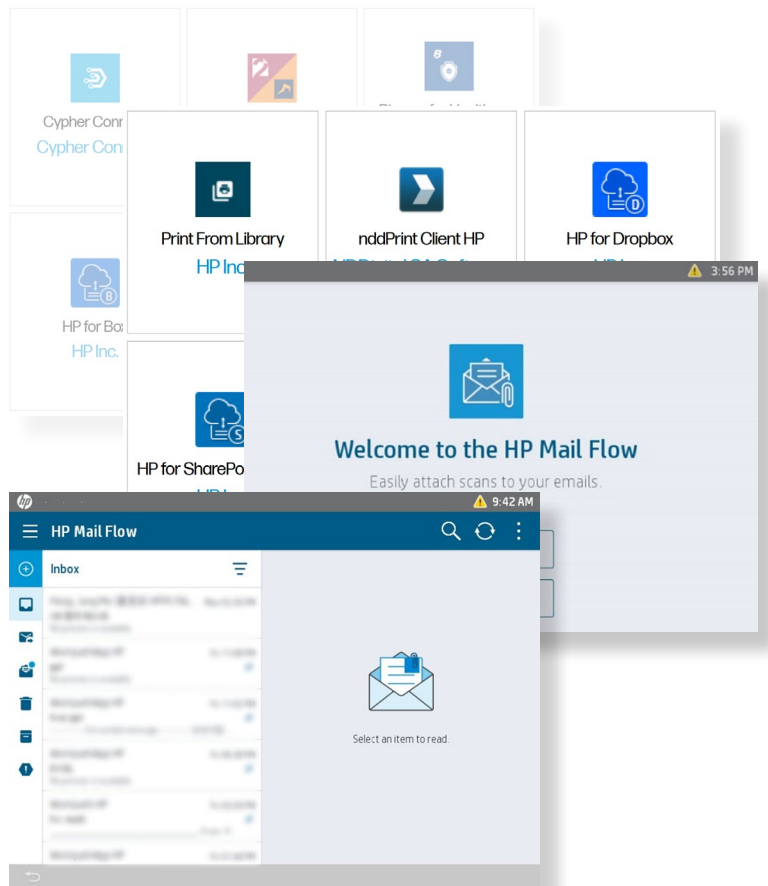
Landscape provides industry award winning hardware solutions to deliver the ultimate multi-tasking, easy to use, intrinsically secure and highly available platforms.

The special HP Managed range of A3 and A4 devices are not available in the general market and are optimised for business environments. The shared core operating system / FutureSmart firmware platform delivers a common user experience, solutions support, manageability and security features.

With a range designed to offer choice for any kind of requirement including remote home working platforms, each solution delivers a stunningly clear and responsive high resolution touch screen with HP Workpath compatibility for application support and a common user experience.

We offer a choice of independently test and best rated ranges of Print Management and Workflow solutions all designed to make your imaging environment exceptionally versatile, reliable and intuitive. This includes options for both on premises and cloud-based solutions. These include solutions for:

- > Secure release print
- > Access controlled scan, copy, print and fax
- > Mobile print
- > Advanced Document Workflow
- > Integration with Cloud based systems and repositories
- > HP Workpath on-device Apps



## LASERJET E800 & E700 MANAGED COLOUR MFP SERIES



Our flagship recommended office A3 range, the E786 & E877 Series is the current BLI A3 Line of the Year 2023, BLI Most Energy Efficient Laser A3 Brand 2023 – 25, and the CRN 2022 Tech Innovators MFP Line of the Year. A truly outstanding platform offering 25 to 70 page per minute print speeds with on-site speed upgradability, class leading document handling and high powered multi-tasking processing making light work of document intensive environments. Competitively priced from the world's leading provider of printing and imaging technology.



**A4 1-10 USERS****A4 5-15 USERS****A4 10-20 USERS****A4 25+ USERS****A3 1-10 USERS****A3 5-20 USERS****A3 20+ USERS****HP Enterprise Managed Portfolio****MONO**

**E40040dn**  
40 ppm  
AMPV 7.5K

**E42540f**  
40 ppm  
AMPV 7.5K



**E50145dn**  
43 ppm  
AMPV 15K



**E52645dn/c**  
43 ppm  
AMPV 15K



**E60155dn**  
52 ppm  
AMPV 30K



**E62655dn**  
52 ppm  
AMPV 30K



**E60165dn**  
61 ppm  
AMPV 40K



**E62665hs**  
61 ppm  
AMPV 40K



**E73130dn/z**  
30 ppm  
AMPV 20K



**E73135dn/z**  
35 ppm  
AMPV 20K



**E73140dn/z**  
40 ppm  
AMPV 20K



**E82650dn/z**  
50 ppm  
AMPV 60K



**E82770dn/z**  
70 ppm  
AMPV 60K

**COLOUR**

**E45028dn**  
27 ppm  
AMPV 5K



**X55745dn**  
43 ppm  
AMPV 15K



**X58045dn/z/zs**  
43 ppm  
AMPV 15K



**X65455dn**  
52 ppm  
AMPV 30K



**X677dn/s**  
52 / 61 ppm  
AMPV 30K



**X65465dn**  
61 ppm  
AMPV 30K



**X677z/zs/z+**  
52 / 61 ppm  
AMPV 30K



**E78228dn**  
28 ppm  
AMPV 20K



**E75245dn**  
46 ppm  
AMPV 40K



**E78630/35dn/z**  
30 / 35 ppm  
AMPV 20K



**E87740/50dn/z**  
40 / 50 ppm  
AMPV 60K



**E85055dn**  
56 ppm  
AMPV 50K

**PERFECT FOR**

Small to medium work-teams, branch offices or convenience A4

Medium sized work-teams, busier branches, needing higher quality

Medium to large sized depts, branches, needing faster A4 speeds

Large sized depts, branches, needing fastest A4 speeds

Small to medium work-teams or branch offices needing A3 output

Medium sized work-teams, busier branches, A3

Large sized depts, branches, needing fastest A3 speeds and volumes, with upgraded scanning speeds and capacities

**DESC**

Entry-level solutions enabled A4 devices designed for business use

Mainstream, higher volume A4 devices with more substantial paper tray capacity options incl. floor standing, lower running costs

Faster A4 devices with substantial paper tray capacity and stapling option

Fastest A4 devices with substantial paper tray capacity and stapling options for all MFP's & mono printer

Entry-level solutions enabled A3 devices designed for business use

Slightly higher speed entry level A3 devices designed for business use for medium sized work-teams

Most advanced, heavy duty A3 engines designed for high volumes, faster throughput for printing, scanning and copying

**UPGRADES**

- Additional paper tray
- Software apps

- Choice of additional paper trays
- Z = Flow, ZS = Flow & Int. Stapler
- Software apps

- Choice of paper trays
- MFP "S" model = Stapling
- Software apps
- Speed pack 52-61 PPM

- Choice of paper trays
- Z = Flow, ZS = Flow & Int. Stapler, Z+ = Flow & Ext. Finisher
- Ext Keyboard, OCR Board

- Choice of additional paper trays
- External and internal finishing options
- Software apps

- Faster printing / copying speeds
- Choice of additional paper trays
- External and internal finishing options
- Software apps

- Faster printing / copying & scanning speeds
- Choice of additional paper trays
- External and internal finishing options
- Software apps

**KEY OPTIONS**

Mono 40 PPM  
Mono AMPV 7.5K  
Colour 27 PPM  
Colour AMPV 5K  
1-10 users  
Solutions enabled

Mono & Col 43 PPM  
AMPV 15K  
Solutions enabled

Mono & Col 52 / 61 PPM  
AMPV 30K  
Solutions enabled

Mono & Col 52 / 61 PPM  
AMPV 30K  
Solutions enabled  
Speed pack 52-61 PPM  
20+ users  
Z+ required for ext. finisher

Mono 30 / 35 PPM  
Mono AMPV 20K  
Colour 25-28 (Printer 46) PPM  
Colour AMPV 20K (Printer 40K)  
1-10 users  
Solutions enabled

Mono 40 / 50 PPM  
Mono AMPV 20K & 60K  
Colour 30-35 or 40-50 PPM  
Colour AMPV 20K or 60K  
5-20 users  
Solutions enabled

Mono 60 / 70 PPM  
Mono AMPV 60K  
Colour 60 / 70 PPM (Printer 56 PPM)  
Colour AMPV 60K  
15-25+ users  
Solutions enabled

# LANDSCAPE MPS HARDWARE SOLUTIONS FOR A HYBRID WORLD

With an increase in a more hybrid world of work, where staff have become much more mobile, centralised-only fleets may not necessarily be today's optimum solution for users. Combining HP's exceptional technology for office environments designed for every type of large departmental need through to personal office devices, now your work from home printing can be standardised and improved, at a price that makes sense.

Lower running costs, increase standardisation, include support, streamline billing and supplies provision, and meet the growing needs of remote workers with the award winning HP Managed LaserJet technology for remote working. Devices are connected seamlessly to our Cloud based monitoring service to track usage, support requirements, and supplies auto replenishment.

## THE HP COLOUR LASERJET MANAGED MFP E47528F

Gorgeously small, perfectly formed, make the most of tight workspaces with our smallest Enterprise Managed MFP. Packed with Enterprise features to give your staff the perfect blend of convenience and impact with advanced workflow functionality.

The HP Colour LaserJet Managed MFP E47528f won the 2021 BLI Pick Award (Best-in-market) for its "flawless reliability, fast print speeds, and strong user-friendliness... plus broad mobile support". It is described as "Outstanding MPS-Ready Colour MFP for Small Workgroups". It is part of the HP A4 range recently awarded the 2022 – 2024 Most Reliable A4 Brand.

- > A4 colour copy, print, scan, fax, email, cloud
- > Up to 28 ppm
- > 10.9cm customisable colour touchscreen
- > Support for embedded solutions options (such as Secure Pull Printing)
- > 100+ embedded security features
- > Mobile printing capabilities



"Our new Managed Print Services means that the university gains from cost and environmental savings, while our staff and students benefit from using the latest HP technology with faster devices and greater productivity, through features such as Mobility Print and integrated scanning, and the third-party print management product, PaperCut."

*Sarah Peace, Head of Desktop & Printing Services, IT Services*



# LANDSCAPE MPS IMPLEMENTATION, SUPPORT & OPTIMISATION

Keeping your teams productive, and elevating your experience, we use manufacturer engineering staff and HP-trained & certified engineers to maintain your printing infrastructure.

Our configuration centre located on the English South Coast offers physical prebuild, configuration and staging & storage to make any deployment streamlined, and with minimum packaging on site.

No matter how small or large your fleet requirements are, our team has experience in making light work of some of the most demanding environments such as busy hospitals, global 24x7 broadcasting organisations, large University campuses and nationwide retail chains with highly complex logistical requirements. Our Project Managers are Prince-2 certified.



## AWARD-WINNING UK-BASED HELPDESK

Whether you're an employee struggling to connect to a printer or a business owner in need of help during a major IT outage, there's nothing more frustrating than not being able to get assistance when you need it the most.

In a time-challenged world, we understand that employees expect seamless support experiences that keep their businesses moving. Our team is proud to have won "Service Team of the Year 2022"

Our one-stop helpdesk avoids you having to call multiple support lines and you can rely on Landscape and our award-winning helpdesk to minimise downtime by proactively monitoring your fleet to look for faults before they occur.



**MONITOR SERVICE CALL &  
CONSUMABLE REQUESTS**



**CUSTOMER ACCESS TO DEVICE  
CONTROL PORTAL**



**UK HELPDESK & ANALYSTS  
WITH FULL UK & COVERAGE**



**HP SERVICE ENGINEERING**



**FULL MONITORING OF SEVERLESS  
OFFICES (E.G. HOME OFFICES)**

## HP SUPPLY CHAIN & ENGINEERS

Our portfolio of technology is vetted and rigorously tested by our analysts. This helps us to ensure our pre-installation hardware checks and testing procedures are as robust as possible. Post installation, we ensure the following:

- > Your fleet is monitored and managed by our helpdesk agents
- > We proactively look after your devices and look out for faults before they occur
- > We also work directly with HP to provide you with fast access to Genuine HP supplies and parts. HP certifies its entire supply chain most stringent standards giving you peace of mind.

## HP SMART DEVICE SERVICES (SDS)

Our tools include HP SDS. This advanced service system can connect to any HP device running HP's FutureSmart Firmware (all HP Managed or Enterprise devices). Via our Enhanced MPS Service Offering it provides the ability to:

- > Remotely update, configure and reboot devices
- > Predict failures and detect problems before they happen
- > Optimise service visits by identifying parts required for the job using Smart AI
- > Deliver step by step instructions to remediate issues



## LANDSCAPE ABOUT US

We have a 30-year history of delivering contract and lifecycle services for customers that range from Global Household brands across the World to family run businesses in the local community. Our focus is on delivering a complete technology experience designed to provide tangible business benefits, no matter how big or small you are.

Our selection process handpicks a range of solutions and service options in addition to offering off the shelf technology products. We provide bespoke solutions addressing digital workspace and communications, through to process automation.

## WANT TO LEARN MORE? GET IN TOUCH

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Email: [info@landscape.uk.com](mailto:info@landscape.uk.com)

