



Realize Your Full Cost Recovery Potential



Professional Solutions Suite



discover

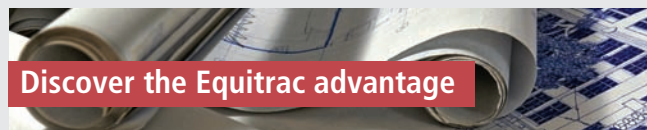
In your business, you know that time is money. Now apply that thinking to your documents — all of them

The digital revolution that's helping you to provide better client service may actually be costing you thousands of dollars per year in unbilled client expenses.

The simple truth is that if you're only counting copies, you're not realizing your full cost recovery potential. That's because digitally produced scans, prints, comps and plots are documents, too. Which means they have costs that can be captured, allocated and recovered as accurately and completely as those of traditional copies and faxes.

But most professional services firms that routinely track and bill for paper copies aren't doing the same with their digital documents. The more clients you serve, the greater your unrecovered cost.

It doesn't have to be that way.



	Equitrac best-in-class Professional Solutions Suite	Your current systems
Tracks and recovers costs to your specs, including by the page or square foot	✓	?
Enhances client privacy and regulatory compliance	✓	?
Reveals per-page cost differences among devices	✓	?
Provides Follow-You™ printing convenience	✓	?
Fully standards-based	✓	?
Macintosh compatible	✓	?
Tracks directly from leading plot development software	✓	?
Supports multiple charge schedules for different clients and print features	✓	?

The future of cost recovery is here

Equitrac Professional 5 — the newest, most advanced version yet of Equitrac's industry leading cost-recovery solution — includes the systems and services it takes to speed your discovery and recovery of billable expenses.



The result of unprecedented partnerships with equipment manufacturers and application developers working with us in the Equitrac Innovation Center, Equitrac Professional 5 integrates seamlessly with all major printers, plotters, multifunction devices, CAD systems, time and billing software — and of course, the copy, fax and phone systems you've relied on for years. Which means you can enhance your reimbursement for copies, faxes and any billable activity that can be charged to client service and projects without changing the way you work.

But Equitrac Professional does more than help you recover costs. It gives you the insight to save time, simplify workflow, eliminate waste and free up staff for billable activities. Equitrac is already helping AEC firms, accountants, advertising agencies and consultants to:

- Protect client confidentiality
- Simplify IT management
- Unleash the persuasive power of color
- Optimize use of in-house resources
- Reduce outside printing expense
- Promote good environmental practice

Available as both device-embedded and terminal-based software, Equitrac Professional 5 is built on open standards to let you choose the systems that work best for you, decide when or whether to buy new printers, and extend the return on equipment you already own.

recover

Easy, accurate and automatic cost recovery

With Equitrac Professional, complete and accurate charging of expenses to clients and projects becomes virtually automatic. Direct tracking from MicroStation and AutoCAD plot development software, plus seamless Macintosh support, provides effortless error-free capture of every document output to every local or networked device. Active integration with billing and accounting systems speeds and simplifies recovery of client charges.

Increased security, confidentiality and compliance

Equitrac Follow-You™ printing with Secure Document Release helps protect client confidentiality and satisfy regulatory privacy requirements. Instead of sitting exposed and unclaimed in remote output trays documents are routed through a secure server and only released when users authenticate themselves at the printer. Wasteful, unnecessary, output can be reduced by automatically deleting unprinted, expired, documents from the queue.

“The solution took only 2.8 months to pay for itself because we were losing more revenue than we thought.”

Open up Equitrac technology to its full potential



Cut down on help desk calls

Tighten client confidentiality

Trim costs and waste

Uncork the power of color

Sharpen your cost recovery pencil

Open up thousands of dollars in additional billings

The selling power of color

Artist's renderings, client presentations, research reports and meeting handouts communicate more effectively in color. And in-house color has become competitive with outside printing. With Equitrac controlling access to devices and supporting separate charges for color — you can make color printing more available, while keeping it affordable.

Simplified, more reliable, IT

Equitrac Professional centralizes equipment administration and control, improving service levels, minimizing IT resource requirements and reducing demand on help desks. Pro-active fault detection and timely error notification help you resolve issues before they become problems. Multi-vendor support and simplified IP-based networking deliver a more modern and reliable print management environment.

A better environment

A large professional services firm can consume over 6,000 trees' worth of paper per year.* Equitrac Professional helps you manage output so you can reduce consumption of natural resources and non-recyclable materials. Just as important, you can pursue the same environmental objectives as your clients.



* Source: ALL Associates Group, 2005.



Equitrac. Building your bottom line for three decades.

Equitrac is the world leader and most trusted name in intelligent cost recovery and print management solutions. We're home to the industry's best-funded R&D program, preferred partnerships with leading equipment manufacturers and the largest team of cost recovery experts in the world. Over 10,000 customers worldwide — including global leaders in architecture, engineering and accounting — rely on Equitrac solutions to recover costs, eliminate waste and increase the return on their printing investment.

“Equitrac software has increased our revenue \$45,000 a year by helping us bill clients for internally produced prints and plots.”

Architecture, Engineering and Construction Firm

Discover the Equitrac Advantage

- Three-decade track record of success and stability
- Generating more revenue for more professional firms than any one else in our industry
- Engineering, marketing and supporting our own technology
- Industry's largest and best funded research and development program, including Innovation Center where 100 technology professionals are focused on your needs and future
- Largest international network for sales, service and support
- Vendor-neutral technologies that work with every device, analog or digital, from every manufacturer
- Embedded in digital copiers and MFPs for over five years
- Standards-based solutions supporting Microsoft®, Citrix® and Novell® technologies and services
- Extending value of your existing investments
- CostDiscovery consulting from the world's largest team of cost recovery experts



Build a Complete Solution with Equitrac

Enterprise-wide cost recovery and expense management

- Software-based capture, costing and reporting of all client-related expenses including: copy, print, scan, fax, phone, research, courier and catering
- Scalable architecture that accommodates future technological and workflow changes
- Global support for multi-national deployments

New generation of embedded cost recovery solutions

- Embedded terminal solutions for every major office equipment manufacturer
- Integration with traditional terminals to support mixed vendor and legacy equipment

Integrated Tracking and Cost Recovery for every printer

- Rules-based local and network printing
- Network print routing
- Follow-You™ Secure Document Release technology
- Flexible charge splitting and first set free options
- Configurable DMS integration for matter centric tracking and pop-up suppression
- Macintosh print tracking through supported print servers

Extensive cost recovery and print management reporting

- Over 100 cost recovery web reports available
- Summary, detailed and total activity reports by network user and device
- Report event scheduling
- Automatic reporting and distribution
- Personalized and standard templates
- Remote report access

Integrates with current technology

- Direct tracking from MicroStation and AutoCAD
- Active accounting systems integration
- CITRIX® and Novell® compatible
- Microsoft® SQL Server and MSDE support

Call Accounting with VOIP Integration

- Identifies, prices and records every call for improved cost recovery and expense management
- Integrates with PBX, key and VoIP based telephone systems to capture detailed information on all phone system usage
- Automatic exception notification with fully integrated web based editing for call accounting and other disbursements

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