



## Get the Most Out of Your Office Equipment with Preventative Maintenance

Modern businesses still rely heavily on office equipment, such as multifunction printers, to facilitate their workflows. The average workplace would see their business processes come to a screeching halt should they experience device downtime due to a breakdown or malfunction. Therefore, it behooves organizations to help ensure their office equipment remains up and running at peak performance. A great way to do so is with regular preventative maintenance.

As opposed to reactive maintenance, preventative maintenance involves taking proactive measures to ensure the well-being of your office equipment before a specific problem arises. By regularly servicing your devices, you can expect to realize:

- **Reduced downtime** – Workflows turn into gridlock when office equipment goes down, and business processes can't be completed. By giving your devices the preventative care they need, you'll increase their reliability and mitigate serious issues.
- **Lower costs** – Preventing serious device issues from arising will minimize repair costs associated with fixing these problems. A little effort today can save you a significant amount of money down the road.
- **High-quality prints** – With your office equipment fine-tuned and operating at peak performance, your print jobs will produce high-quality results. You'll get prints sharp enough to confidently distribute both internally and externally.
- **Device longevity** – Office equipment isn't cheap. Through preventative maintenance, you'll extend the life of your devices, increasing your Return on Investment (ROI).

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### Printer Features to Maximize Your ROI

Modern multifunction printers include hard drives that store images of documents, preserving the information within them. Security features—such as user authentication, pull or 'follow-me' printing, hard drive encryption, and disk overwrite security—can help keep your sensitive data out of the wrong hands.

Modern printers can be equipped to securely accommodate mobile devices, such as smartphones, laptops, and tablets. Mobile printing provides the flexibility and convenience that comes from accessing networked office printers from these devices.

Duplex or two-sided printing enables you to automatically print documents on both sides of the sheet, reducing the amount of paper used by half without requiring any manual intervention. Likewise, duplex scanning allows you to automatically scan both sides of a document, improving efficiency by saving you time and eliminating errors.

## KDI IS A PROUD PARTNER AND OFFICIAL TECHNOLOGY PROVIDER



## HOT PRODUCTS

### Canon imagePRESS C810



The imagePRESS C810 series is a true, mid-volume production, color digital press that incorporates advanced technologies that can help print establishments achieve amazing results – all in a small footprint. Incorporated into the color digital press is Canon's passion and unique understanding of imaging, photography, color science, and workflow. This expertise has resulted with an high-quality digital press that is both productive and versatile for printing establishments of varying shapes and sizes.

- Print speed: up to 80 PPM in Color and B&W
- Standard Duplexing
- Maximum Paper Size: 13" x 30"
- Max Paper Capacity: Up to 7,650 sheets
- ENERGY STAR Qualified

### Ricoh C7210X

Go beyond CMYK with Ricoh's 5th Color Digital Production Systems to produce high-value, premium applications that stand out from the competition with the ability to print clear, white, neon yellow, neon pink and invisible red toner.

This advanced system expands the creative possibilities of digital printing and opens up the door to new opportunities. Take advantage of oversized sheet options and proactively offer customers new creative ways to tell their story while expanding your base and increasing your bottom line. Benefit from next generation technologies, including a 17" Smart Operation Panel with remote capabilities, white plus CMYK in a single pass and inline sensors that maximize uptime and enhance output quality.



- Print Speed: up to 95 ppm in Color and B&W
- Network Ready
- Standard Duplexing
- Max Paper Size: 13" x 49.6"
- Max Paper Capacity: 16,200 sheets



### Hewlett Packard PageWide E77660dns

Quality printing for a great value is a smart choice for any business. Produce premium, professional-quality documents at a competitive low cost with the HP PageWide E77660dns, built to make your work—and your business—look its best.

Blurb 2 Text Here

- Print Speed: up to 60 PPM in Color / 80 B&W
- Network Ready
- Standard Duplexing
- Max Paper Size: 11" x 17"
- ENERGY STAR Qualified



## Simple but Essential Sales Skills

**Confidence.** To be successful in sales, you must have confidence to power through “no.” Confidence should be in their ability, their company, and their product or solution. A firm belief in these things is contagious to customers and will enable you to be a more assertive closer.

**Research.** Putting in the time and effort to learn more about your prospect will better position you to sell to them. You can identify new insights that will help you understand their pain points and present a solution for them.

**Self-motivation.** Salespeople can and should always improve their skills and their pitch, but they also need to have the motivation to do so. Sure, if your numbers drop, you’ll have a manager exhorting you to better yourself, but the most effective motivation comes from within.



## Overcoming Meeting Stalemates

Assuming positive intent during meeting stalemates will keep the conversation civil and courteous. Diplomatic discussion will eliminate defensive responses and provide participants an environment in which they feel safe to speak their mind. You’ll find it much easier to work through an impasse in this type of climate.

Another way to come out of a meeting stalemate in a good space is by avoiding a vote on the matter. While a decision may have been reached, you run the risk of disgruntled coworkers who aren’t on board with the results. Instead of voting, keep moving forward until a consensus can be reached in which everyone is aligned with the resolution.

Being mired in a stalemate can oftentimes be stressful and exhausting, conditions which inherently make people disagreeable. When you sense this during an impasse, call for a recess. Excuse everyone from the room for a break and resume the meeting later.

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