

# Stand out from the competition!

Cargil Solutions profile the key Xerox printers and outline the advantages of being a Xerox Authorised Service Provider



*"Since joining the Xerox Channel programme, Cargil have been able to successfully take a print services proposition to a large number of resellers, who through traditional manufacturer channel models could not get the support they needed. The Xerox Services proposition is strong, and when combined with Cargil's expertise and reach, makes a real difference to many resellers enabling them to grow existing, as well as realising new, business opportunities"*

**Carlo Longhi**

Director and General Manager, European Reseller and Supplies Group, Xerox Europe

**Cargil**  
SOLUTIONS  
*distribution with support*

## **Xerox® ColorQube® Solid Ink printers and multifunction systems:** *Colour for the price of Mono!*

Using Xerox patented Solid Ink technology, the ColorQube products deliver low cost colour printing with up to 90% less waste and a low environmental impact. Consistent, high impact, professional-quality colour - now more affordable than ever!

### **Print more colour for less**

Xerox Solid Ink printers and multifunction systems can help realise significant savings on 70% of day to day colour printing. Cartridge-free design and minimal packing means less to produce and reduced waste for better transportation efficiencies and reduced environmental impact. Send jobs from any email enabled device to any Xerox® multifunction system with secure print release and password protected PDFs.

## **Xerox® Phaser 6600 Printer and WorkCentre 6605 Multifunction Printer** *Making important business communications stand out from the competition!*

With low running from these market leading products, there has never been a better time to make money from these exciting printer products! Get your work noticed with these feature rich, value-packed A4 printers & mfp's from Xerox that

offer exceptional high resolution colour printing with consistent precision output - an essential colourful advantage that makes printed communications stand out and grab your attention! With a print speed of 35ppm, Duplex printing as standard, Pantone® Colour calibrated solid-colour simulations and Xerox colour correction technology for colour perfect printing, with True Adobe® PostScript® 3™ for consistent accuracy, bright colours and superior graphics.

## **Xerox Supplies Services (XSS) and Xerox Replacement Cartridges (XRC)** *Simplifies managing the fleet, whilst minimising your costs, and maximising your profits*

Xerox Supplies Services (XSS) is a powerful outsourced supplies replenishment service. By monitoring and managing print devices across





all the major brands - not just Xerox - this simple, free of charge software solution, supplies alerts to both you and your customer when services and supplies are needed in real time. This reduces wasted storage of supplies with consolidated, less frequent orders, whilst cutting unnecessary admin across the entire printing fleet.

With a broad line of products, sustainable quality and total performance lifetime warranty, customers are choosing Xerox cartridges for the immediate gains in savings, quality, and worry-free printing - with great performance from the first print to the last!

**Left: Xerox Replacement Cartridges**  
**Above: Xerox® ColorQube® 8580,**  
**WorkCentre 6605**  
**and Phaser 6600**



## Become a XEROX Authorised Service Provider

Cargil Solutions and Xerox would like to offer you the opportunity to become part of an exclusive group of resellers who are able to carry the brand of 'Xerox Authorised Service Provider', delivering increased revenue and profitability opportunities to your business, with the backup of a globally recognised brand.

Cargil Solutions is the UK's only Xerox Authorised Partner that combines the benefits of supplying hardware, supplies and spare parts whilst having the authority to register, support and train new authorised service partners through the Xerox process.

### Our commitment to you:

- To provide high gross margin opportunities with competitive cost per page model.
- To give you access to a globally recognised, market leading brand.
- To enable you to buy Xerox's A4 desktop range of printers and MFPs, plus A3 printers, at competitive prices.

- To be a 'one stop shop' for all your needs through a true 'value added distribution model'.

### To join this exclusive group of resellers all you need to do is:

- Nominate two service engineers to become 'authorised repairers'.
- Get your two service engineers to complete Xerox's training modules. (Training is free of charge and most training modules are virtual on-line modules)
- Promote the Xerox range as and when it provides the 'best fit' for your customers.

### Next step

To register your interest or to learn more about this exciting programme please contact

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