

Partner Sales Cheat Sheet for Selling Green Office Partner Services



Core Green Office Partner Offerings



Managed Print Services (MPS)

- Comprehensive Consultation
- Remote or Onsite Assessment
- Training and Installation
- Helpdesk and Onsite Support



Paperless Solutions

- Intelligent Document Management
- Secure Print Solutions
- Cloud Faxing Solutions
- Business Workflow Optimization

What Clients Should You Refer?

We welcome all types and excel with print-rich businesses that are:

- Multi-site businesses (U.S./Canada)
- Single-site locations with multiple buildings.

We work across all industries, but we've found that the following need MPS the most:

- Healthcare
- Construction
- Hospitality
- Automotive
- Low
- Education
- Government
- Financial
- Manufacturing

Why IT and Print Vendor Working Together is Better for Your Business

Use these key points to position the value of collaboration to your clients:

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- **Unified Technology Strategy:** By collaborating, your IT and print services are seamlessly integrated, simplifying management and enhancing overall efficiency.
- **Strengthened Security & Compliance:** Together, we ensure that both your digital and printed data are protected, helping you meet industry regulations like HIPAA and GDPR.
- **Minimized Downtime:** A coordinated approach allows for quicker resolution of technical issues, reducing disruptions and keeping your operations running smoothly.
- **Scalable Solutions for Growth:** Our partnership provides adaptable solutions that grow with your business, facilitating seamless expansion and technological upgrades.
- **Enhanced User Experience:** Working as one team, we deliver consistent support, improving user satisfaction through reliable and efficient services.

Ways to Transition Client Contracts

You don't have to wait until a client's current agreement ends. Refer them anytime:

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- **Refreshes:** Seamless upgrades when current contracts expire.
- **Early Contract Termination:** GOP helps end contracts early.
- **Add-Ons:** Install new equipment now, migrate fully later.
- **Service Non-Contracted Units:** Client owns devices but needs managed support.
- **Change of Service:** Maintain lease, switch service vendors.
- **Service Relationship Management:** GOP manages existing vendor contracts until transition is complete

How to Submit a Lead



Quick Deal Submission: printpartner.biz/deal



Strategic Review Needed?

Request a "Book of Business" meeting by [scheduling an Appointment here](#).

Print Partner Collateral

[Printpartner.biz/partner-content](https://printpartner.biz/partner-content)

For client-facing decks, one-pagers, and flyers, use this link:

[Greenofficepartner.com/collateral](https://greenofficepartner.com/collateral)

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📅 [Schedule an Appointment](#)