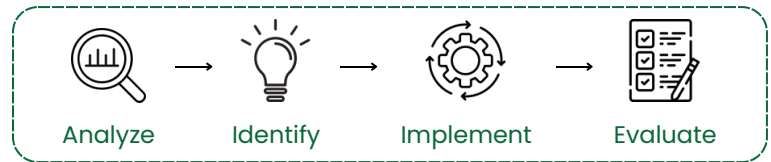


# Solutions Cheat Sheet



## Business Workflow Analysis

Analyze business processes to identify inefficiencies and recommend areas for improvement.



**GOAL:** Identify workflow bottlenecks and consult with clients on pain points.

**PAIN POINTS SOLVED:** Inefficiencies and inaccuracies in business workflow processes

**VALUE PROPOSITION:**

- Process mapping and analysis
- Identifies bottlenecks and quantifies cost savings
- Workflow examples and ROI calculator

**USE CASE:** Accounting department calls in GOP to analyze workflow because they suspect inefficiencies with A/R. The same can be applied to any department.



## Conference Room and Video Technologies

(Available where not already served by a partner)

Meeting technologies and services for enhanced collaboration tools, including monitors, touch video displays, and LED Walls.

**GOAL:** Deliver consistent, immersive AV experiences using LED and touchscreen technology to enhance collaboration, presentations, and hybrid communication.

**PAIN POINTS SOLVED:** Eliminates complexity, low engagement, and visibility issues through intuitive controls, high-clarity visuals, and seamless integration with meeting platforms.

**VALUE PROPOSITION:**

- Provides user-friendly, scalable AV systems
- Interactive, high-impact display technologies
- Productivity elevated and IT burden reduced.

**USE CASE:** Powers modern meeting rooms, training spaces, and signage areas with touch-enabled displays and LED solutions optimized for hybrid and in-person use.



## Process Automation

Automate repetitive tasks to increase efficiency and productivity.

**GOAL:** Use the information gathered by our business workflow analysis to automate repetitive back-office processes.

**PAIN POINTS SOLVED:**

- Eliminate time-consuming manual tasks
- Reduce high labor costs
- Remove system gaps

**VALUE PROPOSITION:**

- Bots for finance, HR, operations, and sales
- Reduces errors, saves time, adds flexibility
- Faster, smoother onboarding process for new employees

**USE CASE:** Scaling businesses, compliance-focused industries, and digital transformation.



## Intelligent Document Processing

Use of AI-driven tools to classify, extract, and organize data from structured and unstructured documents for improved workflow and decision-making.

**GOAL:** Automate the extraction and handling of data from unstructured documents to accelerate workflows and improve accuracy.

**PAIN POINTS SOLVED:** Eliminates manual entry, slow processing, and data errors by replacing repetitive tasks with intelligent automation.

**VALUE PROPOSITION:**

- Uses AI, OCR, and NLP to convert documents into structured data
- Costs reduced, operational efficiency enhanced

**USE CASE:** Powers high-volume workflows like invoice processing, claims handling, customer onboarding, and backend scanning of paper documents into automated pipelines.



## Enhanced Self-Service and Support Integration

Seamless on-demand help and integration with backend support systems to ensure a smooth and efficient user experience.

**GOAL:** Instantly deliver asset-specific support content or guidance through QR scans, streamlining access and improving user experience.

**PAIN POINTS SOLVED:** Eliminates delays and confusion by bypassing manual search and enabling immediate access to help resources in the right context.

**VALUE PROPOSITION:**

- Delivers interactive instructions, AR visuals, or documentation at the point of need.
- Improves accuracy and reduces service dependency.

**USE CASE:** Enables on-demand support, guided maintenance, and training by placing scannable QR codes on equipment, facilities, or user interfaces.



## Fax Solutions

**GOAL:** Modernize faxing through cloud-based, secure, and scalable solutions.

**PAIN POINTS SOLVED:**

- Expensive phone lines and hardware
- Compliance issues (HIPAA, PCI-DSS, SOX)
- Inability to fax remotely
- Faxing Equipment Issues

**VALUE PROPOSITION:**

- With enhanced scalability, pay only for what you use, scaling up/down as needed.
- Eliminate fax servers, software, and analog lines, simplifying fax maintenance.
- Built-in compliance with HIPAA, GLBA, and others.
- Send/receive faxes from computers, mobile devices, MFPs, or via email.



## Secure Print

**GOAL:** Ensure confidential documents are only printed by authorized users, improving security and compliance.

**PAIN POINTS SOLVED:**

- Unclaimed prints at devices
- Wasted prints and costs
- Data breaches from unauthorized access
- Lack of visibility into print usage
- Compliance risks (e.g., HIPAA, GDPR)

**VALUE PROPOSITION:**

- Authenticated release
- Cuts waste
- Reduces risk
- Logs all activity for transparency
- Supports compliance

**USE CASE:** A healthcare provider uses secure print to hold jobs until users authenticate at the device, protecting patient data and meeting HIPAA requirements.