

4 Ways to Transition Mid-Contract Print Accounts with Print Partner

Many of your clients may be tied to long-term print agreements, some lasting up to five years. Luckily, we have many flexible options for how we can onboard and enroll your clients into our managed print services program, **even if they are already committed to another print vendor.**

When clients are dissatisfied with their current print vendor, they're often eager to explore better options. Our approach allows us to **initiate the transition process** well before their existing agreements come to an end.

We have four primary methods (**ARCS**) for seamlessly onboarding these mid-contract clients.

Add-ons

Clients can fulfill their current contract with their existing print vendor, but going forward, they will purchase new equipment and services from Green Office Partner. Once their agreement expires, we'll transition their entire print fleet to our MPS program.

Refreshes and Buyouts

You may have clients willing to pay extra to break ties with their print vendor before their contract ends. For these, we can offer a contract buy-out, where their previous leaseholder is paid and a new agreement with Green Office Partner is implemented.

Change of Service

Clients who are locked into a lease agreement on their equipment may not be locked into service. In these cases, Green Office Partner will assist them with ending their current service agreement, adopt their existing devices, and provide them with our own managed print services.

Service Non-Contracted Units

Some of your clients may be perfectly happy with their owned equipment, but they would no longer like to manage and support them in-house. For these cases, we can onboard them as clients with our MPS package and eventually sell them equipment when appropriate.