

Xippa Copier and Managed Print Services Contract Review Service Offering Is Being Well Received By End Users

Copier contract review and negotiation for end users with their vendor of choice. All fees are taken out of savings. Focus on Managed Print Service contracts, Cost per Copy contracts and/or any contract with a minimum impression commitment.

Xippa, an acronym for **X**erox, **I**KON, **P**itney, **P**rint, and **A**ttorney, is growing. Xippa is a National company that is based in Seattle, Washington, and was created by Wade Cascini, a long term veteran of the document technology industry, to balance the scale on the customer's side. The Copier and Managed Print Services industry has formed a speculative reputation at times for painful contracts and few remedies, in addition to the erosion of initial cost savings over the term of the contract. Due to his legal background, and leadership experience at Global Imaging - Xerox, IKON, Pitney Bowes and a variety of other large document technology firms, Wade brings knowledge, expertise, and the enthusiasm to get the job done to the customer's corner.

Recently, Xippa has added 4 tele-consultants to contact prospective end users about its service offerings and plans to add another 4 in the near future. "There are thousands of leases being signed each month in the United States for the types of services we offer. There is plenty of copy and managed print services contracts for us to help the end user's save money on."

In the past few months, formalized Managed Print Services initiatives have been launched at Hewlett Packard, Canon, Toshiba, OKI Data, Xerox, Sharp, Dell, Samsung and Ricoh to name a few. Additionally, many copier dealers and laser toner vendors have also formalized their Managed Print services offerings. All of these programs will mean more need for Xippa's services to the end user to insure they are getting exactly what they are bargaining for.

Xippa's current tele-consultant activities are quite astonishing. "We are finding 27% of the people that we talk to with Copier Leases expiring within the next 90-120 days, are interested in talking to us. We thought the percentage might be higher but there appears to be concern by the customer that we want to "sell them copiers" or that we want to have them switch vendors. Both are incorrect as we do not sell copiers and we only work with the end user's vendor of choice.

Customers really have no risk by engaging with us. All fees are taken out of savings from the best price they can get on their own. We have had a few customers that we simply could not help, and there was no charge for those consultations. For those we are helping, savings ranges from 5-18% which can be quite substantial to many companies. Additionally, our value add addresses 8-10 different areas of the contract which has no dollar amount attached to it but is needed to insure proper contract structure." Wade Cascini, Founder, Xippa.

It is Xippa's goal to contact as many customers as possible in the upcoming months with its tele-consultants. Since there is no other company that specializes in Copier and Managed Print Services Contract review, many customers are unaware the service exists.

If you're happy with your current vendor but want to ensure you are getting "what you bargained for" or are one of the many end users who feel taken advantage of by Copier, Printer or Managed Print Service vendors, don't put up with it another minute. Go to www.Xippa.net or Call Xippa "that's Zippa ... with an X" today! (425) 898-1012.