

*Making every  
print an intelligent  
decision*

## COST SAVINGS

- Recovers output costs via pay-for-print/copy/scan
- Decreases print volume

## ENVIRONMENTAL SUSTAINABILITY

- Significantly reduces unnecessary printing and printing waste

## SECURITY

- Secures documents by holding print jobs until their owners authenticate themselves at the device
- Ensures that only authorized people can use your printers, copiers, and multifunction devices

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## Company Overview

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- Founded in 1992 in Auckland, New Zealand
- Global headquarters in Rochester, NY and R&D in Auckland, NZ
- Over 1,500 customers in more than 30 countries
- 98% customer retention rate since 2002
- Pharos designs for hardware independence and has a solution for every make and model of printer, copier, and multifunction device

## History of Leadership and Innovation

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- 2009 – *Best of Show and Best Software Solution*, Print & Imaging Summit Innovation Awards
- 2008 – *Best of Show and Best Software Solution*, Print & Imaging Summit Innovation Awards
- 2008 – US patent 7,366,799 for efficiently managing a group of single function or multifunction output devices
- 2008 – US patent 7,362,461 for efficiently, accurately, and reliably tracking all networked and local print generated by servers, workstations, and laptops
- 2007 – *Best Case Study Presentation*, Gartner Print & Imaging IT Innovation Award
- 2006 – Gartner *Cool Vendor in Print Markets and Management*
- 2006 – US patent 7,075,669 for a single networked control, authentication, and management interface across a wide range of networked and non-networked output devices
- 2005 – *Microsoft Software Company of the Year*, New Zealand
- 2004 – First embedded solution for multifunction printers (Pharos iMFP solution); Pharos Blueprint® Enterprise launched
- 1998 – Enterprise output assessments
- 1993 – First Uniprint implementation

## Product Portfolio for Higher Education, K-12, and Library Customers

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### Software

- Uniprint® – tracks, controls, charges for, and reports on network printing
- Off-The-Glass® – tracks, controls, charges for, and reports on copying
- SignUp – manages computer reservations

### User Interface Solutions

- integrated Multifunction Printers (iMFPs) – Pharos software embedded in the MFP enables users to access the interface to Uniprint/Off-The-Glass from the device's touchscreen control panel; Pharos has iMFP solutions for all the leading printer manufacturers
- Omega PS150 – a digital controller powered by Pharos software with a full-color touchscreen that displays the user interface to Uniprint/Off-The-Glass
- Omega PS60 – a digital controller powered by Pharos software that releases print jobs after users authenticate themselves
- Customer Services Kiosk – a self-service station that allows patrons to deposit cash into their accounts to pay for print, copy, and other fee-based library services

## Openness and Scalability

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- Connects easily to external data sources such as authentication services, billing systems, and accounting systems
- Compatible with more than 30 different card vendors
- Suitable for a wide range of environments, from small, single-server to large, distributed
- Scripting tools and powerful system of plug-ins to meet unique customer requirements
- External Device Interface (EDI) for integrating a variety of external components

# Pharos Uniprint/Off-The-Glass Features and Applications

<b>Monitor</b>	<b>User &amp; Job Tracking</b>	<ul style="list-style-type: none"> <li>• Printing, copying, and scanning tracked at user, transaction, and device level</li> <li>• Unprinted jobs tracked and costed to measure waste savings</li> </ul>
	<b>Audit</b>	<ul style="list-style-type: none"> <li>• Transactions tracked and reported by job owner, time, device, document name, and various other job characteristics to create a complete audit trail for every print/copy job</li> </ul>
	<b>Device Utilization</b>	<ul style="list-style-type: none"> <li>• Detailed records kept on each device, including total page volume, color page volume, amount charged, cost centers charged, users charged, etc.</li> </ul>
<b>Cost</b>	<b>Accounting</b>	<ul style="list-style-type: none"> <li>• Direct real-time links to accounting systems such as Blackboard, CBORD Odyssey, CBORD CS Gold, and Heartland Payment Systems OneCard</li> <li>• Multiple purses supported in Pharos-internal accounts and from select billing systems</li> </ul>
	<b>Cost Recovery</b>	<ul style="list-style-type: none"> <li>• Extensive options for charging for print/copy/scan based on attributes of job, user, and output device</li> <li>• Jobs disallowed/stopped if user has insufficient funds</li> <li>• Can require funds in advance or charge in arrears</li> <li>• Confirms print cost and debits user before printing proceeds, and provides ability to secure a print job by configuring a password protect option</li> </ul>
	<b>Departmental Chargeback</b>	<ul style="list-style-type: none"> <li>• Job costs can be allocated by user to a grant, contract, department, or any other cost center</li> <li>• Chargeback done in real time as printing is released or pages are copied/scanned</li> </ul>
<b>Control</b>	<b>Authentication and Security</b>	<ul style="list-style-type: none"> <li>• Authentication by ID card (magnetic stripe, proximity, or barcode) or by entering user ID; in either case, can require users to enter a password for extra security</li> <li>• Authenticate to Uniprint-internal account, Active Directory, LDAP, campus billing systems, library management systems, SIP2 (SIRSI), Innovative Interfaces, etc.</li> <li>• Anonymous logon enabled (registration by PIN code)</li> <li>• Custom authentication through plug-in scripts</li> </ul>
	<b>Authorization</b>	<ul style="list-style-type: none"> <li>• Authorization based on payment models, users, and devices</li> <li>• Access to printers can be locked, even in open networks</li> </ul>
	<b>Informed Print</b>	<ul style="list-style-type: none"> <li>• Responsible printing encouraged via pop-ups that inform users of print costs</li> <li>• Active response from user can be required</li> </ul>
	<b>Limiting / Color Access Control</b>	<ul style="list-style-type: none"> <li>• Access to color printing can be restricted based on user group and file/application type</li> </ul>
	<b>Secure Release Here pull printing</b>	<ul style="list-style-type: none"> <li>• Jobs held until their owners authenticate themselves at the device, protecting confidential documents</li> <li>• Jobs can be released at any Pharos-enabled printer, even across multiple servers</li> <li>• Unprinted jobs purged automatically after a specified time</li> </ul>