

ACCESS POINTS

JULY 2011



ARGH! TONER PIRATES, THE SCOURGE OF THE COPIER SUPPLY INDUSTRY

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What are toner pirates? They are scammers who mislead you into thinking you are dealing with your local copier company in order to sell you an inferior product. They typically will call companies to get information about their copiers or will make several calls to gather bits of information each time.

Be sure to train your staff. Make sure they know who their copier supply person is so when they receive a call from someone unfamiliar it will raise a red flag. Advise them to say something like, "I am not authorized to order anything. You will have to speak to the person in charge of ordering supplies and get a purchase order." The toner pirate will usually hang up at this point.

If you are an Access customer with a maintenance contract including supplies we don't call you! We wait for you to call us when you put your last toner in the machine.

How to recognize pirates: High pressure sales tactics.. No way to contact them back...No financing...Processing or handling fee...No references.

Listen for these: "Beat the price increase"... "Last remaining in stock"... "Offer expiring today".

Some of the cons are: the case is a only a case of one toner; the toner is only 5 oz instead of the usual 16 oz.; the toner is generic instead of OEM.

Any doubt call us at Access.

Arm Yourself Against Pirates

Only do business with reputable dealers and know the contact person at your supply company. Pirates often pretend to be from your regular dealership.

Never give the make & model of any of your office equipment over the phone unless you are sure the person speaking with you is from a local and legitimate company like Access Office Technologies.

Always get a number to call the person back to confirm the order.

Never sign for or accept any shipment you did not order.

Have ONE person in charge of ordering toner & supplies.

Make sure all employees are clear on your policies.

Never feel pressured to purchase anything on the spot.

Please remember to always use clear judgment on all of your purchases and remember..."Buyer Beware".



"YOUR local source for the TECHNOLOGY in your OFFICE"

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COMPUTERS FOR COLLEGE

Have a college student that needs a computer? Consider Access Office Technologies. Access sells and services the HP business line of desktop and laptop computers. These systems are products of the highest quality, made by a manufacturer with the highest levels of service and support in the industry, which ensures

optimum operation for all four years of college.

The first thing to do is familiarize yourself with the schools computer policy. Most of them will provide a general set of minimum requirements for computers. Many colleges provide software to students at no extra cost or a very minimal cost. Once you know the

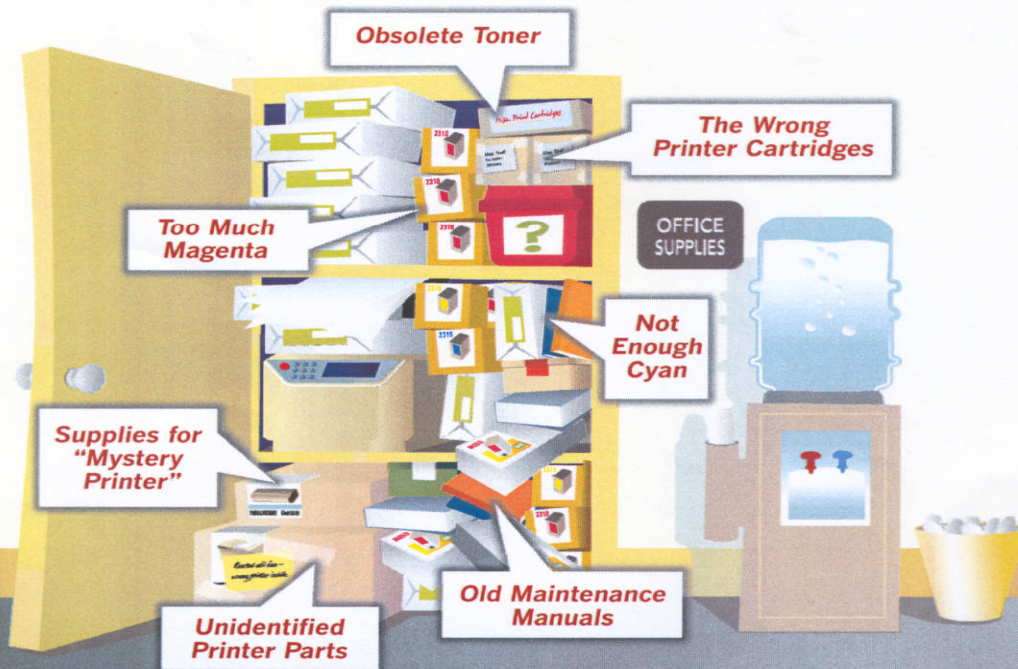
schools requirements and what they provide Access can put together a system based on your needs. Access also sells all peripherals for your computer as well.

Access is a local business offering competitive pricing and personal service.

Call or stop in today!



What's Hidden in Your Printer Supply Closet?



Better Control and Big Savings are in Store with Managed Print Services

Do you know what's going on inside your supply closet? How much it's costing you? We make it fast and simple to get control and **save up to 30%** on your printing costs.

We do the work:

- Assess your printing needs and resources
- Automatically replenish your supplies
- Provide regular maintenance
- Track and report on printer activity
- Provide a convenient single source for billing, service and supplies

You enjoy the benefits:

- Up to a 30% reduction in printing costs
- Proactive just-in-time delivery of supplies
- Minimized downtime
- Freed-up IT time to focus on core priorities
- Maximized value of your printing assets



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Call us. It's not that complicated.