

# MANAGED INK FOR WIDE-FORMAT PRINTERS

One Guaranteed Cartridge  
Price for Length of  
Managed Ink Term



One of the main things that sets a Managed Ink plan apart from other agreements is you lock in a cartridge price for the full length of your term of 36, 48 or 60 months. Each option comes with a different guaranteed ink price, so you have three to choose from.

For example, in a 36-month agreement, you will have a fixed ink price for each cartridge for a total of three years. After that, you could possibly lock in again, depending on the market price at that time, or you could opt out completely. It's flexible, and remember, free service and labor still come along with it, no matter what term and cartridge price you select.

What's good is, no matter what, you now know what your ink will cost. Whether it's price increases from inflation (which we've seen several times over the past two years) or stalled supply chains, it doesn't matter. You're only going to pay that set price. You and your customers can be confident knowing when it comes to billing and accounting, those costs and prices won't change.





## ALTERNATIVE TO SERVICE CONTRACT: FREE WIDE-FORMAT SERVICE

Have you ever come across a service contract based on a percentage of ink coverage per print? Some vendors offer a true cost-per-copy service that gives customers minimums, but many times the vendor bases service on a percentage of print coverage. It gets complicated quickly.

Some percentage-based service contracts use Tiered Billing. For example, Tier 1 pricing would include prints with up to 10% coverage. Tier 2 would cover up to 25% ink coverage, and so on. While this is a fair concept in terms of actual ink used, you're still paying a set monthly rate, plus separate charges for parts and labor. Plus, who wants to keep up with what rate you're paying for what coverage of prints?

Want a **simple, easy-to-understand agreement** that works for your business and your customers?

You don't have to worry about how much you print, or what print coverage percentage with a Managed Ink Agreement. You'll have months that are slow; you'll have months that are really big. Doesn't matter. You still only buy the supplies you need to run your machine. **You're not locked into anything monthly, but look at all you get.**

### What We Promise with Novatech Managed Ink for Wide Format:

- Service calls and diagnostic analysis
- Helpdesk phone support
- Onsite repair labor
- Next-day repair service
- Online ordering via NovaVision portal
- No min/max on supply orders
- Guaranteed only OEM parts and supplies

**It really is that simple. Purchase your OEM ink (or parts) as needed; receive free service and labor for your printer. And it doesn't require extra effort on your part. Actually, the only thing you have to do is give us a call or visit our Website.**