

*The Ultimate Guide*  
to Altron Document Solutions Eco Range  
Give tech a second life, without second-guessing its performance







# The Ultimate Guide to Altron Document Solutions Eco Range

In a climate where rising costs and environmental accountability demand smarter decisions, Altron Document Solutions helps you solve real-world challenges through practical innovation. The Eco Range represents the future of business printing: refurbished, reliable, and responsible technology that meets your sustainability goals whilst delivering the performance your teams depend on.



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# Why the Eco Range makes sense

Cash flow freedom

Key benefits

The flexibility factor



## Why the Eco Range makes sense

Today's organisations can no longer afford to choose between cost savings and sustainability. The Eco Range delivers enterprise-grade Xerox performance with zero upfront equipment costs, helping you reduce your environmental impact by up to 90% without compromising on performance or reliability.

## Cash flow freedom

Traditional equipment purchases tie up valuable capital that could be invested in growth initiatives. Printer rental eliminates this barrier, allowing you to access premium Xerox technology with zero upfront investment.

### Key benefits:



#### No capital outlay

redirect funds to core business activities



#### Predictable monthly expenses

easier budgeting and forecasting



#### Maximum flexibility

month-to-month contracts with just 30 days' notice



#### Risk mitigation

no depreciation concerns or disposal headaches

### The flexibility factor

Business needs change rapidly. Rental agreements adapt with you, whether you're scaling up, downsizing, or simply need different capabilities. Unlike traditional leases, you're not locked into lengthy commitments that may no longer serve your business.



# The refurbished advantage

Trusted brand, renewed for you

Global confidence in refurbished technology

Lifespan extension reality



## The refurbished advantage

Sustainable printing starts here. Altron Document Solutions' Eco Range devices deliver dependable, high-speed printing with Xerox reliability, perfect for busy offices needing consistent, professional results.

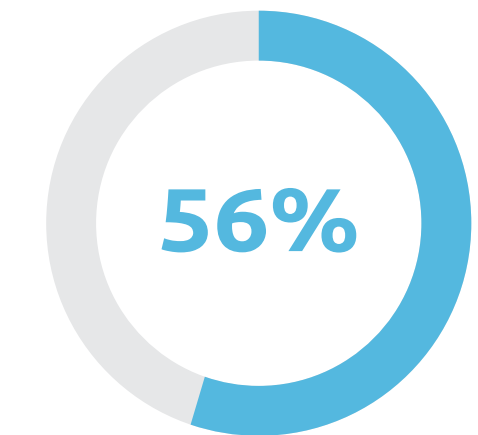
## Trusted brand, renewed for you

Xerox refurbished printers maintain the durability and reliability you expect, backed by quality assurance and comprehensive support. Each device is restored through a rigorous 33-point quality check, ensuring Xerox high-quality standards whilst supporting Altron's vision of a simpler, safer and smarter tomorrow.

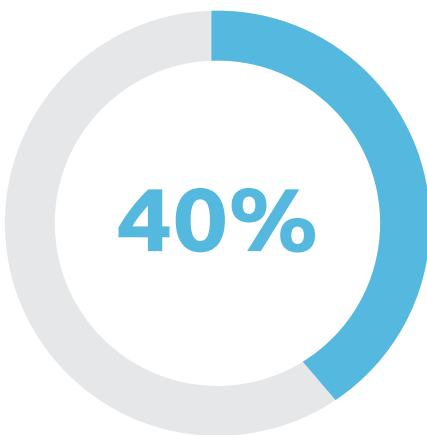
## Global confidence in refurbished technology

According to IDC research, 74% of organisations already use or plan to use refurbished printing devices within the next two years. This isn't just about cost savings - it reflects genuine confidence in refurbished technology's performance and reliability.

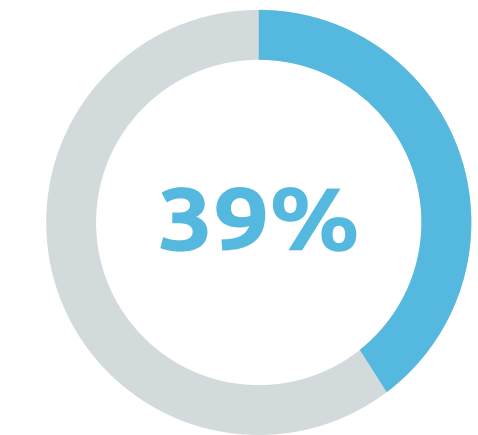
### Primary motivations for choosing refurbished:



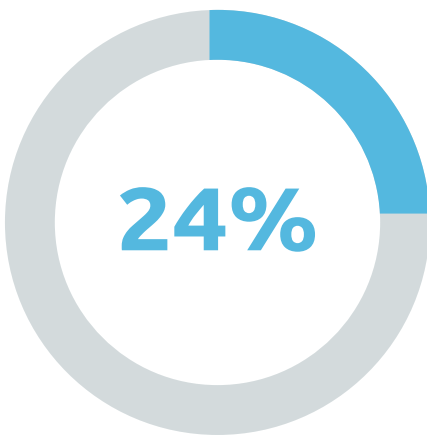
Cost considerations



Sustainability commitments



Corporate sustainability policies



Peer recommendations and industry influence

## Lifespan extension reality

Refurbished devices typically extend equipment lifespan from 5 years up to 10-12 years through expert restoration and ongoing maintenance. This doubling of useful life delivers exceptional value whilst reducing environmental impact.



# Cost analysis: the numbers that matter

Transparent pricing structure

Total cost of ownership savings

What's included in your click rate



# Cost analysis: the numbers that matter

Understanding the true cost of printing goes beyond the sticker price. ADS's transparent pricing model eliminates surprises whilst delivering genuine value through comprehensive service inclusion—creating smarter business solutions for a more sustainable future.

## Transparent pricing structure

### Click charges (Pay-per-use):

- A4 Mono: 25c
- A4 Colour: 95c
- A3 Mono: 50c
- A3 Colour: R1.90
- Scanning: 5c

### Minimum commitment:

- 1,500 mono clicks monthly per device (R1500.00)
- One-time installation fee: R1,500 per device

Psssst...

Let's make  
great work together

# Total cost of ownership savings

**50%+ savings over 5 years** compared to purchasing new equipment (based on 1,500 mono prints monthly).

### This significant reduction includes:

- Lower acquisition costs through refurbished technology
- Reduced maintenance expenses with comprehensive coverage
- Predictable operating costs for better budget planning
- No end-of-life disposal fees or depreciation concerns

## What's included in your click rate

### Every print includes:

- Toner and consumables - never run out unexpectedly
- Parts and components - comprehensive coverage
- Technical servicing - expert maintenance and repairs
- Remote diagnostics - proactive issue resolution
- Replacement guarantee - free device replacement if economically unviable to repair



# Environmental impact: beyond the bottom line

Transform your operations through circular economy

Measurable environmental benefits

E-waste crisis context

Energy efficiency maintained



## Environmental impact: beyond the bottom line

Save money, support the environment. Choose Xerox refurbished printers—smart, sustainable, cost-effective solutions that reduce your carbon footprint without sacrificing quality.

## Transform your operations through circular economy

Transform your operations and adopt the circular economy through the Xerox Eco Range. The Eco Range directly supports circular economy principles, helping organisations optimise their IT infrastructure without compromising on cost or efficiencies. Supported by Altron Document Solutions' ISO 9001 accreditation, you can now give quality refurbished technology a second life - embedding sustainability into your operations and setting the precedent for IT procurement that builds both your business and the future.

## Measurable environmental benefits

### Operate with confidence:

- The Eco Range machines are refurbished using a 33-point quality check, ensuring Xerox high-quality standards
- Backed by Altron's ISO 9001 accreditation and nationwide support
- Organisations can confidently integrate these devices into their print environment with minimal disruption

### Optimise your infrastructure:

- High-quality refurbished devices deliver the performance of new equipment at a fraction of the cost
- Supporting your sustainability goals by reducing carbon footprint by up to 90%
- Access advanced printing features without the premium price

### Resource conservation:

- Extended equipment lifespan reduces manufacturing demand
- Component reuse minimises raw material consumption
- Energy-efficient refurbishment processes reduce environmental footprint

## E-waste crisis context

South Africans generate approximately 6.2kg of electronic waste annually per person - equivalent to 432 laptops per minute nationally. Only 12% receives formal recycling, making refurbishment programmes critically important for environmental sustainability.

## Energy efficiency maintained

All refurbished Xerox devices maintain their original ENERGY STAR® certification, ensuring energy consumption remains identical to new equipment. Newer models incorporated into refurbishment programmes often deliver improved energy efficiency.



# Quality assurance: what to expect


- Comprehensive 33-point inspection
- Grading system
- Refurbishment process
- ISO 9001 Certification




# Quality assurance: what to expect

Quality isn't negotiable when it comes to business-critical equipment. ADS's rigorous refurbishment process ensures every device meets exacting standards before reaching your office.


## Comprehensive 33-point inspection




**Mechanical components**  
motors, gears, and moving parts




**Electrical systems**  
power supplies and control circuits



**Print quality**  
resolution, colour accuracy, and consistency



**Software functionality**  
embedded systems and connectivity



**Cosmetic condition**  
external appearance and user interface

## Grading system

- Grade A: Lightly used, minimal cosmetic wear, low page count
- Grade B: Moderate usage, standard refurbishment, moderate page count
- Grade C: Heavy usage but fully functional, higher page count

## Refurbishment process

An average of 6-8 hours of specialist attention is given to each and every A3 device to ensure optimal performance. Component replacement occurs based on individual device assessment, not predetermined schedules.

## ISO 9001 Certification

All refurbishment processes operate under ISO 9001 quality management standards, ensuring consistent, reliable outcomes.



# Choosing your perfect printer

Assess your needs: Volume requirements for reliable performance

Space and connectivity

Future-proofing considerations



## Choosing your perfect printer

The right printer should enhance productivity, not create bottlenecks. Matching your specific needs to the appropriate device ensures optimal performance and value.



### Assess your needs: Volume requirements for reliable performance



**Low volume**  
**(under 1,000 pages monthly):**  
A4 mono devices - dependable, high-speed printing with Xerox



**Medium volume**  
**(1,000-5,000 pages):**  
A4 colour multifunction - perfect for busy offices needing consistent, professional results



**High volume**  
**(5,000+ pages):**  
A3 colour multifunction - advanced technology at affordable prices



**Production needs:**  
Specialist high-capacity devices with trusted brand reliability



#### Functionality priorities:

- **Basic printing:** Single-function devices
- **Office efficiency:** Multifunction devices (print, copy, scan, fax)
- **Advanced workflows:** Devices with digital integration capabilities
- **Security requirements:** Devices with advanced security features

### Space and connectivity

#### Consider your physical environment and IT infrastructure:

- Available floor space and accessibility
- Network connectivity requirements
- Power supply specifications
- User access patterns

### Future-proofing considerations

#### Select devices that accommodate growth and changing needs:

- Scalable functionality
- Upgrade possibilities
- Integration capabilities
- Manufacturer support longevity



# Support that shows up

Comprehensive service coverage

Proactive maintenance

Local expertise



## Support that shows up

Reliable equipment deserves reliable support. ADS's comprehensive service approach combines remote diagnostics with local expertise to keep your printers running smoothly.

## Comprehensive service coverage

### Remote resolution capability:

- 65%+ of service calls targeted to be resolved remotely
- AI-driven diagnostics identify issues before they impact productivity
- Reduced response times and minimised disruption

### On-site support:

- Technicians arrive with diagnostic insights and necessary parts
- Augmented reality (CareAR™) enables expert guidance during complex repairs
- Reduced repeat visits and faster resolution times

## Proactive maintenance

### Predictive servicing:

- Continuous monitoring identifies potential issues
- Scheduled maintenance prevents problems before they occur
- Parts replacement based on actual condition, not arbitrary schedules

### Guaranteed uptime:

- Free replacement device if repairs aren't economically viable
- Minimal downtime through rapid response protocols
- Comprehensive coverage for all technical issues

## Local expertise

**100% locally trained** expert technicians that understand regional requirements and provide personalised service. This local knowledge ensures:

- Rapid response times
- Cultural understanding and communication
- Regional compliance knowledge
- Ongoing relationship development



# Getting started: your next steps

Application process

What you will need

Ongoing Support Contacts

Contract flexibility

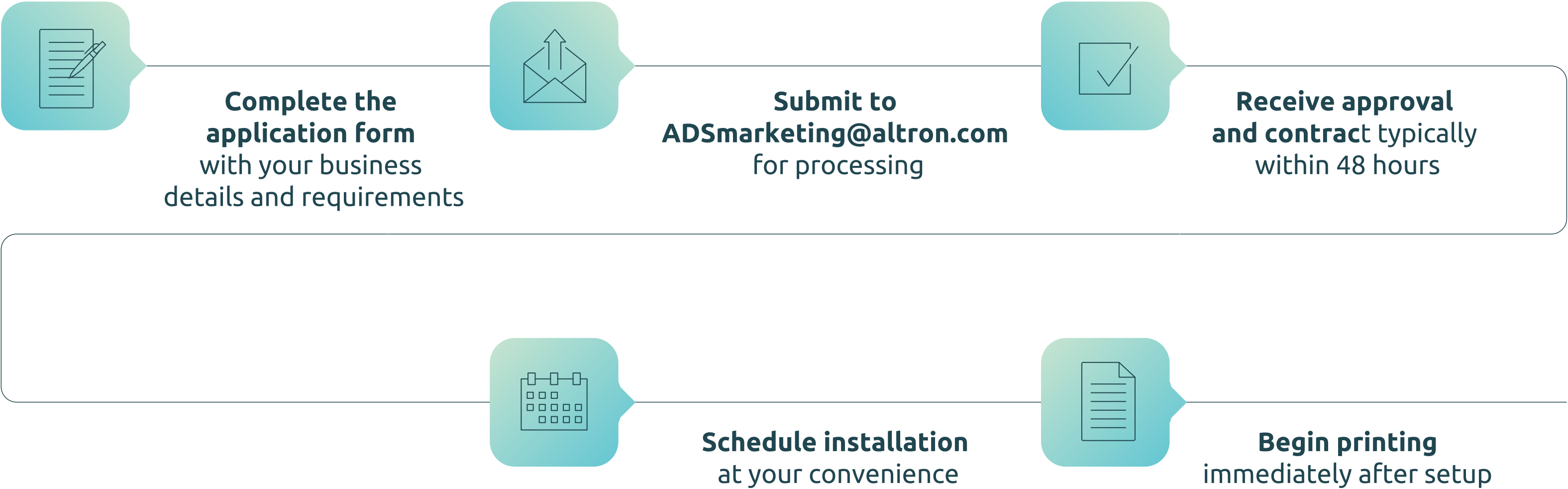


# Getting started: your next steps

Starting your Eco Range journey is refreshingly straightforward.  
From application to installation, ADS has streamlined the process to get you printing quickly.



## Application process





# Getting started: your next steps

Application process

What you will need

Ongoing Support Contacts

Contract flexibility



## What you will need

**Business Information:**

- Company name and address
- Primary contact details
- Preferred device types and quantities

**Basic Requirements:**

- Standard business premises
- Network connectivity (for multifunction devices)
- Power supply meeting device specifications

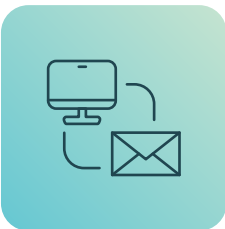
## Contract flexibility

**Month-to-month agreements** with 30-day notice periods ensure you're never locked into unsuitable arrangements. This flexibility allows you to:

- Adjust device quantities based on business needs
- Upgrade to different models as requirements change
- Terminate agreements without penalty if circumstances change



## Ongoing support contacts



**General Enquiries:**

[ADSmarketing@altron.com](mailto:ADSmarketing@altron.com)



**Service Centre:**

(011) 928-9280



**Consumables Ordering:**

<https://documentsolutions.altron.com/>





## Making the smart choice

Altron Document Solutions' Eco Range delivers a compelling combination of financial prudence, environmental responsibility, and operational excellence. With transparent pricing, comprehensive support, and genuine flexibility, it's a solution that grows with your business whilst contributing to Altron's vision of a simpler, safer and smarter tomorrow.

The refurbished equipment market has matured beyond cost-driven decisions to encompass quality, reliability, and environmental stewardship. By choosing the Eco Range, you're making a strategic decision that operates efficiently, optimises your IT infrastructure, and transforms your approach to sustainable technology—all whilst reducing costs and environmental impact.

As Altron Document Solutions proven results demonstrate—149% year-on-year growth, 100% customer retention in the last 12 months, and 90%+ CO2 savings per device—this isn't just about cutting costs. It's about embracing practical innovation that solves real-world challenges through sustainable, cost-effective printing solutions.

## Ready to transform your document capabilities?

Contact Altron Document Solutions specialists today to discuss your specific requirements and discover how the Eco Range can enhance your operations whilst supporting your sustainability goals.

*This guide represents current information and pricing. Specific terms and conditions may vary based on individual requirements and regional availability. Contact Altron Document Solutions directly for personalised quotations and detailed contract terms.*

