



INTEGRALSPECIALISTSERVICES LTD

an integral understanding

Compliance • Cost Reduction • IT Trusted Advisor



kids taskforce

Putting children at the heart of child safety

Inspiring Partnerships

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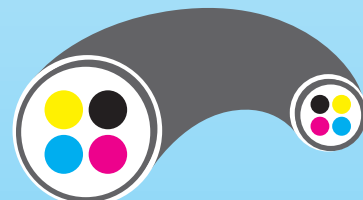


Introduction

Kids Taskforce aims to reach every child in the UK with its safety learning programmes. However, the challenging public sector financial climate means we need to find ways of securing sustainable revenue from the private sector.

Kids Taskforce has been offered an exciting profit share opportunity that will not only save money for schools, colleges and businesses but will help us sustain and develop the learning programmes and allow us to extend our reach to all young people and children across the country. The profit share will come from the sales of TONERmiser. TONERmiser, an innovative piece of computer software, makes significant savings on printing costs. Third sector organisations of all sizes have relationships with businesses that could save substantial revenue by using TONERmiser.

Kids Taskforce recognises that we cannot possibly reach all the businesses that would benefit from TONERmiser, and would therefore like to share this opportunity to benefit financially from the sale of TONERmiser so that other third sector organisations can also develop a new sustainable funding stream.



TONERmiser

TONERmiser™ is a revolutionary software product that uses patented technology to preserve print quality whilst reducing toner consumption by up to 50%. Designed for enterprise environments, significant savings can be achieved quickly and for minimal up-front investment.



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TONERmiser provides organisations with a low impact method of reducing print costs quickly, as opposed to the significant change management involved in device consolidation. Trying to reduce toner costs through draft or economy modes in some print drivers provide limited toner reduction (typically 10 – 15% of black toner only) but at the expense of print quality; whereas TONERmiser's unique algorithms achieve up to 50% saving whilst preserving print quality.

Why should an organisation be interested in TONERmiser?

Organisations spend from £200 to £700 per user per annum on office printing. The single largest cost component is toner, which can represent up to 75% of this figure. Using TONERmiser, a 1,000 user organisation could achieve net savings of £ 38K to £ 131K per year.

Simple Deployment and Management

All aspects of TONERmiser have been designed to be simple, from implementation through to ongoing management.

The user's perspective

TONERmiser is invisible to users. Its small driver sits between the application printing and your normal print driver. Users print as normal but the toner optimisation settings, set centrally, are applied at time of print.

Administration

Managing TONERmiser couldn't be easier. Using Active Directory Users and Computers, policies can be applied to user accounts, user groups or devices. Policies are administered centrally and applied instantly. No database installation is required; just a central folder location for log files to be stored. No change to the Active Directory Schema is required

Implementation

Once TONERmiser has been through your internal testing process it can be rolled-out in a matter of minutes through an Active Directory Group Policy. The driver needs to be installed on client workstations and print servers in your environment and a central server for administration needs to be provided. Due to the architecture of the product it is unlikely that more than one server is required even for very large enterprises.

Quality

TONERmiser uses algorithms covered by 11 international patents to preserve quality even on a maximum toner optimisation setting. Some organisations have implemented TONERmiser with a 25% setting without users noticing. Quality is maintained through the preservation of edges and sensitive graphical components such as thin lines. The overall results are excellent and thus TONERmiser provides a quick and easy way to deliver savings to your organisation.

Profit Share Scheme

Integral Specialist Services Ltd (ISS) will pay to Kids Taskforce (KTF) 70% of the Gross Profit on any business introduced and won jointly between ISS, KTF and any of its affiliate partners. ISS will continue to pay to KTF the agreed profit share of 70% on any future orders that are placed by the end user client. All profit share for ad-hoc or one time services will be paid upon receipt of payment to ISS. All annuity based services will be paid to KTF upon receipt of funds within the first year of service being supplied and every year thereafter for the duration and period of the contract with the end user client. KTF will in turn pay to its affiliated partner 40% of the gross profit on the basis of the above profit share scheme.



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ROI Pricing Model – Example 1

The costs below are based on a user print environment of 2500 and the ROI can be achieved in less than 7 months. This assumes that that software is set to use 25% less toner.

Year 1

Qty.	Description	Price
2500	TONERmiser user license @ £11.00 per seat	£ 27,507.69
1	Installation of TONERmiser server and associated software (inc. support & maintenance) @ £1,000.00	£ 1,000.00
Grand Total		£ 28,507.69
<i>ROI estimation</i>		
1	Toner costs avoided as a result of TONERmiser	£ 43,050.00
1	Year 1 overall reduction in printing costs	£ 14,542.31

Year 2

Qty.	Description	Price
2500	TONERmiser user license @ £11.00 per seat	£ 27,507.69
Grand Total		£ 27,507.69
1	Year 2 overall reduction in printing costs	£ 15,542.31

5 Year Term

Qty.	Description	Price
2500	TONERmiser user license @ £11.00 per seat over a 5 year period	£ 138,538.45
1	Overall reduction in printing costs – 5 year period	£ 76,711.55

Carbon Savings

The TONERmiser solution will save in excess of 7.67 tonnes of carbon

Based on the above scenario, the profit share scheme we employ would offer the following:

A 25% margin is achieved from the sale of the software licenses. We would share this profit with you and this would therefore achieve annual revenues of £6,876.92. Introducers would gain 40% of this profit, which would equate to £2,750.77 per annum.



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ROI Pricing Model – Example 2

The costs below are based on a user print environment of 1000 and the ROI can be achieved in less than 8 months. This assumes that that software is set to use 25% less toner.

Year 1

Qty.	Description	Price
1000	TONERmiser user license @ £15.82 per seat	£ 15,820.00
1	Installation of TONERmiser server and associated software (inc. support & maintenance) @ £1,000.00	£ 1,000.00
Grand Total		£ 16,820.00
<i>ROI estimation</i>		
1	Toner costs avoided as a result of TONERmiser	£ 25,960.00
1	Year 1 overall reduction in printing costs	£ 9,140.00

Year 2

Qty.	Description	Price
1000	TONERmiser user license @ £15.82 per seat	£ 15,820.00
Grand Total		£ 15,820.00
1	Year 2 overall reduction in printing costs	£ 10,140.00

5 Year Term

Qty.	Description	Price
1000	TONERmiser user license @ £15.82 per seat over a 5 year period	£ 80,100.00
1	Overall reduction in printing costs – 5 year period	£ 49,700.00

Carbon Savings

The TONERmiser solution will save in excess of 3.85 tonnes of carbon

Based on the above scenario, the profit share scheme we employ would offer the following:

A 25% margin is achieved from the sale of the software licenses. We would share this profit with you and this would therefore achieve annual revenues of £3,955.00. Introducers would gain 40% of this profit, which would equate to £1,582.00 per annum.