

Lexmark and TechValidate Survey of U.S. Federal Government Customers

September 2011

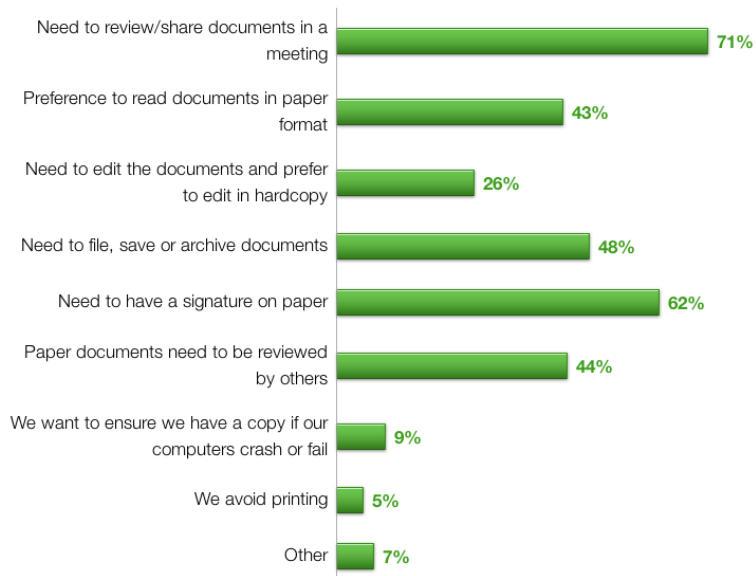
Why Federal Employees Print



Research by TechValidate

Why Federal Employees Print

What are the primary reasons that employees in your organization print?



Note: this is a multiple-choice question – response percentages may not add up to 100.

Source: Survey of 217 users of Lexmark Government Solutions

www.techvalidate.com/product-research/lexmark

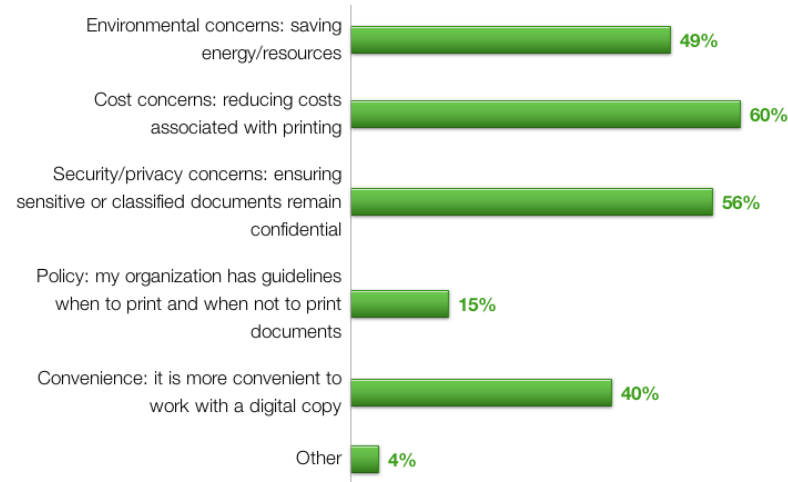
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Research by TechValidate

Why Federal Employees Avoid Printing

Which of the following factors, if any, are significant considerations when you decide to avoid printing a document?



Note: this is a multiple-choice question – response percentages may not add up to 100.

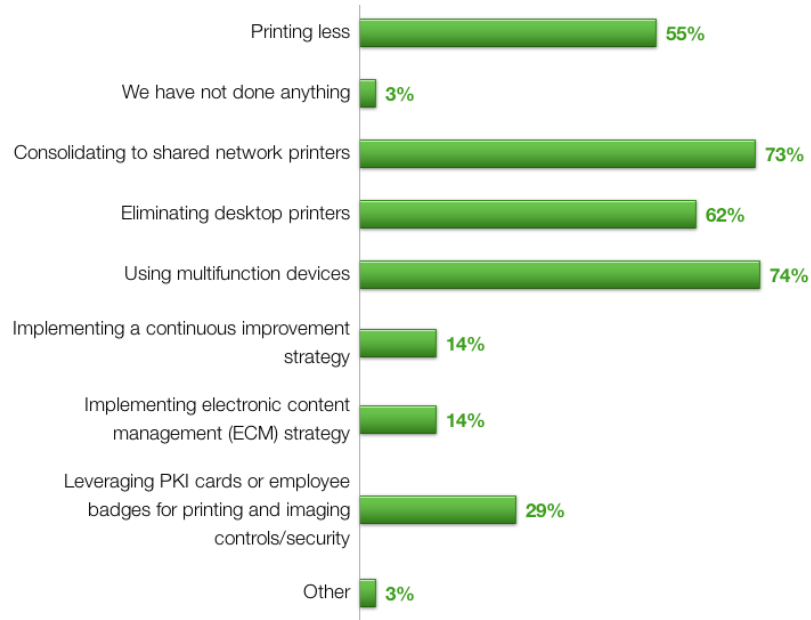
Source: Survey of 215 users of Lexmark Government Solutions

www.techvalidate.com/product-research/lexmark

TVID: 880-BB8-192

Steps Federal Agencies Are Taking to Reduce Costs

To the extent that the U.S. government is focused on reducing costs, what steps has your organization taken in the printing and imaging area to reduce costs?



Note: this is a multiple-choice question – response percentages may not add up to 100.

Source: Survey of 218 users of Lexmark Government Solutions



Research by  TechValidate

Mission Accomplished

43% of federal government customers surveyed selected Lexmark because Lexmark's solutions capabilities help them accomplish their mission.



Source: Survey of 186 users of Lexmark Government Solutions

www.techvalidate.com/product-research/lexmark

TVID: DA7-C8E-A64



Research by  TechValidate

Reducing Devices, Reducing Costs

“ We have been able to reduce the number of devices fully utilizing the Lexmark MFDs. This saves space and money that can be dedicated to other mission-related items. ”

Source:  IT Manager, Federal Agency

www.techvalidate.com/product-research/lexmark

TVID: 165-ADF-46E



Research by  TechValidate

State-of-the-Art-Devices

“ Before Lexmark, we were primarily using antiquated fax machines, computers with a scanner attached that served only that function, and large numbers of color and black and white devices across the organization.

Lexmark has allowed us to consolidate about 130 devices into just 50, while also reducing our consumable stock of toner by over 60%. This has given us a common user interface, consolidated support/consumables, and provided increased functionality with state-of-the-art devices. ”

Source:  IT Manager, Federal Government

www.techvalidate.com/product-research/lexmark

TVID: 484-0E4-74A



Research by  TechValidate™

Standardization Controls Costs

“ Having a standard printing configuration with Lexmark has helped us to control costs and improve our return on investment. ”

Source:  Chief Information Officer, Federal Government

www.techvalidate.com/product-research/lexmark

TVID: A50-BBE-378



Research by  TechValidate™

Document Security

“ With Lexmark we have been able to consolidate our printers which has reduced costs. We have also achieved more efficient use of time and better document security. ”

Source:  Executive, Federal Agency

www.techvalidate.com/product-research/lexmark

TVID: 39E-016-795



Research by  TechValidate

Lexmark: Leader in MFD Technology

“ Multifunction devices save time, energy and provide better network security. Lexmark is a leader in MFD technology. ”

Source:  IT Manager, Federal Agency

www.techvalidate.com/product-research/lexmark


TVID: F33-0CC-E34



Research by  TechValidate

Secure Printing Reduces Costs

“ With Lexmark we are able to offer secure printing while reducing the amount of waste generated. We can present these savings in real numbers to our management as cost savings. ”

Source:  IT Professional, State & Local Government

www.techvalidate.com/product-research/lexmark

TVID: 217-157-CE6