

# Printing Green

## Proven Strategies To Reduce Your Ecological Footprint in the **Education Workspace**

Presented By:  
United Business Systems  
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01

# History of Printing in Education





# The Typical Education Print Infrastructure

- Fleet Of Copiers/MFP's In Main Offices, Teachers Rooms And Media Centers, Etc.
- 100's Of Single Function Printers In Each Classroom And On Each Desk For Administration Staff
  - Several Brands, Dozens Of Different Models
  - Dozens Of Print Drivers To Maintain
  - Unknown Age Of Fleet And Energy Star Compliance Status
  - Most Efficient Devices Not In Busiest Areas – **New Single Function Print Devices Are NOT Always The Most Efficient**
- Print Servers Managed By In-district IT Staff
- Fax Machines/Boards Where Required (Main Office, Guidance, Nurses Office (HIPAA), Transportation Office
- **Output Trays Full Each Morning Of Unclaimed Print Jobs**

# The Challenges Of Managing The Typical Education Print Infrastructure

- Significant Management Burden To Internal IT and Staff
  - Print Server Management, Patching, Updates, Virus Protection
  - Print Driver Management Of Various Brands And Dozens Of Models
  - Supply Management Of Various Brands And Models
  - **No Centralized Purchasing Strategy Of Hardware And Supplies**
  - No Supply Inventory Management Strategy
  - **Overflowing Closets Of Obsolete Toner**
  - 40% Of Helpdesk Calls Are Print Related
- Lack Of Actionable Data To Develop a Streamline Strategy
  - **Limited Print Data Of Actual Usage**
  - Historical Like For Like Replacement Strategy Resulting In Over/Under Utilized Assets And Accessories
  - The Need For And Lack Of Availability Of Color Printing
- No Cost Control
  - **No Waste Control**
  - Duplex Printing Not Set To Standard
  - Increased Fax Line Costs
- **No Confidentiality Of Documents**
  - Increases Reliance Of Personal Printers

02

# How To Implement A Print Strategy





# Keys to a Solid Print Strategy

- Install A Print Management Software
  - Who Has A Print Management Software?
    - Uniflow And Papercut Are The Two Most Common
  - Benefits Of Print Management Software
    - Secure Print (Also Known As Follow Me Print)
      - **Eliminates The Need For Personal Printers**
    - Universal Print Drivers
      - Significantly Reduces IT Burden
      - 40% Of Helpdesk Calls Are Print Related
    - Access Control Lists Managed At The Server vs. Individual
      - **Control Who Has Access To Options Such As Color**
      - **Force Applications to Print BW Such As Emails**
    - Actionable Data Reporting
      - Who – Are You Biggest Users
      - What - Types Of Files Printed (Word, PDF, Excel, Etc.)
      - When – Are The Busiest Print Times In Your Environment
      - Where – Do Your Users Print
      - **You Can Now Find Out WHY They Needed To Print**

# Keys to a Solid Print Strategy, Cont.

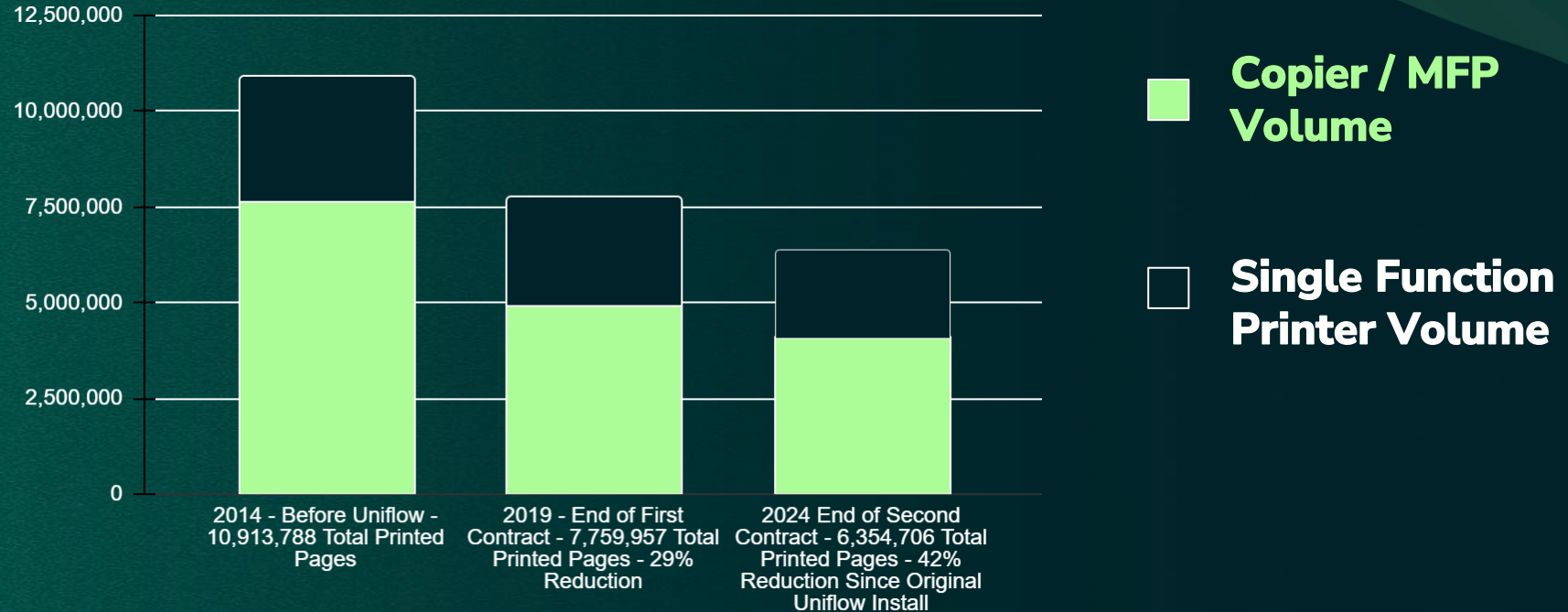
- Print Management Software's Provide, Cont.
  - **Ability To Scan To / Print From Cloud Destinations**
    - **Google Docs, One Drive, Microsoft TEAMS, Sharepoint, Etc.**
  - Document Delegation (Add Jobs To Someone Else's Queue)
  - **Guest and Mobile Printing** (Allow Guest Printing Without Burdening IT)
    - Board Members, Contractors, Special Services, Etc.
  - Users Can Send Print Jobs To Their Queue From Home
    - Lessens Morning Prep-time For Faculty And Staff
  - **Completely Eliminates Waste**
    - No More Unclaimed Jobs On Output Trays, Document Security Issue
    - **Eliminating Waste Reduces Overall Print Volume On Average Of 15%**
    - **Significant Cost Savings \$\$\$**
  - Eliminates Downtime Due To Printer Maintenance
    - As Print Jobs "Follow You", Just Go To Any Available MFP Device
  - **Cloud Versions Eliminate The Need For Print Servers**
    - Significantly Increases Network Security
    - Reduces IT Burden And Costs
      - **Print Servers Cost \$2,000-5,000 Per Year To Maintain**
      - **Significantly Reduces Power Needs Of Servers**



# Keys to a Solid Print Strategy, Cont.

- Implement A **Managed Print Service Program** For Single Function Printers
  - Clearly Define Your Goals With You Chosen Provider
    - Reduce Or Eliminate Single Function Printers (Especially Inkjet)
      - Its Easier Than You Think Once You Have Uniflow Or Papercut Providing Secure Print And Advanced Scanning Capabilities
  - **Choose A Provider Who Utilizes Parts And Supplies Adhering To GSA Regulations**
    - Most Products Made In China Are Non-conforming And Under Perform – Ninestar Ban Due To Forced Labor
    - **Implement an Auto Supply Management Program**
- Implement A Digital Cloud Faxing Service (Biscom, E-Gold Fax, Etc.)
  - Digital Cloud Services Utilize Network Vs. Costly Copper Phone Lines
  - Needs Are Declining While Costs From Phone Companies Are Increasing
  - Eliminate Fax Waste (Local Deli Menus, Roofer Advertisements, Etc.)
- **Real World Customer Testimonial – Frank Ceurvels / Matt Paladino**

# Ramapo-Indian Hills UniFLOW Effect



# Ramapo-Indian Hills Estimated Environmental Impact Reduction

## Print Reduction

42% Total Print Reduction vs. 2014  
Starting Point (10 years)  
3,558,295 Less MFP Pages/Yr  
 $3,558,295 \times .005$  (Avg CPC BW) +  
1,000,787 Less Printer Pages/Yr  
 $1,000,787 \times .015$  (Avg CPC BW) =  
**\$32,803.28 Annual Savings**

## CO2 Reduction

4,559,082 Sheets Of Paper =  
**339,000 Pounds CO2**  
(Equivalent As 30.8 Cars  
Operated/Yr)

<https://c.environmentalpaper.org/individual.html>

## Paper Reduction

4,559,082 Less Sheets Of Paper  
Required In 2024 Vs. 2014 Or  
912 Cases Of Paper @ \$56.00 Per  
Case (WB Mason 30% recycled )  
= **\$51,072 Savings Per Year**

## Water Reduction

4,559,082 Sheets Of Paper =  
**475,000 Gallons Of Water**  
(Equivalent As 342 Clothes  
Washers Operated/Yr)

<https://c.environmentalpaper.org/individual.html>

## Trees Saved

4,559,082 Sheets Of 30% Recycled  
Paper = **382 Trees Saved Per Year**  
**Compared To 2014 Volumes**  
<https://savvycalculator.com/paper-to-tree-calculator/>

## Total Energy

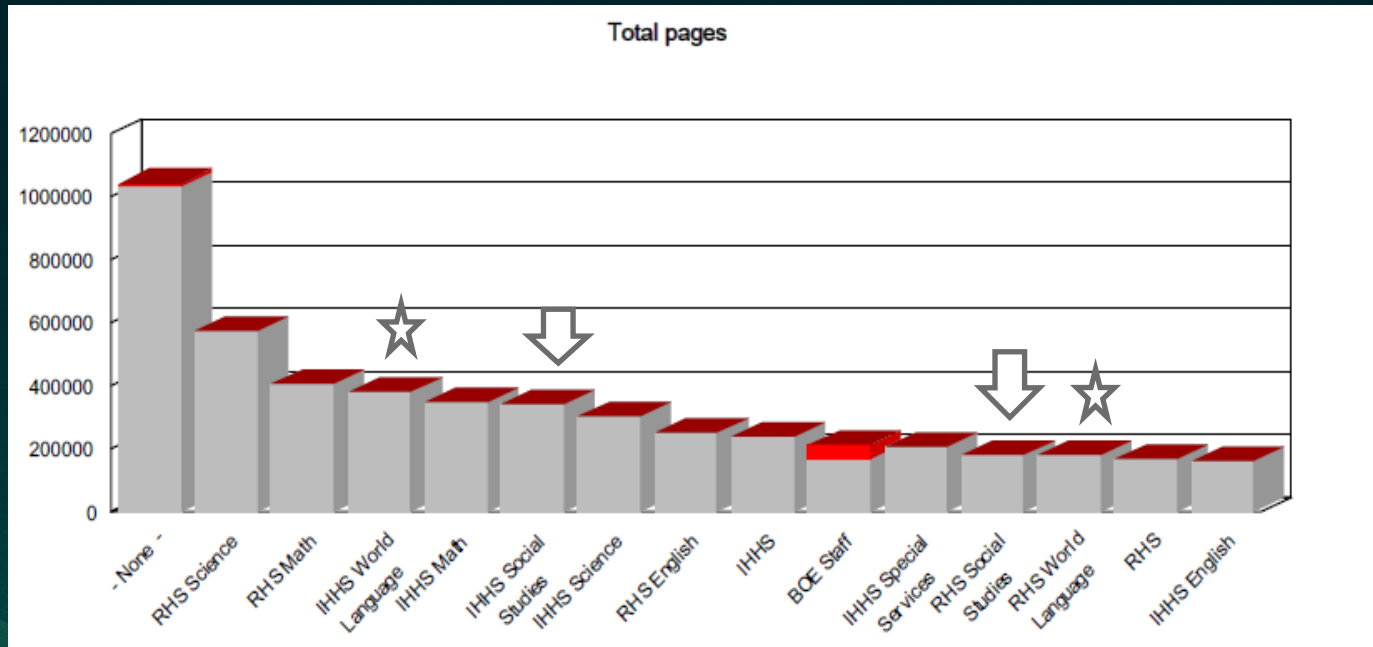
4,559,082 Sheets Of Paper =  
**512 Million BTU's (Equivalent As**  
**612 Residential Refrigerators**  
**Operated/Yr)**

<https://c.environmentalpaper.org/individual.html>



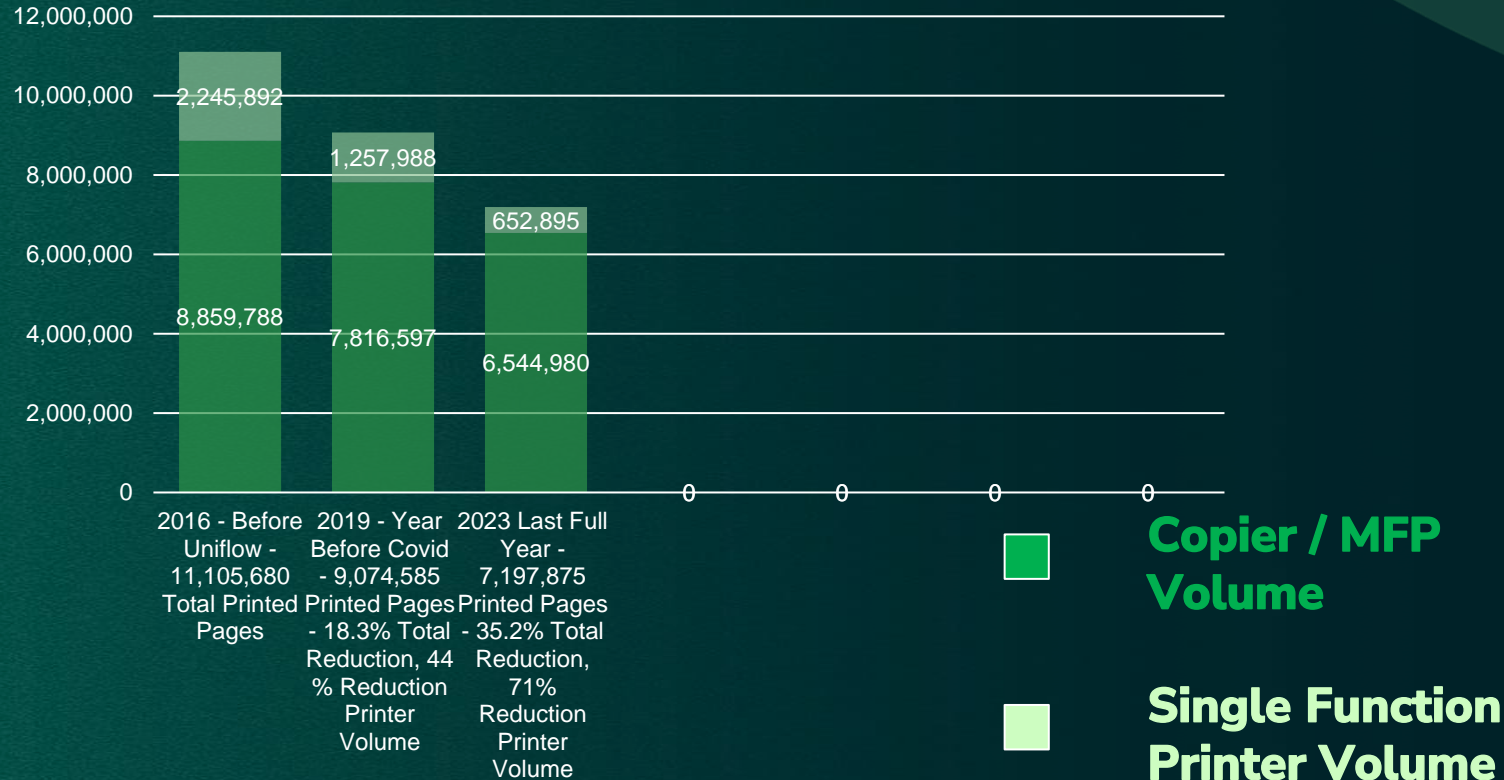
# Ramapo-Indian Hills Actionable Data

## Two High Schools, Similar Number of Students and Same Curriculum



- Why is IHHS World Language Printing Twice RHS World Language?
- Why is IHHS Social Studies Printing Nearly Twice RHS Social Studies?
- **Discovery: One Location Printed And Handed Out Classwork Assignments While Another Scanned And Digitally Distributed.**

# Belleville Schools UniFLOW Effect



# Belleville Schools Estimated Environmental Impact Reduction

## Print Reduction

35.2% Print Reduction vs. 2016  
Starting Point (8 years)  
2,314,808 Less MFP Pages/Yr  
 $2,314,808 \times .005$  (Avg CPC BW) +  
1,592,997 Less Printer Pages/Yr  
 $1,592,997 \times .015$  (Avg CPC BW) =  
**\$35,469.00 Annual Savings**

## CO2 Reduction

3,907,805 Sheets Of Paper =  
**291,000 Pounds CO2**  
**(Equivalent As 26.4 Cars**  
**Operated/Yr)**  
<https://c.environmentalpaper.org/dividual.html>

## Paper Reduction

3,907,805 Less Sheets Of Paper  
Required In 2024 Vs. 2016 Or  
782 Cases Of Paper @ \$56.00 Per  
Case (WB Mason 30% recycled )  
= **\$43,792 Savings Per Year**

## Water Reduction

3,907,805 Sheets Of Paper =  
**407,000 Gallons Of Water**  
**(Equivalent As 294 Clothes**  
**Washers Operated/Yr)**  
<https://c.environmentalpaper.org/dividual.html>

## Trees Saved

3,907,805 Sheets Of 30% Recycled  
Paper = **327 Trees Saved Per Year**  
**Compared To 2016 Volumes**  
<https://savvycalculator.com/paper-to-tree-calculator/>

## Total Energy

3,907,805 Sheets Of Paper =  
**439 Million BTU's (Equivalent As**  
**523 Residential Refrigerators**  
**Operated/Yr)**  
<https://c.environmentalpaper.org/dividual.html>



03

# Fleet Optimization



# Optimize Your Print Environment

- Knowledge Is Power
  - **UBS Recommends Installing A Data Collection Agent (DCA)**
    - Installing DCA's Are Free From United Business Systems
    - DCA's Provide Usage Statistics Of Your Entire Fleet Of Network Printers And MFP's Regardless Of Brand/Model
    - Most DCA's Can Provide Device Age And Energy Star Status
  - **Eliminate As Many Personal/Single Function Printers As Possible**
    - MFP's Will Encourage Scanning
    - **MFP's Have Significantly Lower Usage Costs Than Personal Printers**
  - **Consider A4 Vs. A3 Devices In Shared Areas To Replace Classroom And Media Center Printers**
    - A4 Devices Do Everything Traditional MFP's Do Except For Print On Paper Sizes Of 11x17 And Larger
      - 11x17 Printing Is Extremely Uncommon Need In Education
      - Most Education Output Is Letter Size Only

# Optimize Your Print Environment, Cont.



## A3 MFP Characteristics

- Color And BW Models Available
- Ability To Print On Letter, Legal AND 11x17
- Copy, Scan, Print And Fax Capabilities
- Stapling And Hole Punching Abilities
- Multiple Paper Drawers Available
- Console Type Only
- **25 To 105 Page Per Minute Options**
- Better Intended For High Volume Areas



## A4 MFP Characteristics

- Color And BW Models Available
- Ability To Print On Letter And Legal
- Copy, Scan, Print And Fax Capabilities
- Stapling Capabilities
- Multiple Paper Drawers Available
- Console And Desktop Versions Available
- **25 To 70 Page Per Minute Options**
- Smaller Footprint For Small Spaces

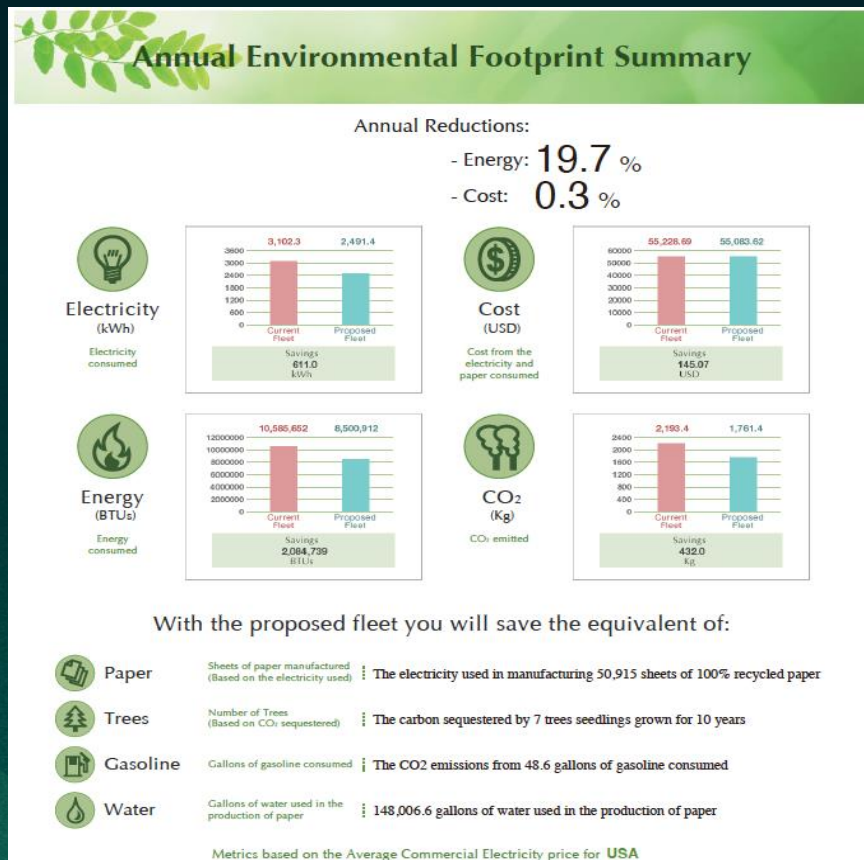


Current Fleet Break Down		
Model	Number of Units	Monthly Copy /Print Volume
Ricoh (Savin) MP 2555SPDF	7	17,542
Ricoh (Savin) MP 3055SP	1	750
Ricoh (Savin) MP 3555SP	2	5,190
Ricoh (Savin) MP 4002/4002G/4002SP/4002SPG	1	934
Ricoh (Savin) MP 4055	2	20,108
Ricoh (Savin) MP 6002SP	3	11,916
Ricoh (Savin) MP 6503	3	11,214
Ricoh (Savin) MP 7502SP	3	20,274
Ricoh (Savin) MP 7503	13	308,425
Ricoh (Savin) MP 9002SP	2	10,520
Ricoh (Savin) MP 9002SP	2	8,754
Ricoh (Savin) Pro 8200s	3	148,178
Ricoh (Savin) MP C307	6	3,582
Ricoh (Savin) MP C5004	1	6,509
<b>TOTAL</b>	<b>49</b>	<b>571,896</b>

Proposed Fleet Break Down		
Model	Number of Units	Monthly Copy /Print Volume
Canon ImageRUNNER ADVANCE DX 4625i	1	3,671
Canon ImageRUNNER ADVANCE DX 4635i	2	4,952
Canon ImageRUNNER ADVANCE DX 4645i	1	2,566
Canon ImageRUNNER ADVANCE DX 529iF	1	934
Canon ImageRUNNER ADVANCE DX 529iFZ	9	20,322
Canon ImageRUNNER ADVANCE DX 6655i	10	59,490
Canon ImageRUNNER ADVANCE DX 6660i	1	4,350
Canon ImageRUNNER ADVANCE DX 6670i	3	31,524
Canon ImageRUNNER ADVANCE DX 6680i	10	283,380
Canon ImageRUNNER ADVANCE DX 8955i	3	149,178
Canon ImageCLASS MF746Cdw	7	4,179
Canon ImageRUNNER ADVANCE DX C5850i	1	6,509
<b>TOTAL</b>	<b>49</b>	<b>571,055</b>

# Optimize Your Print Environment, Cont.

## Environmental Calculator Statistics



04

## Choosing The Right Partner





# Choosing The Right Partner

- Choose An Experienced, Major Provider In NJ Education Who Has:
  - Extensive References In The NJ Education Marketplace
  - Extensive Print Management Software Experience
    - **If You Are Choosing A Cloud Version Software MAKE SURE YOU SPEAK TO REFERENCES USING THE EXACT SOFTWARE BEING PROPOSED. Some Cloud Versions Are Not Yet Ready**
    - United Business Systems Is The Only Major Provider In NJ Education To Sell/Support Both Uniflow And Papercut
      - We Wont Push One Software Over The Other
    - **Ask Your Chosen Provider To Provide An Onsite Demonstration Device To See How The Product/Software Performs In YOUR Environment**
- Make Sure Your Partner Uses GSA Approved Supplies (OEM Or Remanufactured) Which Can Be Recycled. No Compatible Clones Which Cannot Be Recycled!
  - **UBS Can Provide Recycling Services For Hardware And/Or Exhausted/No Longer Needed Supplies**

05

# Responsible Production and Recycling of Toner Cartridges and Hardware



# What Are The Three Different Kinds Of Printer Cartridges?

## **OEM** - HP, Sharp, Xerox, Canon, etc.

- High quality
- Can be recycled, remanufactured
- Higher Cost

## **Compatibles/Clones**

- Imported from overseas – some being banned from US markets due to forced labor – Ninestar, Cartridge World, Amazon
- Injection molded core made new with inferior plastics that can't be reused or recycled. Ends up in our landfills.
- Subpar manufacturing offer lower page yields & uneven quality
- Many fail to meet health and safety regulations & contain carcinogens
- Considered a single-use plastic which is being banned in most states

## **Remanufactured** - Clover Imaging Group (UBS)

- High Quality – The only aftermarket manufacture proven through ongoing 3<sup>rd</sup> Party comparative testing against the OEM to match the OEM quality and reliability.
- Re-use an existing OEM cartridge. (Reuse is highest form of sustainability followed by recycling) 52% Carbon footprint savings over the OEM
- Supports a circular economy; can be remanufactured multiple times
- Made in USA and Mexico (TAA Compliant)– more stable supply chain, supports North America economy
- **CLOVER IMAGING GROUP is the only Remanufacturer Authorized to Represent Their Imaging Supplies on Federal Government GSA Multiple Award Schedule (MAS)**







New!

## Comparative Life Cycle Assessment (LCA)

Here are some of the key findings from  
the third-party, peer reviewed LCA:

### Clover Imaging Remanufactured Black Toner Cartridge Compared to OEM Equivalent Cartridge



CARBON FOOTPRINT <sup>ii</sup>

**53%**

LESS CARBON



ENERGY FOOTPRINT <sup>iii</sup>

**59%**

LOWER ENERGY



NATURAL RESOURCES <sup>iv</sup>

**52%**

LESS IMPACT



HUMAN HEALTH <sup>v</sup>

**66%**

LOWER IMPACT

### Clover Imaging Remanufactured Color Toner Cartridge Compared to OEM Equivalent Cartridge



CARBON FOOTPRINT <sup>ii</sup>

**49%**

LESS CARBON



ENERGY FOOTPRINT <sup>iii</sup>

**52%**

LOWER ENERGY



NATURAL RESOURCES <sup>iv</sup>

**40%**

LESS IMPACT



HUMAN HEALTH <sup>v</sup>

**70%**

LOWER IMPACT



# The Environmental Impact of Single-Use Printer Cartridges

## The Impact We Make Is Real

Number of cartridges entering  
U.S. landfills each year:<sup>1</sup>

350,000,000

If you recycle 1,000 printer cartridges this year you will have recycled 3,310 lbs of materials including:



Plastic  
1988 LBS\*



Aluminum  
240 LBS\*



Steel  
679 LBS\*



Copper  
5 LBS\*

How much metal and plastic  
EACH cartridge adds to a landfill:<sup>2</sup>



How much oil it takes to produce the  
plastic in a new-build cartridge:<sup>3</sup>

2.5 ounces  
per ink cartridge

3.5 quarts  
per toner cartridge



What percentage of toner  
cartridge components can  
be recycled:<sup>5</sup>




97%

How long each cartridge takes to decompose:

1,000 years



# Toner Recycling Resources – Free of Charge



## CANON LASER CONSUMABLE RETURN PROGRAM

In 1990, Canon became the first company to collect and recycle used copier toner cartridges. With the cooperation of our customers, Canon has collected more than 444,000 tons around the world.

### WHY RECYCLE MY TONER CARTRIDGE?

**Toner Cartridges and Toner Containers**

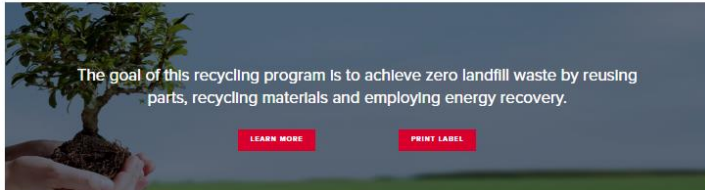
Unlike Canon's all-in-one cartridges, toner containers are made mainly of plastic material making them suitable for local recycling and local energy recovery in many areas of the country. When local recycling is utilized, the environmental impact associated with the transportation of containers is reduced.

If local recycling or energy recovery is not available in your area, Canon asks that customers ship them to the address below. Both cartridges and containers can be shipped together.

Canon Toner Recycling Center  
5980 Industrial Drive  
Gloucester, VA 23061


**Recycle and Reuse**


Toner cartridges are taken apart, sorted, and parts are then reused, recycled, or put through the energy recovery process. This process produces plastics, metals, and reconditioned parts that can be used in the manufacturing of new cartridges and other products.




The goal of this recycling program is to achieve zero landfill waste by reusing parts, recycling materials and employing energy recovery.

[LEARN MORE](#)[PRINT LABEL](#)








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## AMERICA'S LANDFILLS MAY BE COMPLETELY FULL IN 13 YEARS\*

Together We Can Make a Difference

ASE Provides Recycling and  
Eco-Friendly Printing Solutions



Small Business  
Disadvantaged Vendor  
Owned  
Small Business  
Veteran Owned  
Service Disabled Veteran Owned

### ASE Remanufactured Toner Cartridges vs. the National Brands

100%

environmentally preferable  
purchase (EPP)

79%

less materials  
consumed

51%

smaller total  
environmental impact

48%

smaller energy  
demand

40%

up to 40%  
cost savings

44%

less natural  
resources consumed





# Canon Return Label Process

Fill Out The Online Forms Shown Below And Download Your Shipping Label

## YOUR INFO

Please fill out the information below for your free pre-paid return label.

Printer Type 		
First Name	Last Name	
Street Address (Max 25 char allowed)	P.O. Box, Apt #, Unit etc (Max 9 char allowed)	
City	State 	Zip Code (Max 5 digits allowed)
Email Address	Confirm Email Address	
Phone Number (Max 10 digits allowed)		
<input type="checkbox"/> I have read and I agree with the Canon U.S.A Inc. <a href="#">Laser Consumable Return Program</a>		

CANCEL

NEXT: REVIEW INFO →

## REVIEW

Review your information below

### Toner Type

ImageRUNNER ADVANCE Toner

### Your Information

Bob Belli  
302 Rt 46  
Fairfield, New Jersey (NJ) 07004

### Email

bob@ubscopy.com

### Phone

9732766299

### Please note

- For customers wishing to make a return from Hawaii, Alaska or a U.S. Territory, please contact 1-800-OK-CANON.
- Canon only authorizes the use of this site to print labels to return acceptable genuine Canon Branded toner cartridges/bottles and waste toner containers. No third party remanufactured or refilled cartridges/bottles of any kind will be accepted.
- Any unauthorized use of this service may result in the return of the shipment to sender at sender's expense, as well as denial of access to the service in the future.
- For the Canon Laser Consumable Return Program guidelines, please [click here](#).





CANCEL

GET PRE-PAID RETURN LABEL →

# Canon Return Label Process, Cont.

## Download Your Shipping Label

Be sure to follow our [packaging and shipping instructions](#).

BOB BELL 9732704299 302 RT 46 FAIRFIELD NJ 07004	4 LBS <b>RS</b>	1 OF 1
SHIP TO: 16513305000 CARTRIDGE RETURN CENTER GLOUCESTER BUSINESS PARK GLOUCESTER VA 23061		
	VA 236 9-04 	
<b>UPS GROUND</b> TRACKING #: 1Z 0A0 28F 90 9652 6247		
		
BILLING: P/P DESC: ImageRUNNER ADVANCE Toner RETURN SERVICE		
<small>X01 24.09.15 NV-09 13.0A 03/2024**</small> 		

Print

# ASE Return Label Process

## Fill Out The Online Forms Shown Below And Download Your Shipping Label

### Free pre-paid shipping labels for empty inkjet and laser toner cartridges

Fill out the required fields below and click "Continue".

For a list of the cartridges that can be recycled, [click here](#) . We also accept printer fusers.

We **do not accept** [toner tubes](#) or [toner bottles](#) .

( \* indicates required field)

\*Email Address

\*Company Name

\*Your Name

\*Address Line 1

Address Line 2

\*City

\*Country

\*State / Province

\*Postal Code

\*Phone Number

☐ I'm not a robot



Continue

Need a pallet pickup for 100 or more cartridges? [Click here](#)

### Free pre-paid shipping labels

Wrap items in newspaper, bubble wrap or use original packaging to protect during shipment

#### Prepaid Label



#### Instructions:

Fill a sturdy box with at least 20 lbs (6 empty toner cartridges weigh approximately 20 lbs), or 20 mixed ink/toner items

Tape the label to the box, seal it shut, and give it to a UPS driver or take it to a UPS drop off location.

Number of Labels:

Download



# ASE Return Label Process, Cont.

## Download Your Shipping Label

<b>UPS DRIVER INSTRUCTIONS:</b> YOU ARE AUTHORIZED TO ACCEPT THIS PACKAGE WITHOUT A PICKUP RECORD		<b>A.R.S.</b>
<b>SHIP FROM:</b>	BOB 973-276-6299 UNITED BUSINESS SYSTEMS 302 RT 46 FAIRFIELD NJ 07004	<b>SHIPPING LABEL FOR PRINTER CARTRIDGES</b>
<b>SHIP TO:</b>	CARTRIDGE RETURN CENTER UPS HOLD FOR PICKUP 99 UPS WAY HODGKINS IL 60525	
	<b>IL 604 9-03</b> 	
<b>UPS GROUND</b> TRACKING #: 1Z 59F 0X3 06 2921 3091		
		
<b>UPS AUTHORIZED RETURN SERVICE</b> REF#1: RC-174022 / 9732766299 DESC: 1Z 59F 0X3 06 2921 3091		
URC20.5V 05/2023		

**Printer Cartridges Packing & Shipping Instructions**

- 1 Fill a sturdy box with as many empty ink and toner items as possible. The more you send, the better it is for the environment. We recommend 20 lbs (approx. 6 laser toner cartridges) or a combination of 20 empty ink and toner cartridges.
- 2 You can include Laser Toner and Inkjet cartridges in the same box
- 3 Seal the box and tape the UPS label to it
- 4 Give your box to a UPS driver or take it to a UPS drop off location

We accept all brands of empty printer cartridges such as HP, Brother, Canon, Lexmark

**Packing & Shipping Tips**

- This label can only be used once. Do not make copies.
- If the box is too heavy to lift, it's too heavy to ship.
- If you can't read your label, we won't be able to either. Please print a new one that is legible.
- We do not accept toner tubes, bottles, tanks, or ribbons.





ASE Program requests a minimum of 6 cartridges (or 20 pounds) per shipping box returned.

# United Business Systems Hardware Recycling

## Items Which Can Be Recycled\*

- Copiers/MFP's
- Printers
- PC's
- Laptops
- Smartboards

\*Some items without a wholesale value may be chargeable to recycle

# Thank You!

## Printing Green Proven Strategies To Reduce Your Ecological Footprint in the Education Workspace

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Please complete the form below to receive your copy of the  
PRINTING GREEN presentation.

**Name** *(Required)*

First

Last

**Company / School District** *(Required)*

**Email** *(Required)*

Please check the boxes below for the topics you would like more information on  
*(Required)*

- ☐ Print Management Software (Uniflow, Papercut, etc.)
- ☐ Managed Print Services
- ☐ Cloud Printing
- ☐ Cloud /Digital Faxing
- ☐ Data Collection Agent for Print Analytics
- ☐ Environment Calculator Comparison
- ☐ Toner Recycling Programs
- ☐ Hardware Recycling Programs (Printers, PC's, Laptops, Smart Boards, Etc.)
- ☐ United Business Systems

**Notes / How can we help?**



**To Download a Copy Of this Presentation  
and For More Information On All Of These  
Topics, Please Scan The QR Code Below  
And Fill Out The Online Survey**

