



## The document output management solution that ensures complete print security

### A unique combination of Ringdale® leading-edge connectivity expertise and OKI® printing technologies

For years, secure printing has been a goal of organizations large and small. The challenge has been to control access to confidential documents in a convenient, cost-effective way.

**FollowMe® printing technology from Ringdale® provides a complete, no-hassle solution to secure document output management.**

FollowMe can be deployed with both single- and multifunction printers (MFPs) connected to the network through a wide range of authentication devices, such as proximity cards, fingerprint readers or personal Identification numbers.

For printers, the FollowMe external controller and applicable authentication device are utilized to securely route print jobs to the appropriate user.

Embedded FollowMe technology is available with the MB700 MFP Series from OKI. This provides a completely integrated process for enabling secure document output management and accounting.

With the embedded solution, all MFP functions—including copying, e-mailing, faxing, printing and scanning—can be centrally managed from the FollowMe management console and are accessible from any web browser.

User access can be controlled in a number of ways, including restrictions placed on color output, number of pages printed, duplex versus simplex, or selection of paper size.

Both the external and embedded configurations have extensive cost and usage reporting capabilities to help you identify and correct printing waste and mismanagement.

**Inside the organization,** FollowMe helps divisions or departments of any size to optimize their output devices and reduce the costs associated with paper and toner usage.

Especially within organizations supporting hundreds—even thousands—of users and cost centers, document printing-and-copying accountability and cost recovery are rapidly becoming mandatory. This is especially evident in universities and corporate offices, and particularly in law firms and financial and insurance institutions.

In all of these settings, FollowMe printing technology provides a complete solution for allocating printing costs and managing print and copy assets.

### Advantages of FollowMe Printing Technology:

- Creates a secure and confidential printing environment
- Gives organizations the ability to account for all activity
- Optimizes and streamlines the printing environment
- Compatible with all OKI products and mixed printing environments

# FollowMe® Secure Document Output Management

## Security and Confidentiality

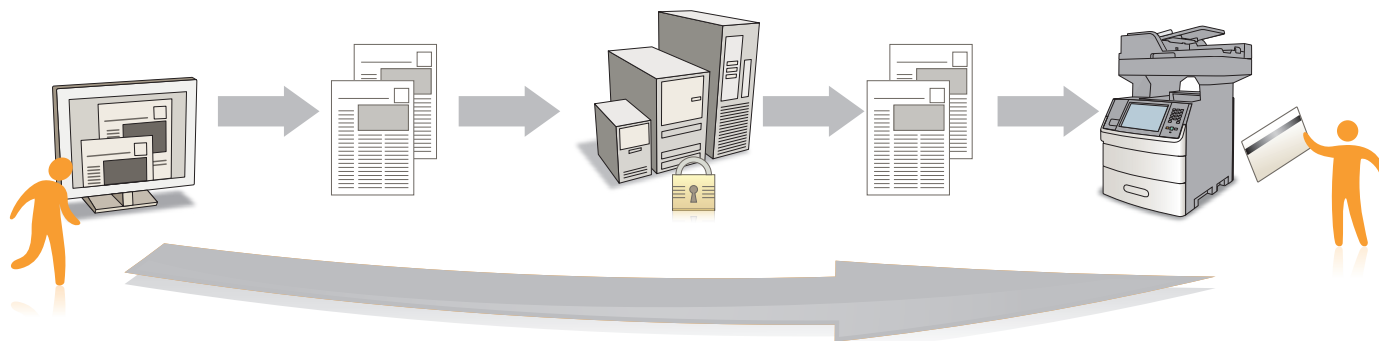
- Print jobs are never lost
- Government grade encryption secures print process from start to finish
- Print jobs follow the user to their choice of printer; users must identify themselves before print is released
- Unclaimed print jobs do not get printed
- Technology learning curve
- Compatible with existing identification technologies:
  - Numeric PIN
  - Barcode
  - Magnetic swipe card
  - Proximity card
  - Smart card
  - Fingerprint

## Accountability

- Centralized management
- Cost can be assigned and accounted for on a per user, cost center, departmental, customer, project, cost code or printer basis
- User activity can be audited for all device functions
- Minimal training required; training supplied by OKI Data Americas and Ringdale, if needed
- Extensive reporting functionality and multiple report types:
  - Cost
  - Usage
  - Deleted print jobs
  - Payment
  - Exportable to third party charts and graphs

## Optimized/Streamlined Environment

- Policy and rules-based printing
- Custom policy programming interface
- Ability to force routing of jobs for most effective use of assets
- Reduces training costs and learning curve (virtually immediate usability)
- Enables restriction of printing resources to save toner and reduce paper usage:
  - Black & white vs. color
  - Number of pages/print jobs per user
  - Duplex vs. simplex
  - Paper size
  - Tray re-mapping



## The advantages of FollowMe from Ringdale®

| BEFORE FollowMe   | WITH FollowMe  | ADVANTAGE  |
|---|--|--|
| High overall cost associated with printing: equipment, consumables, waste and maintenance | Global or user-specific policies and procedures restrict users, redirect printing to another device, or force use of black & white | Average cost savings between 20% and 30%   |
| Complexity of managing a mixed fleet of printing-device brands and types                  | FollowMe printing technology works with printers/MFPs from OKI and other printer/MFP brands  | Successfully manage your entire print-and-copy fleet through a single robust application |
| Perception that color printing is too expensive and difficult to manage                   | Color access control forces black & white-only printing for designated users   | Color and monochrome printing are managed for optimum cost savings                       |
| Confidential documents are mixed with regular documents on printer output tray            | Print job is held at central FollowMe Q-Server until the originator is at the printer to authenticate and release it               | Confidentiality of documents is secured, with access limited to originators              |
| Printers in secure environment and not accessible by all                                  | FollowMe security hardware (authentication device) on all printers and MFPs  | Productivity is enhanced: users can access any network printer for confidential output   |
| Users require their own printers so they can print confidential documents                 | FollowMe security hardware (authentication device) on designated printers/MFPs   | IT/Management controls access to confidential documents                                  |

Contact your local representative for details and a technology demonstration.

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