



Commercial Training 1

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1. Introduction to PaperCut

- 1.1. The Company
- 1.2. Papercut EcoSystem
- 1.3. EcoprintQ Resource Center
- 1.4. PaperCut Resource Center

2. Commercial Position

- 2.1. Products and Differences (NG vs MF)
- 2.2. Benefits from PaperCut over the competition
- 2.2. Why is better to sell PaperCut MF
- 2.4. Benefits to Customers
- 2.3. Benefits to Ecopartners (VARs)

3. Vertical Markets

- 2.1. Different markets where to sell PaperCut
- 2.2. Go over Sheet Cheats for each Market
- 2.3. Go over Component Descriptions

4. Most important Characteristics and Applications of PaperCutMF

- 2.1. Web Administration
- 2.2. Follow Me Print
- 2.3. Different options for Secure Release available

- MFD Embedded Applications
- ID Fast Release
- Mobile Print
- CPAD Terminals
- PC Release

2.4 Reports