

# Jordan returns to lead business innovation

JORDAN Kendall (right) has certainly undertaken some different occupations in his time, but for a second time he's been lured to Computer Dencity.

After starting out as an apprentice pastry cook, Jordan ventured to the Wagga Computer Dencity store.

He spent seven years there – a long time in the evolution of computer technology – before selling advertising for a television network.

Jordan then received an offer that was too hard to pass up – and now he's back where he belongs as Computer DenCity's business sales manager.

Not only does Computer DenCity sell the normal range of computers, laptops, notebooks and other IT hardware, it also offers a full suite of managed services.

"I'm excited about the managed services department," Jordan said.

"We now employ three in-house technicians and two are dedicated to business-to-business service."

Jordan said Computer DenCity aims to provide a range of services, not just selling computer equipment and then forgetting about the customer.

"We are about providing ongoing service and building relationships with individuals and business customers," he said.

Computer DenCity also provides its



technicians and expertise to small and medium-sized businesses.

"We install software on a business's system which tells us if there's a problem, or likely to be a problem, and we can

keep on top of it," he said.

"It's a service for the businesses that are not big enough to employ their own IT staff and instead can employ us for as little as \$200 a month."

## Print services to help manage your costs

ONE of the key drivers of growth in the printing market today is managed print services.

Particularly so in the current economic environment, businesses of all types and sizes need to reduce and control costs. Much of the appeal in managed print services lies in its ability to enable businesses to take control of their printing costs, which in the past were difficult to manage.

As a result, the need to outlay large sums of money to purchase equipment upfront is eliminated.

Businesses are also relieved from much of the administrative burdens associated with managing a print fleet. OKI managed print services are seamless, hassle-free and flexible, and can demonstrate a clear link to reduced costs and improved efficiency. Managed print services help business avoid a common trap of choosing a printer purely on price, only to be caught out with higher than expected running costs.

OKI's managed print services come in two main flavours. The first of these is "Flatrate", a comprehensive plan with simple monthly payments, which includes a printer, consumables and services. Secondly, OKI also offer 'Klik' for customers who have purchased their printer outright, but want the upfront transparency cost-per-copy. No matter which flavour most suitable, both offer the flexibility to choose the OKI printer which will cater to specific usage requirements. Businesses also have the liberty of opting for printing plan that harmonises with their print volumes. The supply of consumables is automated, ensuring businesses never run out. Peace of mind is also ensured, with onsite printer installation and setup, as well as technical support delivered by local experts. Let managed print services take the guess work out of your printing costs so that you can get on with doing business.

## Take **CONTROL** of your printing costs.



**\$0** Zero upfront, easy monthly payments

**⏻** Never run out of consumables

**✓** **FREE** installation & support

**🔄** Quick fix or replacement

### It's easy...

- 1** Choose your plan
- 2** Get set up
- 3** Start saving

### OKI MC862CDXN

THE A4/A3 COLOUR MFP THAT ADDS VALUE AND VERSATILITY TO DEMANDING WORKGROUPS.

With fast print speeds of up to 26ppm colour and 34ppm mono and high capacity toners, the MC862cdxn provides extremely competitive total cost of ownership. And, you can gain an immediate return on your investment by producing in-house, high quality, professional documents in rich high definition colour, reducing outsourced print costs and providing you with the capability to print what you need, when you need it.



- 🚀 Speed** up to 34 ppm
- 🕒 First page out** 10 sec colour 9.5 sec mono
- 📄 Duplex** Standard

From **\$305**/Month



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