

2005 Award Winner



10th Annual Awards

Innovation Award

GT Technologies, LLC

FMAudit™ Facilities Management Solutions



The BERTL's Best Award for "Innovation" is bestowed on a product which brings something truly unique to market. Innovation can take many forms, from using technology in a new and novel way, to creating something with the potential to change the way business might be done in the future.

BERTL has awarded the 2005 BERTL's Best Award for

Innovation to GT Technologies' FMAudit™ Facilities Management Solutions.

Before a company can determine the steps necessary to better manage their fleet of copiers, printers, and MFPs, a baseline presenting the existing fleet must be formed. Creating this view of the existing fleet is both cumbersome and time consuming. FMAudit™ handles not only fleet overview tasks — literally within seconds instead of days — across an

entire enterprise, but adds considerably more information to the typical manual audit. FMAudit can be used effectively and quickly by a variety of individuals, such as on-staff IT managers as well as account managers for any digital imaging sales channel.

FMAudit can discover thousands of network-connected devices — as well as active local printers via their host PCs, via USB, or LPT1 (optional) — within minutes while creating only minimal network traffic. Priced either per-audit or on a subscription basis, — depending upon who is using the application and for what reason — FMAudit pulls information directly from the hardware and is compatible with all operating systems and network configurations. Audit results can include IP address, manufacturer, model, serial number, description, location, total pages, and meter reads for mono pages, color pages, and toner levels as appropriate for prints, copies, scans, and faxes.

FMAudit will discover and communicate with all devices on the LAN without any changes to existing firewall settings. It is available in three versions with similar functionality.

Perhaps the sexiest of the three offerings, FMAudit Viewer USB plugs into any networked computer's USB port and, within minutes, saves audit results to its own free memory. Easily attached to a keyring, Viewer USB can be available at any time for canvassing-style sales calls or spot

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checks. Viewer USB affords the account manager sales opportunities that they might not otherwise have. For instance, an account manager could purchase ten audits, and have that capability available for that number of calls. While FMAudit competitors have similar feature sets, Viewer USB is the only fleet auditing tool that will take only moments of the client's time while gathering extremely useful information that can be easily viewed and cleared by the company before the account manager departs. This data can be turned into powerful and legitimate motivation for the client to make their processes more efficient through equipment upgrades and replacements.

With functionally similar to Viewer USB, FMAudit Viewer is a software application installed on a laptop PC temporarily connected to a network. The laptop must be assigned an IP address (DHCP or manual) on the local subnet, though a login is not required to be authenticated on the network.

FMAudit Onsite, the latest flavor of the application, is installed on a PC at the end user's location for an extended period of time such as the term of lease equipment, a specified duration of an audit program, or ongoing equipment analysis by the end user. Firewall-friendly, Onsite may be accessed remotely via the Internet once installed, enabling configuration changes or audits on an on-demand or scheduled basis. Audit information can also be transferred remotely via encrypted XML or e-mail attachments. Onsite will also detect device service alerts as they occur, and notify the appropriate e-mail contact.

Technicians can use FMAudit to gather meter readings and other useful information, audit existing equipment at regular intervals, and create reports. Audit data may be exported for integration into the service management software utilized by technicians and their companies. The



Audit Comparison Results for: FMAudit, LLC.

Dates: 8/17/2004 8:07:07 AM to 9/17/2004 9:11:15 AM

IP Address	Local Index	Manufacturer	Model	Serial Number	Total Pages	Mono Pages	Color Pages	Total Scans	Printer Pages	Fax Pages	Copy Pages
128.252.120.246		XEROX	Document Centre 432ST v1.0 Multi-function System	NG3005064	6938						
128.255.72.137		RICOH	Affilo 1075	J4325600376	8099	8099	0		859	0	7240
128.255.60.67		LANIER	5635	LO761840721	5849	5849	0		2711	0	3129
128.253.64.166		LEXMARK	Optra T614	4133377	7176						
128.252.178.179		XEROX	Document Centre 432ST v2.0 Multi-function System	NG3110573	3986						
128.252.213.90		XEROX	Document Centre 432ST v2.0 Multi-function System	NG3106381	5497						
128.252.210.134		XEROX	Document Centre 432ST v2.0 Multi-function System	NG3109878	62						
128.253.21.50		XEROX	Phaser 4400 N v (01.06/15.28.06.18.2002/1030/4.48) Printer 64MB L	LDT010154	5612						
128.253.13.27		CANON	IR3300		2985						
128.252.216.132		XEROX	WorkCentre M35 v1 Multifunction System	MYP-003762	8889			618	2440	127	6265
128.252.108.225		XEROX	Document Centre 432ST v1.0 Multi-function System	NG3007244	7207						
128.252.200.25		XEROX	Document Centre 432ST v2.0 Multi-function System	NG3109835	5489						
128.253.71.140		SHARP	SHARP AR-M450	3504083200	908						
128.252.239.145		XEROX	Document Centre 432ST v3.0 Multi-function System	NG3200383B	2832						
128.252.32.125		HP	LaserJet 4000 Series	USEB027997	3896	3896	0				
128.252.124.190		LEXMARK	Optra S 1625	11L2G62	4956						
128.253.133.11		SHARP	SHARP AR-M350	2650633800	1490						
128.252.227.66		CANON	IR3300		4381						
128.253.64.133		LEXMARK	Optra T610	N7YFRR80	3958						
128.252.222.225		XEROX	WorkCentre Pro 45 v1 Multifunction System	NYF-201287	6273			741	2906	801	2531
128.255.60.129		RICOH	Affilo 1022	J0122301548	3871	3871	0		1998	0	1873
			Phaser 6200 DP v								

FMAudit takes the guesswork out of fleet auditing, quickly retrieving information — from both network and local printers — such as printer make model, and serial number along with specific page counts (including prints, faxes, and copies).

Onsite version can also be used for service dispatch.

End users can manage an entire fleet of devices in one or multiple offices from one central application. By tracking audit results over time, end users will better understand printing, copying, faxing, and scanning volumes and thus be better prepared for equipment purchase recommendations or decisions.

Results may be analyzed through reports such as cost per page, periodic usage, and device exclusion. FMAudit combines real-world device usage and status information with industry statistics for printer and copier life cycles, consumable costs, and dozens of other fields. Side-by-side reports compare multiple models from dif-

ferent manufacturers to determine which products — based on actual usage data — would better meet the requirements of the department or location.

In summary, all three versions of FMAudit take the guesswork out of fleet auditing, help reduce labor costs, aid in reconciling lease charges, measure ROI, and monitor total fleet costs. Viewer USB couples rich data, the power of convenience, and key-chain-connected razzle-dazzle to get account managers in the door.

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Spotlight on GT Technologies

GT Technologies, LLC is a single-source, value-added solution provider for business clients, copier dealers, and end users. The company focuses on software and other solutions for advanced print tracking, accounting, and service management.

GT Technologies has experience assisting business clients with the implementation and utilization of auditing- and financial-based integrated business systems. As a software developer, distributor, and value-added reseller, GT is somewhat unique in the fact that most of their implementers are system integrators with several years experience

implementing auditing- and financial-based integrated business systems. The company thus has an in-depth understanding of the importance and critical nature of these systems.

The company has developed and offered such products as FMAudit (three different versions), PrintSuite, Tesseract Service Centre, and Traverse Accounting.

Founded in 2001 by 20-year industry veteran Greg Allen, GT Technologies has global ambitions, with programmers already located in Canada and Portugal, as well as an expanded

worldwide presence into Europe. GT Technologies' goal is to equip dealers with assessment tools providing comprehensive reporting functions while remaining easy to use. While help menus are provided, the company says that most users will not need them.

GT Technologies has two locations, with corporate offices located in Jefferson City, Missouri, and a branch office in Mesa, Arizona.

BERTL's Best

Recognizing the Best in Digital Imaging Technology and Innovation

For the 10th consecutive year, BERTL, Inc. presents BERTL's Best: the best devices and software in the digital imaging marketplace.

BERTL's Best award winners are selected after rigorous analysis of the hundreds of digital imaging devices, software, and management utilities in the world-wide marketplace.

BERTL's analysts review current product lines and new product introductions to identify the select group of devices and software that stand apart from the others.

BERTL's Best covers the entire digital imaging and document management arena:

- Executive Office MFPs
- General Office Monochrome MFPs
- Back Office Production Devices
- Wide Format Devices
- Digital Duplicators
- General Office Color MFPs
- Back Office Production Color Devices
- Document Scanners
- Software and Utilities

Plus, BERTL's Best recognizes products for cost-efficiency and innovation.

While print or copy speeds are important, it is the feature set, functionality, performance, and overall business process value that are the key considerations in judging which product is "BERTL's Best." The important question: "How well does this product work in a real-world business setting?"

BERTL combines its wide-ranging knowledge of the competitive landscape and contact with buyers about their product and supplier experiences to identify worthy products. BERTL analyzes network management utilities, concurrency and contention, print and copy productivity, image quality, return on investment, competitive advantage, accessibility, design and build quality, standard functions, modularity of design and upgrade path, installation, and more.

BERTL is 100 percent independent. It receives no funding from the industry and all product evaluations and reports are published at BERTL's own expense for its subscribers.

BERTL publishes the world's largest library of business competitive intelligence for the digital imaging market at www.BERTL.com