Welcome

XEROX LIMPOPO

Leading provider of Workplace and Digital Printing Solutions.

✔ We succeed through satisfied customers.

✔ We deliver quality and excellence in all we do.

✔ We use technology to deliver market leadership.

✔ We behave responsibly as a corporate citizen.

✔ We value and empower employees.
XLP Documents Solutions is the Authorised Platinum Xerox Dealer for the Limpopo Province. We attribute our success to long-term professional relationships with our customers, built on integrity and mutual trust.

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Altron Bytes Document Solutions (ABDS) is the world’s largest Xerox distributor and Africa’s leading technology and services company.

ABDS forms part of the JSE-listed Altron group. In 2014, the company celebrated two important milestones: Xerox’s 50th year in South Africa, as well as the invention of xerography, the basis of the most widely used document-copying machines, which was developed by Xerox 75 years ago.

Their Office Systems division provides services that encompass remote and mobile workers, digitization and the provision of innovative solutions that harmonise paper and digital documents, through simple, one-touch functions. Production Systems delivers specialised applications, such as transactional, high security, high volume and high-quality documents.

While printing is necessary, it remains something that is often not core to all our customers’ businesses, which is why we also offer Managed Print Solutions. We do this via a revolutionary print fleet outsource management offering, where we handle everything related to print – printers, documents, supplies, support, people and processes.

This approach delivers significant cost savings, reduced printing volumes and CO2 footprints, a rationalised, standardised and simplified printing landscape, watertight security and a digital transformation roadmap, enabling us to transform your printing infrastructure into something truly outstanding.
ABOUT XLP

XLP Documents Solutions was established in 2013 and appointed as the Xerox Authorised Dealer for the Limpopo Province. Providing leading Xerox workplace and digital printing solutions backed by world class service delivery is at the core of what we do.

XLP Document Solutions is a Level 4 S.BBEE contributor.

Our Head Office is based in Polokwane and our workshop allows for carry in machines. We also have the facilities to refurbish machines to go back into the field at a minimum cost.

Whatever your requirements, our passionate, committed and experienced staff and subject matter experts will deliver Xerox’s global best practice and innovation to you.

OUR MISSION

Our strategic intent is to help people find better ways to do great work by constantly leading in document technologies, products and services that improve our customer’s work processes and business results.

OUR VALUES

Since our inception, ethical business has been at the heart of what we stand for. We embrace the Altron values:

- We believe in openness, honesty and integrity.
- We collaborate across teams.
- We embrace diversity and inclusion.
- We get things done and enjoy doing it.
- We are passionate about customers, partners, employees and communities.
- We create leading returns for our shareholders.
BUSINESS MODELS

THE COMPANY'S STRATEGIC FOCUS IS ON SEVEN PRIMARY MARKETS:

01 Full Document Management Services
Outsourced contracts, tailor-made to each customer's in-and-output document chain environment, incorporating hardware, software and services.

02 Office Systems Group
Hardware and software supplies for small to large offices.

03 Printing Systems Group
High-end production, commercial and specialised hardware and software supplies.

04 Wide Format Group
Small to specialised wide format imaging hardware supplies including Roland and Xerox printers.

05 Consumables Division
Toner, paper and supplies.

06 Printing and Copy Shops
Outsourced, off-site, low to high volume printing.

07 Post Sales Service Delivery
Technical services & support.
WE BELIEVE THAT NO MATTER WHAT SIZE, EVERY BUSINESS IS UNIQUE AND EVERY BUSINESS IS DRIVEN TO IMPROVE RESULTS.

What is right for one business might not be right for another. It all depends on the business AND it’s long-term goals and short-term drives.

Whether you are trying to improve document processes, focus on cutting costs or looking to digitally transform your business, we can certainly help and provide the best customised solution for your organisation.

Don’t hesitate to contact us for assistance with any queries or if you need more information.

We would love to hear from you.
XEROX CORPORATION

AT A GLANCE

XEROX IS INNOVATING THE WAY THE WORLD COMMUNICATES, CONNECTS AND WORKS.

We use our expertise to help our customers improve productivity and increase satisfaction. Our employees understand what’s at the heart of work – and all of the forms it can take. They embrace the increasingly complex world of paper and digital. Office and mobile. Personal and social. Every day across the globe – in 160 countries – our technology, software and people successfully navigate these intersections. We automate, personalize, package, analyze and secure information to keep our customers moving at an accelerated pace.

XEROX NAMED A LEADER IN QUOCIRCA’S MPS 2019 LANDSCAPE REPORT

Xerox continues to lead a competitive market when it comes to delivering value and innovation to clients through our Intelligent Workplace Services. This was confirmed again by Quocirca, a global research firm, in its latest report, Managed Print Services Landscape 2019 – a vendor analysis of the global MPS market. Xerox maintained its leadership in a tightly packed group.

According to the report, “Xerox continues to lead the group, with one of the broadest service portfolios across the office and production print environments. Its repositioned Intelligent Workplace Services shows a commitment to innovation, with ConnectKey remaining a key competitive differentiator.”

The rise of digitization and cloud computing and our significant forays into these areas through our services and solution portfolio played a key role in maintaining our leadership position.

“In order to address changing market dynamics, its (Xerox) focus has been on differentiating its offerings beyond traditional managed print services, helping customers transform their print infrastructure and legacy paper-based processes to more digital ways of working,” according to the report.

“Managed Print Services Landscape” Quocirca, December 2019
Intelligent Workplace Services

Imagine a work environment where employees work more productively using apps, paper documents become digital content, and your print infrastructure is optimized for maximum up-time, efficiency and security.

Intelligent Workplace Services transcends the traditional Managed Print Services model by using Xerox’s world-class portfolio of analytics, cloud, digitization, and ConnectKey® technologies to design more efficient work environments.

Intelligent Workplace Services is all about addressing the challenges that arise from the new business and behavioural era, resulting in more productive employees and more secure data.

Efficient Workplace
Control costs and infrastructure, improve sustainability and maximize ROI.

Productive Employees
Improve user experience and productivity with user-friendly and automated processes.

Secure Environment
Ensure the security of your documents, devices and data.
Together with Fuji Xerox, our joint venture, we invested approximately $1 billion in research, development and engineering in 2016. A critical role of our research is to envision the future and identify new competencies for it.

We direct our research and development (R&D) investments to areas such as artificial intelligence, computer vision, machine learning, ethnography, inkjet and digital printing and digital manufacturing, as well as improving quality and reducing the environmental impact of digital printing. We are investing in new and novel applications of printing technology that could offer attractive opportunities in adjacent markets. We expect these activities will deliver incremental value for our customers and drive profitable revenue growth for our business.

DIFFERENTIATING OUR OFFERINGS IS KEY TO OUR STRATEGY.

XEROX Around The World

We have a broad and diverse base of customers by both geography and industry, ranging from small and medium-sized businesses (SMBs) to graphic communications companies, governmental entities, educational institutions and Fortune 1000 corporations.

We go to market with a services-led approach and sell our products and services directly to customers through our worldwide sales force and through a network of independent agents, dealers, value-added resellers, systems integrators and the Web.

In addition, Our MPS Essentials Suite combines print management, mobility, scanning and translation services to help small and midsized businesses be more flexible. Plus, our client support tools automatically update firmware, ensuring your ConnectKey®-enabled multifunction printers (MFPs) are always secure and functioning optimally.
XLP On Quality

No matter which Xerox multifunction printer (MFP) / all-in-one laser printer you choose, you’ll get easy-to-use interfaces, reliable paper handling, advanced security and sophisticated tools for controlling costs. Turn your multifunction laser printer into a smart workplace assistant with WiFi connectivity, mobile printing, tablet-like touchscreens and cloud-connected apps.

Most Small and Medium Businesses (SMBs) around the world are looking to improve their productivity and cut costs, and taking a closer look at how they handle documents is a good place to start.

- 46% of SMBs confirm that they waste time every day on paper intensive processes
- 56% of all SMBs include printers or MFP’s in their security strategy
- 66% of SMBs currently include mobile printing in their mobility initiatives, while 27% plan to within the next year*

You can improve your document processes through leading Xerox managed print services provided by XLP.

In addition we also offer the broadest digital printing press portfolio of cut-sheet digital presses and production printers on the market. Sheet-fed digital printing presses are ideal for graphic communications and commercial print providers’ high-speed, high-volume printing applications, including publishing, transaction printing, direct mail, packaging and photo publishing.

XLP HAS ADOPTED BYTES DOCUMENT SOLUTIONS’ CUSTOMER-CENTRIC FOCUS, WITH THE PHILOSOPHY OF: “THE CUSTOMER COMES FIRST, SECOND AND THIRD”.

*Source: Xerox, 2016
XLP On The Environment

Running a business in an environmentally responsible manner is just one way we demonstrate a commitment to sustainability.

We have our house in order by reducing greenhouse gas emissions, integrating energy efficient tools in our facilities and walking the talk on recycling, but the real test of our commitment is how we help our customers create greener workplaces. When we help our customer work smarter, faster and better in ways that are good for their bottom line and good for the environment, everyone wins, including Mother Earth.

The following are some “green tech” ways that are fostering sustainability for us and for our customers:

**Solid Ink Technology**

This proprietary Xerox printing technology is known not only for its ease of use and ability to create vibrant colour images but also for generating 90% less waste than comparable laser printing. With solid ink, there are no toner cartridges, just ink stilts like crayons that melt and adhere to paper. While a colour laser printer can produce 157 pounds of waste after 100,000 prints, solid ink printer produces only five. Our latest solid ink printers consume 15% less energy than previous models, and the ink sticks come in boxes 100% recyclable packaging printed on 100% recycled paper that represents a 50% reduction in packaging.

**Emulsion Aggregate (EA) Toner**

This chemically produced toner, with Xerox patents behind it, uses 60% to 70% less energy per page than conventional toner. It also doubles the number of pages printed per kilogram of toner, thereby reducing waste. In September, Xerox opened a new five story EA Toner plant in Webster, N.Y. — Xerox’s most-energy efficient building to date. It has more than 3,000 sensors that feed information about temperature, humidity, airflow and other variables into a networked system. Depending on what’s happening in the plant, entire zones of the building may be shut off to reduce energy.

**E-Agent**

Due to a special chemical ingredient known as an embrittling agent, Xerox reduced the amount of energy used to make certain types of toner by 22%. As a result Xerox saved more than 30 million kilowatt hours of electricity by the end of 2008 - enough power to light more than 24,000 households for a year.

Xerox is the world’s largest toner producer. The E-Agent ingredient makes toner break into particles faster during manufacturing, leading to less energy use and related greenhouse gas emissions.

**Energy Star — Seal of Approval**

In 2007, the Environmental Protection Agency toughened its standards for ENERGY STAR® compliance. Fortunately, Xerox engineers were already at work integrating energy reducing technologies into Xerox products. As a result, more than 50% of Xerox’s product line now qualifies for ENERGY STAR® designation versus an expected 25% for the other office document systems. Just as Xerox helped the E.P.A. develop its first set of ENERGY STAR® standards for printing systems, it continues to work with the E.P.A. in helping other companies comply with ENERGY STAR®.
Sensible, Intuitive Power Modes

Several Xerox products are embedded with technology that learns how its users work so that they power off when they know they won’t be needed. Over an initial three-week period, a Xerox printing device will monitor usage in 15-minute intervals, effectively learning when to be on and when to power off.

Induction Heat Fusing Systems

Xerox engineers designed a new ‘Induction Heat Fusing’ system that uses significantly less energy. This new fusing system does not require preheating and doesn’t consume any power when the machine is in standby mode. The result? The new Xerox WorkCentres multifunction printers use 24% less total energy than previous comparable models.

“Right-Sizing” Office Printing

XLP Documents Solutions works with customers to improve the efficiency of their office document management by assessing their actual printing needs and developing solutions that meet that need often by dramatically reducing the number of stand alone and networked office equipment devices, saving energy and associated greenhouse gas emissions and reducing solid waste.

Low-cost Solar Energy Systems

Xerox’s Palo Alto Research Center (PARC) has a team of researchers who focus on creating “cleantech” innovation in areas like generating solar energy, keeping the air clean and distributing and conserving water and energy. Through a partnership with PARC, Sol Focus, Intis creating solar energy systems that will reduce the cost of solar power by at least fifty percent.

“All in One” = Less Energy Use

Xerox multifunction systems further reduce the amount of energy required to copy, print, fax and scan by combining the functions of multiple products into one machine.

The annual energy consumption of a Xerox WorkCentre multifunction system is about one half of the combined annual energy consumption of the individual ENERGY STAR® qualified copiers, fax machines and printers that it replaces. Energy savings would be substantially higher if a multifunction system replaced individual products that have not earned the ENERGY STAR® rating.
AT XLP, WE VALUE PEOPLE. EVERY TEAM MEMBER IS OPERATIONALLY IMPORTANT.
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OUR CLIENTS

 WE SUCCEED THROUGH SATISFIED CUSTOMERS.

[Logos and names of various clients and institutions]