



Case study



# COPYMART unleashes their full growth potential

The Mexican MPS provider relies on the quality of JetAdvice Manager to remain competitive and offer high quality services

“ JetAdvice Manager supports the growth of our business, reduces our internal costs, and improves the satisfaction of our customers.  
- Francisco de la Guardia, General Director COPY MART ”

To remain competitive and unleash their full growth potential, COPY MART from Mexico was looking for an innovative and flexible printer fleet management solution to support these ambitions.

Digama Document Solutions is the distributor of JetAdvice to LATAM. Their Operations Director, Omar Razo, says: “The business case was straight to the point: Increase the customer satisfaction, reduce manual activities and internal costs”.

JetAdvice Manager was tested by COPY MART with great success. The tests convinced them to make the decision to get on board in no more than two weeks.

“The evaluation and information from the printing environment, the punctual delivery of supplies, the reports and detailed alerts of consumables and equipment are exactly what we need. JetAdvice Manager just delivers”, Gerardo de la Guardia, General Manager within COPY MART, explains. He continues:

“We have reduced manual activities and improved our internal processes considerably. COPY MART and our customers rely daily on the precise information provided by JetAdvice Manager.”

Today, the quality of services delivered to customers combined with excellent productivity are the main reasons for the high level of customer retention at COPY MART.

## Copymart

Copymart has distributed Konica Minolta products for more than 20 years. The last five years Copymart has been the distributor with the highest growth in sales. With a portfolio of more than 2.000 customers, Copymart is mainly focussed on the metropolitan area of Mexico City.

Copymart is a Managed Print Services provider dedicated to offer printing solutions through their rental and sales plans for copiers, printers, and multifunctionals.

