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FOR IMMEDIATE RELEASE**Clover Imaging Group (CIG) & Print Audit Partner to Create Wholesale SBB (Seat Based Billing) offering for Managed Print**

Chicago, IL – May 18, 2016 – Clover Imaging Group (CIG), announced today that it has partnered with Print Audit to bring the market's first wholesale SBB (Seat Based Billing) or CPS (Cost Per Seat) program for managed print to the industry. As a market-leading addition to the Axess Managed Print Services suite, the new CIG offering currently being finalized will enable managed print providers to deliver cost savings through BPO (Business Process Optimization) for customers while improving and protecting total dealer profits.

CIG's wholesale SBB/CPS Axess Express offering provides an all-inclusive SBB/CPS price to office equipment dealers which can include toner, service, parts and some or all of Print Audit's products. The new capabilities available through Axess Express now include rapid assessment, user workflow assessments, remote meter reading, supplies fulfillment, service alerting, cost recovery, rules-based printing, as well as purpose built SBB/CPS reporting and alerting.

"CIG is excited to partner with Print Audit on our SBB/CPS offering," stated Aldo Spensieri, Vice President of MPS Solutions for CIG. "The Axess SBB/CPS offering will help de-commoditize the page and better align dealer and customer goals while taking away the risk of a fixed monthly billing structure. We are on the verge of a new way to deliver managed print and CIG is proud to lead the way."

SBB/CPS offerings are already being used in other adjacent markets such as Managed IT Services and have a host of benefits above and beyond traditional CPP models. Some of the benefits of the Axess SBB/CPS program:

- **Budgetable costs for print:** Customers are looking for fixed-rate options that allow for 100% budgeting certainty.
- **Profit protection:** CPP has become highly commoditized and wholesale SBB/CPS offers dealers guaranteed profit levels.
- **Unified billing:** A large number of office equipment dealers offer MPS, Managed IT, Document Management, BPO and other offerings which can now be billed under a unified billing structure.
- **Access to new revenue streams:** SBB/CPS allows office equipment dealers to pursue new revenue streams that they can "layer" onto the SBB contract.

"Print Audit is focused on helping office equipment dealers to make more money and CIG's SBB/CPS wholesale offering aligns perfectly with that goal," stated West McDonald, Vice President of Business Development for Print Audit. "The time for a new way to deliver MPS through SBB has arrived and we are thrilled to be an integral piece of the Axess Express SBB offering through CIG."

About CIG

Clover Imaging Group provides unparalleled support, collection opportunities, and solutions to independent dealers, OEMs, and retailers throughout the imaging channel and includes the most respected and well-known brands in the industry including: MSE, Dataproducts, Clover Environmental Solutions, OPRA, Axess Managed Print Services, Tecno Toner, Depot International and Latin Parts.

This impressive group offers the markets widest array of products and services and is supported by a vast engineering infrastructure, marketing resources, distribution capabilities, and strategic partnerships. By bringing all aspects of our business together, CIG is able to provide a level of partnership unsurpassed in the aftermarket imaging space.

For more information about CIG, please contact:

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About Print Audit:

Established in 1999 and headquartered in Calgary, Alberta, Print Audit's mission is to help office equipment dealers grow their businesses. The company does this through its Premier membership program and innovative distribution partnerships.

Print Audit is the most comprehensive provider of device and print management solutions. The company not only helps members remotely manage their printer fleets, but has also developed a variety of tools that enable organizations to monitor and control user printing behavior. Print Audit is the first provider of RMM (remote monitoring and management services) to provide an SBB (Seat Based Billing) model for managed print.

Print Audit has offices located worldwide. Visit www.printaudit.com to learn more.

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