Opportunity Survey

Please complete this form and send to sales@ecoprintq.com and include your Channel Manager.

Reseller Information

Reseller	
• Name	
• Phone	
• Email	
Ricoh Sub-Reseller	(only if applicable)
Ricoh TSC Name:	
Ricoh TSC Phone:	
Ricoh TSC Email:	

Customer Information

Name		Technical Contact	
Address		Tech Name:	
City/Zip:		Tech Phone:	
Phone:		Tech Email:	
Email:			

Organization Details

Has a trial of PaperCut Hive been completed?	☐ Yes	☐ No
Organization Type		
Will the customer need support for multiple locations?	☐ Yes	☐ No
Will you require cross location printing (cloud node)?	☐ Yes	☐ No
Subscription Term (1-5 years) *Indicate the number of months requested for this customer's subscription – 12 months is minimum:*		
Who will perform PaperCut Hive installation and configuration?	☐ Reseller	☐ ecoprintQ Inc

What MFD brands do you currently have that you might consider for Hive printing:

(Unsure of PaperCut compatibility? Search supported devices & requirements here)

Brand	Model	Qty

How many networked single function printers will need to be tracked/ reported with PaperCut Hive?

(IF ANY PRINTERS need to be tracked, a Mobile release license is required per printer)

Brand	Model	Qty

Hardware		
Will card readers be required for MFDs?	☐ Yes	☐ No
If so, how many?		
What type of ID Cards/Fobs will be used with card readers?		
Will you require cross location printing (Cloud Node)?	☐ Yes	☐ No

About Your Environment			
PaperCut Hive Licenses Requested:	Full Embedded	Qty	
	Lite Embedded	Qty	
	Mobile Release	Qty	
Type of Workstation will be in use?	☐ Windows	☐ Mac	
	☐ Linux	☐ Chromebook	
	☐ Other		
What add-ons will be needed for this project?	☐ Cost Recovery		
	☐ Advanced Reporting		
Will mobile devices be used to print?	Android	%	
	IOS	%	
	Chromebook	%	
What user directory database will be used for importing users (checkboxes for options)? _(Directory not required, users can be invited via email invitation)_	☐ Azure AD		☐ None
	☐ Google Workspace		
	☐ Other		

Available Programs		
☐ SMB Bundle*	☐ Competitive Software**	☐ Multi Year Discount

* Only available for the initial term and does not apply to renewals. Additional entitlements cannot exceed 9 full embedded. 10th entitlement can only be added 120 days from subscription start date

** Proof must be supplied to qualify for these discounts. A screen shot of competitive software must be attached at time of order

Above discounts can NOT be combined in any way

Notes:

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