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## **MWA Intelligence, Inc.'s Print Assessment Application Helps Dealers Increase Sales**

*Enhanced DC-PC tracking & reporting capabilities fuel winning proposals*

**SCOTTSDALE, Ariz.** — February 18, 2008 – MWA Intelligence, Inc. (MWAi), a leader in enterprise-class M2M (machine-to-machine) and M2P (machine-to-people) solutions and services, has enhanced its Intelligent Device Management™ (IDM) DC-PC offering in order to help dealers increase the effectiveness of their sales efforts. In fact, improved print assessment, tracking and reporting of networked copy/print devices through a variety of MWAi solutions can provide mission-critical usage data to drive winning proposals.

“Dealers can now leverage a more powerful suite of MWAi assessment capabilities to identify needs and make recommendations across a prospective decision-maker’s entire print enterprise,” said Michael T. Stramaglio, CEO and President of MWA Intelligence, Inc. “With real-time data fueling their proposals, sales representatives are perceived as subject-matter experts who cannot only deliver the greatest solution, but deliver the greatest solution at the greatest margin...without fearing the competition.”

MWAi’s DC-PC solution set continuously monitors networked equipment and can be set to automatically collect data regarding users’ print activity on an hourly, daily or monthly basis. The information is delivered seamlessly into the dealer’s ERP system and/or into DocuAudit, a sophisticated sales proposal engine.

Dealers can monitor and capture data related to meters, consumables levels, maintenance codes, service alerts and more. Then, reports can be generated that recommend the replacement of outdated equipment, the reallocation of more powerful devices to higher-use workgroup areas, or even the implementation of a managed print services agreement or corporate print center.

“Our DC-PC technology will assist dealers in targeting incumbent competitors who have not been diligent in maintaining the most cost-efficient and productive print environment,” continued Stramaglio. “MWAi data will validate new proposals and recommendations as well as prove the effectiveness of the dealer’s solution over the length of the contract.”

MWA Intelligence solutions include asset and resource management tools and related software, hardware and communication technologies to manage employees, assets and business operations more efficiently. The company’s Intelligent Service and Intelligent Workforce modules enable remote management of mobile workers, automate dispatch

workflow, streamline service operations and facilitate the exchange of business-critical information and reporting.

About MWA Intelligence, Inc. — MWA Intelligence, Inc. offers leading-edge technologies, world-class customer service and expertise in the office equipment and utilities vertical markets. We deliver comprehensive solutions to companies in need of remote asset management and improved service standards. MWA Intelligence has developed a platform-independent approach to asset, service and mobile workforce management that is flexible and scalable to accommodate company's unique requirements and grow as your business model evolves. Our solutions drive greater customer satisfaction and profit to the bottom line. For more information, please visit: [www.mwaintelligence.com](http://www.mwaintelligence.com).

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