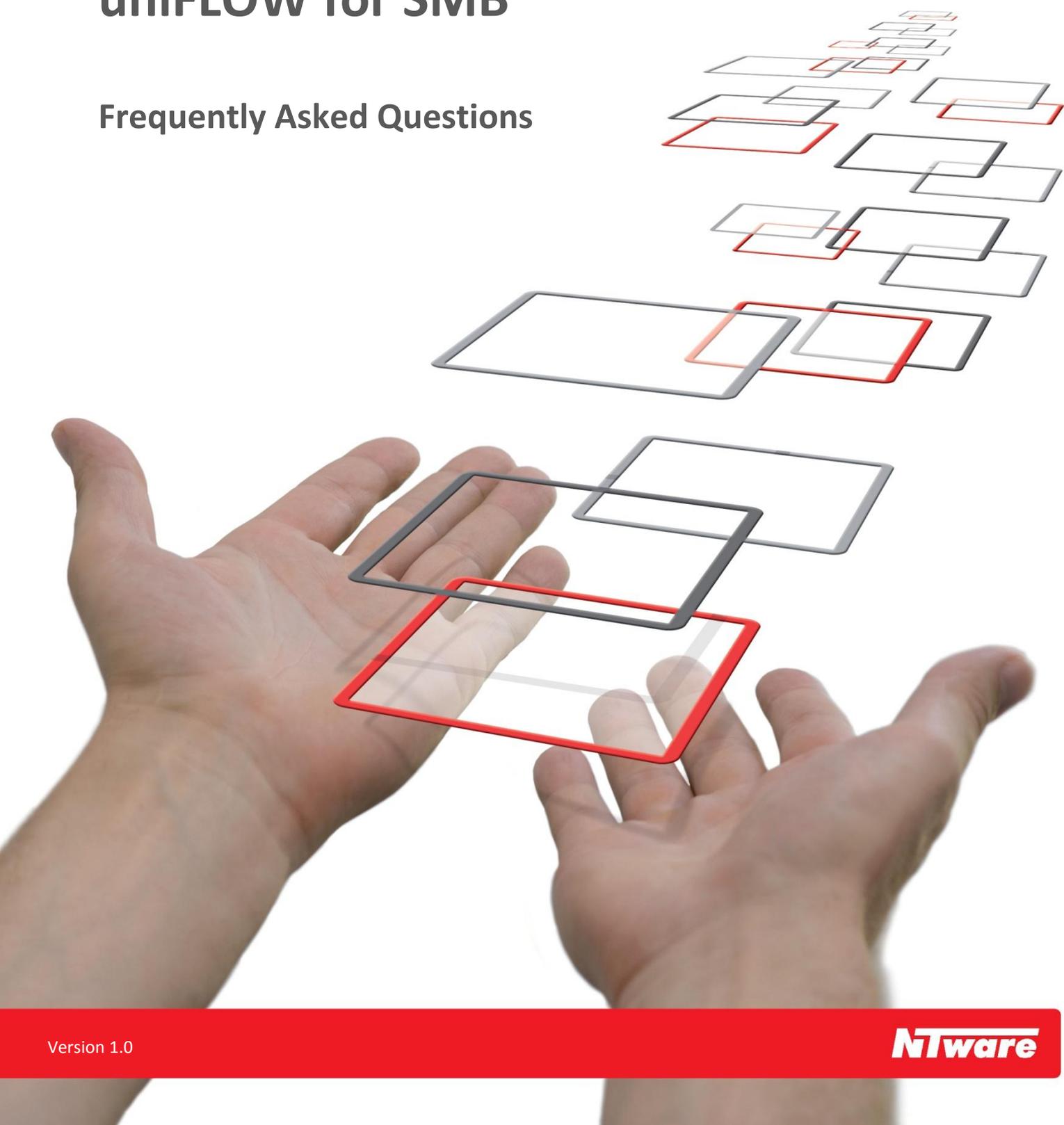




uniFLOW for SMB

Frequently Asked Questions



FAQ

What is uniFLOW for SMB?

uniFLOW for SMB is a new device based license for uniFLOW containing statistics, secure printing and mobile printing. It is aimed at small and medium sized customers with under 10 MFDs.

If the customer has 3 MEAP devices, then they need to order 3 x uniFLOW Device License Pack.

If the customer has 6 MEAP devices, then they need to order 6 x uniFLOW Device License Pack.

That's it. No more thinking about which base edition is required or which standard modules and MEAP device licenses you need to add.

uniFLOW for SMB brings the standard functionality installed by 90% of customers down to a single part number and a very aggressive price.

How is it different to normal uniFLOW?

Technically, uniFLOW for SMB and normal uniFLOW are the same. It is the same installer, the same interface and the same functionality. uniFLOW for SMB just provides a single part number to provide the most common functionality.

There are a couple of restrictions which are mentioned below, but for most customers in the small to medium sized market, these will not be relevant.

What are the limitations of uniFLOW for SMB?

uniFLOW for SMB will support up to 300 users unless there are more than 7 MEAP or CMFP devices installed in which case an unlimited number of users are supported.

While an unlimited number of network printers and MFDs can be connected to provide print accounting, uniFLOW for SMB only allows Canon MFD MEAP and Canon CMFP devices to have the secure "my print anywhere" functionality.

3rd party devices (such as Xerox, HP and Konica Minolta) secure "my print anywhere" functionality is only available with the normal uniFLOW part numbers.

What functionality does the uniFLOW Device Licence pack provide?

To order uniFLOW for SMB, a "uniFLOW Device License Pack" needs to be ordered. There is a device license pack for both MEAP and CMFP devices but both provide the same functionality.

The functionality provided by uniFLOW for SMB is as follows:

- 1) Print accounting for an unlimited number of network printers
- 2) Print accounting for up to 300 users (1 – 6 devices) or an unlimited number of users (7+ devices)
- 3) Pop-up cost code selection for print accounting (same user limits as above)
- 4) Print and copy budget control for up to 300 users (1 – 6 devices) or an unlimited number of users (7+ devices)
- 5) Multiple reports showing usage per user, department, device, cost centre, etc
- 6) Secure Printing for up to 300 users (1 – 6 devices) or an unlimited number of users (7+ devices)
- 7) Mobile printing allowing users to email their jobs to the secure print queue
- 8) Copy accounting for 1 Canon MEAP or CMFP device (1 license per device pack)
- 9) Cost center selection for copy accounting for Canon MEAP or CMFP devices (1 license per device pack)
- 10) "My print anywhere" secure job selection for Canon MEAP or CMFP devices (1 license per device pack)
- 11) uniFLOW Universal Driver technology, including Canon Generic PCL6 drivers, ensuring correct output even when different models of devices are used.

What about accounting on laser printers?

As long as at least 1 Canon MEAP MFD or CMFP is licensed, then an unlimited number of laser printers can be connected to uniFLOW. There are no additional device licenses for network laser printers, regardless of manufacturer.

What about accounting on desktop printers?

This is not part of the standard uniFLOW for SMB package but can be added with a "Standard Module, Device Based Edition", if required.

What about copy accounting?

For each Canon MEAP MFD or CMFD with a device license, per user copy accounting is included as part of the standard license.

What features have been removed from uniFLOW for SMB compared with normal uniFLOW?

Almost nothing. Technically they are the same product (same installer, same look and feel, and so on). Functionality that exists via the normal uniFLOW part numbers but not in uniFLOW for SMB are:

- 1) Ability to add copy accounting and embedded secure "my print anywhere" for 3rd party devices such as HP, Xerox and Konica Minolta
- 2) Ability to add "Login Manager" only functionality to Canon MEAP devices
- 3) Ability to add embedded secure "my print anywhere" for Canon SFP devices

If any of the above functionality is required, then the normal uniFLOW part numbers should be used.

What about card readers?

All card readers that work with uniFLOW also work with uniFLOW for SMB. This includes readers that require MIND boxes, microMIND terminals or those that connect to the device directly via USB.

Why should I sell uniFLOW for SMB rather than the normal uniFLOW Licenses?

It is significantly cheaper in the 1 to 10 device range.

For example:

A customer with 500 users and 10 Canon MEAP devices will pay 20% less with uniFLOW for SMB

A customer with 150 users and 5 Canon MEAP devices will pay 30% less with uniFLOW for SMB

A customer with 50 users and 2 Canon MEAP devices will pay 40% less with uniFLOW for SMB

Why should I sell the normal uniFLOW licenses rather than uniFLOW for SMB?

Once the customer is over a certain size, it is cheaper to be on the normal licensing model rather than uniFLOW for SMB.

For example, a customer with 1000 users and 18 devices will pay approx. 10% more with uniFLOW for SMB that they would on the normal part numbers.

Can I add more than 10 MEAP devices to uniFLOW for SMB?

Yes, but as mentioned above it may be better for the customer to be on the normal pricing model.

What is the installation guide for?

We have provided a recommended installation guide to configure the most commonly installed functionality in a simple manner. By having a standardized guide, the service department will be able to quote for the time it will take to install the product much simpler and more consistently. The functionality provided by the installation guide is:

- 1) Print accounting for Canon MFDs
- 2) Copy accounting for Canon MFDs
- 3) "My Print Anywhere" secure printing for MFDs
- 4) All printing via the Canon generic PCL6 driver combined with uniFLOW universal driver technology to all the user to select finishing options before releasing their jobs
- 5) Mobile printing of PDF files with email submission

Can I decide to configure uniFLOW for SMB differently to the standard installation guide?

Yes. As mentioned above, technically there is no difference between uniFLOW for SMB and the normal uniFLOW product. uniFLOW for SMB can be configured with the same amount of flexibility as normal uniFLOW, subject to the restrictions on 3rd party embedded "my print anywhere" mentioned previously.

The uniFLOW for SMB license includes functionality such as cost centre selection and budget control but neither of these are configured as part of the standard installation guide. If these are required by the customer, it is only some simple configuration changes that are needed without requiring the customer to purchase anything else.

Can I expand uniFLOW for SMB?

Yes. Even though the standard license includes statistics and secure printing, you can easily add extra functionality and remote print servers to uniFLOW for SMB just by purchasing the appropriate licenses.

Other functionality that can be added to uniFLOW for SMB includes:

- Desktop accounting
- Routing of jobs from one printer to another
- Forcing jobs to double sided or black/white based on matching rules
- Extra remote print servers
- Internet Gateway (for credit card and Pay Pal payments, or extra mobile printing functionality)

Can I add normal MEAP or CMFP device licenses to uniFLOW for SMB?

No. Only extra uniFLOW Device Licence pack for MEAP and/or CMFP can be added. It is not possible to add a license code for a normal MEAP or CMFP app.

What about scanning?

Scanning functionality (scan to email, scan to folder, scan to SharePoint, scan to Therefore, OCR, barcode recognition, scan as Word file, scan as Excel file, scan as highly compressed PDF and PDF/A, etc) can be added to uniFLOW for SMB in exactly the same way as with the normal uniFLOW licenses.

What about 3rd party devices?

For print accounting, an unlimited number of 3rd party printers (MFDs and laser printers) can be accounted. Copy accounting and embedded secure "my print anywhere" is only available with the normal uniFLOW licenses.

Can I mix Canon MFD and Canon CMFP devices together?

Yes. You can mix both Canon MFD and Canon CMFP devices in the same install – or it can be all MEAP devices or all CMFP devices.

Once the combined total number of devices is 7 or more, an unlimited number of users are available rather than the initial 300 limit.

What about mobile printing and printing from an iPhone/iPad?

Mobile printing is included in uniFLOW for SMB. The standard installation guide allows for registered users to send an email with a PDF attachment and for it to be stored in the users' secure print queue. The standard installation also allows for users to submit jobs directly from their iPhone or iPad using the uniFLOW app (available on the Apple App Store).

This functionality can be extended just through configuration to allow other functionality such as guest printing (when the guest receives a PIN code to release their job) and allowing users to submit office documents such as Word or Excel. Depending on the exact requirements, some extra licenses may also need to be purchased. For example, if you want to allow users to submit jobs via a web browser or for guests to release jobs via a smartphone without being connected to the company network.

Can I upgrade to the normal uniFLOW licenses?

No. The customer must decide before he purchases if he wants to go down the "uniFLOW for SMB" license route or the normal uniFLOW route.