# The smarter choice to suit every need









## Why choose Epson?

#### Our goal

We strive to achieve sustainability and enrich local communities.

Sustainability features in every aspect of our business. Among other things, Epson achieved EcoVadis Platinum status in 2020. This rating places us in the top one per cent in sustainability for companies in our industry globally.







#### Our commitment

We recognise that we have a responsibility to build a better tomorrow, today. In fact, in 2020 alone, Epson recycled **17,297,058kg of WEEE** (Waste Electrical and Electronic Equipment), **19,635kg of batteries** and **810,514kg** of plastic<sup>1</sup>.

#### Our innovative technology

We create our own technology. Unlike most of our competition, we don't use heat in our print technology. This means we save energy and achieve better sustainability, end users see fewer consumables and you achieve additional profitability.

We use 3LCD technology, using up to **25% less electricity**<sup>2</sup> whilst offering end users up to **three times brighter colours**<sup>3</sup> and additional profitability.

Epson is the clear brand of choice for profitability, sustainability and quality.

Up to **83%** less energy and CO<sub>2</sub> emissions compared to laser printers<sup>4</sup>

Up to 96% fewer used consumables than laser printers<sup>5</sup> Up to 25% less electricity per lumen of brightness<sup>2</sup>

Up to **3**X brighter colours with Epson projectors<sup>3</sup>

## We've changed printing forever

With Epson, there is a choice of print solution to offer end users: standard cartridge and ink tank printers.



Customers looking to achieve longer term cost savings should consider our EcoTank range. EcoTank printers feature a large ink tank that you fill with the included ink bottles instead of cartridges. There is enough ink included to print up to 14,000 pages<sup>6</sup>. One set of ink bottles is equivalent to 72 ink cartridges<sup>7</sup>, which makes a big difference in terms of both waste and transportation. What's more, delivery costs can be cut down, due to fewer shipments required, which also reduces the amount of time that needs to be spent packaging cartridges for shipping.



Customers with a budget looking to spend smaller amounts up front can select from our wide range of sustainable, cost saving cartridge products. Compared to laser printers, Epson inkjet printers reduce energy usage and waste, while boosting productivity, without sacrificing quality. In addition, the inks can be purchased individually, meaning that only the colours used need to be replaced.

With both options available, Epson has the right solution for every situation.

## How to choose the right printer

From home office to large enterprise use, Epson offers a wide range of inkjet printers that can help save money, time and unnecessary hassle to help business grow. From EcoTank to WorkForce Enterprise, each range offers unique features. Use this guide to help select the right printer to suit customer needs.



SMB / SME / Corporate

Speed	Cost per page	Initial hardware investment	Recommended monthly print volume
Low	High	Low	<b>6</b> 30 - 200
Mid	<b>U</b> ltra-low	High	100 - 400
Mid	Mid	Mid	<b>50 - 200</b>
High	Low	Mid	200 - 4,000
High	<b>U</b> ltra-low	High	1,500 - 10,000

EcoTank printer overview

## Easy to use and cost-effective printing solutions

With EcoTank, integrated high-capacity ink tanks supply the printer with ink continuously, delivering superb quality and hassle-free printing at an ultra-low cost per page. The perfect solution for busy homes, home offices and small businesses.





#### For the photo enthusiast



EcoTank ET-8500





#### EcoTank ET-8550





For home offices and businesses looking for fast, business-quality printing



EcoTank ET-5100 Series













For small and medium businesses looking for economical mono printing





EcoTank ET-M1100 Series







EcoTank ET-M2100 Series



11,000

EcoTank ET-M3100 Series

EcoTank ET-16600 Series

<u></u>

WiFi® Ethernet

2x 250













Inkjet cartridge printer overview

# Inkjet for outstanding value

Both stylish and compact, these printers and multifunction models use individual ink cartridges, saving money as you only need to replace the ink that's used. Produce outstanding glossy photos and documents, to long-lasting superior photos with 6-colour inks.

The feature-packed range of WorkForce business inkjet printers bring quality, speed and value to any small office. This range of compact multifunction printers are an affordable way to experience the benefits of inkjets for bigger businesses.





Premium XP-6100 Series





Premium XP-7100 Series







Photo XP-8700 Series





WF-6000 Pro Series







WiFi®



## Release the potential of a dynamic workflow

Improve business efficiencies with the support of a global leader in scanning solutions. An essential part of modern living is the ability to transform physical documents into useable data. Whether at home, on the road, in a reception or at your office desk, Epson has a wide range of award winning scanners to enhance the digitisation process.

In stark contrast to previous years, today, not all employees are based in an office, presenting a challenge in document sharing, handling and security. Epson's powerful and easy to use solutions, make it simple for remote workers to set up and utilise their scanners effectively.

Whether wanting to operate from the scanner itself or a computer it is possible to capture, share and distribute documents via FTP, email, SharePoint and the cloud.



Mobile



Sheetfed



Flatbed

#### Award winning designs









Epson WorkForce DS-32000 Outstanding A9 Sciencer

WYERS

202



Epson DS-770 II

Epson WorkForce ES-580W Outstanding SOHO Scanner



reddot award 2019 winner

Epson ES-50/ES-60W/DS-80W



#### reddot winner 2021

Epson DS-32000/DS-30000



Scanner range overview

### Flexible scanning solutions for home and business

Easily capture, convert and distribute scanned information. With models that significantly cut the steps required to capture and store documents - while supporting a wide range of applications - we have a scanner to suit your needs.





WorkForce ES-50







WorkForce ES-60W









WorkForce DS-360W







WorkForce ES-500WII







Medium size businesses

Small office and home office



WorkForce DS-530II

↓ 3.0



WorkForce DS-1660W







WorkForce DS-730N



WorkForce DS-770II



WorkForce DS-870





WorkForce DS-30000















## The future in projection technology

As the No.1 in the projector market since 2001<sup>8</sup>, we have an extensive knowledge of display solutions. We know that size and clarity matter. Whether in a classroom, a meeting room, studying complex plans and documents, or sitting in your living room, our display solutions deliver a more meaningful experience through large scale, crystal clear images.





We manufacture our own 3LCD technology, delivering up to **three times brighter colours**<sup>3</sup> and using **25% less electricity**<sup>2</sup> per lumen of brightness.

Brightness alone is not enough to bring the true colours you see everyday to life. Following this philosophy, only Epson's 3LCD technology combines brightness and True Colour to create vivid, lifelike images. We do this by making sure the coloured light our projectors show, is just as bright as the white light.





Many of our business display solutions are TCO certified<sup>9</sup>, proving that Epson is the ideal choice for sustainable solutions. TCO Certified is a world-leading global sustainability certification for electronics, founded over 25 years ago. By choosing products with these certifications, you can meet your customers' demands of the present without compromising future generations.



Our commitment to the environment coupled with our own technology make for an unbeatable solution, proving once again that technology can be both sustainable and deliver outstanding results. Display solutions overview

### Innovative display solutions to leave a lasting impression

We work hard to develop innovative and versatile projectors that meet your needs and allow you to make a lasting impression. Our commitment to product quality, technology, relationships and service and support is the reason we have been market leader for projectors since 2001<sup>8</sup>.





Home cinema



EH-TW7000



4K PRO-UHD

EH-TW7100





	EpiqVision mini laser p	rojection TV	
EF-11	EF-12		
1080p	1080p		
	EpiqVision ultra laser p	rojection TV	
	-		
EH-LS500W ATV/ EH-LS500B ATV 4K PRO-UHD 44 4000 lm 2,500,000:1	EH-LS300W/EH-LS300B		
	High-quality performance for the home and business		
EB-01	EB-FH06	EB-W06	EB-W51
1080p 3300 lm 15,000:1	XGA 3500 lm 16,000:1	WXGA 3700 lm 16,000:1	WXGA 4000 lm 16,000:1
	The ultimate display for business presenting		
EB-FH52	EB-L200F/EB-L200W	EB-E20	EB-2250U
16,000:1	1080p	XGA 3400 lm	

### Registering for the Partner Portal

Collaborate with Epson to harness our knowledge, experience and training, as well as taking advantage of a range of benefits and rewards.

Gain access to our portal and enjoy the benefits of being a partner. Using this exclusive online resource, you can find a range of clear and comprehensive information, as well as being able to check your benefits and rewards, access our training modules and much more.

- Everything at a glance on your dashboard
- View your performance and rewards
- Access sales and marketing materials
- Get the latest news from our Business Blog
- Get in direct contact with our staff

Learn all about Epson products and browse our useful resources to help you with your marketing activities. You can also take advantage of our great rates on Epson demonstration units.

- View all product information and specification
- Download pricelists
- Access product imagery and marketing materials
- Access product support and training resources
- View case studies

We have a range of partner programmes designed to help our resellers and authorised distributors maximise sales and grow their business.

epson.eu/portal





### World-leading innovation, World-leading products

We have the most comprehensive range of products to cover a wide range of applications, beyond what you have already seen.

#### Reliable and robust dot matrix printing



#### Improve efficiency at the point of sale



### Professional performance large format printers for every business



Leading the way in visual technology excellence





1 Sum of amount actually collected and expected to be collected.

2 Data source: ProjectorCentral.com, Jan. 2014. Average of 1,243 shipping models for which the manufacturers provided lumens and total power data, all resolutions and brightness levels. Energy efficiency was measured as wattage per lumen. It was measured for both 3LCD and 1-chip projectors in each of five brightness segments. 3LCD projectors averaged less required electricity per lumen in each of the five segments.

3 Colour brightness (colour light output) in brightest mode, measured by a third-party lab in accordance with IDMS 15.4. Colour brightness will vary depending on usage conditions. Top-selling Epson 3LCD projectors versus top-selling 1-chip DLP projectors based on NPD sales data for October 2019 through September 2020.

4 Based on Epson calculations, the Epson WorkForce Pro WF-C8190DW uses 83% less energy than the HP Color LaserJet Enterprise M750dn, the highest-selling model in the A3 colour single-function 21-30ppm printer segment (IDC, Quarterly Hardcopy Peripherals Tracker, Q4 2015 to Q3 2019 shipments, published Q2 2020). Methodology based on 'Typical Energy Consumption', defined under and/or simulated with reference to the ENERGY STAR test procedure and presented in kWh per year.

5 Storage space comparison based on Epson calculations of storage space requirements for packaged consumables sufficient to print 6,000 pages on 12 SFP and MFP (3-in-1) printers selected from among the top-selling 50% of A4 monochrome laser printers (below-20ppm class) listed in IDC Worldwide Quarterly Hardcopy Peripherals Tracker 2019Q2 data FY17 results. Average toner package unit volumes and yields for each model were calculated by Epson using toner package dimensions and yields published by the manufacturer for each model (as of August 2019). Actual size and number of toner cartridges required varies by laser printer model. EcoTank consumables quoted yields are simulated figures calculated by Epson based on ISO/IEC24711 methodology using ISO/IEC19752 test pat.

6 Quoted yields are extrapolated based on Epson original methodology from the print simulation test patterns provided in ISO/IEC 24712 or 29103. Quote yields are NOT based on ISO/IEC 24711 or 20102. Quote yields may vary depending on the images that you are printing, the paper type you are using, the frequency of your prints and environmental conditions such as temperature. During the initial printer setup, a certain amount of ink is used to fill the print head's nozzles, therefore the yield of the initial bundled set will be lower.

7 Average cost per page saving and average number of inkjet cartridges required to print the same number of pages as EcoTank "102" and "104" ink bottles. Comparison between average yield (A4 prints of ISO/IEC 24711) of EcoTank "102" and "104" bottles and the genuine consumables used within the 50 best-selling inkjet cartridge printers (according to GfK Inkjet Printing Devices and Inkjet Printing Cartridges Point of Sale panel market data for Germany, France, UK, Spain and Italy Apr-19 – Mar 2020).

8 2001 to 2020, 500-lumen and above, excluding screenless TVs, Futuresource Consulting – Quarterly Projector Market Insights – Worldwide Analyser CY20Q4.

9 Epson achieved certification by TCO Certified for selected families of projectors. TCO Certified is the world's most comprehensive sustainability certification for IT products, which must meet life cycle criteria for social and environmental sustainability. For more information, please visit https://tcocertified.com

For further information please contact your local Epson office or visit www.epson.eu/contact-us Algeria +213 770 938 617 Austria 01 253 49 78 333 Belgium +32 (0)2 782 04 47 Czech +4/20 246 037 281 Denmark 44 50 85 85 East Africa (+254) 734 354 075 Finland 0201 552 091 France 09 74 75 04 04 (Cost of local call, operator charges may apply Germany +49 (0) 2159/92 79 500 Greece (0030) 211 198 62 12 Hungary 06800 147 85 Ireland 01 436 7742 Israel (+972)-3-5751833 Italy 02-660321 10 (0,12 €/min) Luxembourg +352 27860692 Middle East +9714 2677638 Morocco +212 520 134 040 Netherlands +31 (0)20 708 5099 Norway +47 67 11 37 00 Poland +48 22 295 37 25 (0,16 z/min) Portugal 707 222 111 Romania 0042 14425204 Russia (095) 777-03-55 Stovakia +421 223 786 682 Southern Africa +27 (0) 10 109 530 Spain 93 582 15 00 Sweden +46 8 5051 3701 (Mobilsamtal – 0,99 kr/min, Lokala samtal – 0,30 kr/min, Utlandssamtal – 0,89 kr/min) Switzerland 022 592 7923 Tunisia +216 9811 5564 Turkey (0212) 3360303 United Kingdom 0871 42 37766 (+10p per minute plus network extras) West Africa (+234)8020727843



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