

# Lexmark Partner News

Bimonthly Newsletter for Lexmark Business Partners



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## Do More, Spend Less

Help your customers increase productivity and save money with Lexmark promotions on color and monochrome laser MFPs.

From June through August you can not only save up to \$899 on select MFP devices, but also receive double PrinterPerks! (If you are not already taking part in Lexmark's PrinterPerks program, see the next section below for a link to sign up.)

Click on the links below for more information on the promotion details and promotion marketing materials.

**Sign up for a webinar for more information.**

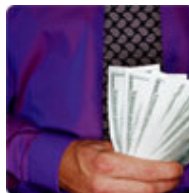
[Click here to learn more about Lexmark MFPs.](#)

[Click here for Lexmark MFP promotion marketing materials.](#)



## Earn More \$ with Lexmark

Lexmark makes it easy for you to earn more money. Sell Lexmark products to eligible customers in small and medium business, local government and education, and you'll earn dollars on your exclusive PrinterPerks VISA debit card.



- Earn up to 6% on eligible sales regularly.
- Earn up to 12% on sales during the MFP promotion described above.
- Upon certification, earn higher rewards on sales.
- Over 8M eligible businesses including local government and education.
- Easy online claiming.

Sign up for Lexmark PrinterPerks through PartnerSource.

[Click here for details.](#)

## Small printer, robust performance

Lexmark is offering instant rebates on Lexmark E350d, E352dn and E450dn. These instant rebates are good from June through August. Lexmark E Series products offer your customers reliable, affordable monochrome printing.

Contact your Lexmark sales rep for details.

## Did you know?

Lexmark's new color multifunction printer, the X560n, recently received Buyer's Laboratory Highly Recommended rating. It also received a Four-Star, Highly Recommended rating from BERTL and an Editor's Choice award from Better Buys for Business.



## In the Spotlight

### Lexmark in the News

Recently, Lexmark has been featured in the news on the advantages Lexmark products and solutions have over the competition.

At the annual Healthcare Information Management System Society (HIMSS) Conference, Lexmark presented our products and solutions to top IT decision makers. Gartner research director, Don Dixon stated, "Of all the output providers, including Canon, Ricoh, Sharp and HP, I think that Lexmark has the most thoughtful and comprehensive set of solutions catering to paper-based business processes in both the nursing station in hospitals and in doctor offices."

Lexmark's monochrome laser printer line-up received Editor's Choice awards from Better Buys for Business. In the vendor profile, Better Buys states, "In the black-and-white laser printer segment, only Lexmark offers a line of printers as wide as Hewlett-Packard's (HP)." The publication goes on to state, "More than ever, Lexmark has become a viable alternative to HP."

[Click here to read the full story \(PDF document\).](#)

## Business Briefs

### Lexmark Educational Webinars

Sign up for our upcoming webinars to learn about Lexmark verticals, solutions and services.

[Click here to sign-up.](#)

### Lexmark Partner University Coming soon...

Sign up for our 1.5 day training designed specifically for partners. Learn the latest about Lexmark products and technology, partner programs and how to sell Lexmark. For more information, contact your sales rep.

### Stay informed on Lexmark

Use the calendar below to see scheduled trainings, webinars and events. Contact your Lexmark sales rep for more information.

[Click here for the Lexmark calendar.](#)