



Xerox® Partner Print Services taps into the expanding market for managed print services (MPS). As an authorized and accredited Xerox® Partner Print Services provider, you'll receive training and support to increase revenue and attract new customers.

FIRST STEPS

Contact: Get in touch with your Xerox partner manager to discuss Xerox® Partner Print Services and how MPS can complement your business.

1. Apply: Log onto the **Xerox Partner Portal** at partnerportal.xerox.com and complete the application.

- Hover over the **Products & Services** tab to open the menu,
- Find the **Print Services >** section, and
- Click **Partner Programs > Offerings > Xerox Partner Print Services**
- Scroll down the page and click the **Apply** button.

Complete the online application. Be sure to list the names for everyone who will be involved in sales, operations and consulting. Xerox will assign a learning path to each person based on the role they will perform.

2. Submit: Submit your application for processing.

NEXT STEPS: TRAINING & CERTIFICATION

1. Welcome: After you submit your application, you'll receive email instructions detailing requirements to become authorized to sell Xerox® Partner Print Services.

Note: Completion of the "Authorized to Sell" learning path is required to complete application process.

2. Training: All Xerox® Partner Print Services partners and employees working in the MPS Tool Suite must complete:

- **GLS158** – MPS ADIM Methodology Tools
- **GLS226** – MPS BI Reporting
- **LEO226** – FMP Missing Meter Read Process
- **XPPS216** – Program Basics and How to Take a Deal Live
- **FMP203** – Fleet Management Portal Overview

3. Set Up: Once you have completed the "Authorized to Sell" learning path, Xerox will set up your Xerox® Partner Print Services MPS Tool Suite account and user credentials.

4. Authorization: As soon as systems setup is complete, you will be authorized to sell Xerox® Partner Print Services. We will send a "Getting Started with Xerox® Partner Print Services" email and documents to help you manage your new Xerox MPS business.

5. Accreditation: Becoming an Authorized Xerox® Partner Print Services provider requires that you attain MPS sales and consulting certifications to become an MPS Accredited Partner. Requirements for MPS Accreditation can be found on the Xerox Partner Portal.

Additional training requirements depend on the level of accreditation your business is seeking.

For more information, contact your Xerox partner manager.