



BLU PRINT

A DIVISION OF **ubeo**

THE **PREMIER PROVIDER** OF INTEGRATED SOLUTIONS
FOR ARCHITECTURE, ENGINEERING & CONSTRUCTION





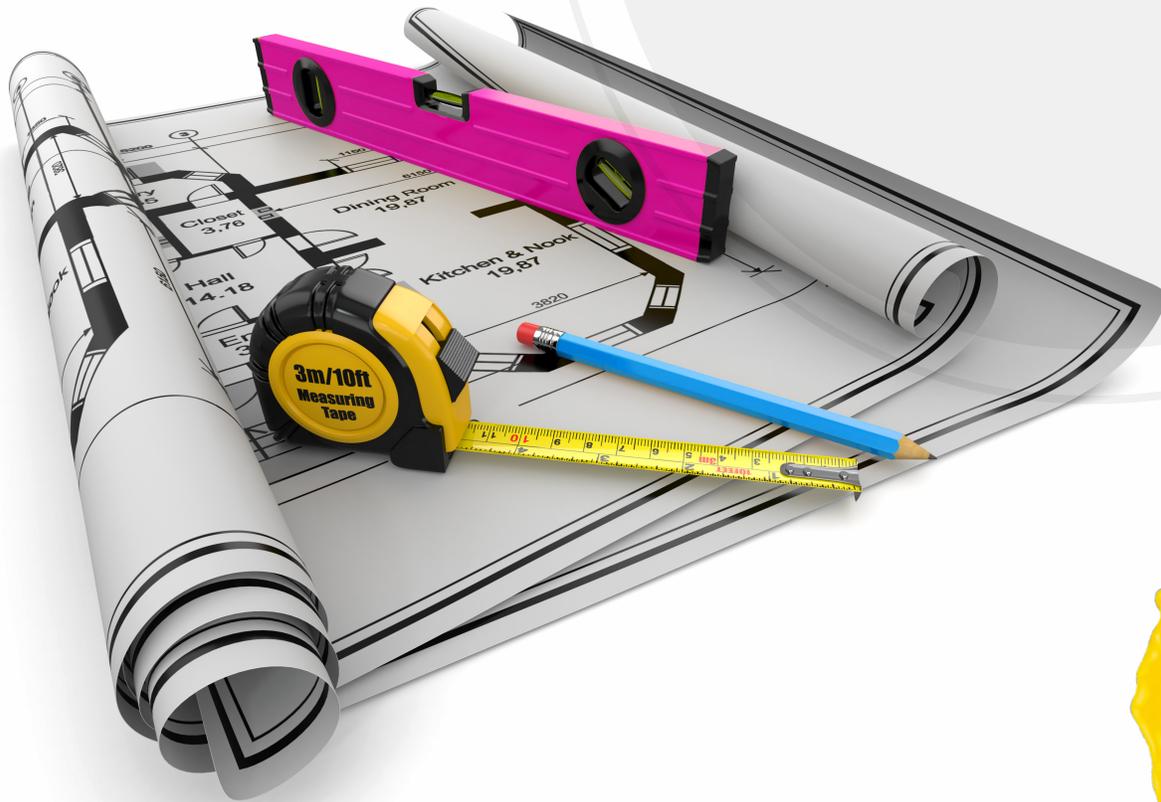
WE DO WHAT'S

RIGHT

NOT WHAT'S

EASY





Why Choose to Partner with UBEO?

UBEO is committed to being the premiere technology experience in any market we enter. For your organization, this means the right technology solutions to meet your needs and the most talented specialists in the business to support your long-term success. Every decision we make is for the benefit of our clients.



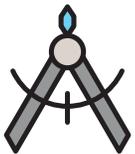
Supportive Technology Solutions

Does your technology align with your design process?

Plans today are much more complicated than they used to be and need to **communicate effectively** to many different teams supporting a project. How well does your current technology support your design process and communication amongst designers, engineers, and sub-contractors?

Your devices are just tools unless they are integrated into your workflow. Every technology you invest in *should be* a solution to a problem.





SCHEMATICS

As the design process begins, UBEO seeks to understand several key aspects of this process.



DESIGN DEVELOPMENT

As you move into the Design Development phase, we seek to understand how your current tools are impacting this stage of the process.



CONSTRUCTION PHASE

This is the area where solutions, not tools, will provide the most benefit to your firm.

Questions to Consider

- What teams outside your firm / organization will you be working with?
- How are reviews and markups communicated?
- Are you utilizing a Building Information Modeling software to eliminate inefficiencies in your design?
- How are you tracking costs for client billing?
- Would utilizing color in the construction plans eliminate reruns and delays in the field?
- Does the quality of your prints meet the needs for cabling, switches, network drops and the other demands on modern plans?

Master Service Technicians & System Up-Time



You're really paying for the output, not the device.

No matter how cheap your service agreement is, if the device isn't producing, the agreement is overpriced. In the high-end graphics business, you are buying the output, not the device. How many times have you been under a deadline only to have your printer breakdown? How quickly is that device back up and running?





86%
NET PROMOTER SCORE

4.8 out of 5 stars in
★★★★★
over 35k+ reviews!

97%
CLIENT RETENTION

UBEO provides an exceptionally high level of service and support. We drive results through two key areas: Master Service Technicians and parts inventory. Our focus is not on showing up fast, but on getting equipment back up and running as quickly as possible. Our Master Service Technicians average over 15 years of experience and typically hold over 6 manufacturer certifications.

UBEO is also committed to holding a large inventory of parts. Our technicians cannot fix something quickly if they must wait 3 to 7 days to receive a critical part. By stocking a large inventory of parts, our technicians typically have machines up and running in hours, not days.

ubeo BUSINESS SERVICES

Targeted Applications



Output & Scanning Solutions for Wide Format

Bring scanning capabilities in-house with our high-resolution wide format scanning devices. Input and distribute markups from the field quickly with scanning solutions that are affordable and reliable.



DIGITAL MARKUPS

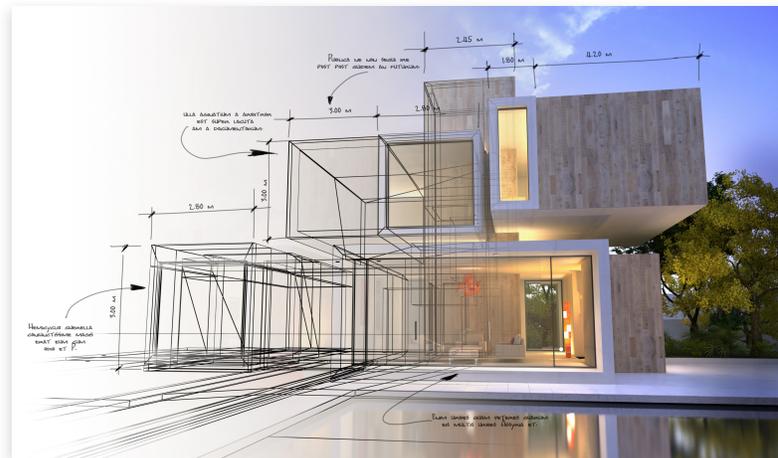
Capture customer mark-ups and feedback in real-time on a large format digital whiteboard. Display your designs on a 75" display where your clients and subcontractors can mark-up plans and provide feedback interactively. Integrate remote teams into the conversation by linking tablets and other devices from anywhere.

APPLICATIONS

- Check Prints
- Document Markups
- Display Printing For Client Meetings
- Blueprints
- Renderings

Communicate with Color

Ensure your printed output communicates as well as your software. Reducing miscommunication has a direct impact on your bottom line. Utilizing color in your output will keep all your stakeholders in alignment accurately displaying mark-ups, client feedback, and vital subcontractor communication.



Integrated Solutions



A.E.C Focused

BluPrint from UBEO offers a **complete suite of solutions** to support your business. Our selection of Best-in-Class products and solutions will ensure your technology can keep pace with your team driving more opportunity, faster execution, and more profit to the bottom line.

ADDITIONAL VALUE

- Expert Support
- Workflow Optimization
- Disaster Preparedness
- Standardization
- Flexible Rental
- Insourcing & Outsourcing

Next Level Solutions

UBEO offers a wide suite of solutions to support your administrative operations. Through our Business Technology Assessment, we collaborate to uncover where there are opportunities to improve your customer-facing technology as well as examine your back-office operations. UBEO provides cost-tracking and bill-back solutions, digital document management, print fleet solutions, in-house marketing products and much more. Leverage the strength of our integrated solutions to take your operations to the next level.



MULTIFUNCTION
COPIERS



BUSINESS CLASS
PRINTERS



WIDE FORMAT
SOLUTIONS



INTERACTIVE
COMMUNICATIONS



PRODUCTION PRINT
SYSTEMS



ELECTRONIC DOCUMENT
MANAGEMENT



HIGH SPEED
SCANNERS



MANAGED IT
SOLUTIONS



HEALTHY OFFICE
SOLUTIONS



Laserfiche®

xerox™

Lexmark™



KONICA MINOLTA

KYOCERA

Canon

RICOH

Docuware®

PaperCut®

Technology Partners

We are **Brand Agnostic**. We support many different brands, but only the best products from each provider. Our analysts favor flexible systems that don't leave you locked into a "one brand" technology solution. Being flexible allows your organization to stay nimble and take advantage of the latest emerging technologies. All brands may not be available in every marketplace.

Customer Focused



Our customers, on average, rate us 4.8 out of 5 stars

Third-Party Survey Partnership

Our leadership team wanted our service survey to provide valuable customer insight and feedback to help us improve our customer experience. Instead of developing our service survey internally, we enlisted the help of a third-party survey company. Their experts helped UBEO craft questions designed to get the most accurate representation of our customer experience.

From this feedback, we make improvements to our business processes each day. This is one more way our company is committed to providing the highest level of customer experience in our industry.

Our Commitment is to our Customer

A foundational principle at UBEO is to take care of our Customers first, our Employees second, and our Company third. Our success is proof that if you are committed to the first two, the third takes care of itself.



American River College Success Story



Established in 1955, ARC is one of the largest community colleges. ARC currently supports approximately 33,616 students and 1150 faculty in Sacramento, CA.



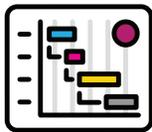
CHALLENGE

ARC campus signage did not adhere to the Supervisor’s sustainable campus standards. They needed to purchase new signs and there was significant cost associated with outsourcing production.



PROCESS

ARC leaders enlisted the help of the UBEO team to conduct an assessment of their current situation. Our team uncovered several opportunities for improvement. ARC moved forward with the recommendations of our analysts, which included a flatbed printer, wide format printer, laminator, and cutter.



RESULT

After implementation and training, ARC now has a new standard of sustainability within their campus. ARC’s team can produce high-quality signage on-demand at a lower cost and with a faster turn-around time than ever before. With these new solutions, ARC can quickly respond to the changing needs of the campus.



“When we determined that there was no place that was going to print these things up the way we wanted them to be — the way I envisioned them to be — I started looking at equipment. [UBEO] met that need.”

- Don Reid, ARC Printing Services Supervisor



The UBEO Culture

Our Inspiration: Secretariat

Secretariat gave the finest performance of his career at the Belmont Stakes. He completed the race in a record 2 minutes and 24 seconds, winning by a record 31 lengths. This is our inspiration. Our goal is to outpace our competitors by providing an unrivaled customer experience.

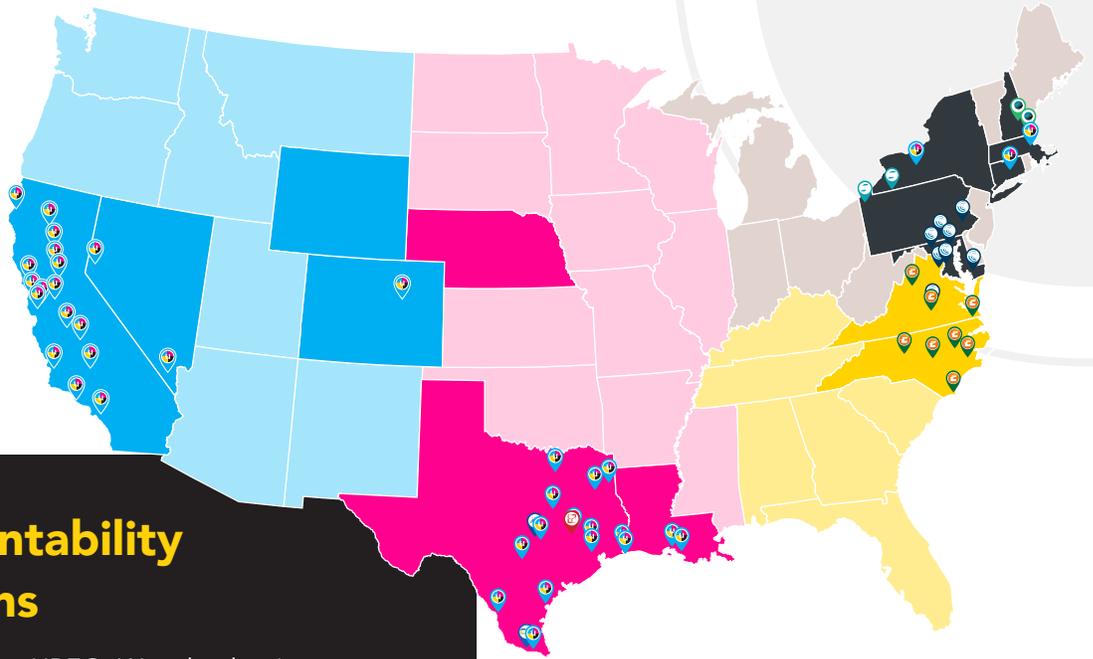
The UBEO Story

The UBEO story begins in 2005 when our CEO, Jim Sheffield, left a successful career at a large office solutions company. He was frustrated because he worked for a company that made it impossible to provide for the needs of his customers.

Sheffield's vision was to build an organization that **put its customers at the center of everything**. Sheffield recruited some incredibly talented industry leaders to join him. Through reverse-engineering, the UBEO founders built a completely customer centric business model; all systems, expert support staff, and business decisions are focused on improving the customer experience.

The strategy worked, and UBEO became the largest independent dealer in Texas.

In 2017, Jim and the UBEO Co-founders made another crucial decision: deliver the UBEO experience nationwide. Jim Sheffield has taken his skill of talent acquisition one step further by recruiting the best companies and leaders in our industry to join our mission. UBEO now has locations coast to coast, and we continue to expand into new markets throughout the country.



Local Accountability and Decisions

We have great leaders at UBEO. We take the time to ensure we have the right leadership in place in every branch and then grant them the autonomy to do what is best for their customers. Our branch leaders can and do make decisions that ensure our customers get the best possible customer experience.

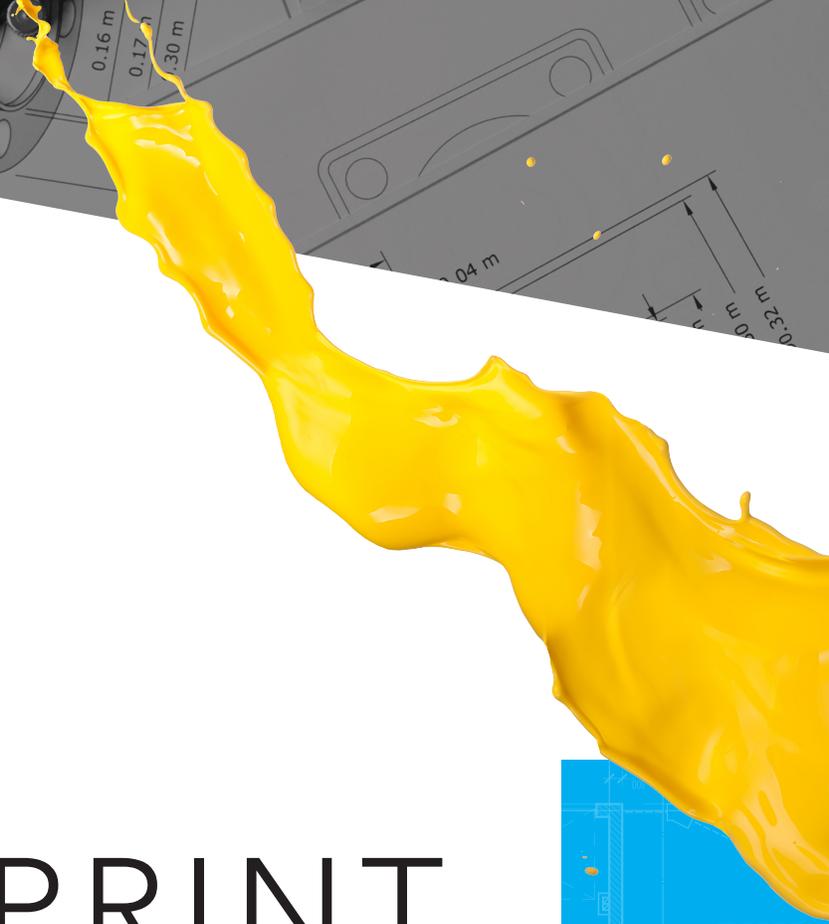
Our Decision-Making Philosophy

Every decision we make is put through a series of questions:

- How does this decision improve our customer experience?
- How does this decision impact our employees?
- How does this decision affect our company as a whole?

What's interesting about this method is that we always know the answer to the third question. If we make great decisions for our customers and our employees first, our company will always be made stronger. It isn't always the easiest way to lead, but at UBEO, **we do what's right, not what's easy.**





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