



Graphics

WIDE FORMAT SOLUTIONS

THE **PREMIERE EXPERIENCE** FOR
HIGH-END GRAPHICS SOLUTIONS





WE DO WHAT'S
RIGHT
NOT WHAT'S
EASY

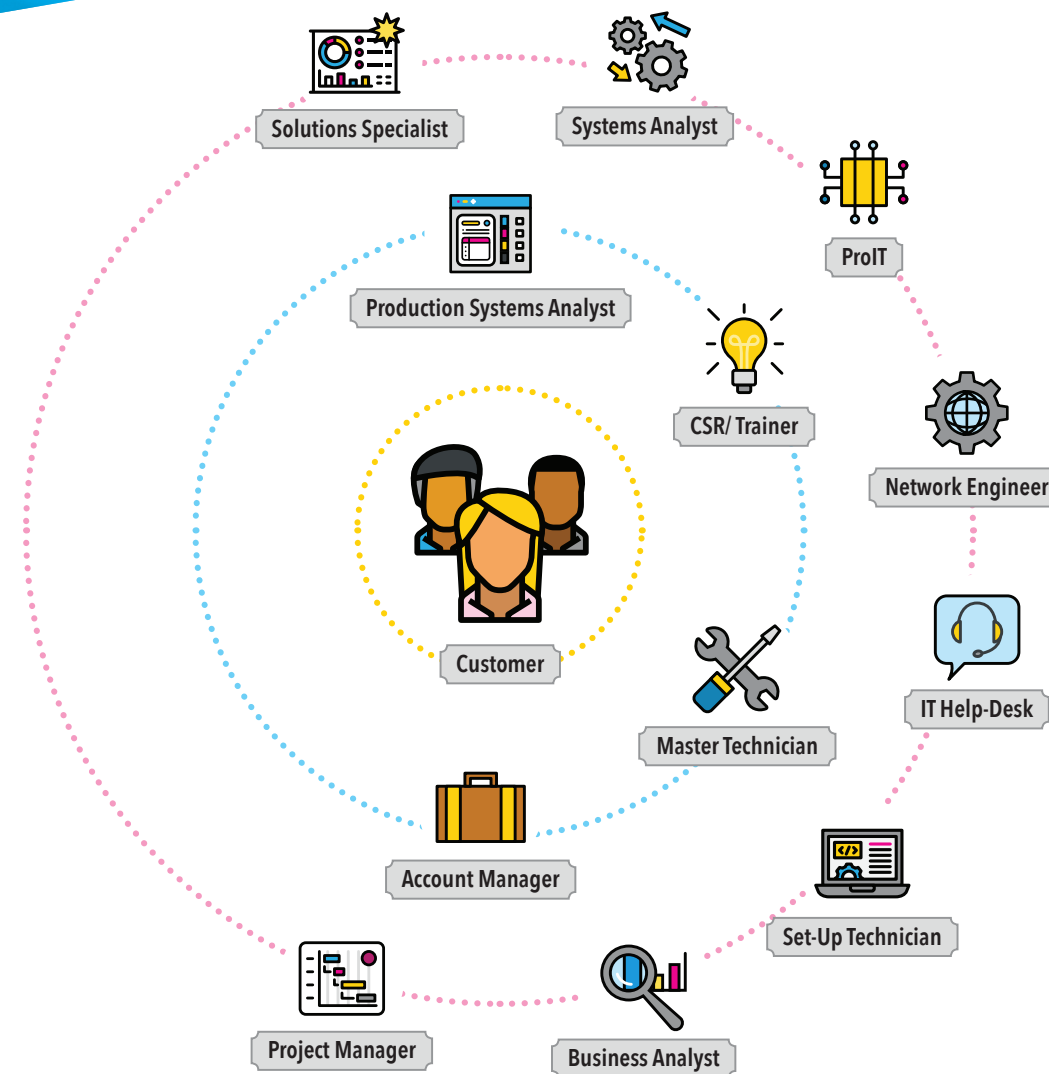


Why Choose to Partner with UBEO?

We make the complicated simple. UBEO is an end-to-end business solutions provider focused on delivering value, not one-off services or products. We solve our customers' challenges and drive measurable results — all through a frictionless partnership that empowers our customers.



Goodbye Vendor, Hello Partner!



Big Enough to Matter, Small Enough to Care

Nothing is more important to us than your experience with our team and our technology. Your Account Manager is there to ensure that we are exceeding your expectations in every way possible. Your local team is empowered to make the best decisions for your account supported by a nationwide team of experts.

National Reach

Being big isn't a value in itself. For many companies, it is a disadvantage. For UBEO, being big means we can extend more value to our customers through a multitude of manufacturers and software providers. It also means we have experts from many different markets that are ready to support any account. Our size delivers flexibility in choice and the expertise to do what others cannot.



Local Touch

As we grow, we are committed to maintaining a customer-centric company. Our customer first, employee second, company third decision making philosophy ensures your account manager and local leaders retain the ability to make the best decisions for your team.

What's **Your** Acquisition Strategy?

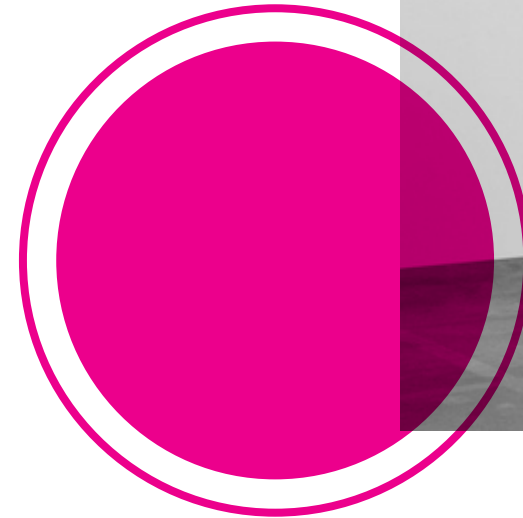
How do you typically acquire your equipment?

Most shops have two options; **cash purchase** or **lease**. Both present major drawbacks.

Cash purchases of high-end graphics devices are out of reach for many organizations. These output device are key revenue drivers for your organization, but the revenue they produce is incremental. They take a while to pay for themselves. For that reason, leasing is the most common method to acquire this technology, but it presents its own challenges.

As technology progresses, your shop can be left behind with no option to upgrade unless you roll in the cost of your existing device into a new purchase. This roll reduces the ROI for the newer technology.

Most shops will pay through the life of a lease and own the device at the end of the term. The perception is that the device is now free and is purely profit at this point, however, this does not account for **high service fees** and **lost revenue opportunities** missed from outdated devices.



TruCost Rental

In Wide Format Graphics, we talk about the cost per square foot, but what is your real cost?

Traditionally, we focus on the ink cost per square foot. Next, we add in the media and call the rest "shop costs." TruCost Rental with UGraphics allows you to run your printers on a per square foot charge with no major investment and no per-visit fee for service.

A TruCost Rental gives you a clear advantage over a traditional lease. Our program combines the equipment, ink, and service into a single package and simple payment. Our full-service strategy means we maintain your equipment while you focus on driving revenue.

Master Service Technicians & System Up-Time



99%
SYSTEM UP-TIME

34%
HELP DESK RESOLUTION

94%
FIRST CALL FIX RATE

97%
CLIENT RETENTION

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

No matter how cheap your service agreement is, the deal is overpriced if the device isn't producing. 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 does your current provider get that device back up and running?

UBEO provides an exceptionally high level of service and support. Our focus is not on showing up fast but on getting equipment back up and running as quickly as possible. **We drive results through two key areas:** Master Service Technicians and parts inventory. 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

Best-In-Class Products

We offer the best models from a variety of manufacturers to create optimum solutions.

What does Best-In-Class Mean?

Manufacturers have different strengths. At UBEO, we test products and solutions to ensure they meet rigorous quality standards. We typically sell only one device in each segment line that outperforms all others. Our Best-in-Class Strategy reduces our service call volume and keeps only the best equipment supporting our customers.

Your One-Stop Shop

UGraphics is a supplier of high-end graphics equipment and all related supplies including paper, ink / toner, and support.

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.



GRAPHTEC



Canon



mactac

ONYX

Rigid Substrates & Signage



What's a Rigid Substrate?

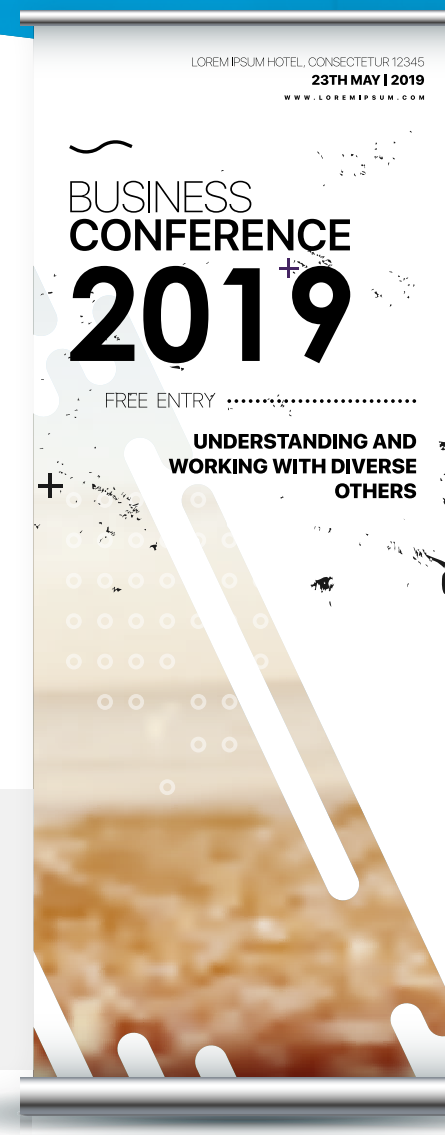
Rigid substrates are used for nearly all signs. They range in price and durability and work in many public-facing applications, such as traffic signs, wayfinding signs, ADA compliance, and storefront signage.

Instead of printing on self-adhesive vinyl, printing directly on the substrate saves teams hours of work and reduces production costs. Rigid substrate applications can also fulfill required ADA compliant signage, such as braille and handicap signs.

Many rigid substrates are recyclable or compostable, and most rigid boards can be used more than once, creating additional sustainability.

APPLICATIONS:

- ADA Compliant Signs
- Wayfinding Signage
- Retail Displays
- Trade shows / Exhibitions
- Back-lit Displays / Signage
- Point of Purchase
- Real Estate Signage
- Highway / Directional Signage
- Packaging
- Interior Decor
- Roll-Up Banners



Signage for Every Occasion

The ability to create high-impact messaging is essential for business success. Whether your customers are in retail, food service, or even B2B, creating brand-centric messaging in environments is a must.

Potential applications include stanchions, wall graphics, acrylic signage, and so much more. Help your clients transform showrooms, drive messaging with employees, or stand out at an event with endless design possibilities.

MEDIA OPTIONS

- Plexi
- Glass
- Wood
- Acrylic
- Foam Board
- PVC Foam
- PVC Scrim Banner
- Aluminum Composite
- Fabric Banners
- Vinyl Graphics



High Value Print & Decals



APPLICATIONS:

- Canvas Printing
- Photography
- Artist Duplications
- Magnetic Signage
- Product Packaging
- Interior Design Products
- Environmental Design Assets

What is considered a High-Value Print?

A High-valued print contains embellishments like silver, gold, chrome or other elements like magnetic or Egyptian Cotton that can command a premium price. These capabilities not only add to the beauty of the final product but drive up margins for service providers making projects much more profitable. It is easier to provide more value to your existing clients that drives more profit than to acquire more business.



Decals of Any Shape or Size

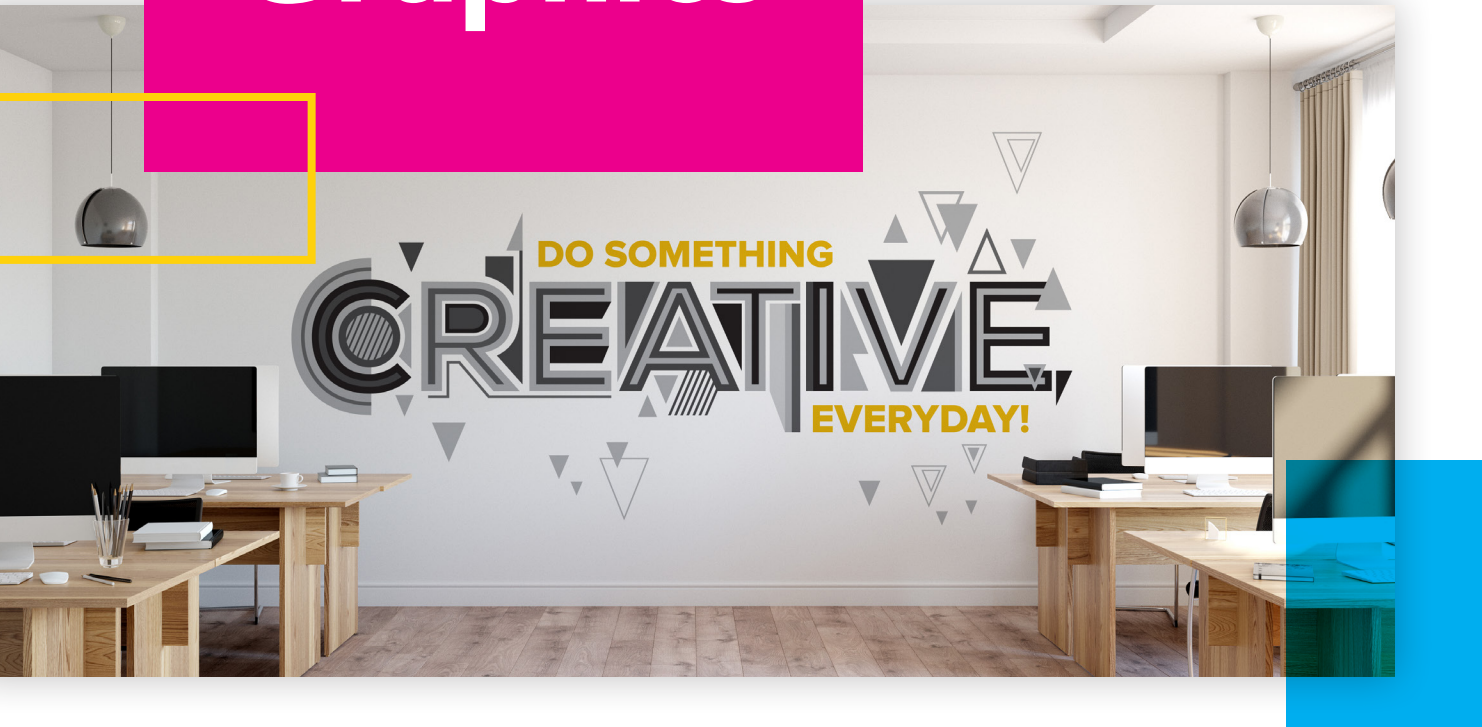
Decals offer a method of making anything custom. Our print and cut technologies provide you an end-to-end solution that allows you to create decals of any shape and size on various adhesive media.

APPLICATIONS:

- Adhesive Decals
- Vehicle Graphics
- Floor Graphics
- Packaging Labels



Wall & Vehicle Graphics



Make Every Room an Experience with Custom Wall Graphics

Whether you are expanding your brand in an office/retail store or creating a unique home interior, UBEO has the solution to make your vision a reality!

From small projects to high-end commercial applications, UBEO makes the complicated simple. Our custom tailored solutions are ready at implementation to drive revenue and are backed by expert support teams to keep your systems operating as expected.

APPLICATIONS:

- Wallpaper
- Wall Decals
- Window Clings
- Adhesive Murals



Create Any Car Wrap Imaginable

Vehicle wraps are the best marketing investment possible. Wrapped vehicles are moving billboards that you've already paid for. Help your clients use their fleet to drive more business while conducting business.

High-quality graphics can stretch to fit complex curves on any vehicle. Car wraps are an affordable, one-time investment that continues to drive brand awareness and business to the client. Few areas provide more return on investment than this form of mobile advertising.



APPLICATIONS:

- Fleet Wraps
- Vehicle Wraps
- Color Change
- Vehicle Graphics

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.



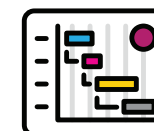
CHALLENGE

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 UGraphics team to conduct an assessment of their current situation. The UGraphics 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. [UGraphics] met that need."

- Don Reid, ARC Printing Services Supervisor





Graphics

WIDE FORMAT SOLUTIONS

POWERED BY 

ubeo.com • 1.888.201.8431

