

A man in a blue suit and tie stands in a modern office hallway, looking at a document he is holding. To his right is a large, white Brother multi-function printer on a rolling cart. The office background shows desks, computers, and other people working.

brother
at your side

Brother printers & services for
small to medium size businesses

This document is for Brother dealers only


**best for
business**

The Brother Difference. At Your Side.



The Brother service & support experience is what sets us apart



4-year on-site warranty

Brother will support you every step of the way with our unrivalled 4-year on-site warranty commitment, when you use genuine consumables. This means that if we can't solve your problem over the phone, we'll send someone out to repair your machine – free of charge. Our technicians are located throughout the regions to ensure that you get excellent service. T&Cs apply, see brother.co.nz for details



Brother 7-day New Zealand helpdesk

If you ever need to talk to an expert, our 7-day support team based in Auckland, Tauranga, Wellington and Christchurch are just a phone call away. We make a commitment to answering calls from business customers within one minute.



Free delivery & installation

Brother will deliver and set-up your machines free of charge, so you can focus on your day-to-day operations.



Consumables Replenishment

When your ink or toner is getting low, Brother will automatically send replacements to you – so it's one less thing to worry about and you're never caught out. You'll get an advance email notification telling you that your new consumables are on their way.



Recycling – good for business, good for the planet

Brother doesn't just deliver the machines and consumables; we also offer free recycling nationwide for all our printers, inks, toners and drums. We take our environmental responsibilities seriously and understand that other New Zealand businesses want to do the same. That's why we've partnered with experienced providers Croxley Recycling to bring this service to you and make the goal of treading lightly a whole lot easier.



The Brother Difference. At Your Side.



Local Warehousing – ensuring quick response times

Not only is Brother's Kiwi helpdesk and service network local, our local support also applies for stock and parts. We hold stock and spare parts in New Zealand at our Tauranga and Christchurch warehouses. Everything is locally stored and locally shipped to ensure we can react quickly. This also means we can guarantee overnight shipping for both the North and South Islands.



Award winning printers

Brother printers consistently win awards for their reliability and performance. Our mono laser range won the 2017 BLI Line of the Year award – which is like the Michelin Star of the printing industry.





Small Medium Business Range

Mono laser Multifunction Printer

MFCL5755DW



Perfect for micro and small/medium business, up to departmental and workgroups within small & medium business.

Recommended monthly print volume: 500 to 3,000 pages (up to 6 reams of paper).

Specifications

- Print / Copy / Scan / Fax (duplex)
- 40/42ppm (A4/Letter)
- 256 MB memory
- USB / LAN / WLAN network connectivity
- 2,000 pages inbox toner
- Standard yield toner (3,000 pages)
- High yield toner (8,000 pages)
- 50 sheet ADF
- Standard 250 sheet paper tray
- Optional 2 x 250 sheet or 2 x 520 sheet trays
- 150 sheet output
- 9.3cm touchscreen
- Google Cloud Print, AirPrint, Mopria, iPrint&Scan
- Enterprise level security features include – Secure Function Lock (SFL) 3.0, Internet Protocol Security (IPSec), Print Archive, Secure Reset, Certificate Management



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consumables replenishment



Small Medium Business Range

Mono laser Multifunction Printer

MFCL6700DW



Perfect for micro and small/medium business, up to departmental and workgroups within small & medium business.

Recommended monthly print volume: 1,500 to 4,000 pages (up to 8 reams of paper).

Specifications

- Print / Copy / Scan / Fax (duplex)
- 46/48ppm (A4/Letter)
- 512 MB memory
- USB / LAN / WLAN network connectivity
- 3,000 pages inbox toner
- Standard yield toner (3,000 pages)
- High yield toner (8,000 pages)
- Super high yield toner (12,000 pages)
- 70 sheet ADF
- 520 sheet input / standard tray
- Optional 2 x 250 sheet or 2 x 520 sheet trays
- 150 sheet output
- 12.3cm touchscreen
- Google Cloud Print, AiPrint, Mopria, iPrint&Scan
- Enterprise level security features include – Secure Function Lock (SFL) 3.0, Internet Protocol Security (IPSec), Print Archive, Secure Reset, Certificate Management



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consumables replenishment



Small Medium Business Range

Mono laser Multifunction Printer

MFCL6900DW



Designed with high output workgroups in mind. Up to 50ppm print and scan speeds, plus copy and fax capability and paper tray upgrade options make the MFCL6900DW a flexible, adaptable worker.

Recommended monthly print volume: 3000 – 10,000 pgs

Specifications

- Print / Copy / Scan / Fax (duplex)
- 50/52ppm (A4/Letter)
- USB / LAN / WLAN network connectivity
- 1 GB memory
- 8,000 pages inbox toner
- Ultra high yield toner (20,000 pages)
- NFC card reader
- 80 sheet ADF
- 520 sheet input / standard tray
- Optional tower trays 4x 520 sheets
- 250 sheet output
- 12.3cm touchscreen
- Rear USB
- Google Cloud Print, AiPrint, Mopria, iPrint&Scan
- Enterprise level security features include
 - Secure Function Lock (SFL) 3.0, Internet Protocol Security (IPSec), Print Archive, Secure Reset, Certificate Management



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Small Medium Business Range

Mono Laser Printer

HLL6400DW



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A fast 50ppm print capability allows quick output which, combined with the versatility to handle extra paper trays and 4 bin mailbox, makes the HLL6400DW an invaluable recruit to any team.

Designed for medium and large workgroups with demanding print volumes, who are looking for low cost printing and business reliability. Realise a low total cost of ownership due to its ultra-high yield toner, which prints up to 20,000 pages.

Maximise your productivity with a large, 520-sheet standard input tray. Scalable to fit virtually any office, add either optional trays to increase capacity to 1,610 sheets or transform this printer into a floor-standing model with the tower tray option (520 sheets x 4 trays).

Recommended monthly print volume: 3000 – 10,000 pgs

Specifications

- Print
- 50/52ppm (A4/Letter)
- 1 GB memory
- 8,000 pages inbox toner
- Ultra high yield toner (20,000 pages)
- NFC card reader
- 80 sheet ADF
- Optional tower trays 4x 520 sheets
- Optional mailbox stacker/sorter
- 250 sheet output
- 12.3cm touchscreen

Small Medium Business Range

Colour Laser Printer

HLL9310CDW



This high-performance printer helps to increase your productivity with print speeds up to 31ppm. With high quality colour laser prints, the HLL9310CDW features USB, wireless and wired connectivity, and a 300-sheet paper input. Add to that, optional

paper trays and ultra high-yield toners (providing up to 9,000 pages) and you've got a cost-effective and efficient printer that won't let you down.

Recommended monthly print volume: 2,000 to 10,000 pages (up to 20 reams of paper)

Specifications

- Print
- Up to 31ppm Colour & Mono Print Speed
- Up to 300 Sheet Paper Input
- 6.8cm Touchscreen
- NFC (for mobile print & card authentication)
- USB, Wireless & Gigabit Wired Network
- Optional ultra high-yield toners up to 9,000 pages
- Optional 3x 250 sheet lower trays or 2x 500 sheet lower trays or 4x 520 sheet tower tray



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Small Medium Business Range

Colour Laser Multifunction Printer

MFCL8690CDW



A robust and easy-to-use device suitable for small to mid-sized workgroups. Productivity is increased significantly thanks to the fast print speeds of up to 31ppm, and 2-sided scan speeds of up to 56ipm in colour and mono. Flexible paper handling options, with a standard paper capacity of up to 300 sheets, expandable to up to 4 paper trays with a 1,050 sheets capacity.

Recommended monthly print volume: 1,000 to 3,000 pages (up to 6 reams of paper).

Specifications

- Print / Copy / Scan / Fax
- Up to 31ppm Colour and Mono Print Speed
- 28ipm (56ipm) scan speed colour & mono
- Up to 300 Sheet Paper Input, expandable to 1050 Sheet Capacity
- Simultaneous operation – means you can perform two tasks at the same time (e.g. scan while it's printing)
- 2 Line LCD
- USB, Wireless & Gigabit Wired Network
- 3 x Optional 250 sheet Lower Trays
- 9.3cm touchscreen
- Easily print from your mobile device, using Brother's iPrint&Scan, Brother print service plugin for Android, Google Cloud Print 2.0, Mopria and AirPrint.
- Built-in NFC support for secure authentication and NFC supported mobile devices. Also has Secure function lock 3.0, enabling admin to limit device functionality to specific users. Plus, the range features Print Archive, Secure Reset and Certificate Management.



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Small Medium Business Range

Colour Laser Multifunction Printer

MFCL9570CDW



With impressive print speeds and the fastest scanning speeds in its class, the MFCL9570CDW is efficient, reliable and works seamlessly with your systems and software. Designed for demanding high volume print environments, you can realise a low total cost of ownership due to its ultra-high yield toner, which prints up to 9,000 pages.

Recommended monthly print volume: 2,000 to 10,000 pages (up to 20 reams of paper).

Specifications

- Print / Copy / Scan / Fax
- Up to 31ppm Colour and Mono Print Speed
- Best in class 100ipm speed scanning
- 80 page auto document feeder for seamless document management
- Outstanding paper handling options maximum paper input of up to 2,380 sheets
- Simultaneous Operation means so you can perform two tasks at the same time (e.g. scan while it's printing)
- USB, Wireless & Gigabit Wired Network
- 17.6cm LCD touchscreen
- Easily print from your mobile device, using Brother's iPrint&Scan, Brother print service plugin for Android, Google Cloud Print 2.0, Mopria and AirPrint.
- Built-in NFC support for secure authentication and NFC supported mobile devices. Also has Secure function lock 3.0, enabling admin to limit device functionality to specific users. Plus, the range features Print Archive, Secure Reset and Certificate Management.



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Small Medium Business Range

A3 Inkjet Multifunction Printer

MFCJ6935DW



This top of the range, inkjet printer offers versatility for businesses, with its full A3 capabilities and 2-sided print, copy, scan and fax capabilities. It's ideal for printing floor plans, spreadsheets, vibrant posters or photography.

Designed for medium to heavy print users, the MFCJ6935DW's high yield ink (3000 pages mono / 1500 pages colour) provides very low running costs.

It has 512MB of memory, auto low paper detection in both trays, near field communications (NFC) connectivity

and a large LCD touchscreen. Featuring PCL6 and BR-Script3, this machine is ideal for offices requiring easy integration with existing IT system software. And, with seamless wireless, mobile and cloud connectivity – as well as NFC authentication and the ability to print PDFs directly from a USB – the MFCJ6935DW is the printer your business has been waiting for.

Recommended monthly print volume: 500-1000 pages (1-2 reams of paper).



Specifications

- A3 print, scan, copy, fax
- Up to 35ppm (mono) and 27ppm (colour) print speed
- Fast first page out time (FPOT) & first copy out time (FCOT) of 6 seconds
- 500 sheet paper capacity, 100 sheet multi-purpose tray, 50 sheet ADF
- Wired & Wireless connectivity
- Near field communication (NFC) capabilities
- 512MB Memory
- Easily print from your mobile device, using Brother's iPrint&Scan, Brother print service plugin for Android, Google Cloud Print 2.0, Mopria and AirPrint
- 9.3cm touchscreen



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consumables replenishment

RRPs & Cost Per Page

Please refer to the pricing table your Brother account manager has provided.

How to make money from print

How we support you:

- **We always try to work with channel partners on deals.**
- **Secure business from higher value, high print volume customers** – you own the relationship.
- **Service opportunities for you** if you're a Brother authorised Technical Services Provider. We can **pay you for installs up to \$120 for a single device.**
- **Hardware rebates and channel-only models**
Please refer to the pricing table your Brother account manager has provided.
- **Sales team & marketing support** – we provide materials for you to use with customers. We will do joint visits to customers, provide audit and proposal support, as well as product training. This relates exclusively to Brother Managed Print Services.
- **Market leading service and support for our customers** – rated #1 print brand for service and support by Kiwis for the last 6 years.* Our service package includes: New Zealand based 7-day helpdesk, 4 year on-site warranty, local warehousing (ensuring quick response times), automated consumables replenishment, proactive maintenance and servicing, free delivery and set up for business machines.
- **Low touch after sales experience** – you sell the printers and we take responsibility for troubleshooting customer issues via our 7-day NZ helpdesk, so you're not devoting large amounts of time and resource to this.
- **On-going revenue stream from consumables via automated consumables replenishment and Brother Managed Print Services.**

*According to GFK research 2011-2014 & Perceptive research 2015-2016

Toner Replenishment Programme (TRP)

This is available to all dealers.

How does Consumables Replenishment work?

What is consumables replenishment?

A premium service for your business customers, where we remotely monitor their printer's ink and toner levels and let them know when they're close to running out. We can then arrange for new consumables to be sent to them with these sales linked to YOU (they'll get a call from someone in our New Zealand 7-day support team).

What are the benefits?

Consumables replenishment will secure an on-going stream of genuine consumables revenue for you. If you sign a customer up for this service, the toner replenishment sales will be linked to your store. We make the replenishment process very easy for you – when a customer's printer ink or toner is running low, an alert will automatically be sent to us. Brother will then handle fulfilment of supplies and we will follow the normal invoicing process (and you will invoice your customer).

For your business customers, toner replenishment is one thing less for them to worry about and it

means they're never caught out when they have important printing jobs. Focus on the day-to-day running of their business and leave the printer to us.

How does the toner replenishment work?

Your customer will simply need to have 'consumables replenishment software' installed on your server or your PC. This then sends an alert to Brother when their toner is running low.

- This is non-intrusive software
- We will have no visibility of the customer's network
- Must be installed on a Windows compatible PC/ server (doesn't work on Mac)
- Recommended it's installed on a PC/server that they have running 24/7 or on their most often used PC

Who installs it and when?

This only takes a few minutes and can be done remotely by Brother's New Zealand 7-day Helpdesk.



How Brother helps you build your print business & secure consumables revenue

Brother Managed Print Services (MPS)

Brother Managed Print Services is an agreement between you and your customer to manage their printing on a contractual basis. Together with Brother, you will manage the printing part of the customer's business for them, allowing them to enjoy peace of mind, knowing that their print solutions will work consistently and reliably. We offer Cost Per Page (CPP) or Cost Per Page Inclusive (CPP Inclusive) options.

Your MPS customers will benefit from:

- **Full service and support package, designed for business.**
- **Fairness and transparency - no surprises or hidden costs.** We believe a market competitive offer and outstanding service is the best way to retain customers.
- **Balanced Deployment approach.** Based on your customers' unique needs, we'll propose a fleet of the latest devices to improve the way they work

- **Good for business, good for the planet** - free recycling of hardware and consumables to help your customer reach their own environmental goals.

Low touch – we handle the complicated stuff

Within Brother Managed Print Services, we track pages for billing, proactively manage printer issues, provide consumables replenishment, and troubleshoot for your customer. Allowing them to concentrate on what they do best – running their business – and allowing you to focus on yours. By leveraging our infrastructure you can offer a comprehensive MPS offering without any investment in your infrastructure.

Show & Teach – Brother MPS Support

Even if you don't know much about MPS, Brother provides all of the marketing and sales tools. This includes, Brother MPS collaterals, product training, sales tools, proposal and contract templates all to ensure it is very easy for you to sell Brother MPS.

MPS Enablement Programme

1) Cost Per Page (CPP)

Provides you with the flexibility to sell or lease the hardware through your chosen partner and sell pages on a flexible pay-as-you-go agreement. We provide an average of 36% cost savings from standard pricing on our CPP rates so you can pass on strong savings to your customer while securing strong and profitable recurring revenues.

2) Cost Per Page Inclusive (CPP Inclusive)

Provides the ease of buying hardware and inclusive pages as one monthly fee. This delivers a

predictable monthly amount that is treated as an operating expense only. We provide an average of 36% cost savings on our CPP inclusive rates and no interest on the hardware to ensure a highly competitive total cost of ownership. The cost includes all services (installation, freight, periodic maintenance).

3) MPS Rewards Programme

For those who do not want to invest in print but still want to offer the benefits of Brother MPS to your customers. Brother can contract and invoice your customers and pay you a quarterly commission.

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Please contact your Brother account manager for more information
www.brother.co.nz