PaperCut

Opportunity Profile Assessment

Congratulations on your recent PaperCut opportunity.

To help you structure the deal, and to ensure a smooth and successful installation experience for your customer, we require further information about the scope and the complexity of the project.

Please complete this form and return to **sales@papercut.com** as soon as possible

Reseller Name

Date
/   /

Person Responding

Position

PaperCut Online Quote #

Customer / Site Name

Please answer the questions below by placing a tick ✓ in the appropriate boxes.
(Note: Multiple boxes may be selected for each question.)

Completed an onsite trial	Yes / Full	☐	Yes / Part	☐	In Progress	☐	No ☐
Customer vertical	Education	☐	Commercial	☐	Professional	☐	Other
No# of users	1 – 1000	☐	1001 – 5k	☐	5001 – 20k	☐	20k+
No# of network printers (including MFPs)	1 – 50	☐	51 – 200	☐	201 – 500	☐	500+
No# of workstations with directly attached (e.g. USB /IP) printers	1 – 25	☐	26 – 100	☐	101 – 250	☐	250+
No# of MFDs (embedded / onboard / terminal licenses)	10	☐	11 – 50	☐	51 – 100	☐	100+
No# of print servers	1	☐	2 – 5	☐	6 – 10	☐	10+
Are there plans to deploy the Desktop Client?	Yes	☐	No	☐			
Server platforms supported	Windows	☐	Mac	☐	Linux	☐	Novell ☐
Client platforms supported	Windows	☐	Mac	☐	Linux	☐	Novell ☐
No# of remote sites	Just Primary	☐	1 – 5	☐	6 – 15	☐	15+
Environment / infrastructure	Citrix Terminal Services	☐	VM Ware	☐	Clustering	☐	SSL ☐

Opportunity Profile Assessment (continued)

How do users authenticate to network printers	Windows AD	☐	Novell eDirectory	☐	LDAP / Other	☐	Not Authenticated ☐
Optional print management features required	Secure Print Release	☐	Find-Me Printing	☐	BYOD Printing	☐	Guest / Anonymous Printing ☐
What external database platform is used (if any)	MySQL	☐	Oracle	☐	SQL Server	☐	PostgreSQL ☐
How will users add funds to accounts (if required)	Payment Gateway	☐	Paystation Value Loader	☐	Top – Up Cards	☐	Other ☐
What is the historical print volume per month (no# of pages)	< 1000	☐	1000 – 5k	☐	5k – 10k	☐	10k+ [ ]
Card authentication	Is currently in use and existing cards will be reused	☐	Is currently in use and unknown if it will be used	☐	Is currently not in use and new cards will be provided	☐	Is currently not in use and will not be used ☐
Is the customer intending on using print scripts to customize workflow?	Yes	☐	No	☐			
No# of Site Servers Orders exceeding 50 Site Server licenses will prompt a conversation between a PaperCut Application Engineer and the person noted on the first page of this OPA to discuss Offline Policy choices.	[ ]						

Finally, have you – or your customer – identified individuals to fulfill the following roles during setup:

Technical Project	Yes	☐	To be identified	☐
Network Administrator	Yes	☐	To be identified	☐
Server and Workstation	Yes	☐	To be identified	☐
Database Administrator (DBA)	Yes	☐	To be identified	☐

Next Steps

Print or save this document and email back to:

sales@papercut.com