



iAICON 2026-Q1

Core Scenario Solutions Value Guide



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www.iaicon.com



promotion@iaicon.com

PREFACE

THIS QUARTERLY GUIDE DEMONSTRATES HOW IAICON'S PRINTING SOLUTIONS BENEFIT CUSTOMERS IN DIFFERENT SCENARIOS. SUBSCRIBE TO STAY INFORMED.

We help people work better!

Navigation Catalog

What Is Your Primary Print Challenge?



**Government / Education
/Healthcare Office Printing**

P4-6

“My budget is fixed, but my print demands keep fluctuating.”



**Reception / Retail Stores
/Warehouses**

P7-8

“My operations
can't afford downtime.”



MPS Direct / MPS Partner

P9-11

“My profit is squeezed
between client Service Level
Agreements and thin margins.”

Scenario 1: The Budget Keeper's Dilemma

Government | Educational Institutions | Healthcare Facilities

The Challenge:

With OEM: You pay a premium, yet still face certain budget overruns during critical periods.

With Generic Compatibles: You save upfront, but unstable page yield turns your careful budget into a guess. Hidden costs of downtime and repairs wipe out any savings.

IAICON Solution: The Predictable Cost Program

We replace guesswork with guarantee. We convert your volatile consumable spend into a fixed, page-based procurement plan. You buy guaranteed print output, not just cartridges.

Product Spotlight: The Budget Anchor Series

Our **Print More** series toner cartridges delivers the consistent, high-yield performance needed for accurate fiscal planning.

Print **More**



Your Need	Our Product Match	IAICON Guarantee
Predictable Monochrome Runway	<p>CB435A</p> 	Superior TCO(Total Cost of Ownership) with close to OEM print Performance,2,300 pages of consistent high-quality printout. Plan with certainty.
Controlled Color Expenditure	<p>CF400A</p> 	BK: 1,700 / CMY: 1,600 pages. Balanced yield prevents waste from single-color depletion.
Predictable headroom for recurring print cycles.	<p>W1105A</p> 	OEM promises 1,000 pages. We guarantee 1,500 pages — an immediate 50% hidden capacity expansion for your color printing.

Prints 15%+ more pages than OEM



OEM : 1500

2300
Page yield ≥ 2.3K

More

2300
85A

2300
85A

*Page yield data indicates the standard page yield under 5% print coverage.

Value Delivered: The Procurement Certainty Framework

1. Audit-Ready Budget Execution

We convert your consumables from a variable expenditure into a line-item deliverable. Every Print More cartridge corresponds to a fixed page output (e.g., CB435A = 2,300 pages), creating an auditable, yield-based procurement trail. This eliminates budget variance explanations and ensures 100% compliance with public spending accountability standards.

If you are iAICON Partner :Sell More, Worry Less

1. Close Deals Faster

We give you the "Guaranteed Savings Calculator" – a tool that shows clients exact dollar savings with Print More. Stop competing on price, start winning with proven ROI.

2. Protect Your Profit

Our 24-month warranty + risk-free inventory policy means fewer returns and happier customers. You sell with OEM-level confidence and keep more margin.

3. Conquer Any Market

Get ready-to-use "Vertical Sales Kits" for Government, Healthcare, Retail. Your team speaks the right language from day one – no extra training needed.

Partner with iAICON. We arm you to win.

Take Action Today

We give you the "Guaranteed Savings Calculator" – a tool that shows clients exact dollar savings with Print More. Stop competing on price, start winning with proven ROI.

Request a free sample and Get a customized TCO analysis→

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Scenario 2: Ensure Uptime in High-Frequency Reception | Retail Stores | Warehouses & High-Volume Workplaces

The Challenge:

With OEM:Frequent, expensive replacements create unnecessary cost and disruption.

With Generic Compatibles:Jams, errors, and early failures cause operational chaos that frontline staff can't fix.

IAICON Solution: The Uptime Assurance Program

We maximize the interval between interventions. Fewer replacing + higher reliability = continuous business flow.

Product Spotlight: The Operational Workhorse

Our Print More series is built for longevity and flawless performance in demanding environments.



Your Need	Our Product Match	The Uptime Benefit
Maximize Time Between Changes	<p>CB435A</p> 	2,300-page yield means fewer interruptions for busy staff.0.5% defect rate (3x lower than industry average).

Scenario 3: Protect Profitability in MPS contracts

MPS Direct | MPS Partner | Managed Print Services contracts across any industry

The Challenge:

With OEM: Your high Cost-Per-Page erodes profit margins and cripples your competitiveness in bidding wars.

With Generic Compatibles: Unpredictable page yield and high defective rates spike truck rolls (technician dispatch rates), silently consuming your margin through hidden labor costs and client dissatisfaction.

IAICON Solution: The Margin Integrity Program

We provide the stable core your service delivery model needs. Our consistency protects your Cost-Per-Page and reduces consumable-related service events.

Product Spotlight: The Service Cost Stabilizer

Our **Print More** series is engineered for batch-to-batch uniformity, the critical factor for MPS profitability.

Your Need	Our Product Match	IAICON Guarantee
Predictable Monochrome Runway	<p>CB435A</p> 	Superior TCO(Total Cost of Ownership) with close to OEM print Performance, 2,300 pages of consistent high-quality printout. Plan with certainty.
Controlled Color Expenditure	<p>CF400A</p> 	BK: 1,700 / CMY: 1,600 pages. Balanced yield prevents waste from single-color depletion.

Value Delivered: Your Strategic Margin Advantage



Stable SAD



SAD---* Standard color density value *



First test page



Standard page yield



The print effect is close to the original

i.Aicon printing effect



Original printing effect



1.Transform Your Cost Base into a Competitive Weapon

While others bid with volatile OEM or generic costs, you bid with IAICON-guaranteed CPP stability. Our predictable yield turns your largest variable cost into a strategic lever, enabling you to structure winning, profitable bids that competitors cannot confidently match.

2. Convert Service Labor from Cost Center to Profit Center

Every generic-induced service call consumes margin. IAICON's operational stability directly liberates technical labor. Redeploy those hours from preventable toner troubleshooting to billable consulting, fleet optimization, or new client acquisition—turning overhead into revenue.

3.Engineer Client Lock-in Through Demonstrable Reliability

SLA(Service Level Agreements) performance is your retention engine. We provide the consistent, audit-ready consumable performance data that proves your service excellence. This transforms client relationships from transactional contracts to strategic partnerships built on verified uptime and cost predictability.



The IAICON Edge for MPS Providers:

We don't just sell you toner. We provide the documented consistency that lets you:

- Price with precision, not guesswork
- Service proactively, not reactively
- Report with proof, not promises

Take Action Today

Request a free MPS CPP audit and Get a customized TCO analysis→

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Find Print More Products

Print More Series	Model	Page Yield	Printer Model
CB435A	CB435A/436A/CE285A/278A/CRG-125/312/313/325/712/713/725/912/913/925	2.3K	HP LaserJet P1002/1003/ 1004/1005/1006/1009 ;HP Laserjet Pro M1130/1132/1134/1136/1137/1138/1139/1210/1212/1214/1217/1219/P1102;HP LaserJet P1505/M1120/1522;Canon LBP 3250;CANON LBP-3010/3018/3050/3100/3108/3150/6000/6020/6030/MF3010
Q2612A	Q2612A/FX9/FX10/103/303/703/104/304	2.3K	HP LaserJet 1010/1012/1015/1018/1020/1022/3015/3020/3030/3050/3050Z/3052/3055/M1005/1319;Canon LASER SHOT LBP2900/3000;icmf4010/4012/4120/4150/4270/4320/4322/4330/4340/4350/4370/4680 FAX-L100/110/120/160
W1105/1106/1107A	107A/106A/105A(W1107A/W1106A/W1105A)	1.5K	HP Laser 107a/107r/107w, Laser MFP 135a/w, Laser MFP 137fnw
CE505A	CE505A/CF280A/CRG119/319/719/120/320/720	3K	HP LaserJet Pro 2050/P2055/P2055dn/P2055x/400/M401a/d/n/400 M425dn/dw Canon LBP 6300/6310/6650/6670/6680/MF
CF226A	CRG 052/CF226A	3.5K	HP LaserJet pro M402n/dn/dw,MFP M426 fdn/fdw /Canon imageCLASS LBP214dw/215dw/MF426dw/424dw/429dw/i-SENSYS LBP212dw/214dw/215x/MF421dw/426dw/428x/429x
CF Series color toner cartridge	CF400A-403A	BK-1.7K, CMY-1.6K	HP Color LaserJet M252N M252DW MFP M277
	CF410A-413A	BCMY-2.5K	HP Color LaserJet Pro M452/477
	CF500A-503A	BK-1.7K, CMY-1.6K	HP Pro M254/M280/M281
	CF510A-513A	BK-1.3K, CMY-1.1K	HP LaserJet Pro M154nw/154a/M180nw/180n/M181fw
	CF530A-533A	BK-1.3K, CMY-1.1K	HP Color LaserJet Pro M154 MFP M180/180n/M181/181fw
	CF540A-543A	BK-1.7K, CMY-1.6K	HP Color LaserJet Pro M254/254dw/254nw MFP M281cdw/281fdn/284fdw/280/280nw
	CRG 045 BCMY	BK-1.7K, CMY-1.6K	Canon Color imageCLASS MF634Cdw/LBP612Cdw/MF632Cdw/ Canon Color i-SENSYS MF631Cn/633Cdw/635Cx/LBP611Cn/613Cdw/ Canon Satera MF634Cdw/MF632Cdw/LBP612C/LBP611C
	CRG 046 BCMY	BCMY-2.5K	Canon Color imageCLASS LBP654Cdw/MF735Cdw/MF731Cdw/MF733Cdw/Canon Color i-SENSYS LBP654Cx/653Cdw/MF732Cdw/734Cdw/735Cx/Canon Satera MF731Cdw/LBP654C/LBP652C/LBP651C/MF735Cdw/MF733Cdw
	CRG 054 BCMY	BK-1.7K, CMY-1.6K	Canon LBP620 series; Color imageCLASS MF640X/MF642Cdw/MF641Cw/mf644Cdw/Lbp622Cdw series(USA); Canon i-SENSYS LBP621Cw/LBP623Cw/MF641Cw/MF643Cdw/MF645Cx(EU)
	CRG 067 BCMY	BK-1.35K, CMY-1.25K	Canon Color image CLASS LBP633Cdw/LBP632Cdw/ MF654Cdw MF656Cdw LBP653Cdw
	CRG 054 BCMY/CF500A-503A	BK-1.7K, CMY-1.6K	Canon i-SENSYS LBP621Cw/LBP623Cw/MF641Cw/MF643Cdw/MF645Cx/Canon Color imageCLASS MF642Cdw/MF641Cw/MF644Cdw/LBP622Cdw/HP Color LaserJet Pro M254/254dw/254nw MFP M281cdw/281fdn/284fdw/280/280nw
CRG 046 BCMY/CF410A-413A	BCMY-2.5K	HP Color LaserJet Pro M452/M477; MFP M377 Canon Color imageCLASS LBP654Cdw/MF735Cdw/MF731Cdw/MF733Cdw/Color i-SENSYS MF732Cdw/734Cdw/735Cx/LBP654Cx/653Cdw/Satera LBP654C/LBP652C/LBP651C/MF735Cdw/MF733Cdw/MF731Cdw	

Print More Series	Model	Page Yield	Printer Model
CF Series color toner cartridge	206A BCMY/W2110A-W2113A	BK-1.7K,CMY-1.6K	HP Color LaserJet Pro M255DW/M255NW、MFP M282NW/M283FDN/M283FDW
	207A BCMY/W2210A-W2213A	BK-1.7K,CMY-1.6K	HP Color LaserJet Pro M255DW/M255NW、MFP M282NW/M283FDN/M283FDW
	215A BCMY/W2310A-W2313A	BK-1.7K,CMY-1.6K	HP Color LaserJet Pro MFP M182n/M182nw/M183fw、M155
	216A BCMY/W2410A-W2413A	BK-1.7K,CMY-1.6K	HP Color LaserJet Pro MFP M182n/M182nw/M183fw HP Color LaserJet Pro M155
	414A BCMY/W2020A-W2023A	BCMY-2.5K	HP Color LaserJet Pro M454dn/dw;HP Color LaserJet Pro MFP M479dw/fdn/fdw/fnw
	415A BCMY/W2030A-W2023A	BCMY-2.5K	HP Color LaserJet Pro M454dn/dw;HP Color LaserJet Pro MFP M479dw/fdn/fdw/fnw
	416A BCMY/W2040A-W2043A	BCMY-2.5K	HP Color LaserJet Pro M454dn/dw;HP Color LaserJet Pro MFP M479dw/fdn/fdw/fnw
	W2180A-W2183A	BK-1.3K,CMY-1.2K	HP Color LaserJet Pro 3201dw/Pro MFP 3301cdw /Pro MFP 3301fdw/ Pro MFP 3301sdw
	W2190A-W2193A	BK-1.3K,CMY-1.2K	HP Color Laseret Pro 3202 / Pro MFP 3302
	W2220A-W2223A	BK-1.3K,CMY-1.2K	HP LaserJet Pro 3203/3288/MFP3303/MFP3388

Please contact iAICON sales representatives for more details.



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