



## IAICON -Your Trusted MPS Consumables Partner

### Who We Are

**Founded** in 2006, Zhuhai Aicon Image Co., Ltd. is a globally recognized leader in premium printing consumables, backed by **20** years of brand excellence and a trusted presence in over **127** countries. We have evolved beyond being a mere supplier to become a strategic partner for MPS providers, dedicated to optimizing your operations, protecting your service level agreements (SLAs), and boosting overall profitability.

Our comprehensive portfolio is engineered to support the complex demands of mixed-device fleets. We provide a "one-stop" supply chain solution that includes:

- **Copier Toner Kits and Drum Units and Spare Parts:** precision-matched for **Kyocera, Canon, Ricoh, and Konica Minolta** systems.
- **Laser Printer Toner Cartridges and Parts:** high-yield toner cartridges and durable drum units designed for enterprise-level duty cycles.
- **Business-Use Inkjet Cartridges:** ink for Epson Gaga, Grow, Workforce series, ect. a full suite of Epson-compatible ink cartridges alongside high-stability bulk ink for commercial and industrial inkjet applications.

# What We Offer?

Your Challenge	IAICON Solution	What It Means for You
Cost volatility kills your bids	<b>CPP Stability Guaranteed</b> 42% lower TCO vs OEM	Confident bidding, healthier margins
Service team stuck fixing printers	<b>&lt;0.5% Failure Rate</b> OEM-grade reliability	Redeploy techs to billable work, create new revenue
Hard to prove service value	<b>Auditable Performance Data</b> 100% SLA compliance	Higher renewal rates, stronger client trust
Complex inventory across models	<b>Full Fleet Compatibility</b> One-stop supply	Simplified stock, lower management costs
Slow response on requests	<b>7x24 Global Response &amp; Technical Support</b> Immediate troubleshooting & resolution	Zero unplanned downtime, faster issue fix

## Product Advantage



### One-Stop Printing Supplies

Full fleet coverage, one reliable source—simplify your supply chain and inventory.



### OEM-Grade Stability

<0.5% failure rate — far below the industry average of 1.5%. STMC/ISO/RoHS certified. Backed by our in-house R&D.



### Superior Print Quality

Premium raw materials from Tomoegawa and Sakata deliver vivid, true-to-life color reproduction in every print. High quality and high yield, batch after batch.



Original Image



IAICON Toner Output



OEM Toner Output



IAICON prints with excellent color accuracy

# Who Has Succeeded?

## Customer Success Story: Vietnam-Based Financial Leader



### The Challenge:

A major Vietnamese bank with over 500 employees and nearly 600 branch locations faced printing challenges typical of high-volume financial environments: demanding uptime requirements, strict document clarity standards for financial statements, transaction records, account documents, etc., Prohibitive OEM costs + unstable generic compatibles = inconsistent quality, downtime, and risks to operational efficiency & compliance.

### Our Solution:

Tailored high-performance consumables for their HP M525dn/M507dn series, paired with full-range premium engineered options to support their entire printing fleet across 600 branch locations.

### Outcomes:

#### For the MPS Provider:



#### For the Bank:

Today, this leading financial institution enjoys stable, efficient, and safer printing across its entire network.—proof that the right consumables partner delivers more than just cost savings.



## Customer Success Story: National State Hospital

### The Challenge:

A leading local hospital in the Middle East with 8,000–10,000 patients monthly relies on critical daily printing across diverse clinical & administrative workflows: medical reports, patient records, consultation forms, billing receipts, CT/DR scans, ECG graphs, and color ultrasound images. OEM supplies were overly expensive, while generic compatibles caused unstable quality, inconsistent output, and unexpected downtime—directly impacting diagnosis efficiency and daily operations.

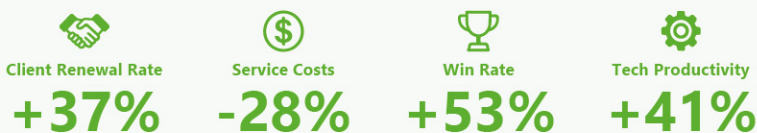
### Our Solution:

Full-range premium engineered consumables for their multi-brand fleet:

- For Canon image RUNNER ADVANCE C5535i: EXV51 series
- For HP devices: W1106A, CF410A series
- Business-grade ink cartridges for Epson Gaga, Grow, Workforce series

### Outcomes:

#### For the MPS Provider:



#### For the Hospital:

Uninterrupted diagnostic printing with crystal-clear results—because when it comes to patient care, every detail matters.



# Why Partner With IAICON?



## 1. Bigger Margins

42% lower TCO vs OEM

Confidently bid and win without sacrificing profit. Lower total cost of ownership means more room to compete—and more money left on the table.



## 2. Lower Service Costs

<0.5% failure rate

Far below industry average. Fewer breakdowns mean your techs stop fixing printers and start selling solutions. Transform labor from cost center to profit center.



## 3. Smarter Bidding

Predictable, stable CPP

While competitors struggle with volatile OEM pricing, you bid with confidence. Stable cost-per-page turns your biggest variable into your strongest advantage.



## 4. Stronger Client Retention

20 years of proven consistency

Batch after batch, year after year—same quality, same performance. Your clients forget about consumables and remember only your exceptional service.



## 5. Simpler Operations

One-stop supply, full fleet coverage

One supplier, one invoice, zero hassle. Simplify inventory, streamline procurement, and free up cash flow.



## Our Partner Voice



"iAICON, a reliable supplier, assuring our product not generate any problems when printing or photocopying."



"From skepticism to trust. iAICON redefines the Compatible Toner Cartridges industry."



"iAICON always give me quick response. The quality is good. iAICON people is nice."



"iAICON supports us to expand the local market with good product quality and good service."



"If I had to summarize iAICON in one phrase, it would be: commitment and guarantee."

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

 <https://www.iaicon.com/contact/>

 [Promotion@iaicon.com](mailto:Promotion@iaicon.com)

 <https://www.facebook.com/AiconImage/>

 WhatsApp: +86 17722026980