

# REXEL SELECTS LEXMARK TO OPTIMIZE THE MANAGEMENT OF ITS PRINT SERVICES AND REDUCE ITS ENVIRONMENTAL FOOTPRINT

Lexmark International, Inc. (NYSE: LXX) and Rexel Group (Euronext Paris: RXL), leading distributor worldwide of electrical products and solutions, announced today that they have signed a managed print services (MPS) agreement for a period of five years. Rexel's objective is to reduce its printing costs and its environmental footprint while improving document processes.

Following a tender covering 34 countries in Europe, Asia Pacific and North America, Lexmark was selected for its methodology and its ability to deploy a global MPS solution in all countries where Rexel has offices.

Lexmark's commitment to help Rexel reduce its overall printing costs and implement tracking indicators to reduce the environmental impact were also key to choosing Lexmark.

The expected savings in direct printing costs should range from 20 percent to 60 percent depending on the country. These savings will partly result from the reduction in 20 percent of the number of devices, and the streamlining of the infrastructure based on users' needs. In addition to the savings, the company will also achieve indirect gains by optimizing fleet management and invoicing. As an example, Rexel opted for automatic and proactive consumables management.

The printing and recycling solutions proposed by Lexmark, and especially the collection and recycling of toner cartridges at their end of life, combined with Rexel's best printing practices, also aim at reducing the environmental impact of office printing by reducing the print volume by at least 10 percent (same basis) during the contract. For example, configuring two-sided printing by default will reduce the number of printed pages.

Laetitia Olivier, senior vice president of communication and sustainable development at Rexel explained, "The new contract with Lexmark not only lies within our strategy to optimize costs by standardizing our procurement, it also fits in with the responsible approach Rexel is taking to reduce the environmental impact of its activities. The new solutions proposed by Lexmark, which are both more economical and ecological, and the sensitization of users to best practices through a global printing policy, will enable us to significantly reduce the number of printed pages within the Group."

The joint initiative with Lexmark fits in with a range of Rexel activities aimed at reducing environmental footprint. The Group is circulating a Charter and a Guide for Environment throughout its subsidiaries with the objective to involve teams and customers in environmental-friendly actions. In addition, the Group is using a tool to manage its environmental indicators, which it has implemented across all countries where the company has a presence. For example, Rexel measures the carbon footprint of a large part of its car fleet at the Group level and identifies ways of improving the fleet management.

"Choosing Lexmark to develop, implement and optimize their printing environment enables large enterprises to reduce their printing costs by up to 40 percent and their environmental impact by more than 60 percent," said Marty Canning, Lexmark vice president and president of its Printing Solutions and Services Division. "Lexmark has a long, proven track record in many vertical industries because we understand the core value proposition we bring to our clients - helping them to improve performance, reduce costs and the impact on the environment at the same time."

## **ABOUT REXEL**

Rexel, leading distributor worldwide of electrical supplies, serves three main end markets: industrial, commercial and residential. The Group operates in 34 countries, with a network of some 2,300 branches, and employs 30,000 people. Rexel's pro forma sales were €13.7 billion in 2008. Rexel is listed on the Eurolist market of Euronext Paris (compartment A, ticker RXL, ISIN code FR0010451203). For more information, visit Rexel's Web site at [www.rexel.com](http://www.rexel.com).

## **ABOUT LEXMARK**

Lexmark International, Inc. (NYSE: LXX) provides businesses of all sizes with a broad range of printing and imaging products, solutions and services that help them to be more productive. In 2008, Lexmark sold products in more than 150 countries and reported \$4.5 billion in revenue. Learn how Lexmark can help you get more done at [www.lexmark.com](http://www.lexmark.com).

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