



How does your printer perform?

Vijay Sales and Services

Company Profile



VIJAY SALES & SERVICES

Supplier & Service Provider of Printers, Toner & Cartridges

Authorized sub-dealer of  (Lipi® - ISO 9001 Company)

Shop No. 4, Rale Building, Sayani Road, Opp. Ravindra Natya Mandir, Prabhadevi, Dadar (W) - Mumbai - 25

Phone : 32678053

Mob. : 9821740603 / 9920277617

Web : www.vijaysalesandservices.com Email : mail@vijaysalesandservices.com



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About US

VIJAY SALES AND SERVICES is one of the pioneers in providing printing solutions. Apart from dealing with printing and publishing, we are greatly involved in **toner refilling** jobs, as this job helps our customers in saving obvious revenue. Dealing with brands like **HP, Canon, Samsung, Epson, IBM, Dell** etc. for toner refilling we help hundreds of govt and private companies to adopt **COST EFFECTIVE PRINTING MEASURES**.



Since **2000** we have been putting constant efforts in building long and fruitful business relationship with our clients. As a result of our **fast delivery and smooth execution of our business**, more than **100** govt. and private companies have shown their reliance on us.

Our infrastructure of high-speed printers, scanners and computers helps us to undertake and deliver **bulk-printing jobs** with 100% effectiveness. Many companies express interest in outsourcing their printing jobs to save time, money and energy, and to deal with such need of our clients we have adequate devices in our possessions. Thanks to those noble souls who enabled us to justify our ability in this regard.

In this stiff condition of market when it becomes difficult for organizations to choose the best reliable service, we come up with an objective to ensure value added service for our customers. **The more challenging is the task the more fun is there for us to deliver our business with new approach.**

We keep it in our soul that our clients cannot be expected to recognize our idea unless it is presented to them timely and accurately. Hence we have confirmed perfection as our goal and always delivered more than what they expect to get. **The justification of our claim you can find on those smiling faces.**

Handling Outsourced Printing

The Idea of **OUTSOURCING PRINTING JOBS** became known few years back and today **it has entered the mainstream of business**. Print outsourcing vendors are expanding their offerings and many companies have acknowledged this concept to save time and energy. Certainly it helps them to make **printing accountable as well as reduce their printing cost**.

Needless to mention the expansion of business requirements are growing constantly and enterprises feel the need of offering wide range of information to the customers in the form of printouts. E-governance projects are gaining rapid momentum. Hence vendors are allowed to undertake the printing projects with security parameters.

Government of India, State governments and some big enterprises have already outsourced their printing requirements expressing their confidence upon the printing vendors.

At this junction **VIJAY SALES AND SERVICES** has come-up with an offering of undertaking the printing requirements of organizations.

VIJAY SALES AND SERVICES cater to the following need of our customers.

- ⇒ We make a **thorough assessment of customer's print requirement** and help them in transforming their entire print environment.
- ⇒ **Printers are installed** and maintained by VIJAY SALES AND SERVICES at customers premises.
- ⇒ If the client wishes we arrange for supplying papers and other stationeries.
- ⇒ We do bear the toner cost. (We use our own refilled toners as we are into this service too.)
- ⇒ We ensure that every printer runs smoothly and delivers according to the need of the customer.





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Toner Refilling

As we are an **Authorized sub-dealer of SAMSUNG** (Lipi® - an ISO 9001 Company) and Printer Toner Refilling specialist we furnish various printing and refilling requirements of our clients.

Toner and cartridge refilling is done worldwide. We have received tremendous response especially from those clients who are involved in bulk printings. We had an assessment in this regard, where our clients save nearly 80% of their printing cost by adopting refilling method. Our website www.vijaysalesandservices gives visitors information about toner refilling and how to go about cost effective printing procedures.

Dealing with TENDERS

Our journey started in the year 2000, when we started our Toner Refilling business and today VIJAY SALES AND SERVICES is a 50 lakhs turnover company. We are financially strong enough to undertake substantial tenders of small Entrepreneur and corporate. Our fast execution and smooth delivery of service is one of the many reasons why we are adored by our clients. In recent past we have proudly handled the following tenders and work orders of **Maharashtra Government**.

Organization	Work details	Quantity	Amount
City Managers' Association of Maharashtra	Composing, Printing and Binding of the quarterly Newsletter	350 copies	8,000
Maharashtra State Electricity Distribution Company Limited	Supply of DLT Tape, Data Cartridge	-	1,70,000
Director of Municipal Administration(SUDA)	Bulk Printing under Swarna Jayanti Sahari Yojana	12,00000 Pages within 3 months	17,00000
Maharashtra State Electricity Distribution Co. Ltd. Kalyan, Vasai, Pen	Ribbon Supply	-	5,00000

Our Clients

We express them our gratitude and our hearty thankfulness whose reliance and support have strengthened our existence. Today we are being able to work for more than 100 government and private organizations in terms of providing cost effective printing measures. Here we name few :

Gail India Limited

Rolta India Ltd.

Western Railway

Central Bank of India (Bhuleshwar, Andheri, Jogeshwari)

Man Financial Sify Pvt. Ltd.

Gili India Ltd.

Lucky Foms Pvt Ltd.

Divya Tourism Pvt. Ltd.

Custom Andheri Dronagiri

Angel Broking (Andheri, Fort, Vileparle, Thane, Mulund)

Excel Technology

Priority Marketing

Indian Navy (Lion Gate)

Provident Fund Office (Vashi Malad Thana)

Central Railway

National Security Depository Ltd.

ICICI InfoTech

State Bank of India (Thane Branch)

Arva Info Service

Vidyasagar Classes

UPS

ACC Cement (Thane)

India Bulls

Mazgaon Dock

3P Consultant



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Management and Staff

We equipping our team with the right set of collaborative tools ensures that they are being able to share ideas productively and come out with a more comprehensive and quality solution.

- ⇒ We have experienced and trained staff.
- ⇒ We have our own planning and designing team, that constantly focus on creation and execution of quality business.
- ⇒ Well configured Computers, Printers, Scanners, Internet etc helps us in handling our business accurately and rapidly.

We have the following core members in our organization.

Rajesh Dubey - Marketing, Operation (Owner)

Lokesh C. Dubey - Finance, Administration

Krishnan P. - Data Processing

Ms. Pallavi Majumdar - Reception

OUR Internal business systems is set to look into the following areas:

Enquiry Handling

Having more than 100 clients and dealing with their day to day printing requirements, we receive a significant number of enquiries. We ensure all enquiries should receive a timely and accurate response. Even after the office hours we attend to the call received on our helpline **9821740603**.

Customer Analysis, Marketing and Business Development

Our customers are organizations who want quality work in a timely fashion at reasonable prices. We are well acquainted with our customer base and their need. Some of them operate round the clock.

Advertising and Promotion

We invest 5% of projected income for advertisement and promotion of our Business. We target to advertise through **Search Engine, Major Yellow Pages, Email Marketing, Handbill** etc. This year we are planning to enter into print media. The reference of our customers also helps us greatly in promoting our business.

Workflow Management

We constantly analyse to restore a sound Workflow management system to improve efficiency within the business with the help of Computers and Software. Our objective is **SAVE TIME - SAVE MONEY - ACCELERATE BUSINESS**. By defining, analyzing, and redesigning our organization's resources and operations, we ensure that our business information reaches our clients accurately through emails, website and other medium from us. We ensure that we act according to a predetermined procedure.

Customer relationship management

We try to measure our customer's level of satisfaction with our products and services from the "Voice" of our customers. We identify factors important to customers in evaluating and selecting our organization over the competition. How should be the customer provided with proper service? What goals and objectives should be part of part of customer care? How to get customer's feedback and act accordingly? These are certain queries upon which we set our priorities.

Timing and Communication

You can call us on our Land line no. **32678053**

Mr. Rajesh Dubey(Proprietor) is available on **9821740603**

Email is another medium.

You can let us know your requirements, suggestions and grievances by emailing to mail@vijaysalesandservices.com.

Access our website http://www.vijaysalesandservices.com/order_form.html to place your requirements online.

Conclusion

At Vijay Sales and Services, we innovate, visualize and deliver beyond expectations of our clients and aim to generate concrete business results for them. Our culture is made up of responsiveness, teamwork, a determination to see the world from our client's perspective and a passion for delivering value. We do everything possible to help companies to generate profit from our association.

We are looking forward to offer you the premium quality service. We hope our future association will be mutually beneficial.