Managed Print Services and MFPs:

Go with the flow

OPTIMIZE YOUR INFRASTRUCTURE.

MANAGE YOUR ENVIRONMENT.

IMPROVE YOUR WORKFLOW.

Insight

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How much does your company spend on printing each year?

If your organization is like most, it's difficult to quantify. Corporate printing has been largely decentralized with individual departments making their own decisions about hardware maintenance, supplies, and usage. As a result, printing costs are spread across multiple business units, making it difficult to identify and compare expenses.

Understanding printing costs and identifying opportunities for potential savings is what initially drives interest in managed print services (MPS). But an MPS assessment can effect change and improve other business processes as well.

POTENTIAL BUSINESS GOALS OF MPS

While companies initially look to MPS to reduce their printing costs, other goals may be uncovered by an MPS assessment.

- Hardware fleet reduction
- Fleet standardization
- Reduction in print volumes
- Improved document security
- Better cost control
- Environmental benefits

The Bottom Line: Reduce Costs

You can realize significant financial benefits by converting to a managed print services environment. It only stands to reason that fewer, better utilized devices and fewer supplies will result in cost savings. But the financial benefits go well beyond fewer devices.

Trouble is, most organizations want cost savings, but they don't really understand their printing costs because they are often buried in departmental reports. Yet printing costs can consume some 3 percent to 6 percent of revenue.[1]

[1] Source: "A CXO's Guide to Managed Print Services," Photizo Group.

Next Step: Achieve Efficiencies

Hardware costs are the easiest to identify and track, but they only account for 5 percent of the total cost of ownership. Operating costs (45 percent) and technical support (50 percent) make up the rest.[2]

While reducing costs is at the top of every company's list, MPS initiatives can also help you to:

- Reduce the printer fleet to re-claim floor space and reduce power and consumables.
- Standardize devices for simpler, faster support and greater productivity.
- Reduce print volume to esses
- Enforce walk-up user authentication for increased security and better usage tracking.
- Track and analyze usage for greater cost control and accountability.

[2] Source: "A CXO's Guide to Managed Print Services," Photizo Group.

Last Step: Optimize Workflows

You've reduced costs and achieved greater efficiency… now what?

The next step is to capture detailed information within paper and electronic documents so you know who's using what documents and what they're using them for. This information can help you streamline business processes, such as:

- Document scanning and routing
- Archiving and retention
- Information retrieval
- Standards enforcement
- Automated workflow

MORE THAN JUST COST SAVINGS

A company with 750 employees spends an average of $700,000 per year on its hardcopy fleet. Cutting the time the IT department spends supporting the print fleet by 3,700 hours per year allows them to devote more time to strategic business initiatives. They can also decrease their environmental impact, reducing hardcopy fleet emissions by 60 percent.[3]

[3] Source: "A CXO's Guide to Managed Print Services," Photizo Group.

Get an Assessment from the Right Vendor

## Which would you choose: an MPS vendor or a printer vendor?

While printer vendors can contract with you for devices, supplies, and maintenance, they often do so for one or a couple of devices — or the devices within a department. They're often concerned with your day-to-day usage, and will look for savings in the costs of devices and consumables.

An MPS vendor, on the other hand, takes a long-term, strategic view of your business. They'll develop in-depth knowledge about usage and businesses processes to not only help you reduce costs, but to optimize usage and streamline workflows.

While an internal assessment typically identifies just 10 percent of total printing costs[4], an MPS provider can perform an extensive assessment to find and eliminate expenses you didn't even know you had.

[4] Source: "A CXO's Guide to Managed Print Services," Photizo Group.

	MPS VENDOR	HARDWARE VENDOR
FOCUS	Business-centric	Hardware-centric
ASSESSMENT	Extensive	Non-existent
SOLUTION	Long-term, strategic	Short-term, day-to-day
SAVINGS	Eliminate waste Enforce device standardization Improve device utilization	Device and consumables
BUSINESS PROCESS	Document and workflow optimization	Largely unaffected
MANAGEMENT	Business-driven	Department- or Device-driven
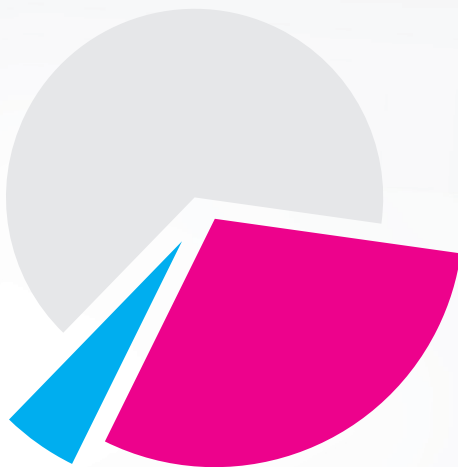
5%

Average savings with a vendor selling/repairing equipment and providing supplies

30%

Average savings with a vendor offering a full MPS program

Asking the right questions

The right MPS can save you time and generate significant savings for your business. But finding the right one requires asking questions, such as:

- How many users will print how many pages each month?
- What kinds of documents do you primarily print?
- How sophisticated are your workflow needs?
- What level of IT management integration do you need?

[5] Source: "Magic Quadrant for Managed Print Services, Worldwide," Gartner, #G00250995, 10/21/2013.
[6] Source: "A CXO's Guide to Managed Print Services," Photizo Group, 2011.

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Laserjet

HP LaserJet Enterprise

- Ideal for larger teams
- HP enterprise solution support
- Robust security
- Advanced fleet monitoring, management, and reporting

HP LaserJet Enterprise

- Best plain paper quality
- Core workflow features
- Core configuration, security, and monitoring

HP LaserJet Enterprise flow

- Industry-leading scan-optimized devices
- Built-in optical character recognition (OCR)
- Embedded scan to SharePoint® and cloud capabilities
- Fast two-sided, single-pass scanning
- HP EveryPage to avoid missed pages
- Pull-out external keyboard
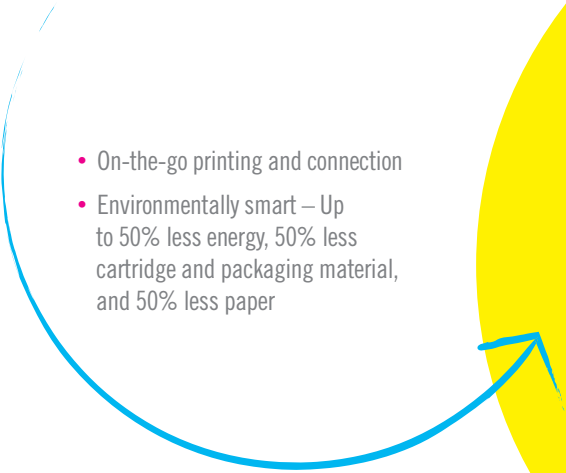
HP
OfficeJet
PRO X

...HP's page-wide inkjet devices with robust speed, print quality, and paper handling capabilities could change customers' view of inkjet technology..."

- Professional-quality color — Up to 2x the speed and ½ the cost per page than other color lasers
- Easy manageability for workgroups

- On-the-go printing and connection
- Environmentally smart — Up to 50% less energy, 50% less cartridge and packaging material, and 50% less paper

Why Insight?

Insight is a trusted technology provider of hardware, software and service solutions to business and government clients in more than 190 countries. As an HP Elite Partner, Insight can help you develop a balanced printer environment and drive costs down with HP's leading print technology.

LEARN MORE ABOUT HOW INSIGHT CAN HELP YOU MORE EFFECTIVELY MANAGE YOUR PRINT AND IMAGING ENVIRONMENT.

CASE STUDY: Case Study: Insight Managed Print Services

CASE STUDY: Cancer Treatment Centers of America

CASE STUDY: CH2M Hill

CASE STUDY: Dr JH Burgoyne & Partners LLC

CASE STUDY: Cambro Manufacturing

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