Managed Print Analysis from LaserCare[1]

Overall rating

Average Practice

★★★☆☆

The good news is that you've taken some steps to manage your printing environment. The better news is that there are likely still significant opportunities to improve your efficiencies and reduce costs. Let's consider solutions such as fleet optimization, fleet management, and mobility and security solutions to help your employees be more productive & mobile, help your data be more secure and your bottom line more robust. Consider the following...

Estimated annual costs[2]

Your estimated annual cost for print and copy is $8,436,400.

Your estimated average blended cost per page is $0.0703.

Your estimated average monthly print device utilization is 2,000 pages per device.

Detailed feedback
You have too many assets based upon your page volume, more than your peers who have optimized their environment using managed print services. A managed print strategy helps you to optimize your number of devices which can improve efficiency, decrease overall costs, lower energy usage, and reduce your carbon footprint.
Compared to industry best practices, you most likely have too many MFPs and may be underutilizing the functionality of your devices. Optimizing your print environment by ensuring the right print devices are in the right location can help you lower overall costs.
Your end-users are printing more pages than is typical in your industry, which can adversely impact your effectiveness. A managed print strategy begins with getting the right number and types of devices in the right location to meet your user needs—with the right print policies and governance in place to manage the environment over time.
You may have an opportunity to improve employee productivity by enabling secure-release pull printing. As the workplace becomes more mobile, this becomes increasingly important. Secure-release pull printing allows your employees to print from any device to any printer within your network, allowing them more flexibility and control over when and where they print.

Savings opportunities

If you improve your monthly utilization per device to 3,000 pages, your estimated cost per page would be $0.04, and you could help **reduce** your estimated annual print and copy **cost by as much as $3,636,400**.

If you improve your monthly utilization per device to 4,000 pages, your estimated cost per page would be $0.0375, and you could help **reduce** your estimated annual print and copy **cost by as much as $3,936,400**.

If you improve your monthly utilization per device to 5,000 pages, your estimated cost per page would be $0.035, and you could help **reduce** your estimated annual print and copy **cost by as much as $4,236,400**.

Here is what you can do to improve

FACT: Implementing a managed print strategy can generate up to 30% in cost savings,[4] and can free up time to work on other important business issues.

The first step to achieving peak performance is gaining full visibility of your current imaging and printing environment. You want to ensure that you have the right number and types of devices in the right locations to address user needs. Then you want to keep that optimal state with governance and policies. Implementing printing policies and solutions such as duplex over single-sided printing, monochrome over color, and moving to digital rather than paper documents when possible can result in even greater efficiencies and cost savings. And can you achieve all this with easier fleet management.

Additionally, advanced **security and mobile print solutions** can help you keep pace with the demands of, and threats to, the modern work environment. The threats are becoming more sophisticated, industry regulations more complex, and workforces more mobile.

Mobile print solutions allow you to connect and integrate smartphones into existing printing workflows, help enable secure printing from mobile devices in public locations, and provide printing solutions for remote workers.

Also, print security has moved beyond just protecting an organization's documents. Solutions like secure authentication and pull printing can help protect your business' confidential information. Let's discuss an end-to-end strategy to address not only your devices, data and documents but also monitoring and managing your fleet.

Let's talk

To discuss your results, contact your LaserCare MPS Specialist. If you don't have his/her contact information, please email sales@lasercare.com.

Learn More

To learn more, visit LaserCare Managed Print Services. Also, see how Lowes has successfully implemented HP MPS to achieve greater business results.

---

[1] The *HP Managed Print Analysis* was commissioned by HP, and developed by HP and InfoTrends Consulting firm. Calculations are estimates based on InfoTrends "Future of the Office Document Survey Results", 2010 and InfoTrends Forecasts (Annual Communication Supplies, Annual Service and Supplies, and Annual Digital Peripheral Services Hardware), 2011.

[2] Estimated annual cost and average blended cost per page calculations include estimates for hardware, service, and consumables. Calculations are based on industry averages for mono/color mix and may not reflect your actual mix.

[3] Savings opportunities are estimates only based on industry research. Actual savings may vary and are not guaranteed.

[4] InfoTrends. "Vertical Marketing Solutions and Services Study" – October, 2011.

SAMPLE