

Do You Know Where Your Print Dollars Are Going?

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Does your company have copiers, fax machines, workgroup printers, desktop printers, and multi-function devices? Are some of these devices connected to the network, and some not? Are some leased and some owned? Do the lease terms vary?

If you answered yes to one or more of these questions, you likely have a cost reduction opportunity!

The cost related to copying and printing is one of the final frontiers of indirect expense reduction. While many companies have made strides in equipment lease and 'click' costs, there often remain a significant number of non-networked desktop printers with no way of measuring print volumes and corresponding costs.

With multifunction printers blurring the lines between copiers, fax machines and traditional printers, now is a great time to take a comprehensive look at all internal print sources and related costs. A managed print solution undergirded with a strong corporate print policy and 'right sized' printer to employee ratio can provide an opportunity to upgrade to best in class equipment while saving money via reduced equipment costs, reduced toner costs, reduced energy costs, and reduced help desk costs. Additionally, state of the art tools can be deployed to control color print costs and reduce overall paper consumption, thereby supporting your company's green initiatives.

Paladin recently led a print solution project for a client with locations nationwide. Having grown by acquisition, the client had 5 sets of copier leases, each via a different supplier and with varying termination dates and pricing. Three additional suppliers provided toner for owned devices. The client had no corporate print policy.

Personal printers 'multiplied' quickly, and in some locations were used almost exclusively while leased equipment sat largely unused. By moving to a managed print solution the client reduced their costs by over 25% while upgrading devices, meeting green initiatives, and right sizing their fleet.

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