Print for less with Xerox® MPS

How Xerox® Managed Print Services
helps you control print costs

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Your print environment:
a goldmine of cost-saving.

Cost control is a perennial challenge for all organizations. Every line of business wants to reduce spending – without compromising on vital factors like productivity, customer service, and innovation.

IT is a major focus of cost-control initiatives, because technology advances continually bring new opportunities to save. But one aspect of IT is often overlooked as an area for cost saving potential: the print environment.

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4 ways to save with Managed Print Services

In this ebook, you'll discover four areas of your print environment that are ripe for major savings — and see how a managed services partner can help.

1. **Centralized management:** Cut down on the time and resources you spend managing your print environment. Simplify purchasing, maintenance, supplies, and billing.

2. **Device optimization:** Ensure your people have the right devices — no more, no less. Trim energy consumption and spending through reduced paper, ink and toner use.

3. **Process efficiency:** Accelerate print processes onsite and on the go, and use preventative and predictive maintenance to reduce downtime.

4. **Document management:** Digitize paper files and automate bulk and routine print jobs, so your people are free to spend more time on the things that really matter.

ONE:
Centralized management

Managing your print environment can drain time, budget and resources – particularly when a complex organization is managed by multiple teams with no central control.

Managed print services dramatically reduce complexity and cost, providing expert, centralized management of everything from procurement and installation to maintenance and supply, so you can focus more of your resources on growing your business.

ONE:
Centralized management

CITY OF NEW YORK: $2M SAVINGS AND COUNTING

The City of New York shifted from departmental management of the print environment to a single contract with Xerox MPS for the whole city.

- 51% reduction in print equipment
- 70% reduction in energy use
- 68% decrease in solid waste
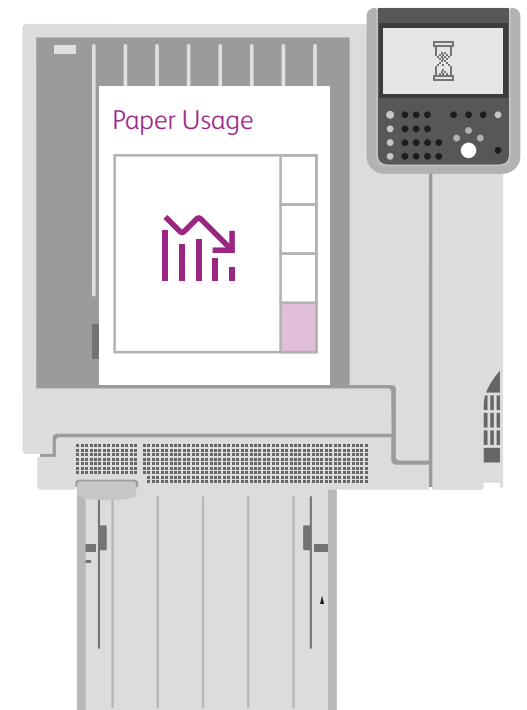- Average of 99.8% user uptime
- A total of $2m to date

NEWPORT CITY COUNCIL: £80,000 SAVINGS IN 5 YEARS

With a large fleet of mostly desktop printers across 50 separate sites, Newport City Council was processing 750 invoices each month for supplies alone.

With Xerox MPS, the council has halved its print expenses - saving over £80,000 in five years, reducing paper use by 30%, and cutting monthly invoices down to just four.

"With Xerox as our partner, we look forward to further efficiencies as we gain a clearer understanding of our paper use and start exploring workflow automation."

Mark Neilson, Head of Customer Services and Digital Innovation, Newport City Council

Paper Usage

TWO:
Device Optimization

Without centralized management, organizations tend to accumulate different devices from various vendors. The result is a fleet of legacy devices that waste paper, ink and energy.

Rationalizing the print environment can dramatically simplify management by replacing many different models of printers, scanners and copiers with a smaller number of multi-function devices from a single vendor.

The cost saving potential is clear: fewer devices means lower maintenance costs and reduced energy consumption (not to mention a smaller environmental footprint).

With managed print services, you can consolidate spend and cut costs, while still ensuring you have the right devices with the capabilities your people need to work freely.

TWO:
Device Optimization

IHS: $30,000 SAVINGS FROM FLEET RATIONALIZATION

Data and analytics provider IHS rationalized its print environment across 29 separate offices, reducing its costs by an estimated $30,000.

IHS streamlined its infrastructure by over 80%, replacing 600 single-function devices (including many underused desktop printers) with approximately 100 multi-function devices.

Alongside cheaper printing costs, IHS also reduced print-related energy use by 43%, cutting its greenhouse gas emissions and solid waste by 34% and 39% respectively.

"At IHS, corporate sustainability is not a special project. It is a core element of our business model and key to our future performance. As we integrate corporate sustainability into our operations, it is becoming a key enabler of operational efficiency and excellence.

Scott Key, President and CEO, IHS

70%

Coface Services: a 70% smaller printer fleet

Coface Services replaced 7 brands and 40 models of device with just 1 brand and 5 models.

61%

Europart: 61% reduction in printer fleet

Europart replaced 600 single-function devices with 232 multi-function devices and cut a six-figure sum from its print spend.

THREE:
Process Efficiency

With a third of all work processes still relying on documents, the more you enable people to print faster and more easily, the more efficient and productive they'll be.

And with as many as 60% of calls to the IT help desk looking for troubleshooting for print-related problems, it's not just office workers that will be freed up to focus on more important tasks.

THREE:
Process Efficiency

Inefficient document processes cost organizations **$19,732 per working year**[1].

Organizations spend **an average of 10% of revenue** on documents and printing.

You can lose **488 productive hours a year** waiting for the printer service and supplies[2].

There are simple ways to streamline document processes and cut related costs with managed print services:

- Automate basic document workflows – like filing invoices – and free up your people from completing them manually
- Order new supplies automatically with multi-function printers that notify you when they're running low on paper, ink or toner
- Cut time spent on troubleshooting with networked printers that give your help desk workers seamless remote access
- Use predictive maintenance to keep your printers in service with as little downtime as possible
- Enable secure mobile print and scan to help your people stay productive on the move
- Save documents and images directly to the cloud to free up storage and enable anywhere, anytime access

1. IDC, Bridging the Information Worker Productivity Gap: New Challenges and Opportunities for IT, 2012
2. Xerox, EPS Pre-Contract Assessment Team Key Metrics Report, 2011

THREE:
Process Efficiency

**CALIFORNIA STATE UNIVERSITY AT FULLERTON:
A $250,000 SAVING ON PAPER**

As a digital-first educational institution, California State University at Fullerton needed a managed print partnership that allowed it to deliver the expected high standards of tech to its students and faculty alike, while cutting its print costs.

After rolling out Apple iPads to its key staff members – and developing a mobile app for students to access digital services through their own smart devices – Cal' State implemented a Xerox mobile print solution that saved $250,000 in paper costs alone.

Staff and students alike can now print on-demand on and off campus, with Xerox's built-in security measures helping protect sensitive documents from the 32 million online threats the university faces every month.

"Xerox reduced costs by over a quarter million dollars, enabling us to spend more money on what we do best, which is higher education."

Amir Dabirian, CIO and VP of IT, California State University at Fullerton

FOUR:
Document Management

The smartest managed print solution doesn't just help you print more efficiently – it also helps you cut down on the amount you have to print at all.

Shifting paper processes to digital can cut your costs in simple but significant ways:

- Free workers from slow (and error-prone) paper processes, and automate your routine and bulk print jobs

- Cut spend on consumables with reduced demand for paper, ink and toner

- Reduce energy spend – and environmental footprint – with lower device use

- Save on physical storage costs with fewer paper files to archive

And digitized files make it easier for mobile workers to access the information they need, whenever they need it.

FOUR:
Document Management

**ISLINGTON LONDON BOROUGH COUNCIL:
£1M SAVING WITH XEROX MPS**

Islington Council is recognized as a pioneer in efficiency. As part of its Smart Working initiative, it began working with Xerox to improve its document processes, services, and sustainability while cutting costs and using fewer resources.

After replacing a range of legacy devices with a fleet of fully managed, networked multi-function printers, the council began using digital archiving to reduce the level of consumables needed – as well as allowing staff across 66 sites to access information more easily.

Over four years, Xerox Managed Print Services delivered a £1m saving, with 28% lower print costs.

"The distributed and managed print service enabled cost reduction with no loss of efficiency. It meets our sustainability targets with fewer and more efficient devices."

John Roberts, Head of Accommodation Facilities and Corporate Landlord, Islington London Borough Council

EUROPART:

20%

reduction in invoice processing costs.

Europart digitizes 300,000 invoices every year with Xerox MPS, cutting processing costs by 20%.

How can Xerox help?

Your print environment is one of the cornerstones of your IT infrastructure. It deserves dedicated expert support to help you minimize costs and maximize value.

Whether you're looking to ease the management of a complex print infrastructure, rationalize a diverse fleet of devices, improve everyday print and document processes, or find smarter ways to access and share your files, Xerox MPS can help.

We can help you streamline your print environment and find the places to trim fat – as well as providing services that put you in control of your devices, processes, documents, and security, with our proven three-step approach:

1. Assess and optimize: we analyze your current infrastructure and spend, and design a solution that cuts your costs and meets your business objectives
2. Secure and integrate: we put managed print services to work, maintaining security and compliance
3. Automate and simplify: we take you beyond basic print management, and deliver next-generation automation and digitization

For the eighth year, Quocirca has named us as a leader in the Managed Print Services Landscape, for our sophisticated print environment assessments, global multi-vendor support, and more.

TALK TO US TODAY

Are you ready to start reducing your print costs and unlocking more value from your print environment? Get in touch.

Learn more about how Xerox print and document management services can help your organization print less and print for less.

Explore Managed Print Services

See more about Document Management Solutions

Answer 6 questions to see where you are on your MPS journey

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About Xerox

Xerox is an $11 billion technology leader that innovates the way the world communicates, connects and works. Our expertise is more important than ever as customers of all sizes look to improve productivity, maximize profitability and increase satisfaction. We do this for small and mid-size businesses, large enterprises, governments, graphic communications providers, and for our partners who serve them.

We understand what's at the heart of work – and all of the forms it can take. We embrace the increasingly complex world of paper and digital. Office and mobile. Personal and social. Every day across the globe – in more than 160 countries – our technology, software and people successfully navigate those intersections. We automate, personalize, package, analyze and secure information to keep our customers moving at an accelerated pace.

For more information visit **www.xerox.com**.

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