

Brochure

Streamline operations and save costs

HP Managed Print Services for the Manufacturing and Distribution Industry



Optimize your infrastructure, manage your environment, improve your workflow

In an ongoing quest to streamline your operations and drive down costs, you might be surprised by the savings and greater competitive advantage you can achieve with a fully optimized and well-managed printing and imaging environment. In fact, results have shown that managing your fleet holistically can save you upwards of 30% on your printing costs.¹ And the savings increase exponentially when the scope of work includes automating your paper-intensive workflows. This is what HP Managed Print Services (MPS) is all about, and why HP has been recognized as a leader in the field by the industry's most respected analysts. So, whether you're interested in reducing environmental waste, increasing productivity while lowering overall costs, or freeing up capital to drive innovation, there's proven value in outsourcing the management of all or part of your print environment to an established partner: HP.

Achieve a flexible, secure print environment—and save costs

HP Managed Print Services is a comprehensive suite of customizable solutions that span office, production, and commercial environments. It offers you a range of leading-edge imaging and printing devices (HP and multivendor), network print management software, supplies (including paper), support, professional services, and document workflow solutions. Through HP MPS, you can achieve a cost-effective, secure, and highly flexible environment that manages all the information that makes your business run—whether your employees are in the office, at home, or on the go.

HP MPS enables you to manage your imaging and printing assets as a business investment rather than as a technology cost center. Through analytics and insights, we proactively help you gain greater visibility into your usage patterns and needs—and help you plan for ongoing improvements. HP also tailors solutions for your industry-specific requirements.

“HP MPS with HP Access Control Job Accounting is helping us generate real data to impact the bottom line. We can now track and trace usage by devices and users across all of our locations. We can easily identify and establish print policies to realize significant savings.”

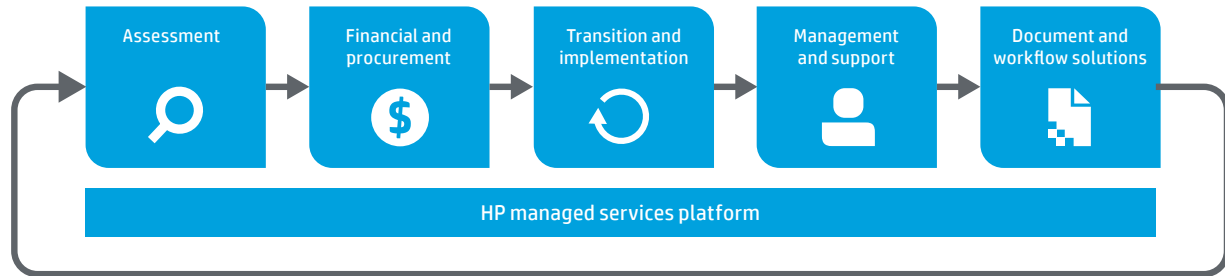
— Edward Alarcon, VP IT, Hochschild Mining

Hochschild Mining relies on HP MPS and quality printer technology to help reach new heights in extreme conditions

With HP MPS, Hochschild benefits from additional tools and information to drive results that impact the bottom line. For instance, the HP Access Control (HPAC) Job Accounting Solution allows Hochschild to track and trace device usage across the print environments at each of their seven locations in Perú.

- HPAC Job Accounting enables accurate usage reporting for all seven locations (five mines and two offices).
- HPAC reports accurate cost allocation of 1,500 users printing 200,000 pages per month.
- Toner invoicing decreased by approximately 15%.
- Print management is centralized and streamlined.
- Onsite HP service to mines maintains print reliability.
- HP drives innovation with uniquely designed industry solutions.

HP Managed Print Services offers flexible imaging and printing services that enable organizations to adapt quickly to ever-evolving business and technology environments.



“L’Oréal wanted a global ally, a leader in its domain able to provide a fully managed print service that aligns seamlessly with our IT transformation strategy.”

- Olivier Dersch, CTO, L’Oréal Group

MPS that is scalable and tailored to your needs

Industry-leading network infrastructure management and asset management capabilities are the foundation of HP MPS. They enable remote and secure installation, configuration, maintenance, monitoring, and management of your imaging and printing environment.

The overriding philosophy of HP MPS is to offer a scalable suite of services, indicated below, that can be tailored to your needs.

Assessment services help you gain visibility into your current usage and uncover hidden costs as you develop a business case for change.

Financial and procurement services assist you with options as you plan, acquire, retire, and replace your assets to help you achieve a low total cost of ownership (TCO).

Transition and implementation services help to ensure that the right equipment is installed in the appropriate location and that your end users know how to make the most of these capabilities.

Management and support services deliver proactive support to help ensure an ongoing return on investment through fleet optimization, maintenance, supplies management, and greater visibility into usage trends, capacity, and expenditures.

Document and workflow services accelerate business results by automating paper intensive workflows and managing the underlying infrastructure that supports our processes.

Analysts position HP as an industry leader in MPS

HP has been recognized as a leader in managed print services for years. Our investments in innovative technologies, infrastructure, and partnerships have been recognized by respected third-party analysts, including:

- Gartner placed HP in its Leaders Quadrant for MPS.²
- IDC ranked HP MPS as a market leader.³
- Quocirca positioned HP as a leader.⁴

The real winners, though, are the hundreds of HP clients who have lowered their imaging and printing costs and re-invested the savings to fuel innovation and growth.

As the analyst firm Quocirca states, “MPS is an established approach to reducing the cost, complexity, and risk associated with an unmanaged print infrastructure.”⁴ In a recent survey, “Respondents indicate an average cost saving of 23% with 76% indicating they have saved up to 30% on the cost of operating their print fleet in the past year.”⁵

Reports are available on hp.com/go/analystscorner.

“With HP consulting and solutions, we’ve come a long way in improving the way we print and manage documents.”

— Jeff Peterson, senior system engineer, Autoliv ASP

Autoliv optimizes business workflows while improving quality and cutting costs

Like most companies, Autoliv ASP always concentrated on doing what it does best: designing and manufacturing automotive safety systems. But optimizing, managing, and improving imaging and printing was never a high priority. Jeff Peterson, Senior System Engineer, saw an opportunity to centralize print management, improve reliability and manageability of the printing fleet, and cut costs—all while enabling workflow improvements. In short, he sought to transform imaging and printing over time into a strategic advantage. Business benefits included:

- Monthly print contract costs reduced by nearly half.
- User-to-printer ratio increased from 3:1 to 12:1, or more.
- Employees provided with faster, more reliable printing and copying.
- Roughly two million documents electronically captured and distributed or stored via scan-to-email and scan-to-folder functionality on MFPs.
- Savings of one-half FTE (full-time equivalent) related to document management in Accounts Payable department.

Why HP?

For more than 50 years, HP has been partnering with leading manufacturing and distribution organizations, supplying the technical expertise and business savvy required to position these companies at the forefront of innovation. Today, industry analysts rank HP as a leading provider of information technology and services to the manufacturing and distribution industry. In fact, 10 of the top 10 automotive manufacturers⁶ and 8 of the top 10 oil and gas companies are HP Managed Print Services clients.⁷

We will take the time to understand your specific needs and create a plan to help optimize your fleet, ensure data and document security, and manage your evolving workplace.

Get started

Contact your local HP representative to:

- Set up a workshop to assess your specific business needs.
- Establish a plan to implement the best solution for today and into the future.
- Identify an environmental approach that can help your organization save money.

Learn more
hp.com/go/mps

¹Estimated energy and paper savings based on analysis of select HP MPS clients' imaging and printing operations using data gathered on devices and paper consumption, and comparing with post-MPS actuals or projections.

²Gartner, Magic Quadrant for Managed Print and Content Services, December 21, 2015, ID Number G00271944. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

³IDC MarketScape: Worldwide Document Workflow Services Hardcopy 2016 Vendor Assessment IDC (US) doc #US40994416e. Quocirca, Vendor Landscape: Managed Print Services, Louella Fernandes, May 2013.

⁴Quocirca, Managed Print Services Landscape, 2016; July 2016.

⁵Quocirca, "Digital Transformation: Bridging the paper and digital gap", Louella Fernandes, Rob Bamforth, April 2016.

⁶Based on data from the 2016 Forbes Global 2000.

⁷Based on data from the 2016 Fortune Global 500.

Sign up for updates
hp.com/go/getupdated



© Copyright 2014, 2017 HP Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.

