



The Importance of a Good Office Print Strategy

An overview of office print strategy considerations and real world challenges that erode profits, efficiency and security for FI's

SMART STARTS HERE

Introductions



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Strategy Considerations

Know Your True Costs

Print Policy Considerations

Device Acquisition Strategy

Device Placement Considerations

Consumables Replenishment Strategy

Service and Support Strategy

The Importance of Print Security

Focus on Your “Copiers”

Sustainability

Strategy Maintenance



Strategy by Numbers

Qty	Model	Subt	MSRP	Technol Intro	Tech Intro Mo	Mono Pages	Color Pages	Combined Pages	Avg Life Count	High Low	Duty Cyc	Utiliz %	Svc Tck	PPSA	High Life	Low Life	Low PPSA
24	HPLSRJET4345MFP	PLMM	2599	Oct 1 2004		174	1641804	0	1641804	615134 600000 240000	200000	5.7007	68	24144	13	3	Y
16	HP M603N	PLSM	1915.39	Nov 1 2011		89	2606446	0	2606446	883953 825000 330000	275000	9.8729	63	41372	8	2	
15	HP M525N	PLMM	1799	Jun 1 2012		82	393913	0	393913	90884 225000 90000	75000	5.8357	12	32826	2	8	
14	HP LJ M602	PLSM	991	Nov 1 2011		89	363721	0	363721	147701 675000 270000	225000	1.9244	13	27978			11 Y
12	HPLASERJET4250	PLSM	899	Oct 1 2004		174	300544	0	300544	476537 600000 240000	200000	2.0871	9	33393	3	3	
11	HPLSRJET3035MFP	PLMM	1599	Nov 1 2006		149	163918	0	163918	221203 225000 90000	75000	3.3115	16	10244	5	3	Y
10	HPLASERJET1320	PLSM	399	Oct 1 2004		174	24072	0	24072	41036 30000 12000	10000	4.012	2	12036	7		Y
9	HP M605N	PLSM	999.99	Apr 1 2015		48	788067	0	788067	128637 675000 270000	225000	6.4861	4	197016		7	
8	HPLSRJETP4015	PLSM	1199	May 1 2008		131	253945	0	253945	668233 675000 270000	225000	2.3513	5	50789	3	2	
8	HP M631DN	PLMM	1899	May 1 2017		23	252950	0	252950	35330 900000 360000	300000	1.7566	6	42158		8	
8	HP M451DN	PLSC	317.99	Feb 1 2012		86	10997	18287	29284	21408 120000 48000	40000	1.5252	1	29284		7	
7	HP CP2025	PLSC	399	Sep 1 2008		127	17262	52337	69599	37976 120000 48000	40000	4.1428	1	69599		4	
7	HP M601N	PLSM	893.17	Nov 1 2011		89	135185	0	135185	126360 525000 210000	175000	1.8393	5	27037		4	Y
6	HP M630H	PLMM	3207.99	Dec 1 2015		40	728062	0	728062	204459 750000 300000	250000	8.0896	4	182015		4	
6	HP M4555H	PLMM	2799	May 1 2011		95	311134	0	311134	197124 750000 300000	250000	3.457	7	44447		4	
6	HP M452DN	PLSC	269.99	Oct 1 2015		42	8979	36117	45096	13101 150000 60000	50000	2.5053	1	45096		6	
6	HP M608N	PLSM	1049.99	May 1 2017		23	207993	0	207993	69462 825000 330000	275000	2.1009	7	29713		6	Y
6	HP M527N	PLMM	1799	Nov 1 2015		41	93293	0	93293	47337 450000 180000	150000	1.7276	1	93293		5	
5	HP M401N	PLSM	343.72	Jun 1 2012		82	13415	0	13415	15025 150000 60000	50000	0.8943	1	13415			5 Y
4	HPLASERJET4050	PLSM	1099	May 1 1999		239	41358	0	41358	371535 195000 78000	65000	2.6512	1	41358	2	1	
4	HPLASERJETP4014	PLSM	599	May 1 2008		131	29192	0	29192	123981 525000 210000	175000	0.695	0	0		3	
3	HPLSRJET3600CLR	PLSC	699	Nov 1 2005		161	520	22931	23451	63290 150000 60000	50000	2.6057	1	23451		2	
3	XEROX 3220	PLMM	499	Jun 1 2009		118	14859	0	14859	18823 150000 60000	50000	1.651	4	3714		2	Y
3	HP M426FDW	PLMM	299.99	Oct 1 2015		42	12694	0	12694	11239 240000 96000	80000	0.8815	0	0		3	
3	HPLSRJETM9050N	PLMM	12499	Apr 1 2008		132	37283	0	37283	384213 900000 360000	300000	0.6904	3	12427		1	Y
2	HPLASERJET9000	PLSM	2779	May 1 2001		215	746093	0	746093	6342674 900000 360000	300000	20.7248	1	746093	2		
2	HP M402N	PLSM	169.99	Oct 1 2015		42	16124	0	16124	16126 240000 96000	80000	1.6796	0	0		2	
2	HPLASERJET4350	PLSM	2529	Oct 1 2004		174	31327	0	31327	647345 750000 300000	250000	1.0442	1	31327	1		Y
2	HP M775DN	PLMC	4299.99	Nov 1 2012		77	6378	3582	9960	193191 360000 144000	120000	0.6917	1	9960		1	Y
2	HPLASERJET4100	PLSM	1099	Mar 1 2001		217	8641	0	8641	24375 450000 180000	150000	0.4801	0	0		1	
2	HP M203DW	PLSM	99.99	Oct 1 2016		30	1134	0	1134	1173 90000 36000	30000	0.315	0	0		2	
2	HPLSRJETP2035	PLSM	249	Nov 1 2008		125	793	0	793	16101 75000 30000	25000	0.2643	0	0		1	
2	HP M551N	PLSC	569	Oct 1 2011		90	340	1953	2293	15456 225000 90000	75000	0.2548	0	0		2	
2	XEROXPSR3635MFP	PLMM	923.9	May 1 2008		131	33	0	33	0 225000 90000	75000	0.0037	0	0		1	
1	HPLASERJET2015	PLSM	349	Dec 1 2006		148	23961	0	23961	325927 45000 18000	15000	26.6233	1	23961	1		Y
1	HPLASERJET1300	PLSM	399	Apr 1 2003		192	10972	0	10972	115679 30000 12000	10000	18.2867	0	0	1		
1	HP CP4025	PLSC	1151.99	Nov 1 2009		113	8256	30702	38958	259059 300000 120000	100000	6.493	1	38958			
1	HP CP5525N	PLSC	1499.99	Nov 1 2010		101	2087	19993	22080	190585 360000 144000	120000	3.0667	1	22080			
1	HPLASERJET4200	PLSM	999	Nov 1 2002		197	26276	0	26276	1058176 450000 180000	150000	2.9196	1	26276	1		Y
1	HPLASERJET4300	PLSM	1399	Nov 1 2002		197	33901	0	33901	825104 600000 240000	200000	2.8251	1	33901	1		
1	HP M2727NF	PLMM	599	Nov 1 2007		137	1997	0	1997	6867 45000 18000	15000	2.2189	1	1997		1	Y
1	HPLSRJET3500CLR	PLSC	699	Dec 1 2003		184	140	5753	5893	83312 135000 54000	45000	2.1826	2	2946			Y
1	HPLSRJT3800CLR	PLSC	799	Oct 1 2005		162	560	2330	2890	21501 195000 78000	65000	0.741	0	0		1	
1	XEROX 3215	PXMM	259	Oct 1 2014		54	1035	0	1035	2587 90000 36000	30000	0.575	0	0		1	
1	HPLASERJET3005	PLSM	549	Oct 1 2006		150	256	0	256	199611 300000 120000	100000	0.0427	3	85			Y
1	HP M426FDN	PLMM	299.99	Oct 1 2015		42	0	0	0	0 240000 96000	80000	0	0	0		1	

Real World Challenges

No Print Strategy or Policy

Model Standardization

Too Many Devices

“Cheap” Devices

Color Management

Disparate Utilization

Excessive Downtime

Overstocked Consumables

Security Issues

Unfavorable Agreement Structure



No Print Strategy or Policy

No Hardware Consultation

Buying “Cheap” Devices

Old Technology w/High Volume

Old Tech/High Volume/High Service

Low Pages Per Service Attention

Many Low Utilization Devices

Swap Opportunities

Etc.

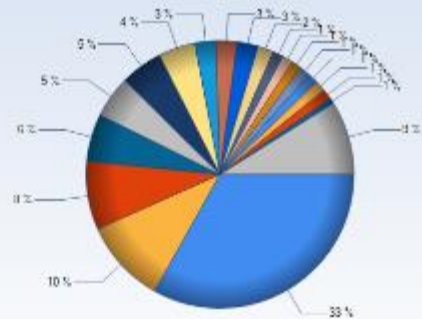
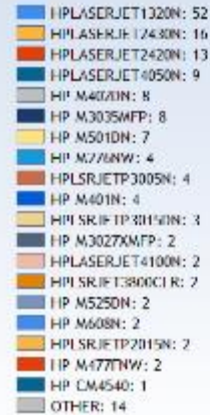


Model Standardization Opportunity

Devices By Manufacturer



Devices By Model



Too Many Devices

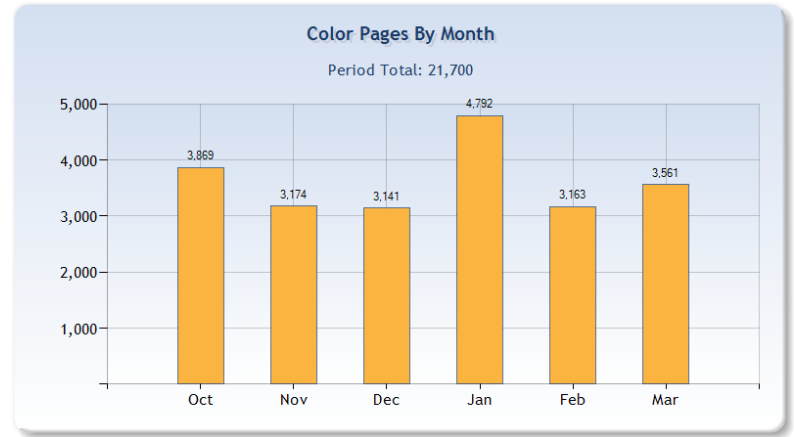
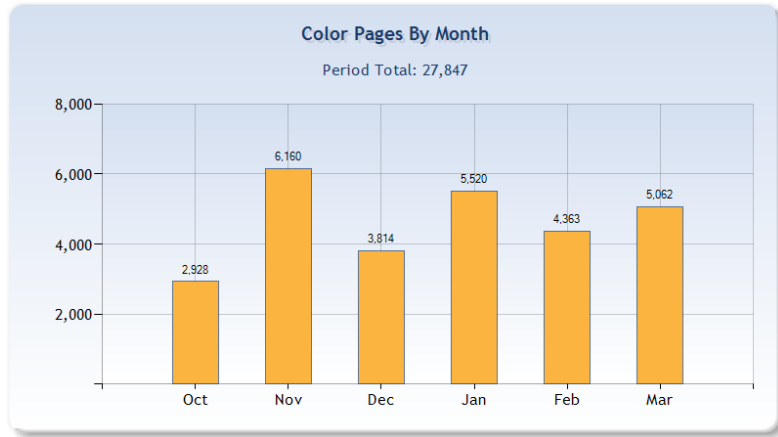
Parameter	Value
Average Pages/Device/Month	969
Average Utilization	.933
Average Technology Age	11 years, 0 months (110 > avg.)
Technology Older Than 5 Years	177
Devices Not Reporting Toner Levels	30

“Cheap” Devices

Model	MSRP	Duty Cycle	Utilization
HP Laserjet P2035	\$249.00	25000	6.28%

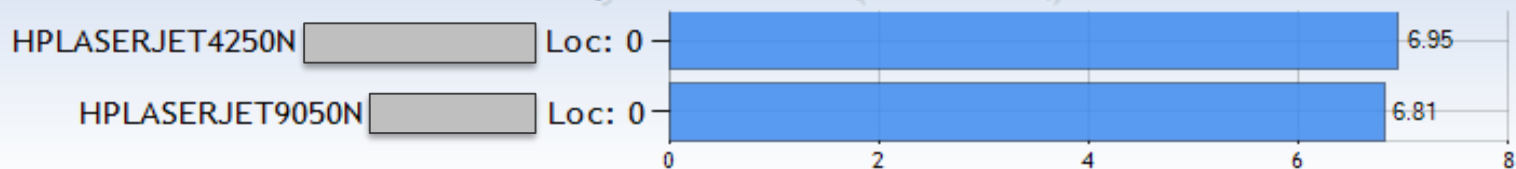
Color Management

Color Pages	Total Pages	Color Page %	Color \$ %
41244	302,389	14%	49%
44354	340,200	13%	62%

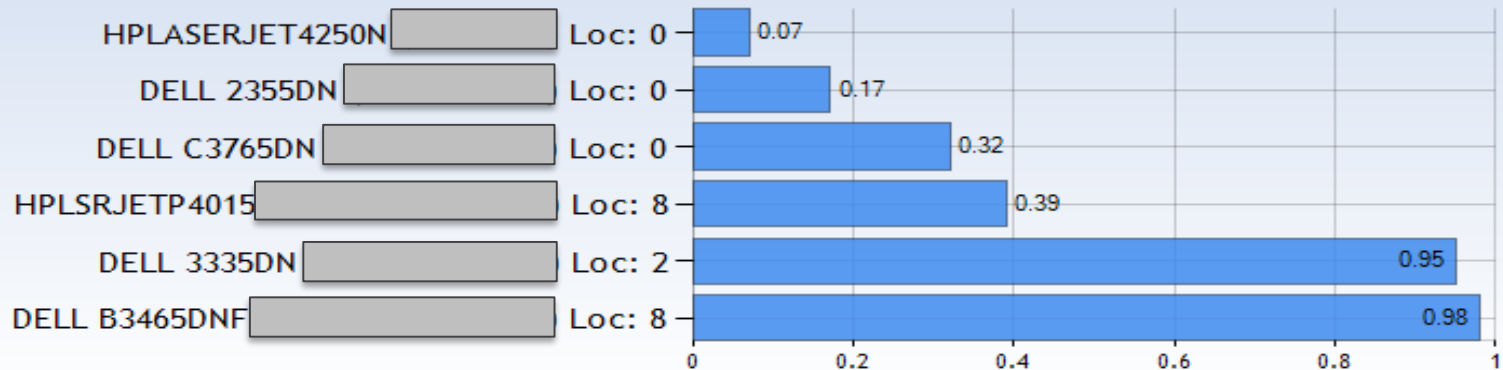


Disparate Utilization

Devices By Utilization (Above 6%)



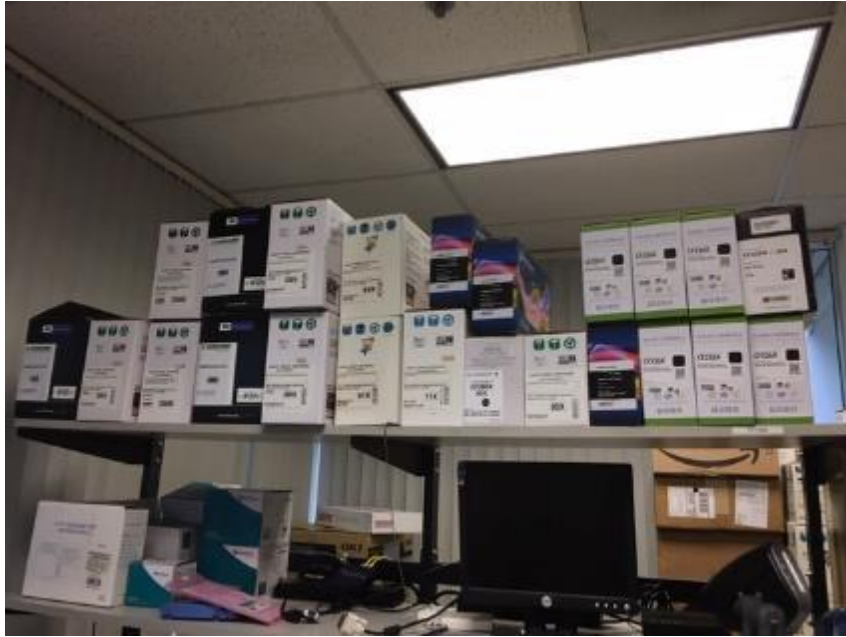
Devices By Utilization (Below 1%)



Excessive Downtime

Total Pages	Devices	Tickets	PPSA	Failure %
302,389	13	12	25,199	92%

Overstocked Consumables



Security Issues

Open concept, with tenant/occupant on one floor

Some units accessible to the public

- Eliminate output left on devices
- No direct/IP printing
- No open USB slots
- SNMP Settings changed (community strings, v1/2, v3)
- ADMIN password reset
- No Mobile Print/Cloud Access
- Default to duplex & mono printing

Unfavorable Agreement Structure

Rolling Over Lease Buyouts

Financing Future Pages

Higher CPP on Unprinted Pages

High Maintenance Cost

Features You Don't Need

End of Lease Options/Risks



Teaser Questions

What is your total, annual print spend?

What is your employee-to-print device ratio?

What is your device utilization?

What % of your print is color?

How many steps to the nearest print device?

What is your copier's true cost-per-page?

What are the security settings on your print devices?



Print Strategy Numbers

Print-related Costs Can Consume Up To 3% of Revenue

Proper Print Management Can Save 10-20%

8-12 Employees Per Device is a Good Standard

5% of Device Duty Cycle is a Good Baseline

10% of HTS Pages Billed are Color

25 Feet Maximum Printer Distance



What is Managed Print?

The out-sourced management of a company's print environment for optimized cost, efficiency, security and sustainability via collaborative consultation.



Wrap-Up

The Importance of a Good Office Print Strategy

- Cost, availability, security, sustainability and more!

Consider a Managed Print Partnership to Drive Print Strategy!

‘How To Develop a Print Strategy For Your Organization’

‘Xerox and Information Security’

Visit Our Booth

Prize Drawing...Thanks to Xerox and Lexmark!

