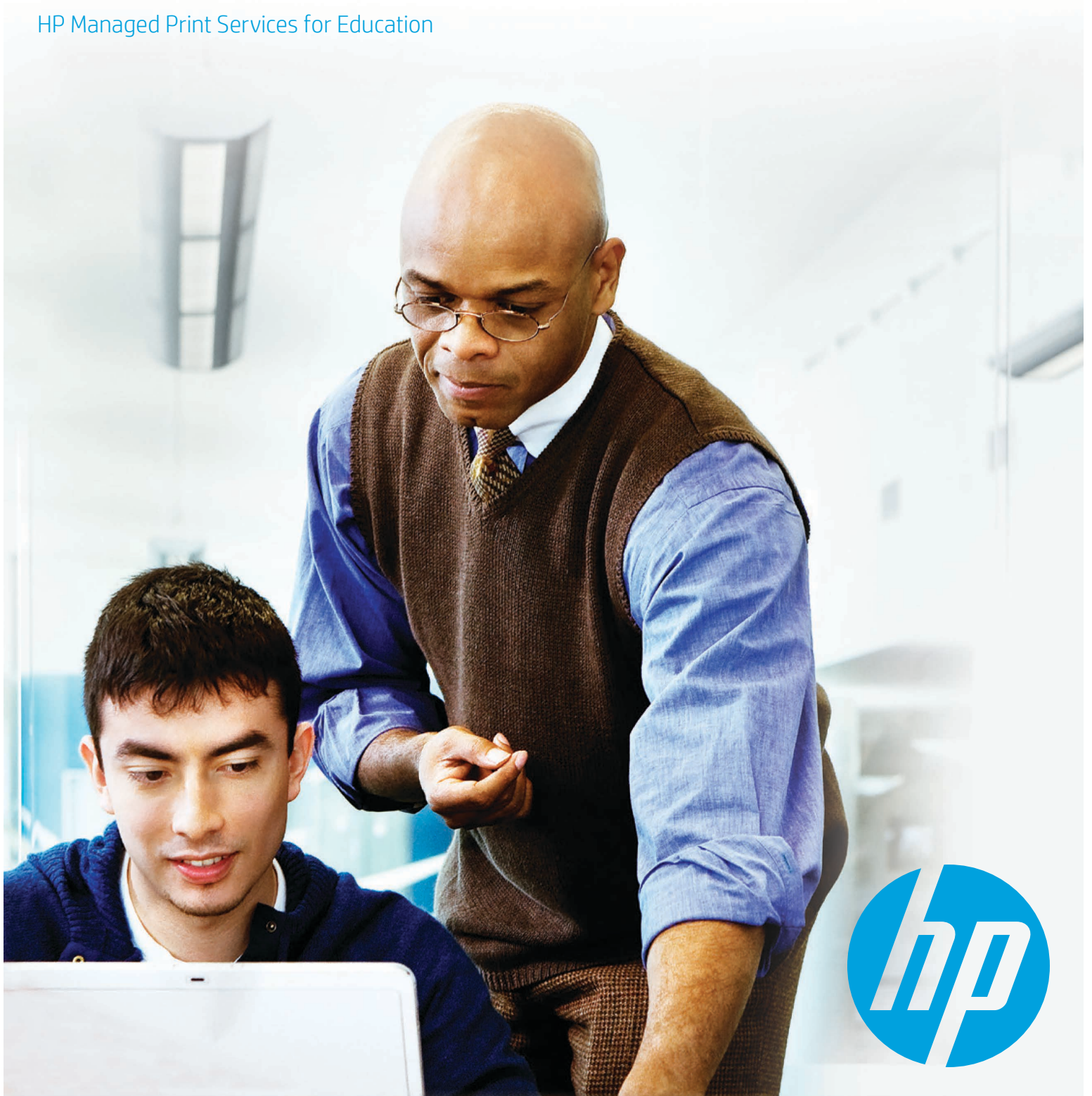


Brochure

Streamline workflows and reduce costs

HP Managed Print Services for Education



“With HP Managed Print Services, we have the right printers in the right places, robust cost accounting and reporting, and streamlined supplies management.”

— Yancy Hawkins, Fiscal Services Manager, Palo Alto Unified School District

“Our HP Managed Print Services contract has driven down the cost of printing hugely across the organisation. Cost per page is down and profitability is way up—all of which can be ploughed back into funding new services. It’s allowed us to fund projects we’d otherwise be unable to manage.”

— Fergal Flanagan, ICT Manager, Institute of Technology Carlow

“When a department asks us how it can reduce printer and copier expenses, we can point out the savings results of the MPS solution at the Veterinary Hospital.”

— Farrah Bustamante, Manager of Strategic Sourcing, Colorado State University

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 organization 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.

Palo Alto Unified School District enables flexible print policy with HP MPS

A few years ago, Palo Alto Unified School District (PAUSD) took stock of its print infrastructure and found itself in a situation common among institutions whose equipment inventories have evolved over time. Devices of various makes and models had proliferated, increasing operational overhead. Many different types of toner cartridges had to be stocked; expired inventories sat in closets, even after the printer had been retired. There was no insight into the overall infrastructure or its true costs. IT improvements included:

- Consolidated number of devices by up to 50% at district office.
- Gained clarity into device usage and costs, as basis for deployment decisions.
- Reduced costly ad hoc supplies purchases and excess inventory through automatic replenishment.
- Established process for site-specific cost/benefit analysis to enact flexible print policy.

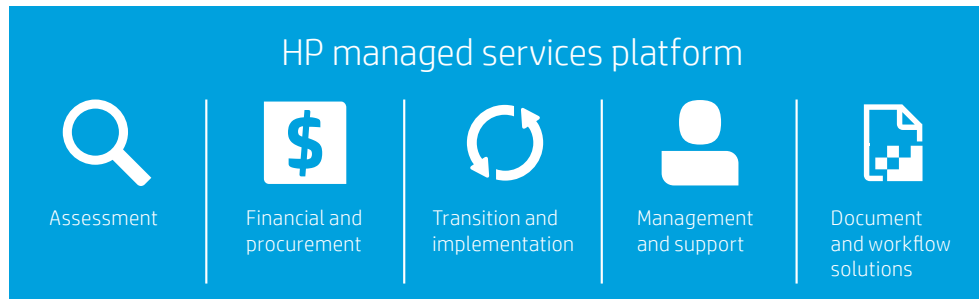
MPS that is scalable and tailored to your needs

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 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.

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



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

Institute of Technology Carlow puts an end to print headaches with new managed print services from HP

A broader initiative across the Irish education sector is to create shared services across local providers, including payroll, HR, finance, and IT. As part of this, IT Carlow has implemented a managed print services solution from HP, which is being fulfilled by local partner Datapac. IT improvements and business benefits include:

- Simplified management of print fleet across three campuses, freeing staff time and ensuring consistency of service.
- Created a modern print fleet, improving performance and raising efficiency.
- Generated company-wide data on usage, creating awareness of waste and helping create print targets.
- Cut print cost-per-page, delivering greater profitability and resulting in extra funds for new services.
- Reduced storage requirement for print consumables from 15m² to 2-3m², freeing valuable floor space.

Why HP MPS?

If your imaging and printing infrastructure consists of too much equipment and too many systems scattered over disparate locations, you're not alone. Yet such an inflexible environment can place unnecessary stress on your resources and budget. What's more, lack of control over your data and documents can negatively impact security, compliance and, most importantly, service to your customers.

Through HP MPS, institutions like yours are strengthening their competitive position by increasing productivity, enhancing security, improving environmental stewardship, lowering operational costs, and re-investing for future growth. They are turning their imaging and printing assets into a business advantage.

We invite you to partner with HP—an industry-recognized global MPS leader—to streamline the flow of documents and information that drive your business. By choosing HP, you can count on:

- **Complete solutions.** With end-to-end solutions and services, HP works with you to identify and address your specific needs today and into the future.
- **Unsurpassed expertise.** HP has more than 25 years of experience with imaging and printing in enterprise environments.
- **Global reach.** With IT professionals in 170 countries, HP has the resources to address your organization's needs around the world.
- **Industry leadership.** HP is recognized as a global leader in imaging and printing, an industry leader in network and infrastructure management, and an organization with a strong commitment to environmental sustainability.

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

¹ Estimated 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.

² Gartner, 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.

³ IDC MarketScape: Managed Workflow Services 2015 Hardcopy Vendor Assessment—Building on MPDS, (US) doc #US40586715, (Western Europe) doc #EMEA40662015e, (APeJ) doc #AP40437716, (CEMA) doc#CEMA41124310.

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

⁵ Quocirca, Digital Transformation: Bridging the paper and digital gap, April 2016.

Sign up for updates
hp.com/go/getupdated

