Case study

Wallis State Bank

Speedy, high-quality HP Officejet Pro X printers serve up performance at a low cost-per-page

Industry
Financial Services Industry

Objective
Support busy loan department with fast, high-quality, feature-rich multifunction printer

Approach
Deploy HP Officejet Pro X576dw Multifunction Printer

IT matters
- The world's fastest desktop printer[1]
- ePrint capabilities enable printing from virtually anywhere
- Easy-to-use features like scan-to-network and 500-sheet paper tray offer user convenience

Business matters
- Help increase productivity with ability to print from virtually anywhere using a smartphone or tablet[2]
- High-quality printing at up to 50% less cost per-page than color laser printers[3]

"The value of the HP Officejet Pro X576dw Multifunction Printer cannot be touched by anything close in its price range."

— Duwayne Engelhardt, vice-president/information security officer & network administrator, Wallis State Bank

The promise of Wallis State Bank in Texas is to provide exceptional customer service based on unmatched responsiveness. Highly flexible and with a spirit of entrepreneurship, the bank reacts quickly to meet the needs of its customers. Case in point: a customer walked in with a dream on a Monday and had a $1 million secured loan the following Wednesday. For a bank to move that quickly, it must have innovative technology that can keep up. The HP Officejet Pro X 576dw Multifunction Printer (MFP) provides the speed and quality that enables the bank to jump through hoops for its customers.

More about people than numbers, Wallis State Bank has been providing communities in Texas from Houston to San Antonio and now, Dallas, with quality financial products and services with an irreplaceable personal touch since 1906. Through the Great Depression, two World Wars, and changing economic climates, the bank has served residents, businesses, and farmers with a local understanding of the needs of its customers.

"A super small- to medium-workgroup printer, the HP Officejet Pro X576dw Multifunction Printer delivers outstanding cost-per-page savings. HP has a real winner in the Officejet Pro X-series. I believe HP is listening to their consumers and giving us what we have long wanted."

– Duwayne Engelhardt, vice-president/information security officer, Wallis State Bank

Duwayne Engelhardt, Vice-President/ Information Security Officer & Network Administrator, Wallis State Bank, tested a HP Officejet Pro X576dw MFP in a busy loan department. Supporting a team of eight people, the high speed of the printer enables Engelhardt to support more people with a single device. He says, "We tried most of its capabilities: wired and wireless networking, scanning to folders, scanning to email and ePrint—and it has worked flawlessly".

Innovative features mean new office efficiencies

The team put the printer through its paces— and prefers the Officejet Pro X to color laser printers. For instance, the ePrint[2] and Apple® AirPrint™[4] enabled devices allow users to easily print from a smart phone, notebook computer or mobile device. Engelhardt says he uses it himself, to send emails to the printer when he's in another office 250 miles away, or to print pictures from a remote data closet. "It's incredibly convenient, does a great job of printing, and keeps productivity up no matter where you are," he explains.

The scan-to-network folder is another feature that gets high marks. The loan department leaned on the Officejet Pro X printer for this capability when a larger MFP went down. Engelhardt says they found the Officejet Pro X very easy to use because most parameters could be changed directly from one easy-to-use control panel screen; on the other machine it took two screens to change size parameters.

Overall, the loan team and Engelhardt found the Officejet Pro X to be designed for convenience: the 500-sheet paper tray takes a full ream of paper—no need for frequent refilling or storing partial reams elsewhere. Great quality prints the first time means no reprinting is necessary, and according to Engelhardt, the "set-up is smooth as silk, working well on both wired and wireless networks without a hitch". He also noted that the printer produces brilliant pages with the same PageWide Technology found in top-end digital presses.

High performance delivered with cost savings

Engelhardt says that the quality of the HP Officejet Pro X is more remarkable given the cost savings that accompany it. With cost per page up to half that of color lasers[3], he says, "the only thing that comes close is a large $25,000 printer we have for big jobs and for 11x17 printing." He explains that by comparison, the Officejet Pro X is easier to use, much less expensive for initial purchase, and continues to save on every page printed.

"The HP Officejet Pro X576dw Multifunction Printer hits the color sweet spot for a group of 6 to 10 users for scanning, printing, and faxing. It can do it all quietly, efficiently, and with great quality."

– Duwayne Engelhardt, vice-president/information security officer, Wallis State Bank

Impressed with the Officejet Pro X 576 model, Engelhardt recently purchased an HP Officejet Pro X476dn Multifunction Printer to support four people in the CEO suite. He says that the CEO has been pleasantly surprised that jobs that would take his previous color laser up to five minutes to print now take less than 30 seconds on the Officejet Pro X. Engelhardt adds that he is now recommending that the only color printers Wallis State Bank purchases are HP Officejet Pro X printers.

Notes

[1]Based on published fastest print speeds for the HP X551dw and X576dw models compared to laser and inkjet color desktop MFPs <$1000 USD and printers <$800 USD validated by **WirthConsulting.org** Jan. 2013. For more information, see **hp.com/go/printerspeeds**.

[2]Requires an internet connection to an HP ePrint-enabled printer. Printer requires ePrint account registration. App or software may be required. Wireless operations are compatible with 2.4 GHz operations only. Print times and connection speeds may vary. Wireless broadband use requires separately purchased service contract for mobile devices. Check with service provider for coverage and availability in your area. Learn more at **hpconnected.com**.

[3]Cost per page (CPP) claim is based on the majority of color laser MFPs <$1000 USD and color laser printers <$800 USD as of August 2013, ISO yield based on continuous printing in default mode based on market share as reported by IDC as of Q2 2013. CPP comparisons for laser supplies are based on published specifications of the manufacturers' highest capacity cartridges. CPP based on HP 970XL/971XL ink cartridges estimated street price. For more information, see **hp.com/go/learnaboutsupplies**.

[4]Supports OS X® Lion, OS X® Mountain Lion and the following devices running iOS 4.2 or later: iPad® (all models), iPhone® (3GS or later) and iPod touch® (3rd generation or later). Works with HP's AirPrint-enabled printers and requires the printer be connected to the same network as your OS X or iOS device. Wireless performance is dependent upon physical environment and distance from the access point. OS X, iPad, iPhone, and iPod touch are trademarks of Apple® Inc., registered in the U.S. and other countries. AirPrint and the AirPrint logo are trademarks of Apple® Inc.

Sign up for updates
hp.com/go/getupdated

Share with colleagues

Rate this document