

Case study

Cutting-edge printing for GE Capital in France



HP Managed Print Services (MPS) contract enables GE Capital to take advantage of ultra-modern, economical and ecological printing solutions

Industry

Banking

Objective

GE wanted an ecological, economical, sustainable and scalable printing solution for its activities based in La Défense, Paris

Approach

HP satisfied GE Capital France's requirement for a comprehensive printing service with its cost-per-page MPS contract

IT matters

- Simplified management of printing hardware
- Direct reporting of printer-related information to HP services
- A single point of contact in case of any issues with the printers

Business matters

- Complete management of printing fleet by HP
- A single invoice to cover all printers, calculated on a cost per page basis
- Document security and ease of use for remote users



“We chose an HP MPS contract because of its flexibility and reliability. All GE Capital employees will now be able to print, copy and scan from any of the 200 printers installed in our buildings.”

– Piotr Pyszkowski, head of ICT, GE Capital France



HP fulfils all of GE Capital's printing needs with a three-year MPS contract

GE Capital wanted a comprehensive solution for its printing needs. The aim was to offer employees an improved user experience that incorporated flexibility, reliability, speed and confidentiality and enabled better management of printing-related costs. To achieve this aim, the company chose HP solutions and services, in the form of an MPS contract. The contract currently covers the activities of GE Capital and GE Money Bank, France.



Challenge

Reduce energy consumption and demonstrate innovation

GE Capital France is the French arm of the GE Group that specialises in business finance (factoring, leasing and long-term hire of company vehicles) and consumer finance (loans). As part of its internal policy, GE Capital wanted to review its entire printing system in order to implement an innovative, economical, sustainable and environmentally friendly solution. The environmental aspect has been a priority for the Group since the launch of “ecomagination” in 2005; this strategic programme is designed to address environmental issues that affect the GE organisation, its clients and the planet.

Solution

A single MPS contract

HP won the call to tender with its three-year MPS contract: a single solution but one which incorporates a number of services, resulting in cost savings. The basic principle is that GE Capital simply pays a cost per page while HP takes care of the rest: from installing and maintaining the machines, to automatic ordering of ink cartridges and recycling. Thanks to the just-in-time supply of consumables, the need for storage space is reduced without ever resulting in a break in supply.

In addition, there are also new features such as pull printing, fax via Rightfax and ePrint. Pull printing is an application that saves and stores printing requirements on a hard disk. Nothing is printed until the owner of the document identifies themselves with a code, on any network printer equipped with HP Access Control. The latter contains the list of authorised users. Furthermore, many new HP printers connect to the internet allowing access to a number of key benefits such as the ePrint solution. This feature enables you to print from anywhere with an internet connection, via your smartphone, tablet or PC by sending an email to the printer’s address.

According to Piotr Pyszkowski, head of ICT at GE Capital France: “We chose an HP MPS contract offer because of its flexibility and reliability. All GE Capital employees will now be able to print, copy and scan from any of the 200 printers installed in our buildings.”

Customer solution at a glance

Application

Easy Cloud

Hardware

- HP Color LaserJet CM4540 fskm MFP
- HP LaserJet M4555 fskm MFP
- HP LaserJet M5035xs MFP
- HP LaserJet Enterprise 500 MFP M525f
- HP LaserJet Enterprise 500 Clr MFP M575f
- HP SJ Enterprise 7000 S2 Scanner
- HP Officejet 8600 Plus e-AIO Printer N911g
- HP LaserJet P3015 dn Printer
- HP LaserJet P3005n Printer
- HP LaserJet 4250tn Printer
- HP LaserJet Enterprise 600 M603dn Printer
- HP LaserJet P4015 dn Printer
- HP LaserJet 4515x Printer
- HP LaserJet M3035 MFP
- HP LaserJet 700 Color MFP M775z+
- HP LaserJet EnterpriseP3015x Printer

Software

- HP Digital Sending
- HP ePrint Enterprise
- Remote Monitoring
- Enhanced ADM



Benefits

A 20 per cent reduction in costs

HP carried out an audit on GE Capital's print fleet and recommended a reduction to 200 printers, which is a 50 per cent drop compared to the previously estimated number. Furthermore, thanks to the features, technology and related services incorporated with this hardware, GE knows that it will save approximately 20 per cent on printing-related costs. This is a considerable benefit which also reflects the company's drive to reduce its carbon footprint.

GE at La Défense, Paris has become one of the most energy-efficient companies in the world, with very low electricity consumption, particularly in terms of its computers and data centres. Virtualisation, LED and Power Over Ethernet (PoE) are the buzzwords of the building. And in terms of printing, GE is not straying from its aim by choosing HP to provide its 3,500 employees with multifunctional, scalable, economical and ecological hardware.

Learn more at hp.com/go/mps

“At the GE Capital France head office, we installed the ePapyrus solution in partnership with HP, which allowed us to make significant savings in terms of paper and electricity consumption and to change the company culture. This was with a view to our employees giving more thought to their printing needs.”

– François-Xavier Louis, managing director of Real Estate, GE Capital International (EMEA and Asia Pacific)

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