



# TechHub delivers business-class print performance

HP PageWide Pro Series provides reliable, cost-efficient print services to community of tech start-ups

**Industry**  
Business Services

**Objective**  
Provide high-quality print services to its community of start-ups, with reliable hardware and low running costs

**Approach**  
Discussed options with HP, a long-term collaborator on its mentoring programme

**IT matters**

- Delivered reliable, high volume print services with minimum maintenance requirement
- Allowed simplified management of print function through network

**Business matters**

- Ensured high-quality, consistent print as part of service delivery to multiple customers
- Provided fastest, most environmentally friendly print option



**“We needed something that would be fast, reliable and able to deliver business-quality print. Many of our members rely on printed material to present to new funders and customers.”**

– Rosa Glover, programme manager, TechHub London

## **Start-ups enjoy fast, environmentally friendly print**

TechHub is a curated community of tech start-ups. It has facilities in London, Manchester, Riga and Bucharest, with plans to open in India. Its latest facility, for more established businesses, needed a reliable, high-quality printer for its tenants in London. HP PageWide Pro Series delivers a flawless performance.

## Customer solution at a glance

### Hardware

- HP OfficeJet Pro X

## 50% The print and energy cost savings made using the HP PageWide Pro Series

## Challenge

### Community of start-ups

TechHub is co-working community for tech start-ups. Based in London it now has facilities in Manchester, Riga, Swansea and Bucharest. Next up is India.

The business was formed in late 2010 and is a pioneer in the field of curated tech start-ups. "New members have to apply to join," says Rosa Glover, programme manager at TechHub London. "We want to see new ideas, tech we've never come across before."

Each facility provides hot desking, free events, meeting rooms, and access to mentors and funders. As businesses grow the next step is to take larger office space. TechHub London currently boasts more than 1,000 members. Start-ups which have used TechHub's services include Fundapps, Songkick and Pingtune.

In 2013 TechHub opened its latest London office in Old Street (dubbed Silicon Roundabout), to house start-ups that have reached a level of maturity and profitability. This is currently home to 15 companies, ranging in size from six to 55 employees. As part of its services to members, TechHub provides a postal address, free events, free WiFi, bagels on Tuesdays, beers on a Friday - and free printing.

"Most of these businesses are self-funded. Free printing is a big deal for them," says Glover. "We need a printer that can cope with the workload, and deliver a consistent high quality."

## Solution

### Fast, reliable, high quality

HP is a long-term supporter of TechHub, supplying mentors to its CEO programme; it suggested TechHub take the HP PageWide Pro Series printer to service the new facility.

Designed to enhance office productivity, the HP PageWide Pro Series provides professional colour documents for up to 50% less cost per page and energy use than lasers. This makes the PageWide Pro ideal for producing professional business documents, business-quality photos, and in-house marketing materials.

"We needed something that would be fast, reliable and able to deliver business-quality print," says Glover. "Many of our members rely on printed material to present to new funders and customers."

## Benefit

### Always in use

The HP PageWide Pro Series has contributed to successful launch of the new TechHub facility. Glover says the site is growing (it has recently taken a second floor) and will soon reach capacity. The free print service is as popular as the bagels and beer.

"The printer is always in use, either printing or scanning," says Glover. "And we've not had one problem with it."

"Our customers tell us they're very happy with the print quality. It's an incredibly useful service for them."

### Learn more at

[hp.com/go/businessprinters](http://hp.com/go/businessprinters)

Sign up for updates  
[hp.com/go/getupdated](http://hp.com/go/getupdated)



Share with colleagues



Rate this document

© 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.

The HP products highlighted in this case study are HP OfficeJet Pro X and HP OfficeJet Enterprise X using HP PageWide technology. All references to the HP OfficeJet Pro X, HP OfficeJet Enterprise X and inkjet in this case study have been replaced by their current HP PageWide brand name: HP PageWide Pro, HP PageWide Enterprise and HP PageWide. The change of brand name does not affect the results of the case study.

