

## Case study

# NOX reduces its printing costs by optimising its printing assets



**HP Managed Print Services delivers 40 per cent saving in annual print costs for construction leader**

### Industry

Construction

### Objective

Keen to standardise its printing assets, NOX Group wanted a single partner and a simple, clear contract in order to focus on its core business

### Approach

Deliver annual cost savings while ensuring most appropriate print devices for different offices

### IT matters

- Standardised and simplified group print assets
- Delivered a 40 per cent saving on printing costs
- Automated maintenance and consumable ordering

### Business matters

- Created one centralised printing policy for every office
- Planned device roll-out with printers better suited to users' actual needs
- Simplified use of peripheral devices and energy savings



**“In terms of functionality and volume, the power of the HP copiers meant they were the most suited to our typical consumption rates.”**

– Anthony Talbot, IT director and head of purchasing, NOX Group



## **NOX ensures the sustainability of its printing architecture across its 30 sites**

Established more than 20 years ago, construction industry specialist NOX Group had non-standardised printing assets, resulting in excessive rental and usage costs. By using an HP partner, the company has reduced its costs by 40 per cent, halved the number of peripheral devices and standardised its printers, all of which are managed by a single HP Managed Print Services (MPS) contract.



## Challenge

### **Expensive and obsolete printing assets**

With over 500 employees across 30 sites in France and around the world, NOX Group is a key player in all areas of the construction industry. From engineering to project management and training, the company is recognised for its multi-sectoral expertise.

Established more than 20 years ago, the company has expanded over the years, integrating acquisitions and opening new branches. By 2013, the company had grown into a group composed of 30 entities, each with its own habits, hardware and supplier contracts. One result was a lack of standardisation in terms of printing assets. Overall, the cost of renting machines coupled with that of consumables had reached €360,000 per year.

In response, NOX Group created a centralised print purchasing department. The aim, where possible, was to combine the purchase of new hardware, create framework contracts and standardise assets. This would result in keener prices and reduced costs.

## Solution

### **A single contract and a choice based on three HP peripheral devices**

The first step was to conduct a comprehensive audit with the HP sales team. The printing assets, machines, contracts, consumption and monthly payments were all analysed. Equipped with this information, NOX Group developed a solution with HP focused on three machines: the HP LaserJet Pro 700 Color MFP 775f, the HP Color LaserJet Enterprise Flow MFP M880x and the HP Officejet Pro X476dw MFP.

According to Anthony Talbot, IT director and head of purchasing: “The machines were chosen according to the needs of the different offices. In terms of functionality and volume, the power of the HP copiers meant they were the most suited to our typical consumption rates.”

Indeed, when analysing the printing assets, the company was able to trace information such as copy volume, number of scans, and ratio of colour versus mono prints. This information could be obtained per year and per month for each branch. This allowed the machines to be adapted to suit the actual operational requirements of the branches.



HP proposed a single Managed Print Services (MPS) contract. The company had previously made two rental payments, one for the finance leases of the machines, and the other for the cost per page. However, the latter was greatly optimised in the new HP contract, thanks to the number of machines leased by NOX Group.

“In some of our branches, we had multifunction printers that were hugely oversized and totally unsuitable. Thanks to HP, we’ve been able to re-adapt the models and their power,” explains Talbot.

## Benefits

### **Officejet Pro X machines to supplement requirements**

Although NOX Group needed powerful printers for its engineers, it also chose the smaller Officejet Pro X for its support centres and offices with 5 to 10 people. This printer has the advantage of a much lower cost per page than the multifunction devices, for a minimal monthly rental fee. This allowed the company to optimise its architecture with a device that was fast, easy to use, professional, compact and covered by the MPS contract.

In addition, the HP Officejet Pro X offers a more economical and environmentally cleaner alternative to laser systems. Hibernating technology, low-consumption components, ink made from natural pigments, recyclable hardware and cartridges, compact machines; when associated with correct usage, all of these elements make the HP Officejet Pro X series stand out from the competition.

For example, these devices use new inks for cold printing, thereby eliminating the “heated roller”. As a result, harmful emissions are reduced, paper jams are eradicated and the electricity requirement is lower.

### **Annual print costs cut by 40 per cent**

The group has reduced its annual print costs by 40 per cent, equivalent to just under €200,000, and halved the number of peripheral printing devices to around 30. Furthermore, the company has replaced its aging machines with a fleet of modern, efficient printers. This improves productivity and reduces maintenance costs.

Consumable orders are automatically sent to HP, as well as notifications of any maintenance issues. In the latter case, this notification triggers the intervention of a HP technician within four hours.

## Customer solution at a glance

### Application

HP Web Jetadmin

### Hardware

- HP Officejet Pro X476dw MFP
- HP Color LaserJet Enterprise flow MFP M880z
- HP LaserJet Pro 700 Color MFP M775f
- HP Officejet Pro 276dw
- HP Designjet T7100

### HP services

- Managed Print Services

NOX Group's IT department is now able to monitor all of the group's printers across its 30 sites via HP's IT infrastructure and the Web Jetadmin software. "For the first time we have a standard policy for all our peripheral devices and a complete overview from our headquarters near Nantes," explains Talbot.

"The new HP MPS contract and the high number of machines leased by NOX Group means our cost per page is greatly optimised. This had led to significant cost reductions."

– Anthony Talbot, IT director and head of purchasing, NOX Group

Today, 70 per cent of NOX Group's multifunction printers have been replaced with HP models. The remainder will be replaced within the next one to two years, when the company's existing peripheral devices reach the end of their write-down period. At this point NOX Group, experiencing healthy economic growth, will have fully opted for HP machines, a real sign of confidence in ensured sustainability.

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