

Case study

Polfa cuts print costs through energy efficiency option



HP OfficeJet Pro devices deliver lower print costs, improved performance and greater reliability

Industry

Pharmaceuticals

Objective

Refresh aging print estate with more reliable, energy efficient multifunction devices

Approach

Conducted a month-long test of HP OfficeJet Pro X476, checking for reliability, speed, printing quality and energy efficiency

IT matters

- Enables system monitoring across new print infrastructure, improving reporting and the repair of faults
- Modernises print estate, with efficient, reliable new devices

Business matters

- Reduces total print costs by 50 per cent, with energy consumption down 600 per cent
- Enables faster, higher quality printing
- Usability and productivity improvements

 POLFA TARCHOMIN S.A.

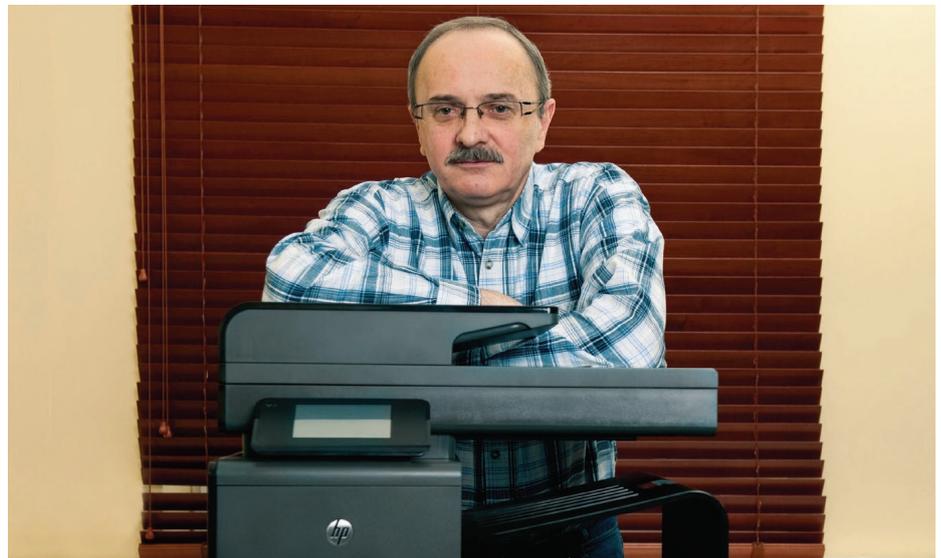


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– Roman Traczyk, information security administrator, Polfa Tarchomin S.A.

Selecting the best hardware for print network overhaul

Polfa Tarchomin S.A. is one of the largest pharmaceutical companies in Poland. Innovation and cost control are central to its business strategy. Refreshing its printer estate with HP MFPs means Polfa has devices tailored to the actual needs of the business and its employees.



Challenge

Replacing the old and inefficient

Polfa Tarchomin S.A. is one of the largest pharmaceutical manufacturers in Poland. It markets more than 140 products and exports worldwide. Its mission is to produce 'medicines of the highest quality, available for everyone'.

To maintain a leadership position the business continuously invests in new technology. Innovation and cost reduction go hand in hand.

As part of a rolling series of investments in its IT infrastructure, Polfa wanted to refresh its print estate. "Our existing printers, mostly laser and inkjets, were old and worn out," says Marek Ostrowski, the company's IT manager. "They had two things in common: inefficient use of toner and ink, and high usage costs."

At the same time, the business was in the process of creating a new central printing system. The network infrastructure was in place but Polfa wanted to determine the most appropriate device. "We wanted high quality colour printing at a low cost per page," says Roman Traczyk, information security administrator, Polfa Tarchomin. "On the other hand, we needed multifunction devices to act as the core of our new system."

Solution

One month of testing

HP made available an HP OfficeJet Pro X476 printer for a month of testing. The printer was provided to the Chromatography Analysis Laboratory. After the testing period, all aspects of the printer's operation were evaluated.

"It turned out that instead of the planned 2,500 pages, laboratory staff printed 2,800 pages," says Traczyk. "But what was even more surprising, while we ran out of black pigment completely, colour cartridges were still 80 per cent full. Such usage told us colour pigments would suffice for at least 9,000 pages. Already at this early stage, we noticed the first key benefit of the printer, which is that it does not mix colours like laser printers do."

Positive reviews from staff resulted in the first order for two printers. One was installed in the HR department, and the other in a warehouse.

"We didn't wait long with the buying decision," says Traczyk. "We calculated the operational cost of the old printers, accounting for photosensitive drums, transport modules, fusers, toner collection units and toners themselves. The old printers would cost us three times the purchase of new devices. With HP OfficeJet Pro X476, consumables are limited to printer heads and pigments."

Customer solution at a glance

Hardware

- HP OfficeJet Pro X476
- HP OfficeJet Pro X576

Benefits

Greater reliability, reduced print costs

Polfa continues to grow its fleet of HP printers. It currently has a total of 14 HP OfficeJet Pro X476 and HP OfficeJet Pro X576 printers. Ultimately, 50 devices are planned across the business.

“The HP printers are the latest in terms of reliability and energy efficiency,” says Ostrowski. “They fit our needs perfectly.”

The HP solution allows Polfa to significantly reduce the cost of use and maintenance of its print estate. The devices have very fast printing capabilities – around 70 pages per minute in general office mode and 40 pages per minute in presentation mode. Such parameters are unseen in most laser devices of a similar class. HP OfficeJet Pro X printers reduce print costs by up to 50 per cent, and the cost of energy more than six times in relation to comparable laser devices.

“I have to mention excellent printing quality and instant operation, without long start-up times,” says Traczyk. “The printers are silent and don’t distract other staff. On top of that, we got rid of the foul smell of ozone, even after long use. Finally, there is the scanning quality, with copies exactly the same as originals.”

He says the business will fully leverage the capabilities of HP OfficeJet Pro X when its central printing system is completed. An infrastructure monitoring system will be in place, allowing Polfa to track the usage of each device across the organisation. Systems monitoring will provide instant reporting on potential issues to administrators. Faults will be rectified faster.

“When the project is completed, we’ll have better control over costs and resources. We’ll be able to link the print cost per page to the degree to which printer capabilities are used by a group or a person,” says Traczyk.

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