

Case study

Rossie lowers print costs without compromising print quality



HP OfficeJet Pro X series provide Rossie with super-fast, high-quality colour prints at a fraction of the cost of laser

Industry

Education

Objective

Rossie wanted to replace its aging fleet of 40 laser printers with a more cost-effective alternative without affecting the quality of the output

Approach

The Network Administrator, working with local IT partner, Spectrum, recommended rolling out the HP OfficeJet Pro X451dw. So far, it has deployed 18 HP OfficeJet Pro X printers with a view to replacing the entire fleet in due course

IT matters

- Each cartridge has an average print yield of 8,000 pages, which is a significant improvement on the previous print platform
- Replacing cartridges is so easy anyone can do it, reducing the maintenance burden on the IT team
- An intuitive user interface and wireless connectivity make using the printers simple

Business matters

- The printers are much more cost-effective with overall savings of 66 per cent over the lifespan of each machine
- Print quality has improved and, at the same time, print speed has doubled



“The print quality is great and probably even better than our old laser printers. The HP printers also print much faster with a much improved print yield per cartridge.”

– Bob Condie, network administrator, Rossie

Faster, superior prints at dramatically reduced costs

Rossie is replacing 40 aging laser printers from various vendors with HP OfficeJet Pro X models in a bid to reduce costs while maintaining outstanding print quality. With a page yield from each cartridge five times higher than the original laser printers, the new devices are already saving money. In addition, easier maintenance reduces the burden on the IT team while advanced features such as wireless connectivity make using the printers simple.





Challenge

Finding a reliable, cost-effective approach to printing

Rossie Young People's Trust was founded as Rossie Reformatory over 150 years ago and has been growing ever since. It provides vulnerable young people with secure accommodation staffed by qualified child care professionals in a safe, tranquil space. At present, 120 staff members are responsible for the well-being of 28 children.

Like many organisations, printed paper forms the backbone of Rossie's administration and communication. However, the volume of print was difficult to analyse or predict, leading to varying costs and no joined-up vision of how to make the print process more effective.

"We had a variety of 40 laser printers from various vendors scattered across the campus and were spending around £1,000 every month on paper and supplies," explains Bob Condie, network administrator, Rossie. "When one printer reached end of life, we decided to look into more cost-effective alternatives."

Rossie contacted its local IT partner, Spectrum, for advice and it recommended trying the new HP OfficeJet Pro X451dw: "We would never have considered an inkjet printer before because we were so used to laser printers but we followed Spectrum's guidance and installed the new device," adds Mr Condie.

Solution

Updating the printer fleet

The HP OfficeJet Pro X451dw is a feature-rich, workgroup-ready desktop printer that boosts productivity with high-quality colour output. It's ideal for small to medium-size business work teams that need professional-quality, low cost per page printing at breakthrough speed, with the added flexibility of wireless connectivity and web-based printer management.

"We were impressed by the speed of the printer as well as the quality of the prints," says Mr Condie. "It performed so well that we decided to standardise on the HP OfficeJet Pro X platform and gradually replace the fleet as and when our existing printers failed."

Rossie has introduced 18 HP printers to its estate with a view to replacing all devices in due course. It has added the HP OfficeJet Pro X476dw to its portfolio; this multifunction printer boasts the same advanced features with the added functionality of a touchscreen interface. The organisation also relies on HP in the back office where it uses HP ProLiant servers and on the desktop where HP laptops are used.

Customer solution at a glance

Hardware

- HP OfficeJet Pro X476dw
- OfficeJet Pro X451dw

Benefits

Improved speed and quality at lower costs

The printers are easy to install and use, thanks to the intuitive user interface and the ability to print from mobile devices. Replacing spent cartridges is also considerably simpler.

“Putting in new cartridges is so straightforward anyone can do it. With the laser printers, I was constantly being called out to insert new ones,” continues Mr Condie. “That is not the best use of my time so this really frees up my resources. In general, I spend much less time on printer maintenance.”

The printers are also much more cost-effective with overall savings of 66 per cent over the lifespan of each machine. This is largely down to the fact that each cartridge has an average print yield of 8,000 pages, compared to a significantly lower figure for laser printers.

“Our cartridge use has dropped dramatically with these new HP printers, which give us up to three months before needing to be replaced,” remarks Mr Condie. “The new HP OfficeJet Pro X cartridges are also much smaller and take up a fraction of the space. I’ve still got one whole room filled with old toner but that won’t be a problem for much longer.”

Mr Condie has also been impressed by the quality of the output. In the past, inkjet printers were seen as inferior to laser printers but that has changed significantly. With colour prints an integral part of Rossie’s output, quality is critical.

“Colour is very important as the vast majority of our prints include at least one coloured element,” says Mr Condie. “With HP, the print quality is not only comparable to laser, it’s actually better.”

Finally, the HP printers provide much faster production with speeds of up to 70 pages per minute, which reduces user frustration and makes staff more productive.

“The printers are probably twice as fast as our original old laser printers, which makes us more efficient,” concludes Mr Condie. “We’re printing quicker, saving money, improving print quality and reducing the maintenance burden with HP. It’s win-win all round.”

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