

Case study

IntraHealth International

HP PageWide Pro delivers speed and quality for proposal documents



Industry

Healthcare

Objective

Expedite proposal development, support specialized printing in-house, and shrink costs

Approach

Install HP PageWide Pro 552dw printer at Chapel Hill, North Carolina, headquarters to support program development, external affairs, and corporate giving departments

IT matters

- Save valuable time and IT resources with set-it-and-forget-it printing
- Gain in-house, custom-printing flexibility at a fraction of the cost of external services

Business matters

- Accelerate proposal development with fast, high-quality printing
- Comply with corporate environmental policy that mandates duplex printing
- Print more pages while replacing cartridges much less often with high capacity cartridges
- Foster creativity and reduce costs in developing professional-quality, printed event items in-house



“Single-pass print and no warmup—which slow laser printer startup—contribute to the best-in-class speed we’ve experienced with the HP PageWide Pro printer. And, proposal teams can count on high-quality, smear-free documents. Most proposals include very detailed, reduced-scale Microsoft Excel spreadsheets. The PageWide printer outputs the particularly sharp text our users need for readability and accuracy.”

– Jeffrey Brown, global helpdesk supervisor, IntraHealth International



IntraHealth works to improve global health by strengthening health systems and empowering health workers in communities around the world with the greatest need. Achieving this mission requires fast response to RFPs and cooperative agreements from governments, foundations, and other organizations sharing the non-profit’s commitment to bolstering health workforces. The HP PageWide Pro printer accelerates proposal development and enables cost-efficient specialty printing services to support critical events and donor programs.



The IntraHealth program development department uses the HP PageWide Pro business printer for the value and speed of printing proposals and supporting documents created in response to RFPs, RFAs, and cooperative agreements from governments, foundations, multinational organizations, the private sector, and others. Fast response and well-crafted proposals help IntraHealth secure new opportunities to fortify health workforces and infrastructure.

“The PageWide Pro is a real workhorse. It’s the same class of rock-solid, hands-off printing solution we’ve come to expect from HP.”

– Jeffrey Brown, global helpdesk supervisor, IntraHealth International

Combining fast first-page-out and fastest speeds¹ in its class, the PageWide Pro helps keep program managers productive and ensures rapid delivery of 300-400-page proposal documents to reviewers—without compromising quality.

“Single-pass print and no warmup—which slows laser printer startup—contribute to the best-in-class speed we’ve experienced with the HP PageWide Pro printer,” says Jeffrey Brown, global helpdesk supervisor at IntraHealth. “And, proposal teams can count on high-quality, smear-free documents. Most proposals include very detailed, reduced-scale Microsoft Excel spreadsheets. The PageWide printer outputs the particularly sharp text our users need for readability and accuracy.”

Stick to it for maximum impact

Brown says the HP PageWide Pro has also brought unexpected flair to project documents, donor collateral, and event materials. “Users in our external affairs and corporate giving departments continue to find new ways to take advantage of PageWide Pro features to create professional-quality text and graphics—without the high costs and longer turnaround of outside printing services.”

Users take advantage of the PageWide Pro to print to a wide array of media types, from envelopes to labels, place cards, tent cards, and even 3x3 custom printed sticky notes. One conference planner applies sticky notes onto a full-page template and then feeds that (adhesive-side first) into the PageWide for printing. Brown adds, “Unlike our multi-function copiers, the HP PageWide Pro accepts and prints onto the adhesive notes without overheating or causing frustrating paper jams.”

Healthy savings

Brown’s team supports IntraHealth infrastructure and users working in some 100 countries. The HP PageWide Pro business printer delivers high-volume, high-quality printing services while minimizing the impact on IT resources and budget. Brown cites features like automatic duplex printing that delivers additional economy and ensures compliance with the organization’s double-sided printing policy. IntraHealth also takes advantage of HP Color Access Control to economically manage requirements for color printing.²

“The HP PageWide Pro meets all of our user requirements for speed, print quality, and functionality,” summarizes Brown. “For IT, the compelling benefit is set-it-and-forget-it printing. We don’t have to disrupt critical tasks and waste valuable staffing resources to fix paper jams or check ink levels. In fact, over the first three months of use, we consumed just 25 percent of the cartridge capacity in the PageWide Pro. Over the same timeframe, we

printed fewer pages on other office printers and had to change out their ink cartridges an average of three times each. The PageWide Pro is a real workhorse. It’s the same class of rock-solid, hands-off printing solution we’ve come to expect from HP.”

Learn more at
hp.com/go/PageWide

Sign up for updates
hp.com/go/getupdated



Share with colleagues



Rate this document

© Copyright 2016 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.

¹ Comparison based on manufacturers’ published specifications of fastest available color mode of all color business printers \$300–\$800 USD and MFPs \$400–\$1,000 USD as of November 2015, excluding other HP PageWide products, and products with 1% or lower market share using market share as reported by IDC as of Q3 2015. HP PageWide speeds based on General Office mode and exclude first page. Learn more at hp.com/go/printerspeeds.

² HP Color Access Control available only on HP PageWide Pro devices with a 4.3-inch touchscreen. Learn more at hp.com/go/pagewidebusiness.

This customer received a complimentary HP PageWide Pro product as part of an early adopter program.

4AA6-6041ENW, June 2016

