

Case study

ITCAN

Singapore IT consulting leader leverages HP PageWide Pro for quality, value



Industry

IT services and solutions

Objective

Cost-efficiently present professional quality image to clients while supporting higher employee productivity, reduced paper and energy consumption

Approach

Deploy HP PageWide Pro 577 printers in offices of Singapore-based consulting firm

IT matters

- Deploy productivity features including fast print speeds, double-sided scanning
- Enhance image with high quality, durable documents
- Reduce paper and energy consumption
- Combine high quality with cost efficiency

Business matters

- Increase employee productivity
- Present professional corporate image
- Deliver quality and value to clients
- Support environmental sustainability



“HP PageWide Pro enables us to boost employee productivity, cut paper waste, and reduce energy consumption—all while providing a professional-quality image to our clients at the most reasonable cost.”

— Amit Sujan, president & CEO, ITCAN, Singapore



Delivering professional corporate image

ITCAN is a Singapore-based technology services and solutions company—with regional offices in HKG, Malaysia and Australia—that serves financial services, telecommunications, healthcare, Singapore government and other enterprise customers throughout the Asia-Pacific region. To increase employee productivity while presenting a highly professional corporate image and delivering the best possible quality to customers, ITCAN uses HP PageWide Pro printers throughout its business operations.

Clients throughout the Asia-Pacific region rely on ITCAN for intelligent solutions to their business and operational challenges. ITCAN provides business consulting, customized software engineering, application implementation, and outsourcing services including application management for clients ranging from large banks to high-tech manufacturers.

“Printing is critical to our overall business, because clients judge us by that poster, or the brochure, or the document,” says Amit Sujan, president and CEO of ITCAN. “They have asked us: ‘What printer do you use?’”

HP PageWide Pro for performance

The printer ITCAN uses is the HP PageWide Pro 577 printer. HP PageWide leverages the advanced technology of HP’s multimillion-dollar Web Press digital printers in an innovative class of printers and multifunction devices. Because the paper moves and the print head does not, HP PageWide printers are quiet and dependable, offering print speeds with best-in-class first page out¹—all with the lowest total cost of ownership (TCO) in its class². HP PageWide Technology overcomes traditional tradeoffs between print speed, cost, and quality—enabling businesses to reach new levels of performance and competitiveness.

“Our values are to provide the best quality to our customers, and that’s what HP PageWide Pro does for us.”

– Amit Sujan, president & CEO, ITCAN, Singapore

High quality, productivity deliver value

The advantages to ITCAN revolve around cost-efficiency, productivity, and output quality worthy of the consulting firm’s commitment to excellence. Original HP PageWide cartridges produce durable documents that resist smearing and fading³. “HP PageWide Pro has the perfect quality finish,” Sujan says. “It’s professional quality at the most reasonable cost.”

ITCAN leverages HP PageWide Pro features such as fast output and double-sided scanning to increase employee productivity while reducing resource consumption. HP PageWide Technology brings best-in-class print speeds of up to 75 pages per minute—up to two times faster than laser printers¹—and single pass, two-sided scanning in MFP devices.

“The queue is seamless. All the printouts come out very fast,” Sujan says. “Double-side scanning saves a lot of time, it saves a lot of paper, and it saves a lot of manpower cost. What’s more, we are happy to have a product that supports our sense of responsibility to save energy.” HP PageWide business and enterprise printers use less energy than in-class business printers, and hold ENERGY STAR[®] certification⁴.

Print solution aligns with business needs

ITCAN prides itself on delivering value to its clients. HP PageWide Pro, Sujan says, delivers exactly that level of value back to ITCAN. “We provide the best quality to our customers, and that’s what HP does for us. We are truly excited about HP PageWide Pro. It aligns perfectly with our business needs and philosophy.”

Learn more at

hp.com/go/PageWideBusiness

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¹ Comparison based on manufacturers’ published specifications of first page out from ready and sleep 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. Subject to device settings. Actual results may vary. Learn more at hp.com/go/printerspeeds.

² Total cost of ownership comparison based on 90,000 pages, manufacturers’ published specifications for page yields and energy use, manufacturers’ suggested retail price for HP hardware and supplies, average street prices for competitive devices, cost per page based on ISO yield with continuous printing in default mode with highest-available-capacity cartridges, long-life consumables of all color business printers \$300–\$800 USD and MFPs \$400–\$1,000 USD as of November 2015, excluding products with 1% or lower market share using market share as reported by IDC as of Q3 2015. Learn more at hp.com/go/pagewideclaims and hp.com/go/learnaboutsups.

³ Water, smear, fade, and highlighter resistance based on ISO 11798 testing. For details, see hp.com/go/printpermanence.

⁴ Energy claim based on TEC data reported on energystar.gov. Data normalized to determine energy efficiency of majority of in-class business printers \$300–\$800 USD and MFPs \$400–\$1,000 USD as of November 2015; market share as reported by IDC as of Q3 2015. Actual results may vary. Learn more at hp.com/go/pagewideclaims.

