



Merck KGaA, Darmstadt, Germany consolidates printer fleet by 45%

HP Managed Print Services enables reduction of 33.6 million pages a year



Founded in 1668, Merck KGaA, Darmstadt, Germany is a leading science and technology company in the healthcare, life science and performance materials sectors. It develops diverse technologies that range from cancer treatments to liquid crystals for smartphones and LCD televisions.



50,000 employees



€15 billion in sales



66 countries

Uncontrolled environment



7,000 printers



50,000 countries



30 different print solutions



112 million pages per year

Siloed print solutions in nearly every country

Lack of mobility

Travelling staff could not print in any office



Intrusion danger

Intellectual data was not adequately secured



Need to increase the efficiency and security of global imaging and printing environment

“There are a lot of intellectual property in all areas of the Merck business and if that data ends up on a printer we want to make sure that it is protected.”

- Scott Lacey, head of customer excellence for Americas, Merck KGaA, Darmstadt, Germany

Proof of Concept and fleet rationalisation

New fleet 100% HP

1,500 HP LaserJet Multifunction Printers (MFP)

2,500 HP LaserJet Single Function Printers (SFP)



100 machines featuring HP PageWide technology



HP Web Jetadmin Boosts manageability and security



Nuance SafeCom Pull Printing Increases print control



45% consolidation of printer fleet



reduction in real-estate footprint, power and management costs and CO₂ emissions



33.6 million fewer pages printed



35% less paper used, reduced wastage

Learn more at hp.com/go/businessprinters

Sign up for updates hp.com/go/getupdated

Share with colleagues

“HP is a strategic supplier and strategic partner and we hope to move this to a bigger relationship where we could use HP 3D print technology.”

- David Revich, global head of customer excellence, Merck KGaA, Darmstadt, Germany