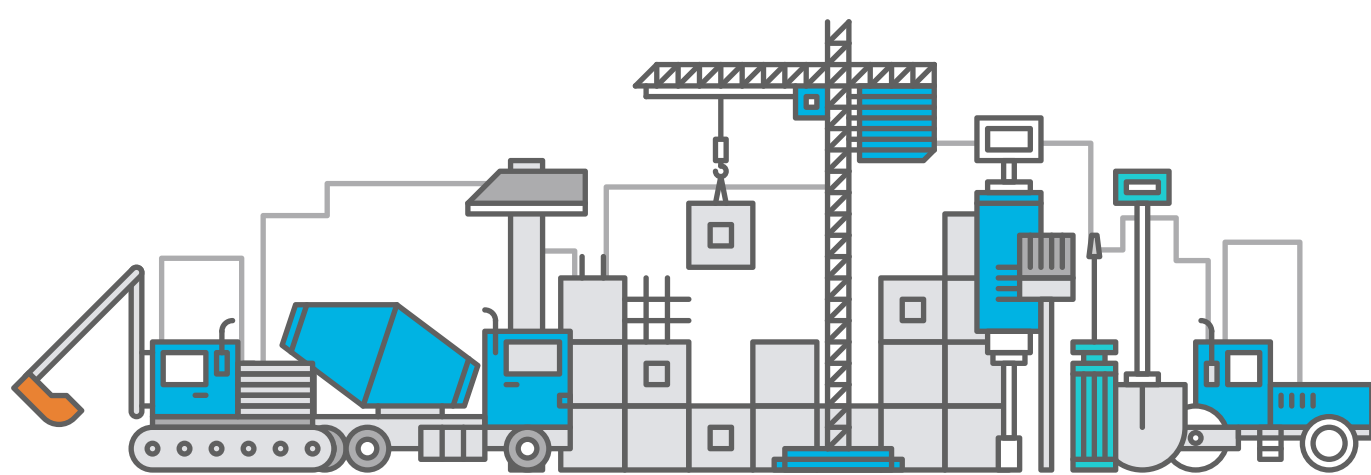




Würth Belux transforms printing fleet with HP PageWide Pro

HP Managed Print Services delivers cost savings and strong state-of-the-art colour printers



Würth Belux specialises in assembly and fastening materials for the construction sector. Its customer base includes wood and metal processing companies, the construction and installation sector, the automotive industry, the transport sector and many other industrial sectors.

- 60k customers
- 130k products
- €59 million in sales
- 370 strong workforce

Outdated printers

- 44 black and white printers
- 22 sites
- different print models
- 18 month life span

Logistical issues

Würth needed a printing solution that could get replacement printers and toners to shops quickly

Print management issues

Lack of cost visibility

- Würth needed a clearer statement of its annual printing costs
- Wanted to manage its printer fleet over several locations
- Have a more secure printing system

Faulty printers

- Repairs could sometimes last a few days

“Some of our printers were starting to break down. The helpdesk was spending unnecessary time sending out replacements or spare parts for printers instead of dealing with more important IT issues.”
 - Luc Pijpers, ICT system engineer, Würth Belux

Consolidated and efficient colour printing system

New fleet 100% HP PageWide Pro colour printers

- x30** HP OfficeJet Pro X476 Multifunction Printer series
- Speedy Touch CRM with digital catalogue**
An interactive and efficient operating tool for Würth to showcase its products and services
- PaperCut (via partner)**
Installed into the Würth server to help detect and eliminate potential threats to its print and computing network

Resilient printers

 Staff at the IT helpdesk are dealing with fewer printer issues enabling more time for customers

Value maintenance package

 HP PageWide Pro is more cost effective when it comes to maintenance

Tracking printing costs

 Staff can now use delayed printing which means that fewer pages are wasted

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“The new HP devices can print very fast. Our sales staff have told me they spend a lot less time waiting for receipts to print which means they have more time for the customer.”

- Luc Pijpers, ICT system engineer, Würth Belux

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