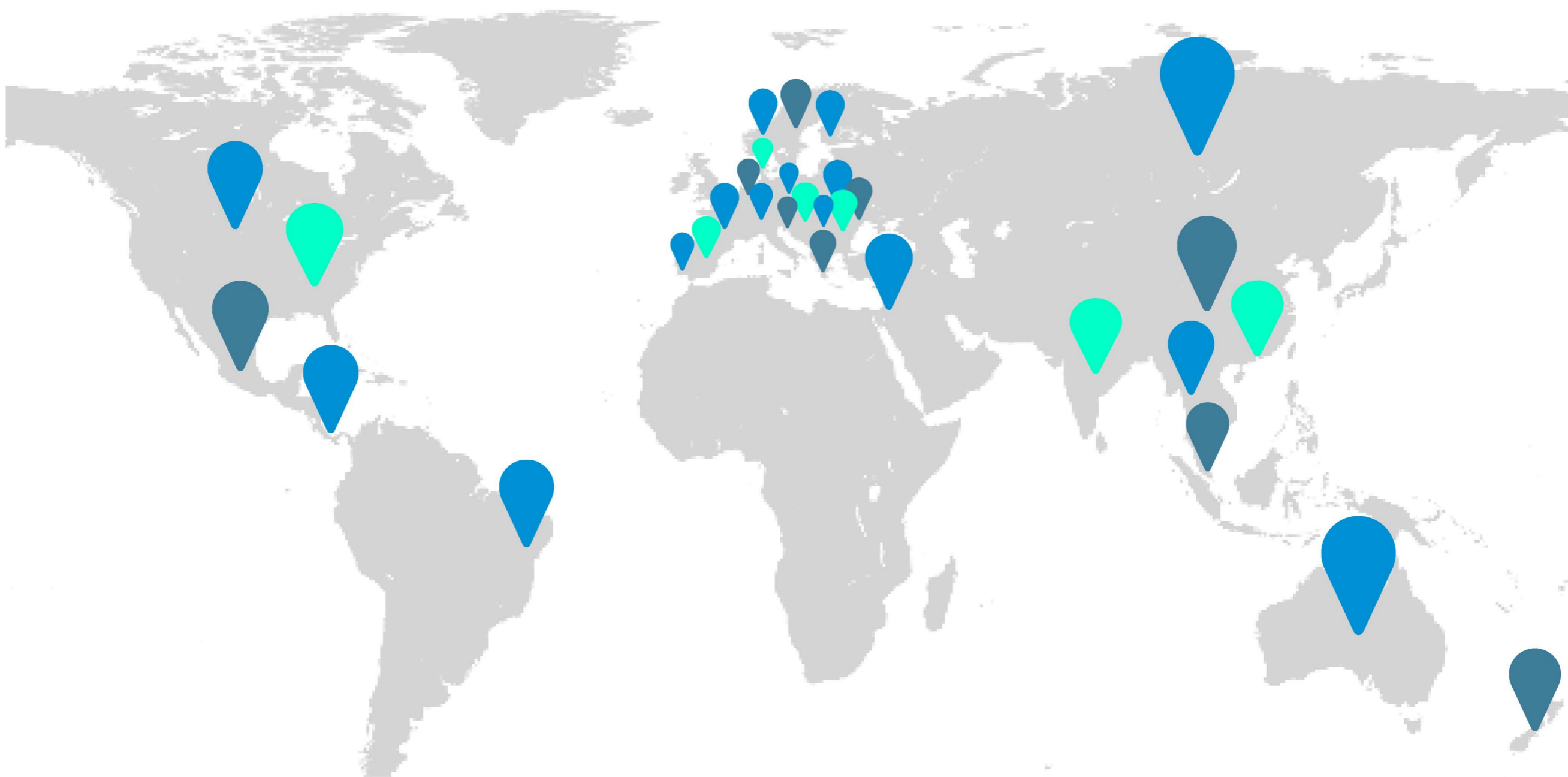


CASE STUDY ON MANAGING A GLOBAL PRINT PROGRAM

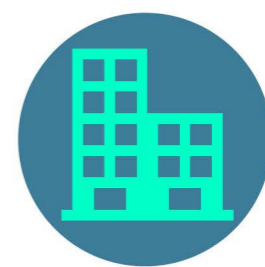
HP VALUE MANAGEMENT OFFICE (VMO)



Program tracked and optimized across 31 countries through a single VMO portal



Centralized visibility and alignment for 11 HP delivery managers around the globe

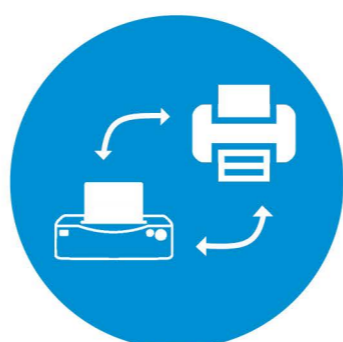


20 stakeholders within the client's organization leverage the VMO to directly participate in tracking program performance

VMO platform used to facilitate the following conversations during regular business reviews:



Insights on print behavior from region level (APJ, EMEA, Americas) down to individual devices



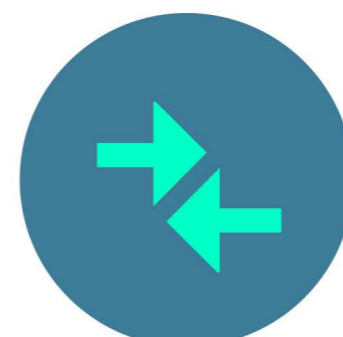
Single view of global usage across a multi-vendor fleet



SLA and break/fix performance for various device makes across all 31 countries



Environmental sustainability



Direct alignment of HP MPS to client strategic objectives



Business impact of operating a managed versus unmanaged print environment



Empirical cost avoidance associated with expired jobs in pull-printing cloud



Simulations of the potential business impact of new print solutions



Visual roadmap on historic accomplishments and future performance targets