

# Pošta Slovenije reduces print costs by 25% and increases print speed



Eliminating inefficient printers is boosting productivity and business performance with HP PageWide

**Industry**

Postal service

**Objective**

Deploy a modern print fleet and deliver a new print-as-you-go service for customers

**Approach**

Identified major vendors to supply the printing devices and Managed Print Services, carrying out HP pilot projects at six of its post offices

**IT matters**

- Delivers the speed, reliability and quality print of HP PageWide technology
- Introduces multifunction devices with all-in-one print, fax, copy and scan
- Outputs 220,000 pages a month for internal use with many thousands more forecasted for the public service

**Business matters**

- Anticipated reduction of 33.6 million pages a year, bringing huge cost and environmental benefits
- Reduces print costs by 25%
- A new business strategy focusing on selling a wider range of printing services



**“Previously we could only offer copying services to our customers. With our new fleet of HP PageWide multifunction devices we can now provide them with a much wider range of services such as printing from mobile devices, scanning and faxing.”**

– Igor Unger, head of IT business model development, Pošta Slovenije

**Driving business growth with modern printing fleet**

Pošta Slovenije, a postal service owned by the Slovenian government, has reduced its print costs by 25% and enhanced print facilities for its staff and customers, by replacing its inefficient legacy printers with a fleet of HP hardware and printing services.

**Challenge**

**Oversized, outdated fleet**

Replace its heavy and legacy multi-vendor print fleet due to its high maintenance costs with a solution that would consolidate print management and lower the cost of printing. Install a print-on-the-go-service to offer copy, scanning and faxing services to its staff and to customers in its branches.

**Solution**

**Combination of new technology and Managed Print Services**

Pošta Slovenije transformed its printing fleet by purchasing 126 HP PageWide Pro 477dw Multifunction Printers (MFP), three HP Color LaserJet Managed M775fm Printers and a HP LaserJet Managed MFP M725zm Printer - in built with the wireless ePRINTit® mobile printing hardware.

**Benefits**

**Increased efficiency at reduced cost**

HP PageWide technology generates 70 pages per minute and has reduced print expenditure by 25% and at 50% lower cost per page, compared to traditional color laser printers.

**“The HP Managed Print Services contract means more straightforward billing and budgeting with less administration.”**

– Igor Unger, head of IT business model development, Pošta Slovenije

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