



Global defense, aerospace and security provider

FollowMe by Ringdale

Trusted by the top technology providers for global security and aerospace innovation



What if you could...

- Eliminate security breaches due to printed documents exposed in printer output trays —61% of companies reported a breach due to printing¹
- Improve staff productivity with flexible FollowMe printing anytime, anywhere
- Reduce the IT support burden for network printing—reported to be up to 40% of all help desk calls²



The challenge

A global provider of advanced space-based technology systems for national defense, civil and commercial organizations employed a workforce of more than 30,000 employees in US operations. Across their main campus locations the organization dealt with large volumes of confidential information including research and development data.

After a security assessment of printing and the printer fleet, the division vice-president of IT recognized printing as a significant threat. Thousands of employees were collaborating with customers and outside vendors amongst multiple locations, and print jobs were frequently left unsecured. In addition, access to printing or scanning documents was not controlled or audited.

The organization's IT solution provider recommended to evaluate and implement a best-in-breed secure print solution to span the entire division.

The solution

After a comprehensive evaluation, including a proof-of-concept trial, the organization selected FollowMe by Ringdale as the preferred choice to run with the HP fleet of printers and multifunction printers (MFPs). FollowMe allowed employees to keep documents secure by requiring employees to authenticate at the HP device for print, copy and scan functionality.

The initial rollout included 450 HP devices and all activities were monitored and tracked on a per user and device basis, a gap previously identified during the security audit. FollowMe provided fully integrated reporting with automated delivery to IT, security and management teams.

FollowMe has been expanded across multiple divisions and employees can securely release print jobs from more than 2,000 available HP devices. Additional secure print services have been extended to include mobile printing from a company smart phone or a tablet, enabling employees to print anywhere on campus.



Up to
60%
cost savings³



Read the BLI Report for more FollowMe information

Learn more at followme.ringdale.com

1. Based on statistic reports from Quocirca <http://www8.hp.com/us/en/business-services/managed-print-services/analysts-corner-quocirca.html>
2. Based on statistic reports from Gartner <http://www8.hp.com/us/en/business-services/managed-print-services/analysts-corner-gartner.html>
3. Ringdale business statistic

Solution overview

Platinum rated by Buyers Laboratory Inc (BLI), FollowMe provides the widest range of document output features for office and mobile printing environments. Within one solution, organizations have access to secure printing capabilities, Data Loss Prevention (DLP) for paper based processes, integrated compliance and tracking features, and a scalable business intelligence engine for enterprise wide cost control.

The FollowMe Printing technology allows users to print effortlessly while roaming between floors, buildings or locations and securely release their documents for printing from any FollowMe enabled output device. This ensures printing remains confidential to the user, reducing the risk of documents left uncollected. In the event an output device is out of service, users can release their documents from the next available output device, without disrupting productivity.

Benefits and features

Complete Solution

One solution to scale the entire printing environment, including head office, branch office, mobile and guest users.

Data Loss Prevention

Prevents the loss of confidential information with secure printing and function access control for copy, fax and scan workflows.

Staff Productivity

Increases productivity by allowing users to print at any FollowMe enabled printer within the organization.

Print cost reduction

Minimize printed waste

Eliminates unnecessary printing by requiring the user to be present at the print device when the pages are printing.

Enforce enterprise wide cost control

Controls output costs with economical print policy rules per print job type, user, department or print device.

Save IT Support

Improves the efficiency of the printing process and simplifies administrative task to IT helpdesk time.

Why choose FollowMe by Ringdale?

Ringdale has been pioneering workplace transformation for more than three decades and continues to advance its offerings in the imaging and printing market.

The company is globally known as the inventor of the FollowMe concept and has repeatedly been recognized as the class leading provider for secure printing by Keypoint Intelligence — Buyers Lab.

Working together with HP

Ringdale is a HP JetAdvantage Partner sold solution and works directly with HP and HP Partners to deliver a class-leading FollowMe secure print solution for HP's wide portfolio of imaging and printing products.