



Pierre Martinet achieves 30% savings with Original HP cartridges

Reverting to Original HP Supplies has instantly delivered lower print costs and greater efficiency



Pierre Martinet is France's leading producer of pre-packaged salads delivering products across EMEA countries including Spain, UK and Germany. Having discovered that their non-HP remanufactured cartridges contained hidden costs and printed fewer pages than expected, the retailer installed Original HP Supplies cartridges for their reduced total cost of ownership and higher page yield per cartridge.



2.3m pages printed a year



07 sold in 7 countries



67 types of cartridges



500 cartridges used



800 workforce



40 years in business

High print maintenance

Unexpected costs



Money spent repairing damaged printers and unplanned downtime



Leaky cartridges incurred regular replacement of toner



Pierre Martinet did not anticipate no longer using remanufactured cartridges after just three years

Underperforming non-HP cartridges



Low output

Page output per cartridge lower by 20% than claimed on packaging



Unsatisfactory print

Quality of documents compromised by sub-standard cartridges



Unclear information

Vital expiration date information on food products unclear



Poor durability

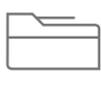
Ink dries out if not used for a short period of time

"One of the main problems we had with remanufactured cartridges was print quality. We were not getting the level of clarity that we required."

- Christophe Vigneux, deputy chief technical officer, Pierre Martinet

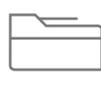
Original HP cartridges transform print experience

Mono and colour toner installed across HP printers includes



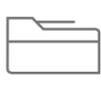
182

HP LaserJet Pro 500 color MFP M570



86

HP DeskJet 2050



76

HP OfficeJet Pro 8600



60

HP OfficeJet Pro 8210



Consistent printing

of professional looking colour documents



Boost to productivity

30%

Reduction to overall print costs



20%

Higher print output compared to previous cartridges



70

Pages printed per minute



Reliable cartridges

HP LaserJet toner cartridges tested worked the first time



High resolution

Delivers pages fit for use 99% of the time



Environmentally cost-efficient

Quality and reliability means less reprints and paper waste



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"Since we moved back to HP cartridges, we are happy with the image quality and our printers are running well. Original HP Supplies cartridges have eliminated all hidden costs and delivered a 30% overall reduction to print costs."

- Christophe Vigneux, deputy chief technical officer, Pierre Martinet