



Transition & transformation

Workplace

# INDEVCO hails higher cartridge output with Original HP Supplies

All INDEVCO printers are now installed with Original HP cartridges following a successful trial



## INDEVCO

INDEVCO, a Lebanese manufacturing group of raw materials and machinery used non-HP cartridges alongside Original HP cartridges to deliver cost savings. The result was higher costs due to wasted cartridges that produced weak print output, prompting INDEVCO to switch to full Original HP Supplies cartridges for their consistent high quality output and reliability.

100 countries worldwide

60 operations

3.2k cartridges sourced per year

10.4k workforce

300k pages printed per month

1,000 employees using HP print

### Disruption to workflow

#### Lost productivity due to machine failure



Compatible toners caused damage to printers after just three months



Productivity suffered as staff shared replacement printers in their departments



Staff forced to share three printers in one department containing Original HP cartridges

### Faint black and colour ink

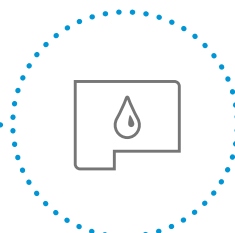
#### Unclear business documents



Colour printouts could not be used by INDEVCO for internal documents and client



Caused frequent reprints to a huge volume of pages



Remaining non-HP cartridges were abandoned and replaced with Original HP cartridges

"The colour printouts were of the worst quality and were just not acceptable at all, so we removed the cartridges and returned to HP originals."

- John El-Kareh, manager, Purchasing Control Department, INDEVCO Group

### Non-HP consumables replaced with Original HP

HP LaserJet P2015 printers contain Original HP cartridges



#### High-performance

Printers with Original HP cartridges maintained a high-performance level with no breakages



#### Higher yield

Initial customer tests show up to 50% greater cartridge yield compared to non-HP cartridges



#### Lower costs

Reliable cartridges require minimal serving costs such as replacing maintenance kits

21%

Consistent greater print output compared to non-HP cartridges

95%

Original HP toner cartridges meet printing standards

0%

No Original HP cartridges were defective from purchase

#### No hidden repair costs

Original HP cartridge eliminates hidden toner repair costs

#### Smart print technology

Original HP cartridges are designed for HP Printers

#### Low carbon footprint

Original HP cartridges have a 42% smaller carbon footprint

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"If someone came to me for advice on using non-HP cartridges, I would certainly tell them to think twice. I would recommend Original HP cartridges. I will never go back to using compatible cartridges."

- John El-Kareh, manager, Purchasing Control Department, INDEVCO Group

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4AA7-1809EEW, January 2018