



Optical Express to save £1 million by centralising print

HP LaserJet Enterprise and Deskjet printers deliver instant efficiency and security boosting gains



OpticalExpress

Optical Express partnered with HP and IT specialist, Simple Digital Solutions Ltd to deploy a fleet of multifunction printers across its offices. Having one central provider enables improved print oversight by removing the complexity of managing costs and functionality of varying print vendors. Productivity is enhanced by the printers having the ability to produce medical related images for patients and also professional looking business related documents.



1,500 workforce



88 locations



354 devices



26 years since founded



5 weeks – time of deployment



4 countries of business

Challenging print management

Lack of print oversight



Various printers in 88 sites all with different vendors and terms of lease



Weak mechanism in place to identify and analyse print cost



Consumable management only possible by non-automatic human oversight

High cost of ownership

Maintenance costs mount



Service subcontractors brought in to deal with frequent print breakages



Additional charges incurred due to printer not recording estimates of essential usage information



Fluctuating nature of costs and inefficient cartridges

Meeting print security requirements

Optical Express security objectives



Need to comply with European Union General Data Protection Regulation (GDPR)

Expect new printing fleet to have maximum security software

Store zero data locally

"We wanted a fleet of easy-to-use, manageable and reliable printers with predictable costs and automated toner replenishment. We also needed devices that could handle the precise printing required in a clinical environment."

- Andrew Vint, head of IT, Optical Express

£1 million

Cost savings in toner and maintenance over five-year period

40 hours

Monthly reduction to IT related support queries

Efficient print

LaserJet printer fleet produce minimum of 57 pages per minute

Precision

High resolution colour devices produce vivid display of patients' eyes

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"HP was the best fit for us – we already use HP servers and HP laptops and know that it provides well-built, solid and high-performing equipment, and from a security perspective, HP provides security and firmware updates seamlessly whereas other vendors require manual intervention. This gave me great confidence in its reliability."

- Andrew Vint, head of IT, Optical Express