

## Case study

# Makati Development Corporation achieves cost, productivity and color technical printout goals



HP PageWide XL 4000 printers deliver quality, accuracy, and environmental benefits for MDC's BIM output

### Challenge

- Existing print solution could not cope with huge daily output volume
- Poorly printed plans were causing incorrect decision making and below optimal collaboration
- Constant need to reprint was negatively impacting costs and productivity
- Need to rely on outsourcing delivered wasteful and inconsistent results

### Solution

- Four HP PageWide XL 4000 printers deployed
- Shifted to 100% in-house printing

### Results

- Reduces turnaround time by 60%
- Reduces printing costs by 45%
- Minimizes on-site project decision errors
- Enables MDC to accommodate and win more client projects
- Supports MDC's environmental sustainability goals



**“We currently serve 295 projects in terms of printing. That is 1,000 sq. meters of media daily. My clients need clear and accurate color printouts for detailed collaboration. Errors have immense cost implications in the construction industry. The printouts help ensure the correct execution of projects. They are essential tools of day-to-day work.”**

– Corazon P. Corpuz, BIM manager and technical support, Makati Development Corporation



Over 40 years Makati Development Corporation has grown to become the largest full line construction company in the Philippines. Its portfolio of major construction projects is spread across many sectors. Tight deadlines and complex planning are daily challenges. High quality accurate technical drawings are essential for the company's success. HP PageWide XL printer technology meets that challenge and delivers the solution.

“Any business without the best tools will not succeed. MDC builds, PageWide XL prints. The outstanding HP PageWide XL 4000 Printer allows us to build successfully. That’s why HP printer technology is the critical added value to my business.”

— Corazon P. Corpuz, BIM manager and technical support, Makati Development Corporation

**Industry:**

Wide Format Graphics, Decoration

**Company name:**

Makati Development Corporation

**Location:**

Philippines

**HP equipment:**

HP PageWide XL 4000 Multifunction Printer

**Website:**

mdc.com.ph



Sign up for updates  
[hp.com/go/getupdated](http://hp.com/go/getupdated)

## Challenge

### Huge daily volume of technical drawings

Makati Development Corporation (MDC) is the largest and one of the most advanced Engineering, Procurement, Construction, and Construction Management companies in the Philippines, spanning more than four decades of experience in building projects that have transformed over 8,000 hectares of land and have shaped the lives of millions of Filipinos. MDC is the construction subsidiary of Ayala Land, Inc., the largest property developer in the Philippines with a solid track record in developing large-scale, integrated, mixed-use, and sustainable estates that are now thriving economic centers in their respective regions. MDC is a quadruple “A” Platinum Contractor, certified by the Philippine Contractors’ Accreditation Board (PCAB).

One of the organizations under MDC is the Technical Services Division (TSD), the team primarily responsible for employing up-to-date Building Information Technology (BIM) to streamline design coordination and process various Architectural and Engineering components for residential and commercial construction. Heading this group is Ms. Corazon P. Corpuz.

Ms. Corpuz explains: “My group handles BIM services that cater to the ongoing 295 projects in the company. That requires a huge volume of DWG plans every day for every project.

“Accurate and clear designs are essential to help our operation teams avoid the risk of making wrong decisions. Poorly printed plans lead to the incorrect execution of a project. Meeting the tight and complex deadlines is a further critical dimension in all construction projects. The quality of printouts must be instantly readable, understandable and the color intensity must be true and unique to enable identification of the different trade discipline color coding.”

MDC used to rely on outsourced services for color printouts to supplement MDC’s installed base of technical production printers with mono LED technology. Ms. Corpuz adds: “We purchased multiple lots of printing equipment to accommodate the full requirement of all projects but still, print demand was constantly piling up due to slow printing speed.”

## Solution

### Fast delivery and excellent color print quality

When HP PageWide XL printers were introduced to the market, MDC requested a demo. Ms. Corpuz recalls: “The results were impressive with superior printing speed, producing the highest quality prints in just mere seconds.

“The HP PageWide XL printer easily accommodated the huge volume of printing to meet our deadlines. My top two priorities – fast delivery time and excellent color print quality – were satisfied.

We decided to purchase four units of the HP PageWide XL 4000 Multifunction Printer at the end of 2016.

“Unlike the previous mono printer fleet, now it is a full media set that continuously prints in seconds.”

## Results

### Time saving and cost saving

Before the arrival of the HP printer solution, MDC would print just the one main mono printout. “It was hard to distinguish the different trade elements on the plans which could cause confusion among the different teams which will only lead to productivity, cost and timing blowouts.”

Ms. Corpuz adds: “Any onsite confusion is a thing of the past because now there is a much smoother and more accurate collaboration by the different operations teams involved in the project. This is because the shared DWGs are produced in dark blacks and vivid colors.

“Another factor helping speedier collaboration is that the HP PageWide XL 4000 Printer reduces printing turnaround time by 60% enabling our site operators to execute faster and more accurately. We can print all requirements – mono and color – in one machine. Because the full pigment HP inks allow quick drying, it has also eliminated overtime on printing and automatically issues the plans on time.”

MDC has a pay-per-use (PPU) contract with HP which has reduced costs by 45% and enables the company to print in color at the same cost as printing in mono on the previous print machines. “We do not have to worry about supplies management and warranty duration because our HP all-in service maintenance eliminates any inconvenience or uncertainty.”

As a direct result of the better productivity, MDC is easily meeting tight project deadlines. “This factor plus the improved workflow and the guaranteed reliability of the HP PageWide XL 4000 Printer output means we can take on additional projects with the greatest confidence. Previously 25% of projects were being subcontracted outside because of the volume of BIM drawings being generated. But since the beginning of 2017 all projects are being handled in house by MDC,” explains Ms. Corpuz.

“The superb quality of the color printouts helps us to lessen wasted pages because we no longer need to reprint. Color allows us to put more content on a single printout.”

Miss Corpuz sums up MDC’s future thinking: “To be competitive, we should be open to technology advancements that can expand the services we offer allowing us to cater to more clients. We envision future transformation in terms of technology, work source, leadership and operating model. HP printer technology is a good example of playing a pivotal role in supporting this goal.”

Learn more at  
[hp.com/go/pagewide](http://hp.com/go/pagewide)

