

# Get a total print solution, right-sized for your organization



## HP print services for the Federal government

It's now easier than ever to choose HP as your strategic print partner



### What if you could...

- Improve fleet management and security without a major fleet refresh or capital outlay?
- Reduce costs?
- Increase end user productivity?
- Elevate employee satisfaction?
- Enjoy a seamlessly integrated management and support service?
- Intelligently standardize and optimize your fleet?
- Scale your business up or down as your print needs/requirements change?

## Printing challenges

If your organization is like most, you struggle to deliver the printing capabilities that employees need, while keeping print and management costs under control for a variety of legacy devices. At the same time, budget constraints, US Government Services Administration (GSA) purchasing requirements, and spending windows limit your ability to choose the best devices and services for your organization.

What you need is an easy way to develop an end-to-end printing solution with desktop, workgroup, and department devices that serve the needs of every user.

## Take advantage of HP's standardized maintenance service offers

With key schedule awards and standardized offers, it's easy to acquire HP printers, copiers and maintenance services, either direct from HP or through your preferred partner. Terms and conditions, include discounts that are below commercial customer pricing have been pre-negotiated. This facilitates direct comparison shopping and speeds up the ordering process.

With HP, you can avoid the traditional transactional approach of procuring devices. You also don't have to remember to maintain break-fix agreements or to keep ink and toner on hand.

Choose HP for a strategic partnership that helps deliver outcomes that matter: lower your total printing cost, make IT more efficient, improve how people work, protect information, and address sustainability.

## Optimize your fleet with HP's comprehensive device portfolio

While many vendors are limited to offering only large, multifunction, copier-based devices, with HP, you can meet the needs of

every employee—from the user printing sensitive material on a desktop printer, to entire departments sharing a full-featured, large-format MFP.

In fact, according to a recent InfoTrends report, HP offers up to 50 percent more office printing device categories than leading competitors.<sup>1</sup>

Plus, HP devices deliver extraordinary design and user experience, exceptional print quality and reliability, security that's unmatched in the industry,<sup>2</sup> and extensibility features that let you adopt new technologies and capabilities as they emerge.

HP's product offerings include the widest array of single function, multifunction, letter, legal (A4) and letter, legal, 11 x 17 (A3), mono or color devices available in the industry.

### Letter/A4 devices

HP's range of single-function and multifunction letter/A4 devices help you match the device's capabilities to your users' needs.

### Tabloid/A3 devices

HP's line up of tabloid/A3 devices deliver productivity for workgroups and departments. Take advantage of more device choices, innovative technologies, industry-leading security features, and an overall improved user experience.

## HP print services: a total solution



### Hardware

Select from our broad portfolio of A4/A3 managed devices. We can also manage your environment “as-is.”



### Supplies

Count on HP to deliver reliable, Original HP supplies on time—keeping users up and running with quality output.



### Services

Choose HP’s standard full-service maintenance offer on the GSA 36 or with HP’s professional services, you can improve print security, business intelligence, and more.



### Software

Help achieve greater success with a full suite of JetAdvantage solutions for management, security, mobility, and workflow—from HP and our solution partners—giving you the industry’s best capabilities.

### HP GSA 36 schedule awards

- 51 100: Hardware procurement, choose from a broad portfolio of HP managed A4/A3 devices
- 51 57: Full-service maintenance (FSM) for a monthly fee at a specified volume and CPP for overage
- 51 100F: Flat Monthly Rate
- 51 1000: Supplies

### Count on unmatched device security

Networked printers can be some of the weakest points of a modern network—and hackers know it.

Thankfully, HP devices are equipped with embedded security features to cover device, data, and document risks. These solutions change the equation—transforming networked printers from vulnerabilities to strong points. HP helps you:

**Protect the device** with security monitoring and management solutions that help reduce risk, improve compliance, and protect your network from end to end.

**Protect the data** with built-in data encryption at rest and in transit, firewall protection, and native user authentication that protect vulnerable endpoints from harmful hackers and malware.

**Protect the document** with smart hardware and software solutions such as PIN or pull printing and counterfeit deterrent solutions that prevent copying or modification to your document.

### Trust a global imaging and printing leader

HP’s global presence means that you can count on local expertise, virtually anywhere in the world.

### Why HP?

For more than 50 years, HP has partnered with hundreds of government agencies in countries all around the world, supplying the technical expertise required to better serve their constituents. We’ve been recognized for our leadership in managed print services and security by independent analysts such as Gartner,<sup>3</sup> IDC,<sup>4</sup> and Quocirca.<sup>5</sup> This experience gives us unique insight into clients’ needs to reduce costs, drive productivity, and improve your constituents’ experience.

We will take the time to understand your specific needs and create a plan to help optimize your fleet, ensure data and document security, and manage your evolving organization.

### Get started

Contact HP’s Federal Sales Desk at 1-800-727-5472, or go to [HP GSA Schedule 36](#).<sup>6</sup>

<sup>1</sup> Based on InfoTrends August 2016 report: “HP Market Leadership by Product Segments.”

<sup>2</sup> HP’s most advanced embedded security features are available on HP Enterprise-class devices with FutureSmart firmware 4.5 or above and is based on HP review of 2016-2017 published embedded security features of competitive in-class printers. Only HP offers a combination of security features for integrity checking down to the BIOS with self-healing capabilities. For a list of compatible products, visit: [hp.com/go/PrintersThatProtect](http://hp.com/go/PrintersThatProtect). For more information, visit: [hp.com/go/printersecurityclaims](http://hp.com/go/printersecurityclaims).

<sup>3</sup> Gartner, “Market Guide for Managed Print Services in the Digital Workplace,” May 2017. [gartner.com/doc/reprints?id=1-3ZGCOVR&ct=170504&st=sb](http://gartner.com/doc/reprints?id=1-3ZGCOVR&ct=170504&st=sb).

<sup>4</sup> IDC MarketScape: Worldwide Security Solutions and Services Hardcopy 2017 Vendor Assessment”, Robert Palmer, Allison Correia, October 2017.

<sup>5</sup> Quocirca, “Managed Print Services Landscape, 2017,” July 2017.

<sup>6</sup> [https://h10038.www1.hp.com/gsa\\_sched36\\_summary.aspx?agencyid=89](https://h10038.www1.hp.com/gsa_sched36_summary.aspx?agencyid=89)

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