

## Case study

# Valio optimises its printing fleet to reduce costs and improve security



HP MPS delivers significant savings while boosting performance and reliability

### Industry Dairy

#### Objective

When Valio's existing MPS contract with HP expired, it decided to look for a new contract that would introduce new devices, including large format printers, as well as rationalise the estate to reduce costs

#### Approach

After issuing an RFP, the company turned again to long-term print partner HP which is now responsible for the management and lifecycle of 600 printing devices across 20 locations. Valio has also introduced HP Access Control, a secure print solution, for all users at its head office

#### IT matters

- Strict SLAs ensure that critical issues are resolved in four hours and introduces automated and repeatable testing processes to reduce manual effort
- HP PageWide devices use 50% less energy with no drop in print quality
- The new printing devices are more reliable, leading to less downtime

#### Business matters

- Valio is saving around €100k per year by reducing printer numbers, waste and energy use
- HP Access Control with smart card authentication has added security for office printing at HQ where sensitive documents are common
- HP MFPs deliver versatility for office users



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– Juha Heikkilä, information specialist, Valio

### Valio implements print optimisation by extending MPS contract

When Valio's existing MPS contract expired it issued an RFP and chose HP as its partner to deliver Managed Print Services. The new MPS contract delivers new HP Multifunction Printers (MFPs), robust mono printers, HP PageWide devices and HP DesignJet large format printers. These combine to deliver speed, quality and flexibility at much lower costs.





## Challenge

### Refreshing Managed Print Services

Founded in 1905 by farmers, Valio is the biggest dairy company in Finland and known for its high-quality consumer products. Because it is still owned by the very farmers who produce the milk, it is only natural to focus on sustainable farming. Valio's technology exports and globally significant breakthrough innovations have always been a vital part of the business. Its products include cheese, powdered ingredients, butter, yogurt and milk. It is Finland's largest milk processor, producing 85% of the country's milk.

Valio has been a HP Managed Print Services (MPS) customer for over ten years but it knows that there is always room for further print optimisation as technology advances. That's why it recently issued an RFP to renew its MPS contract in a bid to reduce costs by 20%.

"Five vendors made an offer but ultimately we chose HP again because we know and trust the company and its devices," explains, Juha Heikkilä, information specialist, Valio. "It is a difficult environment with strict hygiene policies as well as cold and damp warehouse conditions. That means we needed a print partner with a robust and reliable portfolio."

Valio also had a number of large format printers that it had purchased outright, which it wanted to bring under the MPS umbrella. At the same time, it wanted to reduce the number of personal printers and introduce secure access.

"We print thousands of pages each day so it is important that we get our approach right and become more efficient," adds Heikkilä. "That means reducing waste and excess devices. We knew HP could produce results."

## Solution

### A flexible, scalable solution

Valio and HP worked together to produce a plan that would enable existing printing devices to be folded into the new agreement and replaced when they reached the five-year mark. It also introduced a number of new models, including the HP PageWide Enterprise Color 556dn and the HP PageWide Managed Color MFP E58650dn, the HP DesignJet T795 and the HP LaserJet Enterprise 700 color MFP M775z.

Together, these new machines offer a combination of speed, quality and large format ability in the office, factory and warehouse. Valio also did a pilot with HP Access Control, a secure print solution. This software ensures that the right person gets the right print using a smart card, while also reducing wastage.

## Customer at a glance

### Hardware

- HP PageWide Enterprise Color 556dn
- HP PageWide Managed Color MFP E58650dn
- HP DesignJet T795
- HP LaserJet Enterprise 700 color MFP M775z

### Software

- HP Access Control

### HP services

- HP Managed Print Services

“We have a small catalogue of seven models so users can pick the right one for them. For example, in the warehouse we only need mono printing for the production of inventory and shipping information, however, the printer needs to be a real workhorse because we produce upwards of 50,000 pages per month there.”

Likewise, office users need the flexibility of a HP Multifunction Printer (MFP), which can produce colour, photocopy and scan all-in-one. All 600 printing devices are wrapped with HP service support, asset management and end-to-end delivery processes.

“The contract is flexible for us to scale the fleet up or down so when we opened a new facility it was easy to add 15 new printing devices quickly,” says Heikkilä. “At the same time, if there are any problems, the SLAs in place ensure they get solved quickly – within four hours if it is deemed critical.”

## Benefits

### Lower costs, better reliability

Valio now enjoys reliable, versatile printing across 15 facilities and offices where it is seeing cost reductions of around €100k per year thanks to lower energy consumption, fewer printing devices and less wastage. The HP PageWide devices for example, consume 50% less energy than comparable laser printers without sacrificing quality or speed.

“We have definitely seen a reduction in costs and they have also become more predictable because billing has improved tremendously,” comments Heikkilä. “The new printing devices are also more reliable, especially the HP MFPs, which makes us more productive.”

The use of HP MFPs is set to increase because each old mono printer in the office environment is typically upgraded when it is retired. This also adds more functionality such as the ability to scan and photocopy. Overall, the HP MPS offering simplifies device management and removes the headache of maintenance from the IT team, allowing them to focus on more strategic matters.

“Users are much happier with the new printing devices and they are also impressed with HP Access Control, which we aim to extend beyond HQ to other offices,” concludes Heikkilä. “HP is well equipped to manage our complex environment through close collaboration and industry-leading technology now and in the future.”

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