



Valio upgrades its Managed Print Services contract to optimise its printing

HP MPS delivers significant savings while boosting performance and reliability

Industry
Manufacturing and Distribution

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. HP 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 head office

- IT matters**
- Strict SLAs ensure that critical issues are resolved in four hours
 - 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, wastage and energy usage
 - 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



“Five vendors made an offer but ultimately we chose HP again because we know and trust the company and its devices. It is a difficult environment with strict hygiene policies as well as cold and damp warehouse conditions. That meant we needed a print partner with a robust and reliable portfolio.”

– 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 their partner to deliver Managed Print Services. Now a new MPS contract delivers new HP MFPs, robust mono printers, HP PageWide devices and HP DesignJet large format printers. These combine to deliver speed, quality and flexibility at much lower cost.



Challenge

Refreshing Managed Print Services
Valio has been a HP Managed Print Service (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%.

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.

Benefits

Lower costs, better reliability
Valio now enjoys reliable, versatile printing across 15 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 consumes 50% less energy than comparable laser printers without sacrificing quality or speed.

“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. 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.”

– Juha Heikkilä, information specialist, Valio

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