



Transition & transformation

Workplace

# Valio strengthens partnership with print provider, saving €100k per year

Dairy provider drives print optimisation strategy through renewal of HP Managed Print Services contract



Following HP's successful deployment of Managed Print Services, an extended contract was secured with Valio - beating off competition from five rival vendors. Valio's previous mono printing fleet was replaced with HP multifunction printers across the PageWide, LaserJet and DesignJet models. Fitted with the latest workplace tools, the printers are reducing costs, strengthening print security and reliability. HP now manages the lifecycle of 600 printing devices across 20 locations.



10 years  
a HP customer



50k  
pages per month



€2b  
annual turnover



4.6k  
employees



20  
countries



18  
dairy co-operatives

## Printers unsuited to business requirements

### Incompatible with workflow



Mono printers had reached the end of their lifecycle



Printers couldn't resist impact of being in a cold and damp workplace environment



Limited printing options compounded by constant cycle of unreliable printing

## Unstructured printing fleet

### Distorted visibility of printers



Managing printers with varying models proved challenging to monitor and maintain



Could not integrate into existing Managed Print Services contract



Absence of a secure access facility hindered objective to control costs

"We print thousands of pages each day, so it was important that we got our approach right and became more efficient. This meant reducing waste and excess devices."

- Juha Heikkilä, information specialist, Valio

## Adaptable and dynamic printing solution

### 100% multifunction print



HP PageWide Managed Color MFP E58650dn

16,000  
colour pages

21,000  
mono pages

75 pages  
per minute



HP DesignJet T795 44-in Printer

44 inch  
print sheets

2,400 dpi  
dots per inch

A1 print  
in 28 seconds



HP LaserJet Enterprise 700 Color MFP M775z

4,350  
sheet capacity

A3 paper  
up to A3 size

100 page  
auto feeder



HP PageWide Enterprise Color 556dn

80k pages  
prints up to

Low cost  
total ownership

550  
sheet capacity

## Delivering a secure print environment

### Safe printing with HP Access Control



All printers in Valio head office include HP Access Control



Flexible usage enables print jobs to be sent remotely



HP Access Secure Control Authentication prevents unauthorised use



Security setting options for sending emails from printer

€100k  
Annual savings generated from print consolidation gains



50%  
Reduction to energy consumption



20%  
Fall in print costs from Managed Print Services



### Product support

Efficient response to queries; critical issues within four hours



### Print reporting

Consistent costs and enhanced billing capability



### Enhanced workflow

More time spent on tasks with economic value



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"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. HP is well equipped to manage our complex environment through close collaboration and industry-leading technology now and in the future."

- Juha Heikkilä, information specialist, Valio

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