Brief

HP Strategic Business Review: The Value Management Office

People, process, and platform unite to offer insights and data trends for improved decision-making about your print environment

Tracking and optimizing the business impact of HP Managed Print Services

What if you could…

- Compare your print environment to other organizations in your industry?
- Work with experts to quantify the benefits of various strategic printing policies?
- Access an interactive platform that gives insight on policies that would help reduce your costs?
- Identify financial and Key Performance Indicator (KPI) trends?

The challenge

Opportunities for organization-wide cost savings can be as simple as setting a few key printing policies—once you understand your current print environment.

However, tracking usage data to identify inefficiencies and unnecessary costs can be time-consuming and require resources and expertise that could be allocated to other key initiatives.

Once the data has been collected, it must be interpreted and analyzed to determine where the opportunities are, and what changes must be made to reduce costs. Each step of the process can be labor-intensive and uncertain.

Most tracking options are rigid, offering a static snapshot of the current data, without an interactive method for seeing the potential effects of different business decisions before making them.

The solution

The Value Management Office (VMO) is a dedicated service that enables HP clients to anticipate, track, and optimize the business impact of managed print services. This service allows you to gather data, discover insights, and make effective business decisions about your print environment.

Understanding your priorities

To begin the VMO process, your Managed Print Services (MPS) advisor will collaborate with you to align decisions to your desired outcomes and goals. Using an online interactive platform, the consultant will capture the relevant priorities and milestones.

This online Strategic Business Review (SBR) platform includes an interactive "road map" and a timeline for this collaboration to ensure transparency and accountability for MPS. The dashboard also holds your KPIs and data gathered from tracking your printing behaviors across the organization.

Your MPS advisor will highlight actionable insights to help you make decisions to improve the efficiency of your print environment.

Benchmarking and setting customized goals

Comparing your costs to others in your field is easy with the intra-enterprise and industry benchmarks shown in the SBR platform. Use the interactive target-setting feature to see the business impact of each adjustment in print behavior. You'll find the answers to questions like:

- What would be the impact of reducing unnecessary color by 5%?
- What is the benefit of increasing the adoption of duplexing by 10%?
- How are we doing compared to others in our industry?
- Where should we install printers to avoid under- or overutilization?
- How can we improve printer workflow and productivity?
- Are there weak points in our printer security measures?

Based on your answers and objectives, your organization can implement the policies and changes that will best meet your goals.

Insights and intelligence into your print environment for strategic business decisions

The VMO experience

People – Blended team of Value Consultants and HP MPS experts that provide an insightful evaluation of your print environment

Process – Collaborative process to identify and accelerate cost savings and share industry benchmarks

Platform – Robust interactive platform to track and report on actual value realized and what-if scenarios

Improving tracked results

Once the results of the changes you've made can be seen, your VMO advisor will work with you to audit the business impact of your print-management activities, and further fine-tune the print environment.

What are the benefits?

The people, process, and platform create an unbeatable combination for print management based on the actual print environment and offer:

• Understanding of the print environment

• Insight-based reviews of current practices

• Peer benchmarking within industry

• Target setting based on real data

• Print policy optimization tailored to goals

• Impact assessment of proposed business printing solutions

• Tracking results and adjusting for long-term progress

Why HP?

HP takes a holistic approach to managing the latest printing and imaging tools, technologies, infrastructure, and processes that support your organization to improve productivity,

simplify management, and reduce costs for your entire end-user environment.

HP has more than 25 years of experience with imaging and printing in enterprise-sized environments, as well as being a:

• Global leader in imaging and printing

• Industry leader in network and infrastructure management

• Organization with a strong commitment to environmental sustainability

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 your local HP representative to:

• Get an overview of the Value Management Office service offered by HP.

• Establish a plan to implement the best Strategic Business Review service meeting your needs today and in the future.

Learn more

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