

The British Library reveals how to become a sustainable business with MPS



Discover how the British Library and others reduced their print spending by 20% or more and increased their productivity.



Playing with statistics is an imprecise art but print is widely thought to be among a company's top four operating expenses. Industry analysts including Gartner and IDC have estimated that print costs can amount to between 1% and 3% of turnover and some companies have even put that as high as 14%.

However, because of its omnipresence, print is often poorly policed. Purchases can be hidden in departmental budgets so sidestep official procurement. Reams of paper disappear and the cost of ink, toner and printer maintenance mounts. It's estimated that the average employee prints between 8,000 and 10,000 pages a year which is the equivalent of a 100 foot Douglas fir tree – but a large percentage of that output is never used. Also, surveys have shown that a large percentage of board-level managers are unaware of their print costs.

For many businesses, print volumes and costs are out of control and for every dollar spent on printing a page, many more are spent on managing that page. That is why a growing number of companies are streamlining their print and increasing productivity by signing Managed Print Services (MPS) contracts with HP.

The British Library has reduced its print spending by 20% and increased staff productivity by introducing HP multifunction printers as part of an MPS contract with HP and its Platinum Partner, DTP Group. The service has cut paper usage by 125,000 sheets, saving 3,476Kg of CO2 emissions and has lowered power costs by 72% after reducing the printer fleet from over 850 machines to under 200. More efficient print has also increased staff productivity. The new printers are more reliable and quicker, working at 30 to 40 pages per minute when some older machines only achieved five ppm. Automatic toner replenishment also ensures that printers never run out.

“In 2010 we spent £180,000 on consumables and now we've gained better control, that figure has gone down to £100,000.”

Steve Hills, Infrastructure specialist, British Library

Other organisations benefiting from HP MPS

German insurance provider DEVK has also seen dramatic benefits. With a HP MPS agreement, it has cut its printer fleet by 18% and lowered print costs by 25%. By shifting administration to HP and through remote printer management with HP Web Jetadmin, the workloads of purchasing, accounting and financial control departments have been reduced and overall productivity has increased.

Despite doubling the size of its workforce, full-service IT provider GISA has also reduced print costs by 30% with HP MPS. This German company has improved its workflows thanks to quick and convenient document scanning with HP multifunction devices.

At the other end of the scale, the UK's Norwood and Crescent Primary School has increased the productivity of its teachers because they no longer waste time traversing the campus to use the printers or photocopiers. The time is re-deployed preparing for lessons.

These are just a few of the many enterprises that have turned to HP to streamline print and to ensure that this vital service is no longer an uncontrolled drain on their resources.

Want to learn more?

Find out how HP MPS can [benefit your business.](#)