



# SPIE deploys print optimisation and generates 30% budget saving

Standardising HP printing fleet delivers a tailored approach to print depending on business need

## Industry

Heating, ventilation, and air conditioning (HVAC) and electrical services

## Objective

Following its reorganisation, SPIE wanted to continue reducing its printing costs; the optimisation plan delivers a key objective on targeting print expenditure to the needs of each site

## Approach

In 2017 SPIE launched a consultation with various printer manufacturers to identify a Managed Print Services solution to deliver an optimised and efficient printing environment

## IT matters

- Management of all devices via efficiency boosting tools supported by HP Managed Print Services
- Maintenance service provided by HP
- Dynamic and automatic delivery of consumables

## Business matters

- 30% cost reduction
- A decrease in the number of devices by a fifth
- A cost on the page adapted according to the activity of each site



**“We wanted a Managed Print Services solution, as well as a provider able to deliver flexibility to our sites which use printing solutions based on multifunction machines and plotters.”**

– Frédéric Mirra, head of IT infrastructure and support, SPIE France

## SPIE improves productivity with HP Managed Print Services

SPIE has more than 500 sites in France with a printing fleet of 1,800 multifunction printers. In order to continue optimising its costs, SPIE renewed its HP Managed Print Services contract. This delivered fleet optimisation of more than 20%, budget savings of 30% and a variable page price option.

## Challenge

### Optimising print costs

SPIE required an efficient printing fleet to support its workflow that was not dependent on the presence of a computer specialist on site or nearby. A major supplier was critical to meet the quality of service the business needed, such as the ability to respond to downtime and deliver consumables on time.

## Solution

### Managed and adaptable print

SPIE deployed 498 multifunction devices, including 45 of HP’s premier HP A3 PageWide Managed P77740dn printers. These are all supported by an HP Managed Print Services contract, which includes a dedicated head office mobile and secure print offering. Secure printing solutions are provided by refined fleet management and tracking through the latest version of HP Web Jetadmin and HP Universal Print Driver (UPD).

## Benefits

### Cost reductions at all levels

The durability and versatility of the printing fleet has reduced SPIE’s maintenance costs and contributed to a budget reduction of 30%. Paper wastage is also under control leading to 10% less print output. Efficient print capacity is producing positive environmental dividends; SPIE’s energy consumption has dropped by 55%, helping cut CO<sub>2</sub> emissions by 35%.

“Printing expenditure can now be significantly reduced in the IT system’s budget, and the level of operational service can be adjusted based on the specific pressures and business areas of each site. We can see that HP is already developing the technologies of the future and we are in tune with it in this regard. Its development plan corresponds to our needs.”

– Frédéric Mirra, head of IT infrastructure and support, SPIE France

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