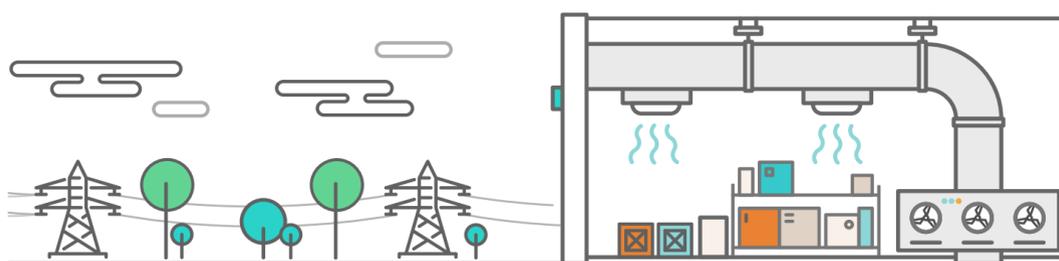# SPIE turns to trusted partner to restructure its printing fleet

HP A3 printers and PageWide technology lead the way in delivering a cost-effective and secure printing solution

SPIE, a specialist in heating, ventilation, and air conditioning (HVAC) and electrical services deployed HP's flagship technology, including the next generation A3 printers and software as part of its Print Optimisation strategy to deliver a streamlined printing fleet. To ensure that employees can print documents securely the printers are fitted with HP security software – supported by HP Managed Print Services.

€6.1b annual turnover

46k employees

600 sites

38 countries

10 year relationship with HP

11 years in business

Print consolidation required

Difficult print oversight

1,800 printers across 548 sites

4,800 cartridges produced for recycling per year

Shortage in technicians to address print queries and repairs

Limited printing options

Distorted visibility of printers

Outdated tech
Mono print could not scan, copy and fax pages

Workflow limitations
Sharper colour resolution required to present architecture for clients

Vulnerable print
Lacked security software to protect confidential data

Company branding
Inefficient print incompatible with an environmentally conscious brand

> "We wanted a Managed Print Services solution to guarantee the quality of service offered to our internal clients (and to therefore allow SPIE's IT service to concentrate on value-added activities), as well as a provider able to deliver flexibility to our multi-site configuration which uses both word-processing and technical printing solutions."
>
> - Frédéric Mirra, head of IT infrastructure and support, SPIE France

Optimised print with HP A3 Print

498 printers deployed

251x HP OfficeJet Pro 7740 A3 Multifunction Printer

46x HP PageWide Managed Color MFP E77660 Series

45x HP A3 PageWide Managed P77740dn

21x HP PageWide Managed P57750dw Multifunction Printer

Enhanced printing facilities
Range of paper finishing options

Boosted workflow
4.3" colour graphic display

Modern versatile print
Multifunction – print, copy, scan and fax

Efficient print
Prints up to 60 pages per minute

Future-proofing print security

A comprehensive package of the latest security software

HP Access Control Secure Pull Printing
Secure authentication to obtain documents

HP Universal Print Driver
Encrypted print prevents unauthorised handling of data

HP Web Jetadmin
Configures itself to security need of printing fleet

1,400
Multifunction printing fleet

30%
Savings to print budget

14%
Annual fall in print costs

55%
Reduction in power consumption

35%
Fewer CO_2 emissions

10%
Fall in print volume

Learn more at
hp.com/go/businessprinters

Sign up for updates
hp.com/go/getupdated

Share with colleagues

> "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