

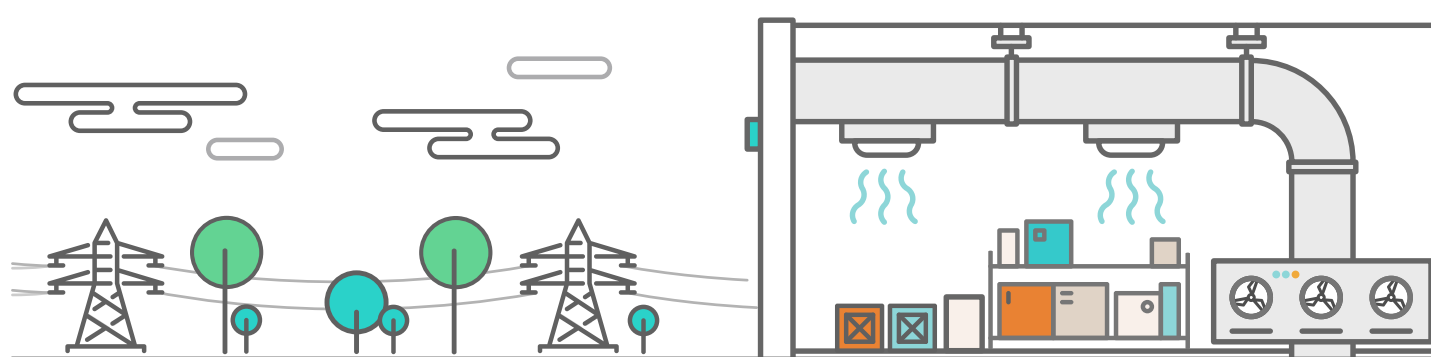


Transition & transformation

Workplace

# 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



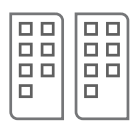
SPIE, a specialist in heating, ventilation, and air conditioning (HVAC) and electrical services deployed HP's flagship technology, including the next generation A3 printers and software as part of its Print Optimisation strategy to deliver a streamlined printing fleet. To ensure that employees can print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



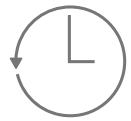
4,800 cartridges produced for recycling per year



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**Outdated tech**  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



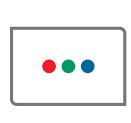
45x HP A3 PageWide Managed P77740dn



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<sub>2</sub> emissions



10%

Fall in print volume

Learn more at [hp.com/go/businessprinters](http://hp.com/go/businessprinters)

Sign up for updates [hp.com/go/getupdated](http://hp.com/go/getupdated)

"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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4AA7-3040EEW, May 2018