

# Gruppo Editoriale San Paolo begins new chapter of printing

Italian publisher modernises printing fleet with HP multifunction print technology



**Industry**  
Publishing

**Objective**  
Update print infrastructure to achieve greater operational efficiency and reduce costs

**Approach**  
HP PageWide technology and an innovative HP Managed Print Services contract, with costs based on actual consumption of ink and toner

- IT matters**
- Improved management thanks to HP Managed Print Services
  - Even simpler restocking thanks to model rationalisation
  - Enhanced data security and greater environmental benefits

- Business matters**
- Less wastage of paper and toner, more control over printing operations
  - Greater print speed: from 25 to 60 pages per minute
  - More flexibility with colour printing up to A3 format
  - Cost reductions of around 20% compared to customers using non HP devices



**“We chose HP as we were persuaded by its PageWide technology, designed for efficiency and reliability, as well as the unique managed print formula, with costs based on actual consumption proposed by Elmec.”**

– Paolo Epidotti, information systems manager, Gruppo Editoriale San Paolo

## Speed and security at a more affordable cost

Gruppo Editoriale San Paolo decided to update its print infrastructure due to the obsolescence of the previous solution, in order to maximise cost-effectiveness and efficiency.

## Challenge

### New print infrastructure for more efficient management

The Gruppo Editoriale San Paolo IT department faced the challenge of replacing printers in several of the group’s companies. The print infrastructure is important for the group as it operates in the publishing sector and uses the machines for normal office use as well as for marketing and publications. It was looking for an easy-to-use managed print solution to support the group’s workflow in a cost-effective way. The printers needed to be multifunctional, strong and efficient.

## Solution

### HP PageWide technology is successful and persuasive

The choice made by the Gruppo Editoriale San Paolo IT department consisted of 23 HP PageWide P77740z Multifunction Printers and three HP LaserJet E77830dn Multifunction Printers.

## Benefits

### Increased efficiency at a more affordable cost

Early indicators suggest that Gruppo Editoriale San Paolo have saved 20% in relation to the previous print management. From an efficiency perspective, the new technology is two and a half times faster than the previous printers, and it is simple and quick to use the peripherals via large displays.

**“Many internal users, who were initially sceptical about the change of printing technology and supplier, changed their minds after witnessing the efficiency of the new machines.”**

– Paolo Epidotti, information systems manager, Gruppo Editoriale San Paolo

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



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

© Copyright 2018 HP Development Company, L.P. The information contained herein is subject to change without notice. The only warranties for HP products and services are set forth in the express warranty statements accompanying such products and services. Nothing herein should be construed as constituting an additional warranty. HP shall not be liable for technical or editorial errors or omissions contained herein.

4AA7-3890EEE, November 2018

Share with colleagues