Case study

WOCO STV s.r.o. optimises the cost of inkjet printer solutions

Automotive manufacturer uses HP inkjet printers

Industry
Automotive

Objective
Introducing inkjet printing to reduce printing costs, number and types of printing devices. Consolidating consumables followed by optimisation of inventory

Approach
Market research and issuing a transparent, multi-round tender process with providers of HP Managed Print Services, to find a solution to best meet all the business requirements

IT matters
- Reducing expenditure for the operation and maintenance of the print park
- Uninterrupted operation thanks to HP Managed Print Services
- Reducing the number of printer models from various manufacturers to four models by HP
- Significant simplification of the control system thanks to the integrated print driver for all users

Business matters
- New technologies with emphasis on inkjet devices
- Reduced overall operating costs by 30% thanks to HP PageWide technology
- Saved time and money on repairs thanks to original consumables
- Monitoring and remote management of the print environment
- Reduced inventory of consumables by 80% thanks to process optimisation

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The transition and transformation to an integrated solution of inkjet printers

After an internal audit, WOCO STV s.r.o. issued a request for proposal for a new supplier of print solutions, which would allow the company to consolidate and efficiently manage the print environment. The company XANADU a.s., an HP Partner, won the tender to supply this solution, with its proposal for inkjet printers with HP PageWide technology. This has made it possible to reduce costs, achieving savings and uninterrupted operation.

Challenge

Unsupported system

The IT environment is constantly changing and existing older systems and methods for manufacturing processes are no longer suitable for current or future business requirements. Businesses are fundamentally reassessing how they address their work environment for efficiency and profit.

The management at WOCO STV s.r.o., for whom the print environment is crucial, have also recognised a need for changes. WOCO STV s.r.o. was founded in Germany in 1956. The Czech division of WOCO STV s.r.o. founded in 1993 has production and sales in more than 10 countries. WOCO STV s.r.o. develops and manufactures systems that improve acoustic comfort and car safety. The company also respects modern trends in environmental protection. It offers customers new products to reduce noise and eliminate the release of exhaust fumes. WOCO STV s.r.o. employs over 900 members of staff and turned over €130 million in 2017.

WOCO STV s.r.o. was looking for a way of consolidating and efficiently managing the print environment.

Prior to the actual RFP for a new print solution provider, WOCO STV s.r.o. defined its objectives and requirements for the new system in terms of hardware, software, security and service (SLA). The main requirement was creating an integrated, clear and long-term concept for the print solutions for the administrative, logistics and manufacturing parts of the company.

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An important requirement for the new solution was compatibility with the Enterprise Resource Planning (ERP) and Free and Open Software (FOSS), with HP being one of the few to have machines that would meet this requirement. Another important condition was printing A3 format drawings for its development.

A fundamental requirement for the new solution was reducing the number of different types and kinds of printers from different manufacturers and finding an optimal solution for printing in administration, logistics and manufacturing where emphasis was put on bar code printing and printing specially placed on document for subsequent use of Optical Character Recognition (OCR) by third-party software.

Another requirement was switching to original consumables because generic products often caused outages, needing repairs, as well as causing problems with print quality.

The new solution would have to reduce the number of printer models and optimisation of consumables, cashflow in inventory and, for instance, warehouse space.

Another key criterion for selecting a supplier was ensuring a reduction in operating costs, especially consumables and electricity.

The option to monitor and remotely manage the print environment, and the option to define a print policy for individual users, for example, restricting colour printing for certain operations and the like were also included in the selection criteria.

Solution

A solution in the form of HP PageWide printers

A decisive factor when selecting the company to provide print solutions was experience with the specific environment of WOCO STV s.r.o. and extensive experience in the field of print and systems solutions. The solution offered by HP, whose supplier is XANADU a.s., provided optimisation at all levels of the business and decided its victory.

The outcome is a five-year agreement for HP Managed Print Services (MPS), where HP PageWide inkjet technology covers 91% of the total solution. The supplier of the hardware and services is the company XANADU a.s.

"The contract with HP partner reduced the number of devices for us from more than ten different brands and over 40 different models to one manufacturer and four models, and we have also switched to original consumables. Furthermore, we also succeeded in having a solution compatible with our internal ERP system. The selection of modern inkjet and laser multifunction printers by HP has proved to be the correct decision, and a visionary one," says Jan Kubisz.

Thanks to having a solution from HP only, we have succeeded in optimising warehouse space and simplified logistics. WOCO STV s.r.o. previously had a large warehouse capacity, with toners approximately 15x15x40cm in size having to be kept in a number of cabinets. Now just four inkjet sets and a cartridge around 4x4x20cm are needed, with the packaging not increasing the volume capacity. It has all been simplified thanks to the comprehensive services from XANADU a.s.

An important element of the WOCO STV s.r.o. print policy was the decision to use ink that does not smudge and is certified for permanent printing. The printers produce documents in a range of formats and in mono and colour; 70 devices were installed, including 41 HP Officejet Pro X576dw multifunction printers.

The replacement of printers, removal of old equipment and installation of new solutions, took place quickly and according to a pre-agreed schedule.

Benefits

Savings, central cost management and uninterrupted operation thanks to MPS

The number of devices was reduced from more than ten different brands and over 40 different models to four models by HP. The number of consumable types was reduced from 60 to just 12.

A crucial condition of collaboration is compatibility with the ERP business information system and FOSS. This covers planning and management of all core company processes.

Uninterrupted operation is provided via HP MPS from XANADU a.s. The HP solution, implemented by XANADU a.s., offered a way of consolidating and efficiently managing the print environment for the administrative, logistics and manufacturing parts of the company. The selected solution has helped make savings in many areas.

Optimisation in all areas

The HP solution has allowed almost complete optimisation in the company. It has offered an option to manage central costs and uninterrupted operation because of the MPS by XANADU a.s. Thanks to HP PageWide technology, it has reduced overall operating costs by 30%.

Customer at a glance

Hardware
- HP Officejet Pro X576dw Multifunction Printer
- HP Officejet Pro X451dw Printer
- HP LaserJet Enterprise 700 color MFP M775z
- HP PageWide Managed P57750dw Multifunction Printer

Software
- HP Universal Print Driver
- HP Web Jetadmin

HP services
- HP Partner Managed Print Services

"We have managed to reduce the total cost of printing by 30%. Thanks to HP Web Jetadmin we have complete control of print jobs remotely as well, and can configure individual print roles," says Jan Kubisz.

The inventory has also been optimised. The volume of consumables stored was reduced rapidly. This means far fewer funds are held in cartridge stocks. The sums are no longer in hundreds of thousands of crowns but tens of thousands.

HP is one of the few IT companies with a comprehensive information and technology environment – printers, management, security, multifunction and print rights management. All requirements are therefore comprehensively addressed via one manufacturer.

The solution by HP for WOCO STV s.r.o. was relatively easy to implement. All the multifunction printers are configured identically from a central location using special software. Staff from the IT department can monitor and remotely manage the print environment, define policies for individual users, for example restricting colour printing for certain operations. They can also get an immediate overview and control over printing costs.

Thanks to the new solution WOCO STV s.r.o. has managed to optimise on several levels. It is reducing costs, while enhancing the quality and efficiency of its work.

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Uninterrupted operation

Thanks to the partner services of XANADU a.s., time is also saved. In the event of a printer failure, the defective machine is almost immediately replaced with a functioning machine which means operation remains uninterrupted. Despite the qualitative increase in the level of service security, WOCO STV s.r.o. has simultaneously managed to reduce its total cost of ownership by 30%.

WOCO STV s.r.o. implemented this HP print solution on a gradual basis from May to August 2016. The solution fully meets all expectations.

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