



# WOCO STV s.r.o. drives down costs with new look printers

Total cost of ownership falls by a third since installation of HP PageWide fleet



With the technology industry constantly changing, WOCO STV s.r.o. has responded by deploying a fleet of HP LaserJet and PageWide multifunction printers to improve print management, boost workflow and generate efficiency savings. The automotive manufacturer has clear oversight over its printers and has seen its print related expenditure reduce by 30%, resulting in corresponding increases to productivity across the business.



**130m**  
€ turnover in 2017



**70**  
printers deployed



**900**  
employees



**1**  
print vendor



**91%**  
HP PageWide printers



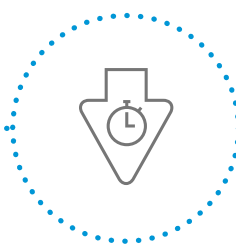
**60+**  
years trading

## Adapting to a new environment

Matching resources to WOCO STV s.r.o. services and objectives



Outdated technology could not sustainably support its manufacturing activities



Multifunction and efficient print is essential in a competitive marketplace



Low-carbon printers to align with environmental conscious brand

## Taking stock of its hardware

An internal review identified areas for change



Maintaining high print performance over the long-term



Purchasing consumables from a single vendor to control costs of ink and toner



Regular reporting of costs, usage and fleet numbers

“On the basis of internal analysis, we issued a tender to identify a supplier that could configure an integrated and long-term concept for the company print policy. We mainly wanted to reduce printing costs, number and types of print devices. Then to consolidate and optimise consumables.”

- Jan Kubisz, head of IT, WOCO STV s.r.o.

## Finding the perfect package

HP and Partner XANADU tailor a bespoke Managed Print Services contract



HP PageWide fleet are renowned for consistent reliability and efficiency




Streamlined consumables reduces ink and toner costs




Real-time data tracking to monitor print expenditure and activity


## Voice of the customer



**30%**  
Reduced total cost of ownership




**80%**  
Fewer consumables with simplified print



**75**  
Pages printed per minute using HP PageWide



**4**  
Standardised printer models, creating fleet consolidation



**4.35k**  
Paper storage capacity of HP LaserJet Enterprise 700 color MFP M775z printer



**3 months**  
Time taken to complete the deployment

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

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“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 and can configure individual print roles.”

- Jan Kubisz, head of IT, WOCO STV s.r.o.



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