



WOCO STV s.r.o. simplifies management of printers and consumables

HP MPS contract becomes WOCO's sole supplier of hardware, ink and toner

Industry
Automotive

Objective
Use inkjet printing for consolidation of hardware and consumables

Approach
Conduct a tender process to identify a comprehensive Managed Print Services solution

IT matters
• HP Managed Print Services delivers efficient print by reducing costs and streamlining hardware and consumables

Business matters
• New technologies with emphasis on inkjet devices
• Reducing overall operating costs by 30% thanks to HP PageWide technology
• Saving time and money on repairs thanks to original consumables
• Reducing inventory of consumables by 80% thanks to process optimisation



“We succeeded in having a solution compatible with our internal ERP system. 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.

Transitioning and transforming to inkjet multifunction printers

WOCO STV s.r.o. conducted an internal review of its print fleet, which identified print consolidation and efficiency as essential. The company launched a tender for a new vendor, which resulted in a contract being awarded to HP Partner XANADU a.s. to supply inkjet printers with HP PageWide technology.

Challenge

Adapting to changes in technology and industry
WOCO STV s.r.o. required a single Managed Print Services solution to have oversight of costs and print usage. Its outdated hardware lacked the efficiency and multifunction capacity to support manufacturing processes and administrative functions.

Solution

HP PageWide technology dominates WOCO STV s.r.o.'s print portfolio
HP and Partner XANADU a.s. will deliver a Managed Print Services contract over five years. HP PageWide technology accounts for 85% of WOCO STV s.r.o.'s printers. Efficient print is provided by an HP PageWide Managed P57750dw multifunction printer, printing up to 75 pages per minute.

Benefits

Cost savings, print optimisation and reliability
Total cost of ownership has fallen by 30%, which is helped by a reduction to consumables of 80%. WOCO STV s.r.o. has implemented print optimisation and staff can monitor print costs and usage. A support team are accessible to respond to call-outs, ensuring that workflow is not severely impacted.

“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 the number of print devices and consolidate consumables so that we could optimise inventory.”

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



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4AA7-3893EEE, November 2018

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