



- Service & Delivery
- Transition & Transformation

Frank Keane in the driving seat with print management

HP Managed Print Services reduce print costs by 29%



Frank Keane has been a leader in the Irish motor industry since 1952, with extensive experience and operations at both a distribution and retail level. It is the distributor of Mitsubishi cars, Mitsubishi 4x4 and Mitsubishi parts, as well as operating large-scale retail outlets in Dublin representing BMW, MINI, Volkswagen and Volkswagen Commercial Vehicles.

275 employees

6 locations

50 years with BMW

7 printer brands

70+ printers

52 different consumables

The need for a new view on print provision

Part of wider company-wide IT rationalisation



Organic growth resulted in a complex printer fleet



Time consuming and inefficient print management



Ad hoc printer replacement and refilled cartridges

Fleet optimisation and external management

HP and Stacked deliver Partner Managed Print Service



Free audit of entire print estate



Fleet consolidation with HP A3 PageWide



Automated toner management

“Previous MPS proposals were never convincing and seemed to pull savings out of thin air. HP and Stacked offered a full and free audit of our estate, which clearly demonstrated that we could make significant savings by switching to HP MPS.”

- Paul Ancker, group IT manager, Frank Keane

Leading print technology at a lower cost

Environmental benefits are a good match with motor trade aims

Fleet devices reduced

74 to 58

Number of models reduced

24 to 6

Types of consumable lowered

52 to 12

29%

reduction in print costs

€94k

saved over five years

71%

lower energy consumption

6k

pages a month from each printer

225k

total monthly prints

10 million

prints over contract lifetime

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“HP MPS is less expensive than managing printing in-house – we get all the benefits of leading print technology with one predictable monthly cost. We couldn’t ask for more.”

- Paul Ancker, group IT manager, Frank Keane



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