Frank Keane's new approach to printing

HP Managed Print Services reduces print costs and energy consumption while modernising the printer fleet

Industry
Automotive retail

Objective
Frank Keane wanted to replace its heterogeneous print environment, consisting of 24 different models, with a more efficient and cost-effective MPS solution

Approach
Working with a local partner, Stacked, Frank Keane implemented HP MPS, replacing all the aging printers with 58 brand new devices from just six product lines, reducing the need for multiple consumables

IT matters
• Automated toner replenishment removes the need for onsite inventory
• Consolidation on six models streamlines consumable stock management
• Dedicated print servers make printing to any device simple

Business matters
• Print costs have reduced by 28% or €94k over five years

"Previous MPS proposals were never convincing and seemed to pull savings out of thin air, however, 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

Reducing print costs while improving performance

Frank Keane, a leading Irish car dealership and distributor partnered with HP and Stacked, a premier HP MPS specialist, to implement Managed Print Services (MPS), consolidating the print environment to just six models and 12 consumables.

Challenge

Streamlining a chaotic print environment
Frank Keane had built up a fleet of printers, managed by its small in-house IT team and a third-party support engineer. However, this led to seven different printer brands being used. Unsurprisingly, managing 74 devices with 52 differing consumables was time-consuming and inefficient.

Solution

Consolidated printers
Frank Keane signed a five-year contract, which provided 58 entirely new printers, consolidated on just six models.

Benefits

Instant benefits
The new HP MPS platform is anticipated to achieve around €94k over the course of the contract. The new printer fleet is much more energy efficient, with a reduction in carbon emissions of 71%.

"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

Learn more at
hp.com/go/businessprinters