

Case study

Ellis Air Conditioning overcomes barrier to continued business growth



HP PageWide XL 4000 MFP eliminates workflow bottlenecks, delivering immediate and high-quality printed output

Challenge

- Keep pace with the demands of year-on-year business growth
- Eliminate the current print output bottleneck that is frustrating employees and impacting on productivity
- Guarantee consistent high-quality technical drawing printed output

Solution

- Using HP PageWide XL 4000 MFP, at eight (8) A1 prints per minute, provides immediate print output of colour and monochrome prints
- Integrated scanner enables scanning and copying in one device
- Touchscreen interface allows teams to complete simple, intuitive navigation and customisation of printed output

Results

- Enhanced workflow efficiencies and eliminated printing bottleneck
- Boosted productivity with faster print speeds
- Saved time, enabling team members to focus on customer needs
- Delivered consistently accurate and reliable crisp lines, fine detail and smooth grayscales



“We clearly saw that the HP PageWide XL 4000 MFP was the only printer that would meet all our requirements. It was quicker and more efficient than the other brands we reviewed. The bottlenecks disappeared. The estimating and design teams were no longer competing to have their projects printed.”

– Adam Langford, general manager, Ellis Air Conditioning Pty Ltd



Ellis Air Conditioning’s year-on-year growth is attributed to its ability to successfully address and satisfy a wide range of heating, ventilation and air conditioning projects from clients and prospects. Its growth and success was gratifying, but it came with its own problem in the form of meeting the high volume of technical drawings that required output. Installing the HP PageWide XL 4000 MFP was the logical solution to meet the new challenges.

“Both our estimating and design teams can really concentrate on their important roles of designing and producing the large volume of high quality technical drawings our prospects and customers are demanding.”

– Adam Langford, general manager, Ellis Air Conditioning Pty Ltd

Industry:

Large format; Technical design

Company name:

Ellis Air Conditioning

Location:

Melbourne, Australia

HP equipment:

HP PageWide XL 4000 MFP

Website:

ellisair.com.au



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Challenge

Successful track record delivering strong growth

Ellis Air Conditioning has more than 50 years of history in successfully completing mechanical services projects and preventative maintenance programs for a wide range of clients. Its projects cover heating, ventilation and air conditioning design, installation and maintenance. Its client list includes multi-storey apartments, commercial offices, sports stadiums, education facilities, and hospitals.

Clients deal directly with Ellis Air Conditioning experts from the concept stage to completion and the entire process is carried out by the in-house team of professional engineers. Its success resulted in doubling in size each year over the previous two years. Establishing and reaffirming its position as the industry leader brought to the forefront some major challenges.

Ellis Air Conditioning's reputation was attracting the attention of prospective clients which meant that its estimating workload increased. The team was responding to up to 10 quotes each week for major residential and commercial developments. The printing volume increased to almost 2,000 square metres per month.

Print output bottleneck

Due to the increased printing volumes, the incumbent printing device was not meeting business needs and staff members were idle waiting for their prints. Two departments – the estimating and the design teams – were using the printer. The bottlenecks caused considerable frustration as the highly skilled estimators and designers could wait up to six hours for a print job to be completed.

Workflow productivity was a critical driver in the search for a better solution. Adam Langford, Ellis Air Conditioning's general manager, explains: “We needed to respond quickly to tender requests, and at the same time quickly execute projects we were undertaking. In the design and installation stage there could be up to 200 changes to the technical drawings – all for legitimate reasons – which needed to be speedily adapted and delivered to all interested parties.” Variation to the technical drawings, if not communicated in a timely manner, can cause very expensive mistakes.

The quality of the print output was another factor. Langford adds: “Reliable and vivid colour was a major requirement because on the drawings services such as air or water are depicted in different colours. These days almost 95% of the drawings we produce are in colour.”

Solution

Clear winner that meets requirements

“We decided to see what solutions were available and looked at several brands. After our analysis we decided on the HP PageWide XL 4000 MFP.

HP business partner, Neopost Australia, conducted a demo and we clearly saw that the HP PageWide XL 4000 MFP was the only device that would meet all our requirements.

“It was much faster than the other print solutions we looked at. It can produce eight A1 size sheets per minute in either colour or monochrome. The integrated scanner means we can print, scan and copy in one device. The device is simple to use due to its touchscreen interface which allowed us to navigate and customise the outputs.”

Results

Immediate increase in workflow efficiency

One of the most immediate improvements was the workflow efficiency rate. Langford says: “The bottlenecks disappeared. The estimating and design teams were no longer competing to have their projects printed. With a 30 second first page print, the drawings were being printed in a quarter of the time it used to take. In fact, the print output for many of our projects is completed in the time for the old printer just to get ready to print the first page.” He adds: “Both teams can really concentrate on their important roles of designing and producing the large volume of high-quality technical drawings our prospects and customers are demanding.”

“Also, the 100-sheet top stacker is a time and space saver compared to the previous printing device. We no longer need to lay the prints on desks or on the floor for sorting in the correct order, the HP PageWide XL 4000 MFP delivers the prints flat and in the correct sequence.”

Effortless high level of quality and accuracy

The device's touchscreen reports the printer's status and it enables the user to navigate each screen. “Our teams find it is an effortless operation. They also receive positive feedback from our clients about the quality of the printed drawings.”

The pigment inks are critical to guarantee accurate and reliable crisp lines, fine detail and smooth grayscales. The HP PageWide XL 4000 MFP does not warm up or apply heat to the paper as part of the printing process, hence it consistently delivers very high levels of line accuracy.

Langford sums up “Time is money, of course. The frustrations, delays and time constraints caused by the bottlenecks because of the slow print output all had a negative bottom line impact. Those are a thing of the past.”

Langford also highlights: “Inevitably there are some technical or teething issues when deploying new technology, but we found HP technical support responsive, knowledgeable and professional.”

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