



Managed Print Services (MPS) Case Study

Client: XYZ Hardware

Number of employees: 350
Number of buildings: 1
Total # of Business Devices: 119
Average Monthly Volume per Device: 3,253

XYZ Hardware came to BMP with a desire to **reduce** their costs associated with document management, **improve** the efficiency and productivity of their employees and **return focus** to their core business.

BMP prepared a **cost per page assessment** after completing the following analysis:

- Multiple building walk-throughs.
- Configuration pages from all printers.
- Captured counts from all copies/faxes made per machine over a two month period.

Information included a quarterly volume and quarterly cost breakdown by black and white vs. color copies along with the top 12 page users by department. One of the major discoveries was that color copies, while only 19% of XYZ Hardware's total copy volume, accounted for 42% of total costs.

Financial Impact:

BMP was able to offer XYZ Hardware a 20% reduction in output costs over three years for a total of **\$190,425 in savings!**

BMP implemented 3 solutions to reduce costs and improve machine usage.

Solution #1: Device Standardization for Cost Reduction

- Reduced IT support costs (Help desk, labor and driver support).
- Minimized supply inventory carrying costs.
- Minimized employee cross-training needs.
- Improved employee productivity and satisfaction.
- Decreased administrative/invoice processing costs.

Solution #2: Fleet Optimization and Device Management for Productivity Improvements

- Reduced overall number of supported devices by 17.5%.
- Saved floor space.
- Decreased overall equipment and fixed costs.
- Automated device-monitoring tool continued to minimize costs associated with under/over utilization of equipment.

Solution #3: Managed Print Services to Improve Core Business Focus

XYZ Hardware outsourced their device support to BMP's Managed Print Services program. They saw a drastic reduction in equipment downtime, decreased IT costs related to device support and - most importantly - a reduction in resources spent on non-core functions.

BMP also worked with XYZ Hardware to help them establish an Internal Production Facility. This facility, tailored to the needs of XYZ Hardware, reduced employee time spent on copying/fulfillment functions and decreased costs by shifting production jobs to less costly devices and employees.

Call BMP at **(866) 321-9267** for your **FREE solutions analysis** to learn how you can reduce costs and improve usage of your business machines.