



PCS Director and Ricoh Professional Services significantly reduce printing costs for a large faith-based organization

Print Management Challenges

- Large number of convenience printers
- High volume of color copying to the convenience printers
- Existing MFPs with black-and-white capability only
- Reduce costs without completely eliminating convenience printers

Operating a busy office with over one thousand employees, this large, faith-based organization known worldwide originally relied on hundreds of color HP convenience printers paired with a smaller number of black-and-white only multifunctional products (MFPs) for their printing and copying needs. Although employees enjoyed the convenience of their HP color printers, the organization was needlessly losing money each time workers printed color documents on these high-cost devices.

Paying for 88,000 color copies produced on the convenience printers each month, the organization was searching for a solution that would reduce their costs while preserving a corporate culture that allowed their employees to have personal printers.

Recommended Solution

- PCS Director with Analysis, Rules and Recovery Modules
- Nineteen color and seven black-and-white MFPs
- Ricoh Professional Services support

The organization received offers from a number of office equipment solution providers for help in creating an environment that balanced convenience and cost-saving

efficiency. However, their long-time solutions provider, Ricoh Professional Services, won the opportunity by offering a unique proposal that combined new hardware with comprehensive print management tools.

RPS' hardware solution included the addition of 19 color and 7 black-and-white MFPs. Their print management solution consisted of PCS Director with the Analysis, Rules and Recovery modules. The suite of tools were installed on 1,300 of the organization's workstations. PCS Director now works in tandem with the new hardware to manage, analyze, and reduce printing costs.

In their new printing environment, employees are guided by PCS Director to make the most cost-effective printing decisions. An employee who attempts to print a large color document on the older, more costly printer is reminded of the new cost-saving color MFP down the hall through a popup message. At the same time, a worker who is printing a quick one-page black-and-white memo can easily retrieve his or her document at the printer around the corner, which assures optimal workflow is preserved.

PCS Director gives the organization a unique competitive advantage by not only offering a complete picture of their printing environment, but also by letting them take action to reduce inefficient printing habits. Working with Ricoh Professional Services, PCS Director gives the organization the knowledge and capabilities they need to make the most of the new equipment.

CASE STUDY



Measurable Results

- 89% of color volumes transferred from high-cost convenience printers to low-cost MFPs
- PCS Director paid for itself in just 39 days
- \$180,000 saved per year in printing costs
- 28% reduction overall in printing costs

By migrating large print jobs from older printers to new low-cost devices, the organization is saving \$15,000 per month in printing costs, which is a total of \$180,000 in annual savings. Before implementing PCS Director, the organization was averaging 88,000 color prints on HPs each month. Six months later they average only 10,000 — with the rest of the volumes being transferred to Ricoh MFPs.

Discover the RPS Difference

RPS teams can show you exactly how we can help your company reduce document spending, streamline workflow and improve accuracy in a wide range of document-intensive processes. For more information contact your local RPS representative today or visit us at www.ricohbusinessolutions.com.

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