Printing costs plummet at eva

hp

eva
Evangelische Gesellschaft
Stuttgart e.V.

"HP's technology is both innovative and cost-effective, while stethos has proved to be a highly competent partner. This is an excellent solution that meets our needs perfectly."
Jens Hess, IT manager, Evangelische Gesellschaft Stuttgart

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Evangelische Gesellschaft Stuttgart (eva) provides social services to vulnerable members of the community inhabiting one of Germany's largest cities. Although it is a not-for-profit organisation, it is only one of several offering similar services and thus works hard to maintain its reputation for quality, reliability and innovation. To maximise its capacity to deliver social benefits, it also needs to keep a close eye on its operational costs.

One recent cost-saving measure was the consolidation of the print environment. Reliance on stand-alone printers from different suppliers was recognised as not being cost-effective and an alternative was sought. In introducing a consolidated solution, the need to guarantee security was of the utmost importance. "Consolidation meant that printers would be located in the corridors rather than at individuals' desks, and therefore used by several different people. Because we deal with sensitive data, we had to ensure that this data would be accessible only to authorised persons," explained Jens Hess, IT manager.

Hess and his colleagues looked for a supplier who could offer specialist expertise, good prices, and the ability to inspire long-term trust. The contract was awarded to a partnership between HP as technology supplier and stethos GmbH as implementation partner.

Highly satisfied
Over a period of only ten working days, stethos implemented a new, consolidated print infrastructure at eva's headquarters, based on HP LaserJet and HP Color LaserJet printers. The solution included Ringdale's FollowMe™ Printing solution, which makes use of ID cards to authenticate print requests. Support is provided for a three-year period using HP Care Pack Services.

The consolidated infrastructure has some 150 end-users. According to Hess, the most obvious benefit is a major reduction in TCO, estimated at around 35 per cent. This is associated with a 75 per cent reduction in the number of printers and with standardisation of the environment, which - in conjunction with HP's WebJet Admin management software - makes administration easier and less time-consuming. Centralised management of costs is also possible, and consumption of consumables has fallen.

Other benefits include a more stable print environment that offers higher print speeds coupled with better and more consistent print quality. This helps staff members to work more productively and effectively. As well as ensuring a high degree of security, the FollowMe solution allows printing costs to be allocated to the appropriate cost centre. Finally, end-users are highly satisfied with the new infrastructure, as indeed is the organisation as a whole.

"HP's technology is both innovative and cost-effective and stethos has proved to be a highly competent partner. This is an excellent solution that meets our needs perfectly," concluded Hess.

Customer at a glance

- **Industry sector:** Social services
- **Company:** Evangelische Gesellschaft Stuttgart e.V. (eva)
- **Headquarters:** Stuttgart, Germany
- **Founded:** 1830
- **Telephone:** +49 711 205 40
- **Number of employees:** 800
- **URL:** www.eva-stuttgart.de

Partner at a glance

- **Company:** stethos GmbH
- **Headquarters:** Sindelfingen, Germany
- **Telephone:** +49 703186 0910
- **Number of employees:** 6
- **URL:** www.stethos.com
- **Business:** Developer and distributor of print solutions
- **Product:** Print solutions and services based on HP technology

Why HP?

- Superior technology
- Good prices
- Ability to inspire long-term trust
- Partnership with stethos GmbH

Hardware

- 6 x HP LaserJet 2430DTN
- 4x HP LaserJet 4250DTN
- 2x HP Color LaserJet 5550DTN

Software

- FollowMe Printing
- HP WebJet Admin

HP Services

- HP Care Pack Services

Challenge

- Evangelische Gesellschaft Stuttgart (eva) needs to keep its operational costs down if it is to deliver social services effectively to vulnerable people.

- Its reliance on stand-alone printers from a range of manufacturers was recognised as not being cost-effective.

- To save money, eva therefore decided to implement a standardised, consolidated print infrastructure.

Solution

- HP and stethos GmbH were engaged to provide the new infrastructure.

- Stethos was responsible for implementing the solution, which is based on HP LaserJet and Color LaserJet printers.

- Ringdale's FollowMe™ Printing solution provides secure printing.

- Support is provided through HP Care Pack Services.

Results

- TCO has fallen by an estimated 35 per cent.

- This is associated with a 75 per cent reduction in the number of printers, coupled with standardisation of the print environment.

- Print speeds and higher and print quality is better and more consistent.

- Staff are more productive.

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