



PrinterManagement Case Study Best Western Hotel

PrinterManagement were able to reduce the Hotel's running cost by approx 22%, with 95% of the cost saving coming from the largest use for the hotel which is Mono Printing, Copying and Faxing.

Hotel streamlines workflow while reducing running costs on their front of house printers.

Objective:

Replace two front of house printers to maintain workflow while reducing running costs on the most used printer within the hotel.

Approach:

PrinterManagement identified improvements for this hotel after carrying out a full audit looking at usage and printing expenditure.

IT Improvements:

- Installation of 1 Dell 3115MFP
- Networking of New Hardware
- Automated supply triggered by PrinterManagement software

Benefits:

- Double the print speed & Larger paper Input Capacity both increasing workflow
- Fixed costs for 3 years
- Reduction of overall printing costs
- Reduction of administrative costs using consolidated invoicing and elimination of the ordering process for this machine
- No capital investment.

The Hotel has been a customer of Lasertech since 2009, purchasing consumables for their current printer fleet.

The Hotel was identified by the local Franchisee as having high running cost and usage on their current printer fleet. The Franchisee offered to review the Hotel's current set up using the hotels ordering history and monitoring the hotels page counts. After accepting an audit on behalf of the hotel a much

improved solution with cost savings were identified and a proposal was created to suit the hotels business requirements which were to maintain the quality and workflow of a very busy area within the Hotel, whilst reducing their current printing costs.

PrinterManagement's proposal ensured that the correct device was selected taking into consideration the current usage on the two devices the hotel was already running. A multifunction device was key in this proposal; providing printing, copying, faxing and scanning all into one package.

The device to be installed was a Dell 3115 MFP. With excellent print speeds of up to 31ppm, a larger input capacity than the previous printers and double the memory.

PrinterManagement's proposal was accepted by the Hotel and so the solution was put into place.

On top of the increased productivity of the printer fleet. PrinterManagement were able to reduce the Hotel's running cost by approx 22%, with 95% of the cost saving coming from the largest use for the hotel which is Mono Printing, Copying and Faxing.

Previously using an expensive mono printer and a small colour inkjet multifunction device this new solution has increased the workflow for a key area within the Hotel and perhaps more importantly considerable cost savings have been made, without any capital investment.

PrinterManagement installed the MFP, adding it to the Hotels network, this device will now be monitored with PrinterManagement software which will remove the need for any manual orders. Alerts will be created to notify toners running low and any maintenance that may be required.

The whole process took approx 2 weeks from audit through to installation; with the Hotel making immediate savings.

