

Printer & Copier Management Case Studies



Companies both small and large trust our team at Access Systems for managed print services. Explore how we transformed two businesses' print operations, reducing their costs and hassle.

Case Study 1: Small Bank

THEIR PROBLEM

Before turning to our team at Access Systems, here were the major issues with their print strategy:

- ◆ **Different Devices Across Multiple Locations**
Causing usage inconsistencies and maintenance headaches.
- ◆ **No Purchase Authorization Process**
Exposing them to toner scams and expensive replacement orders.
- ◆ **No Uniform Management Agreement**
Resulting in unsupported devices and confusion between vendors.
- ◆ **Ownership of All Copiers**
Leading to unnecessary repair and replacement costs.

OUR SOLUTION

In this example, the client had to make some changes to streamline their processes and cut costs. We stepped in to:

- ◆ **Downsize the Number of Copiers**
Access Systems cut out one unnecessary device, and standardized devices for user consistency.
- ◆ **Allow for 1 Vendor and Maintenance Agreement**
By becoming their one and only convenient provider, we reduced their paper trail and clearly defined their service agreement.
- ◆ **Safeguard Against Toner Scams**
Toner replacements were provided directly from us at better prices.
- ◆ **Reduce Device Expenditure**
All copiers were leased through us, eliminating maintenance costs and saving the company nearly \$100 a month.

BEFORE ACCESS SYSTEMS

<i>Have 4 locations</i>	<i>Have 4 locations</i>
<i>8 copiers</i>	<i>7 copiers</i>
<i>5 copier vendors</i>	<i>1 copier vendor</i>
<i>9 maintenance contracts</i>	<i>1 maintenance/lease contract</i>
<i>1 toner pirate*</i>	<i>No toner pirate</i>
<i>9 invoices per month</i>	<i>Toner comes from Access Systems</i>
<i>Many unmanaged printers</i>	<i>All printers under Access Systems Fleet Management</i>
<i>Own all of the copiers</i>	<i>Lease all copiers with service contract</i>
\$1,679.00 per month	\$1,583.00 per month

WITH ACCESS SYSTEMS

*Toner pirates are phone scammers who pose as trusted sources to trick you into paying exorbitant prices for replacement toner. [Learn more here.](#)

Case Study 2: Large Healthcare & Human Services Provider



THEIR PROBLEM

This large corporation was in over its head, with over 25 locations and no system for tracking print usage.

- ◆ **Over 2 Dozen Locations, Little Device Consistency**
Causing confusion about printer usage and functionality.
- ◆ **Hundreds of Local Drivers**
Burdening both users and their network infrastructure.
- ◆ **No Tracking & High Costs**
Making it difficult to observe print usage and purchases to reduce expenses.
- ◆ **Machine Overload**
Resulting in devices running at up to three times the recommended volume, leading to overage charges.

OUR SOLUTION

The Access team made some major changes to ensure all locations saw dramatic improvements.

- ◆ **1 Service Agreement**
Instead of turning to multiple vendors, our team at Access became their one and only managed print services provider.
- ◆ **Standardized Copiers & Printers**
All devices now had one print driver. These more consistent, powerful machines meant less toner replacement headaches, as well as eliminated volume overloads.
- ◆ **Ongoing Employee Training**
Continual training created a better understanding of operation for employees, who gained confidence in using the devices.
- ◆ **Document Management Software**
Managers were now able to track print jobs, helping to reduce unnecessary usage and fulfill patient confidentiality HIPPA requirements, saving the company almost \$10,000 a month!

BEFORE ACCESS SYSTEMS

<i>39 copiers, 16 printers</i>	<i>39 copiers, 5 printers</i>
<i>14 different models</i>	<i>8 different models</i>
<i>29 different toner models</i>	<i>17 different toner models</i>
<i>Never received training</i>	<i>On-going training</i>
<i>Machines running more than 3x rated volumes</i>	<i>Right-sized the equipment</i>
<i>Color printers next to monochrome copiers</i>	<i>Eliminated many color printers</i>
<i>Multiple click rates*</i>	<i>1 standard click rate each for copiers and printers</i>
<i>Local drivers for all 900 staff members</i>	<i>Implemented a print server</i>
<i>No way to track costs</i>	<i>Implemented PaperCut/document management software</i>
\$19,857.34 per month	\$10,955.19 per month

WITH ACCESS SYSTEMS

**Many companies can't ensure a standard click rate across all models. This sets our tracking at Access Systems apart from other managed service print providers.*

Transform Your Printer & Copier Management, Today

Impressed by these results? Let the team at Access Systems streamline your usage, cut costs and improve your overall printer and copier management.

Head on over to our website: AccessSystems.com

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