

“Cooperation with Xerox and Superwave helped us to eliminate the source of inefficiency in the printing infrastructure, ensuring its high-quality work without interruptions. We started to monitor costs and print volume from different business groups. We are pleased with the results and plan to scale the project to other regional offices”.

Yevgeny Rudenok, Head of the Redmond IT Infrastructure Group



Challenge

- Innovation solutions, official distributor of Redmond household appliances in Russia, had a multivendor fleet of over 50 low-production printers and MFPs.
- It was difficult to control and estimate expenditure on print infrastructure including consumables purchases and equipment maintenance.
- Innovation solutions aimed to optimize the printing infrastructure management, reduce costs and regularly receive reports on the volume and cost of printing in different departments.

Solution

- Innovation solutions signed a 3-year contract with Superwave group, Xerox Managed Print Services partner.
- Installing Xerox high-production office MFPs instead of the existing equipment allowed to drastically reduce the total number of devices and increase productivity of the fleet
- To control, secure, and optimize printing across all organization, YSoft SafeQ solution was deployed
- Transition from refilled to genuine consumables significantly improved the quality of printed documents.

Results

- 300% reduction of printing fleet
- 10-15% cost reduction due to new cost effective equipment.
- Reports provided by Ysoft SafeQ on print volume and costs of printing all for transparent and predictable print cost planning and full control of the costs
- Customer plans to scale this project to other regional offices.

