

How can we help? Civil Engineering



Background:

- Customer is a 6-10 person Civil Engineering Company located in Ocean, NJ
- Current Unit(s): KIP 7170 and Canon iPF780
- Print Volume: 6,423 sf per month (black) 1,848 sf per month (color)

Action taken: Installation of HP XL4200, termination of current lease, and creation of bespoke printing program equalizing black and color costs.

Customer Issues

◆ KIP had become IT vulnerability

Embedded Windows controller stopped getting security updates. No ability to upgrade operating system.

◆ Color Printing Too Slow and Expensive

4 D size per minute on the KIP and less than 1D per minute on the Canon required several hours to prepare client submissions.

◆ Lack of Consistent Image Quality

Electrostatic printers suffer image degradation with every print made. Static electricity and mechanical wear required 2-3 service calls per month to maintain image quality.

◆ Hand-Collating Mixed Print Sets

Engineers and staff spending billable time inserting color prints into large print sets by hand.

◆ Time Left on Lease for Equipment

Customer had 19 payments left on equipment that was not going to make it to the end of the lease totaling \$10,038.27.

How We Helped

◆ Linux Controller with HP Wolf Security

Secure Boot System, Automatic Firmware Upgrades, Increased Stability of Linux Operating System enables faster processing and extended useful life.

◆ Increased Speed and Uniform Print Cost

10 D size prints per minute regardless of color or coverage. Black and color prints produced at exactly the same cost per square foot.

◆ HP PageWide Technology

Fixed print head array directly applies image to paper. Printing unaffected by heat, static electricity, or mechanical wear. Print #1 looks the same as print #100.

◆ Mixed Print Sets Made Easy

Black and color prints produced effortlessly and are delivered in precise order without additional labor costs.

◆ Marketing Funds to the Rescue

We were able to access Marketing Funds to remove the customer's lease balance without adding to their new lease.

Financial Solution: Achieved 28% Cost Reduction

KIP 7170			HP XL4200		
	sf/month	Cost		sf/month	Cost
Lease		\$ 528.33	Lease		\$ 657.00
Black Prints @ \$0.114 per sf	6,423	\$ 732.22	Black Prints @ \$0.098 per sf	6,423	\$ 629.45
Canon iPF780 (no lease)					
Color Prints @ \$0.286 per sf	1,848	\$ 528.53	Color Prints @ \$0.098 per sf	1,848	\$ 181.10
KIP + Canon Total	8,271	\$ 1,789.08	HP XL4200	8,271	\$ 1,467.56