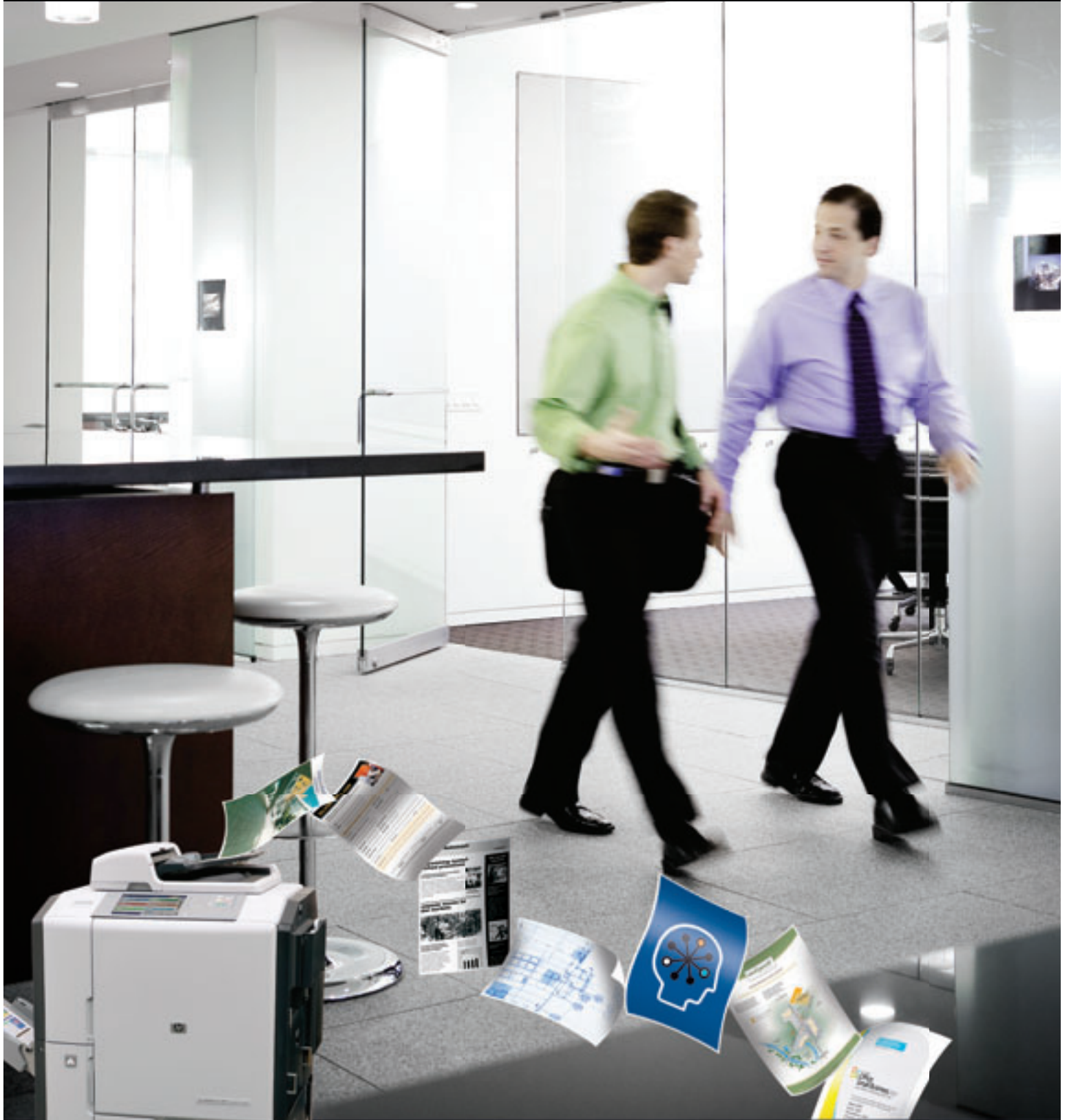


# HP Job Accounting Print Solutions



Technology for better business outcomes



If your organization is like most, you've made significant investments in high-powered enterprise systems to drive increases in productivity and cost efficiencies, and to streamline business-critical workflows. But what about your imaging and printing environment?

According to recent industry estimates, hardware accounts for up to 5 percent of the total cost of printing; 45 percent is linked to operational expenses; and 50 percent to support costs. What's more, an estimated 20 percent of all IT help-desk calls are printer-related.<sup>1</sup>

To increase the return on its imaging and printing investment, your organization must have a handle on how much it spends annually on the imaging and printing environment.

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## What if you could...

- Quantify the total costs of your existing imaging and printing infrastructure?
- Identify savings opportunities by tracking and allocating all print, copy, scan and fax costs back to departments, projects, users, clients and cost centers?
- Hold the line on printing costs by limiting access to color printing devices?
- Provide access to printers and copiers through pre-paid printing accounts?
- Forecast device replacement needs and consumables purchases?

### That's alternative thinking about printing.

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## Did you know?

- Most printing devices are used 5 percent of the time—well short of the 12 to 25 percent use rates per device in an optimized environment.
- Aging equipment costs more money to operate and often lacks network management capabilities.
- Less than one-third of organizations track IT help-desk and support costs related to printing.

To drive bottom-line results and top-line savings, many large organizations have established cost centers to allocate expenses via chargebacks and cross-charging when and where they need it.

## HP Job Accounting Print Solutions at a glance

HP Access Control Job Accounting is a comprehensive solution to track, manage and account for all print activity in the fleet, as well as e-mail, copy and fax activity for HP devices. This powerful solution enables tracking by device, user, department or cost center to aid in forecasting, internal billing and cost recovery.

HP also works with industry experts from around the globe—including Capella Technologies, Pharos Systems, EPSOFT, Equitrac and SafeCom—to offer a wide variety of job accounting print solutions to address your specific needs. And with our consulting services portfolio, we provide basic tool implementation, help-desk training and enterprise IT infrastructure integration to deliver value rapidly.

Our industry-leading job accounting print solutions can help you focus on four key areas related to imaging and printing: cost allocation, authorization, pay-for-print and asset utilization.

**Cost allocation.** Streamline the process for tracking and allocating costs or cross-charges to specified departments, locations and functional areas. HP solutions support the ability to:

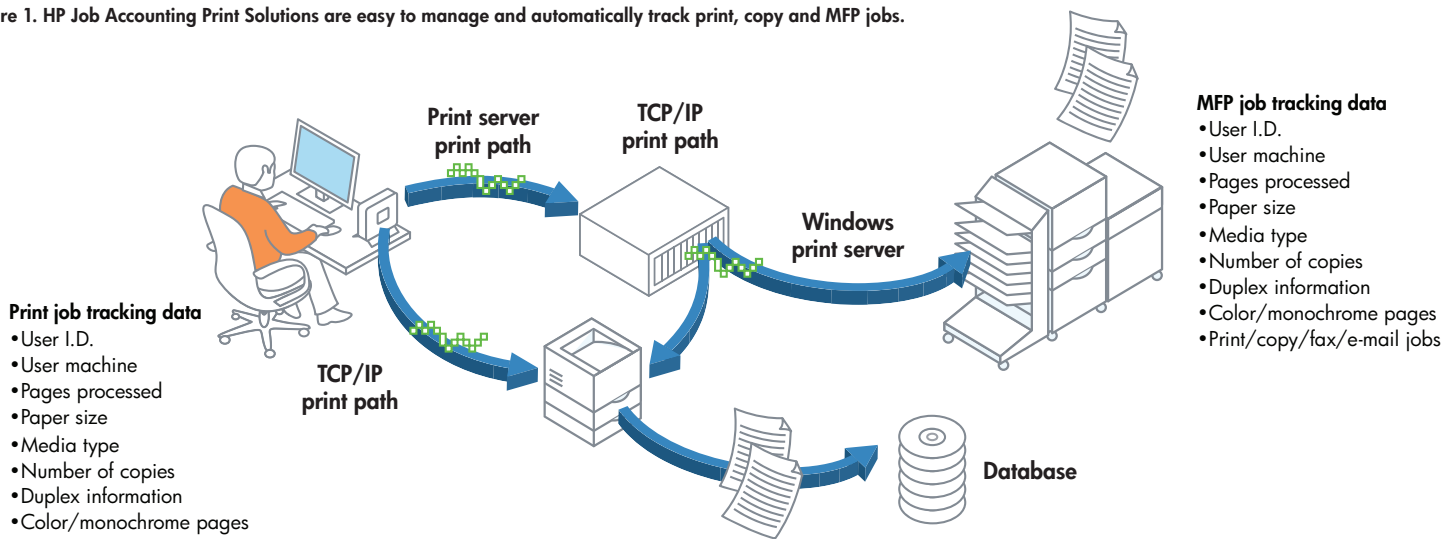
- Track individual copying and digital-sending usage.
- Allocate costs to appropriate departments, projects and cost centers in a centralized expense model to track shared assets, such as maintenance and consumables.

**Authorization.** Authenticate device users and allow access to specified devices, such as color imaging and printing equipment, using HP third-party solutions. This helps you:

- Establish access to authorized users for various features or devices across your IT environment, including multifunction printers, digital senders and color capabilities.
- Control access to color imaging and printing.
- Notify users how much their print jobs will cost before releasing the job to the printer.

<sup>1</sup> Print Management: "Taking Control of Hidden Printer Costs," Louella Fernandes, AIIME-DOC Magazine, April 10, 2007

Figure 1. HP Job Accounting Print Solutions are easy to manage and automatically track print, copy and MFP jobs.



**Pay-for-print services.** Offer access to printers through pre-paid printing accounts to:

- Track individual copying and digital-sending usage.
- Reduce print volumes and associated costs for consumables.
- Convert cost centers into revenue streams.

**Asset utilization.** Collect details about how devices are used and who uses them. You can:

- Track detailed printer and consumables usage by printer, user, project, department or cost center.
- Monitor and analyze infrastructure trends to optimize budget and resources.
- Balance usage and re-allocate capacity to better meet needs across the organization.
- Track abuse of printing assets.

## How your business can benefit

We recognize that the cost of printing goes beyond paper, ink and toner consumption. That's why we developed HP Job Accounting Print Solutions—to give you a higher degree of control over your printing resources. By using real-time, statistical displays to track all printing and imaging workflows, you can take control of your print environment to reduce operating costs and increase accountability.

## HP at work around the world

- A manufacturing firm with operations centered in London and satellite sales offices in New York and Berlin recovers color printing costs at the remote offices by tracking usage via networked communications. Costs are charged back against the remote offices' operational budgets.
- A law firm tracks printing and copying on behalf of clients on its color multifunction printers (MFPs), and then it includes those charges in the clients' monthly billing. This process is more equitable for the firm's clients because they are billed only for the amount of printing and copying they actually require.

## Why HP?

**Complete solutions**—With end-to-end solutions and services, HP can work with you to identify and address your specific needs today and into the future.

**Expertise**—HP has more than ten years of experience with imaging and printing in enterprise environments.

**Global reach**—With IT professionals in 170 countries, HP has the resources to address your company's needs around the world.

**Leadership**—HP is recognized as a global leader in imaging and printing, an industry leader in network and infrastructure management, and a company with a strong commitment to environmental sustainability.

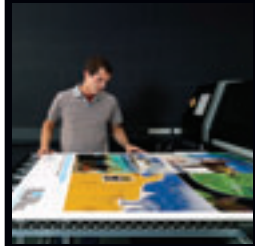
To learn more, visit [www.hp.com/apac/enterpriseprint](http://www.hp.com/apac/enterpriseprint).

## How do you get started?

Contact your local HP representative to:

- Set up a discussion or workshop to assess your specific business needs.
- Establish a plan to implement the best solution for today and into the future.
- Identify the MPS environmental approach that can help your company save resources and money.

To learn more, visit [www.hp.com/apac/enterpriseprint](http://www.hp.com/apac/enterpriseprint).



## HP three-part approach

HP works with you to assess, deploy and manage an imaging and printing environment tailored to meet your business needs, while helping you reduce costs, conserve resources and simplify document-intensive processes. HP's three-part approach:

### Optimize infrastructure

HP can help you achieve a balance between your total cost of printing and your needs for user convenience and productivity.

### Manage environment

Working together, HP can help you maintain your optimized infrastructure while improving business efficiency and tightening security.

### Improve workflow

By streamlining your document-intensive processes, HP can help you deliver a more efficient environment for capturing, managing and sharing information.

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