

A purple piggy bank with large eyes and a smiling mouth sits on a light-colored wooden desk. To its left is a white computer keyboard, and further left is the edge of a computer monitor. The background is a blurred office setting with a window showing a cityscape.

Manage
and reduce
the cost of
printing.

you can

Canon

Save and manage: how Canon makes your business more competitive.

SAVE COSTS

Right strategy

Canon can help you create a print strategy so your hardware, software and services work together effectively – saving you money – year after year.

Right usage

Canon intelligent print solutions select the most economical printer to print documents every time. So you can monitor, control and gain maximum return on your investment.

Right availability

We help you get the most from your devices, with tools that allow you to manage them so they are used in the most efficient and cost-effective way.

MANAGE COSTS

Right budgeting

By knowing who is using which devices, you can allocate costs by department or users. Canon can help you transform an 'expense' into income, by charging for the usage of your print devices where appropriate.

Right output

We help you to manage the output of all your devices, for example you can control colour usage by user.

Right partner

With Canon as your specialist printing partner, you can concentrate efforts on your core business. Our help with ongoing fleet management ensures you will always have the right print resources for your needs.

Managing and controlling your print resources is essential to remain competitive. Without this, your operating costs can soar well beyond your acquisition costs. Consumables, for example, can account for 56%* of a printer's running costs and maintenance each year.

Canon works with you to understand how your business functions, so we can deliver the right print solutions and help make your business more competitive.

“90%
of organisations do
not know the true
cost of printing”**

Actively managing print saves you money. Print accounts for up to 3% of your organisation's total revenue and up to 30% of that cost can be saved*. Canon helps you to tackle key problem areas, including printer downtime, which costs European businesses an average of €17,000 a year; plus wasted time trying to fix printers, which a fifth of companies say is their most significant print cost**.

Cost savings start here.

The right print strategy

A print strategy covers fundamentals such as 'which is the right device for the job and how many will I need?' as well as the right choice of software to manage and secure your document workflow and a package of services to cover your business needs. The right strategy will mean you'll see a return on your investment year after year.

The right usage of print devices

To ensure you are using your device in the most cost-effective way, documents can be routed to the best printer for the job. In addition, to prevent unnecessary paper wastage, documents will only be printed once a user identifies themselves at the device with a secure log-in. With a total print solution from Canon, users will benefit from a consistent and easy-to-use device interface.

The right availability of print devices

The renowned reliability of Canon devices, together with tools that keep you informed at all times of the status of devices, means your business will run more smoothly. Your print devices will automatically inform the relevant party of any maintenance issues. Minimising printer downtime ensures you get the best from your people and their time.



CASE STUDY: SAVA GROUP

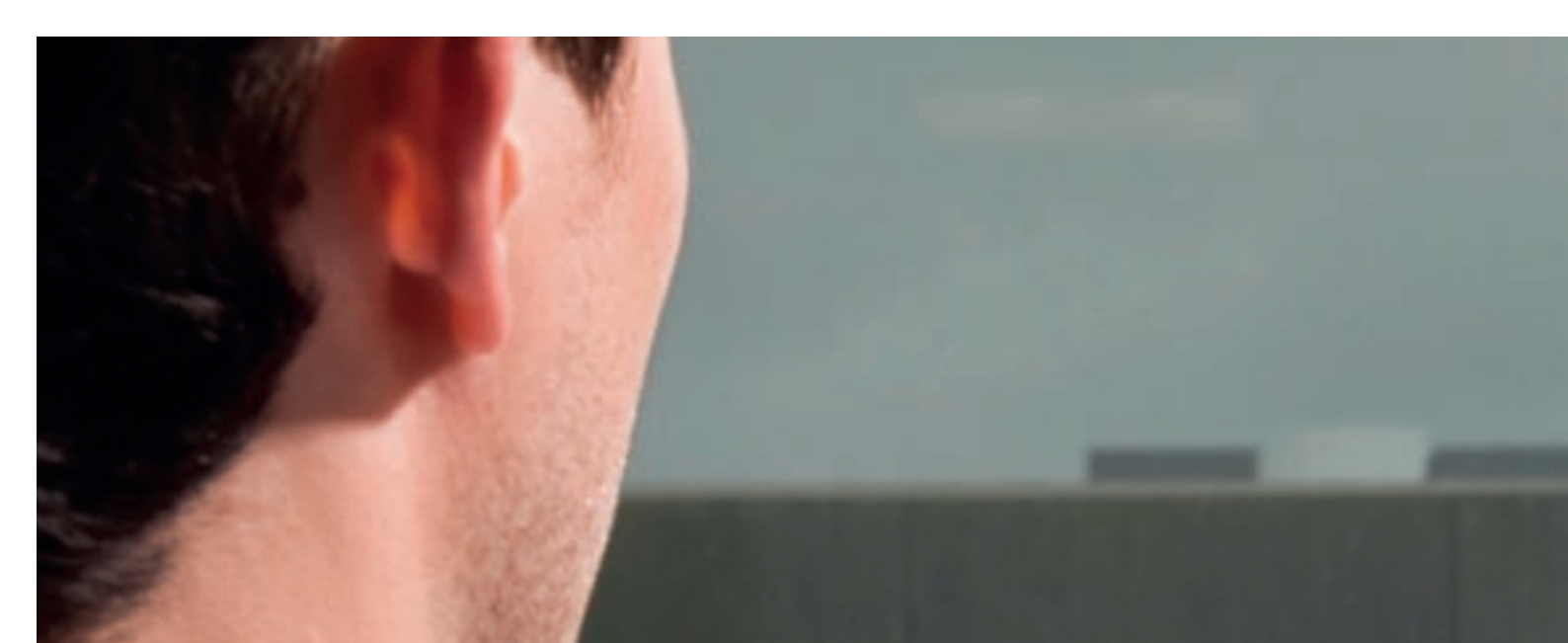
Sava [■]

Problem

The Sava Group includes 30 companies with more than 2500 employees. After the IT group in Kranj took over operations for the total group, the number of printing devices created additional workload that needed to be managed. At the same time, there was a growing need for colour printing, copying and scanning.

Solution

Canon implemented a centralised print cost management solution for Sava Group, enabling them to monitor printing and copying by user. All copiers, faxes and network printers in the Kranj subsidiary were replaced by just 27 Canon multifunctional devices for colour and black and white printing. Canon's uniFLOW Output Manager software provided efficient control over printing and copying. Following the three month deployment project, employee work efficiency and productivity soared, and a 31% cost saving was achieved.



With the right print strategy in place, your organisation can focus on making cost savings year after year. Colour printing can be controlled to help reduce costs, while device maintenance (which accounts for 15%* of the average organisation's print budget) can be handled on your behalf by Canon. In partnership with Canon, significant print savings will be achieved now and long into the future.

Manage your devices and profit.

Budgeting and creating income

With a Canon solution you gain complete transparency of your printer fleet. As a result, you can allocate print costs to specific individuals, departments or groups and set up budgets to keep internal printing costs under control. By allocating jobs to a cost center you can also charge for any printing and copying you undertake for customers.

Ensuring quality of output

Colour plays an important role in increasing the impact of your printed documents. With Canon solutions you can use colour intelligently in the office, while staying firmly in control of its cost. We help you to assign colour quotas to users or departments, and monitor and control who is printing in colour and how much it costs.

Choosing the right partner

We work in consultation with you to find more cost-effective print solutions that give you a greater return on your investment. We free your staff from day to day print issues so they can focus on core business. And we can manage your printer fleet as if we're a part of your company. This alone could save the average 3.5 weeks a year* spent on technical issues relating to printers. With a passion for innovation and delivering cost savings for your business, Canon is your print partner of choice for the future.

“We don’t have to wait for service anymore – an engineer arrives within the agreed time.”

Derek Taylor, Network Manager, Longley Park Sixth Form College



CASE STUDY: UNIVERSITY WALES INSTITUTE CARDIFF


UWIC
Cardiff's metropolitan university
prifysgol metropolitan Caerdydd

Problem

University Wales Institute Cardiff (UWIC) had an ageing black and white copier fleet that needed replaced. The University also wanted to reduce the long periods of downtime they were experiencing with copiers, and bring colour print and copy costs under control.

Solution

Canon full colour printers were installed in each University copyshop and connected to Canon's Document Accounting software, uniFLOW Output Manager. This simplified the management and maintenance of the print and copy service for the University's busy reprographic team. Colour print and copy usage are now transparent as never before, and the University has experienced a quantum leap in reliability and quality for staff and students.

 Manage and
reduce the
cost of printing.

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