

Case study

wolfcraft's new printers reduce costs and increase sustainability



Emissions-free HP PageWide Pro impress DIY specialist

Industry

Tool manufacturer

Objective

Optimise the printer fleet and reduce power consumption, emissions and consumables costs by introducing a new concept with efficient printer and copier systems

Approach

Compare various technologies, manufacturers and contract models

IT matters

- Hansen & Gieraths' (H&G) service and maintenance concept reduces the IT team's workload
- H&G printer management software ensures that parts and consumables for the devices are ordered as and when they are needed
- HP Web Jetadmin simplifies the processes of configuring and managing the devices

Business matters

- Cost savings achieved by reducing the total number of devices by 30 per cent
- Cost savings achieved through the targeted installation of multifunction devices
- Cost savings achieved by moving to solely HP PageWide Pro devices
- New PIN authentication system for secure printing on multifunction devices
- Emissions-free, energy-saving printing with HP PageWide technology



“With the economical, emissions-free HP PageWide Pro and HP PageWide Enterprise devices we can make printing more environmentally friendly and cost-effective. Plus, H&G’s maintenance concept not only reduces our employees’ workloads, it also gives us full control over the costs of our printer fleet.”

– Udo Binder, CIO/head of Information Technology, wolfcraft

Impressive inkjet technology

Emissions-free HP PageWide printers impress wolfcraft with their efficiency and low power consumption, whilst H&G’s printer management software keeps track of their maintenance schedules and orders consumables on a “Just-in-Time” basis.





Challenge

Optimising the printer fleet

wolcraft GmbH manufactures and sells tools and power tool accessories. It was one of the key players that helped to establish the DIY market in Germany. With over 450 employees in 16 countries and a 70 per cent export share, wolcraft is an international company whose brand stands as a sign of innovation, quality, and excellent customer service.

The company's ethos of innovation and responsibility is reflected in the way it runs its business. It has introduced energy saving measures and offsets its carbon footprint with high recycling rates, short transportation distances, optimised machine use and by keeping the water, ground and air clean. wolcraft has integrated all of these key areas into a sustainability programme which governs its day-to-day production, administration, sales and logistics processes, defining the standards the teams have to meet.

When its existing Managed Print Services contract with the HP partner Hansen & Gieraths (H&G) came to an end, wolcraft took the opportunity to re-assess the entire printer infrastructure at its headquarters in Kempenich, its factory in Weibern, its office in Slovakia and the equipment provided to its field sales representatives across Germany.

“The new printer fleet had to meet the standards defined in our sustainability programme. We sought independent advice and assessed a range of billing models and printer technologies from a variety of providers,” explains Udo Binder, CIO/head of Information Technology at wolcraft. As well as finding a solution with a purely click-based invoicing system, consumption-based billing model and the latest generation of printers and multifunction devices, the company also wanted to explore the option of having its existing systems incorporated into a special maintenance contract.



In order to determine the scope of the project, the team carried out an inspection and stocktake of the existing printer infrastructure at the headquarters in Kempenich and analysed the company's current printing habits, print volumes and working processes. The stocktake found that the existing printer fleet comprised more than 70 devices including 22 different models from two different manufacturers. As well as taking a lot of time to maintain, this setup also required a lot of time and effort to replenish and reorder consumables and replacement parts.

Solution

H&G managed print service concept with HP PageWide Pro and HP PageWide Enterprise printers

H&G began to develop a concept for the new printer fleet, with the majority using modern inkjet technology to fit in with the company's aims of making printing both more environmentally-friendly and cost-effective. "In order to see whether the new HP PageWide Pro devices would be suitable for us to use, we started by testing a few devices, putting them through their paces under normal usage conditions," explains Simon Selbach, who managed the implementation of the new concept for wolcraft.

The process of replacing the existing fleet with new PageWide devices also gave the company the opportunity to reassess its infrastructure and internal workflows and determine where multifunction devices would be a more sensible option. This meant that it could reduce the total number of devices by 30 per cent. Where the devices are used by multiple employees, or in public or generally accessible areas, the company now has a PIN printing system to ensure that confidential documents never end up in the wrong hands.

The device only prints the requested document once the employee has authenticated themselves with a PIN. Documents being forgotten at the printer and pages ending up in other employees' hands, stacks of printouts are now a thing of the past. If multiple print jobs are sent to the printer, users can see where their jobs are in the queue and delete jobs they no longer need.

Customer solution at a glance

Hardware

- 30 x HP OfficeJet Pro X476dw
- 2 x HP OfficeJet Pro X451dw
- 3 x HP OfficeJet Enterprise Color X555xh
- 4 x HP OfficeJet Enterprise Color X585z
- 6 X HP LaserJet Enterprise M605n
- 7 x HP LaserJet Enterprise M605dn

Software

- HP Web Jetadmin software
- H&G printer management software

HP services

- H&G managed print services contract

Benefits

Efficient, emissions-free and cost-effective printing with Just-in-Time consumable deliveries

In order to avoid interruptions to working processes and reduce administration expenditure, wolcraft decided to install H&G's own print management software. The tool ensures that parts and consumables for the devices are ordered as and when they are needed. This means that time is no longer wasted on monitoring the devices and ordering consumables, and that parts are not kept in stock unnecessarily, so the devices are always working as efficiently as possible. The team can also use the software to generate detailed usage reports. These help them to ensure that the right devices are installed in the right places.

For monitoring and administration of the printer fleet, wolcraft uses HP Web Jetadmin software.

The tool helps the administrators install, configure and manage all of the devices in the fleet. It covers both the HP printers and multifunction devices and devices from other manufacturers, regardless of whether they are network devices or connected directly to someone's PC.

"The consumption-based concept from H&G with the latest generation HP printers and multifunction systems really impressed us as the emissions-free and cost-effective HP PageWide Pro and HP PageWide Enterprise devices enable us to be more environmentally friendly and save money. H&G's maintenance concept not only reduces our employees' workloads, it also gives us full control over the costs of our printer fleet," explains Udo Binder.

Learn more at hp.com/go/businessprinters

About Hansen & Gieraths (H&G)

With H&G, IT is the key to success. From its strong local roots, the company has grown into an international IT system house, offering its customers well-designed, tailored IT solutions at reasonable price points. As one of Germany's first IT system houses, H&G has an almost unmatched wealth of experience in planning, implementing and continuously developing IT projects. It focuses not on mere concepts, but on complete solutions. From initial analysis of the problem to plugging the last device in on-site, the company covers every last detail. Its employees take their customers' unique requirements into account at every single stage to ensure that every project is a complete success.

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The HP products highlighted in this case study are HP OfficeJet Pro X and HP OfficeJet Enterprise X using HP PageWide technology. All references to the HP OfficeJet Pro X, HP OfficeJet Enterprise X and inkjet in this case study have been replaced by their current HP PageWide brand name: HP PageWide Pro, HP PageWide Enterprise and HP PageWide. The change of brand name does not affect the results of the case study.

