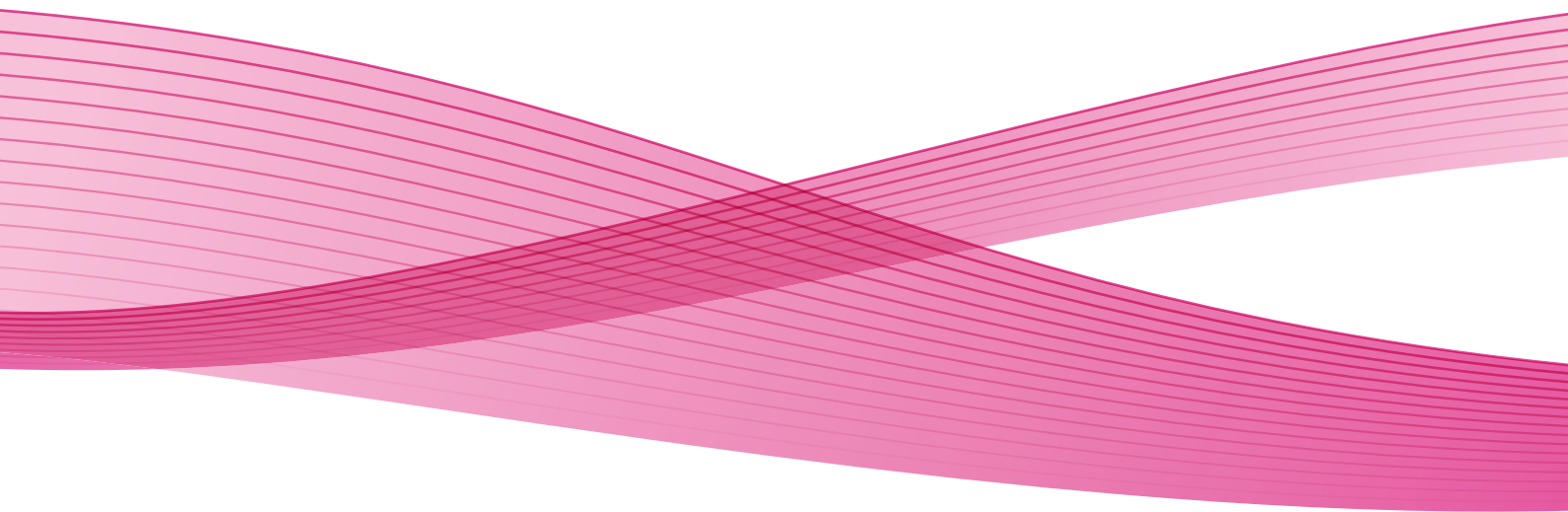


Dong-IL Engineering Consultants

Consolidating print devices for maximum cost effectiveness and efficiency



Case study: Dong-IL Engineering Consultants

Consolidating print devices for maximum cost effectiveness and efficiency

Challenges

- Needed a cost effective print solution for heir expanding organisation

Solution

- C5005 d A3 colour printer

Results

- Consistent colour results and cost predictability in terms of consistent cost per colour page and maintenance

“We realised our current print arrangements were expensive and inefficient, raising our operating expenses and impacting the productivity of our overall business operations.”

Noh Ki-Hoon, Manager,
Purchasing Department of
Dong-IL Engineering Consultants

Background:

Dong-IL Engineering Consultants is a design and construction company specialising in water supply and sewerage management. The organisation is also regarded as an industry expert when it comes to ‘System on Chip’ (SoC) design. Established in 1965, Dong-IL Engineering Consultants is based in Korea.

Challenges

Dong-IL Engineering Consultants has over 750 employees, many of whom are focused on design work in their day to day roles. This design work is print intensive, resulting in the organisation producing exceptionally high volumes of colour materials on a regular basis. Dong-IL Engineering Consultants’ print volume averages 650,000 pages per printer each month, amounting to a significant seven million pages per month across the business.

To manage its print requirements Dong-IL Engineering Consultants used an extensive fleet, including 60 laser printers, five multifunction printers, 20 ink jet printers and 12 wide-format plotter printers. These printers were introduced on an ad hoc basis as the organisation expanded, resulting in a disparate fleet comprised of multiple print solutions from a wide range of vendors.

This multi-vendor approach caused significant challenges for Dong-IL Engineering Consultants. The organisation realised that each print vendor charged different rates for colour printing, which made it difficult to predict and manage costs effectively. Colour quality also varied across the fleet, leading to colour variance on printed collateral. This looked unprofessional when it came to developing customer facing documents. In addition, there was an inconsistent user experience across the print fleet due to the inclusion of products from multiple vendors. This caused confusion amongst staff who found that controls and functionality varied from device to device.

Noh Ki-Hoon, Manager – Purchasing Department of Dong-IL Engineering Consultants said, “We realised our current print arrangements were expensive and inefficient, raising our operating expenses and impacting the productivity of our overall business operations.”

With these considerations in mind, Dong-IL Engineering Consultants realised that it needed to rethink its print strategy and put in place a fleet that better suited the needs of the business.

Given the high volume of print collateral that was produced every month, cost-efficiency was a key factor for Dong-IL Engineering Consultants. Additionally, the organisation needed to ensure that colour quality and user experience was consistent across the fleet.

Solution

Dong-IL Engineering Consultants worked with Fuji Xerox's authorised reseller Printer Link to put in place its new print solution. The Printer Link team assessed the capabilities of the existing fleet and identified the Fuji Xerox DocuPrint C4350 as the device that delivered the best colour print quality at a low total cost of ownership. Printer Link suggested the Fuji Xerox DocuPrint C5005 d A3 colour printer, the successor to the DocuPrint C4350, as the recommended print solution for Dong-IL Engineering Consultants. Convinced of the DocuPrint C5005 d's ability to resolve its print challenges, Dong-IL Engineering Consultants invested in 10 units.

Benefits

The new Fuji Xerox solution has significantly streamlined Dong-IL Engineering Consultants' printing operations. Using printers from the same family across the fleet, it is possible to deliver consistent colour results. The DocuPrint C5005 d printers utilise Fuji Xerox's innovative LED print technology to deliver commercial grade print quality and optimum performance. Advanced S-LED printheads ensure even colour density and razor sharp image quality.

The DocuPrint C5005 d devices are developed for ease of use and can provide a consistent experience for all users. To manage maintenance with ease, the DocuPrint C5005 d devices provide automatic, real time updates via email when they are running low on

toner or other consumables. By notifying teams in advance of any shortages, users will also experience minimal downtime.

Importantly, by removing multiple printer brands and introducing a solution from Fuji Xerox, Dong-IL Engineering Consultants has achieved cost predictability in terms of consistent cost per colour page and maintenance.

The DocuPrint C5005 d colour printers also incorporate multiple energy saving features designed to reduce operational costs. Innovative EA Eco Toner eliminates the need to pre-heat the fusing unit – the part of the printer that melts toner onto the paper. Additionally, EA Eco Toner has been developed to melt at a lower temperature than is possible in traditional laser printers. Combined, these elements mean that the printer uses less heat and therefore less power, helping Dong-IL Engineering Consultants reduce costs. In addition, EA Eco Toner produces a high-quality, glossy finish which ensures premium colour results.

Noh Ki-Hoon said, "Since upgrading to the new solution, we have not only improved the overall efficiency of our fleet but also gained control of our operating expenses with affordable colour printing. We now achieve accurate, high quality results and by utilising one print vendor, it has become much easier for our team to operate and maintain the printer, saving valuable time and minimising the confusion our team had previously experienced."



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