

DANWOOD

Welcome to

DANWOOD

**“How to get better value
from your ICT”**



- **Who are Danwood ?**
- **Octavia Housing (case study)**
- **Small Steps**
- **Achieve more**
- **Summary**

**“How to get
better value from
your ICT”**



Who are Danwood

Europe's largest independent managed print solutions provider



Established, professional and financially sound with annual turnover of £221m in 2010

A consultative approach to assess your print and technology needs

Product independent solutions from leading global manufacturers

SHARP



RICOH



Safe Com



National infrastructure

- 44 High Technology Regional Centres
- 5 Logistics Centres
- 1,700 Staff
- Over 500 Service and Support

- Head Office
- Distribution Centre
- Local Branch



- 110,000 sq ft state of the art logistics centre
- 2,000 plus parcels shipped daily
- 1,500+ MFPs shipped monthly
- Fully CSR compliant
- Built for the future...



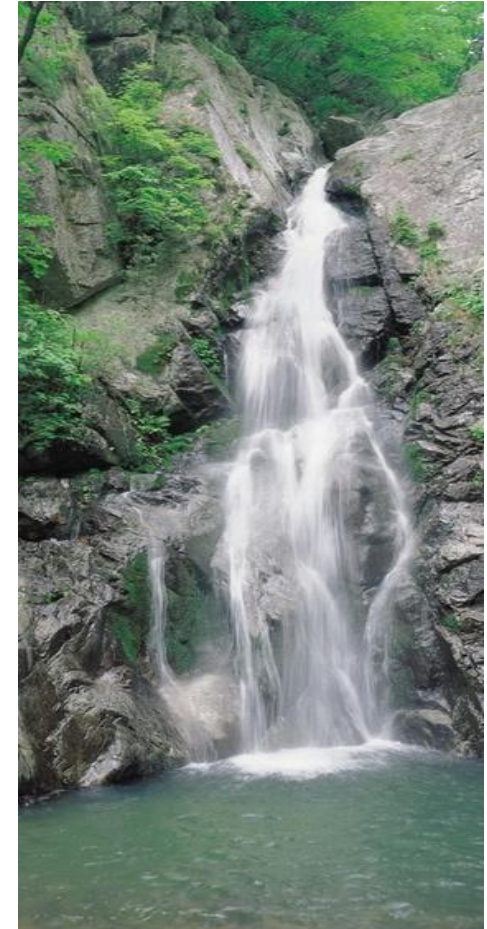
Assurance and accreditation



**ISO 14001 - 2004
Environmental
Management**



**ISO 9001 -
2000 Quality
Management**



Some Danwood clients



OCTAVIA 5 min video

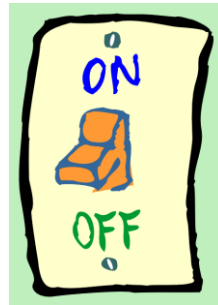
Financial Times states: "Printing has increased by 20% in the last year due to the rise in use of the internet. Analysts predict this trend is to carry on at a rate of 20% per annum

Hewlett Packard (printer manufacturer) states: "60% of all IT helpdesk calls are print related".

The Gartner Group (research and analysis company) states: "Up to 3% of turnover is spent on document creation, management processing, storage and retrieval".



“ Can I reduce my spend on printing, reduce my energy consumption, and have a positive impact on emissions and my carbon footprint ? ”



Small Steps

- **Removal of Inkjet Printers:** *Inexpensive to buy, but with high running costs.*
- **Removal of ageing desktop laser printers:** *Consider removing anything over four years old.*
- **Use of compatible toners:** *Can significantly reduce cost of remaining laser consumables. E.g. HP LJ4000, £64.31
Danwood £18.00*
- **Use High Yield toners:** *Quite simply more toner in the bottle, less money.*



Small Steps

- **Auto Duplex:** *Sounds simple but how many of your devices can be set to double sided by default? This will represent an immediate **reduction in paper usage and associated paper costs**, to a minimum achievable level of 40% - 60% (Source: Insatsu Chosa®).*
- **Use Central Reprographics Department (CRD):** *Directing large mono and colour print batches into CRDs would achieve savings of over 40%.*



Small Steps

- **Draft Quality:** *Although this may not appear important to a user on cost per page basis, the effect where the use of **stand-alone laser printers** is widespread, **would show a significant saving of up to 20%.***
- **Power Save Mode:** *Typical MFDs consume two to four times more energy in standby mode than power save mode. **We have new devices that use 65% less energy than their predecessors.***



Small Steps

- ***The high cost of emails:*** Did you know that you are charged a full A4 price on your maintenance agreement regardless of how much colour is on the page

Ever seen this in an email ?

Please consider the environment before printing this email

The email could cost you anything up to 10 pence to print



What if I have taken these steps, and want to achieve more ?



- *To achieve a 1 to 2% overall saving: do the same, but do it a little better ?*
- *To achieve a 3 to 5% overall saving: do mostly same as before, but very much better, however some will need to do things differently ?*
- *So, what about 10%+ overall savings ?*
To achieve this then a radically different approach is required ?

INSATSU CHOSA®



An independent Print Consultancy which, through the combination of on-site audit, one-to-one interviews and holistic analysis, investigates and ultimately facilitates the most cost effective means to manage documents within an organisation.

Three Stage Process



Assess

Preliminary meeting with investigation outline and project agreement

Analyse

Thorough on-site audit with user feedback welcomed

Advise

Strategic print and document report with recommendations

Detailed print investigations carried out

Recommendations to:

Reduce running costs

Achieve environmental savings

Create Improved efficiency

Utilise time- and cost-saving technology

Improve working practices

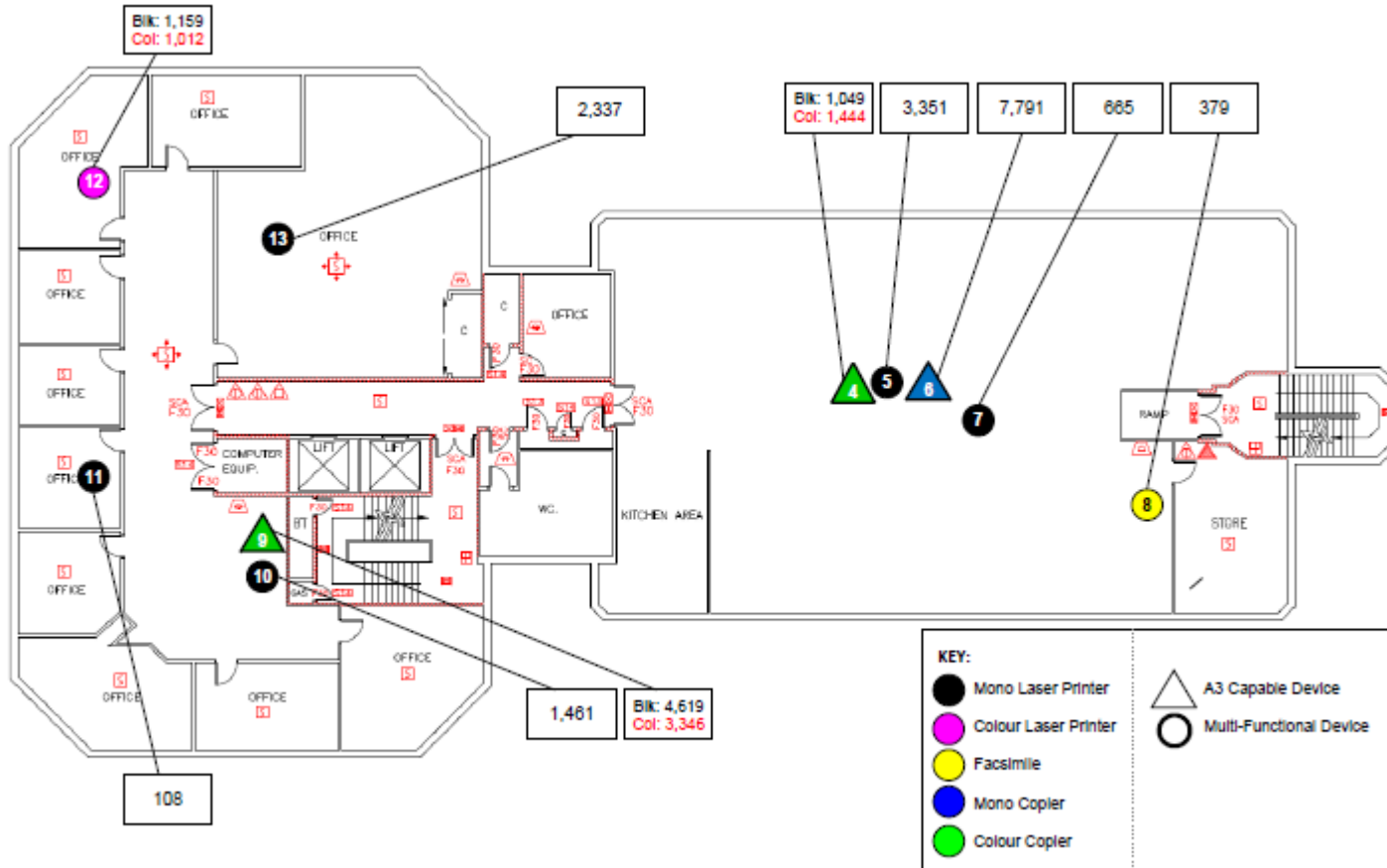


Current situation

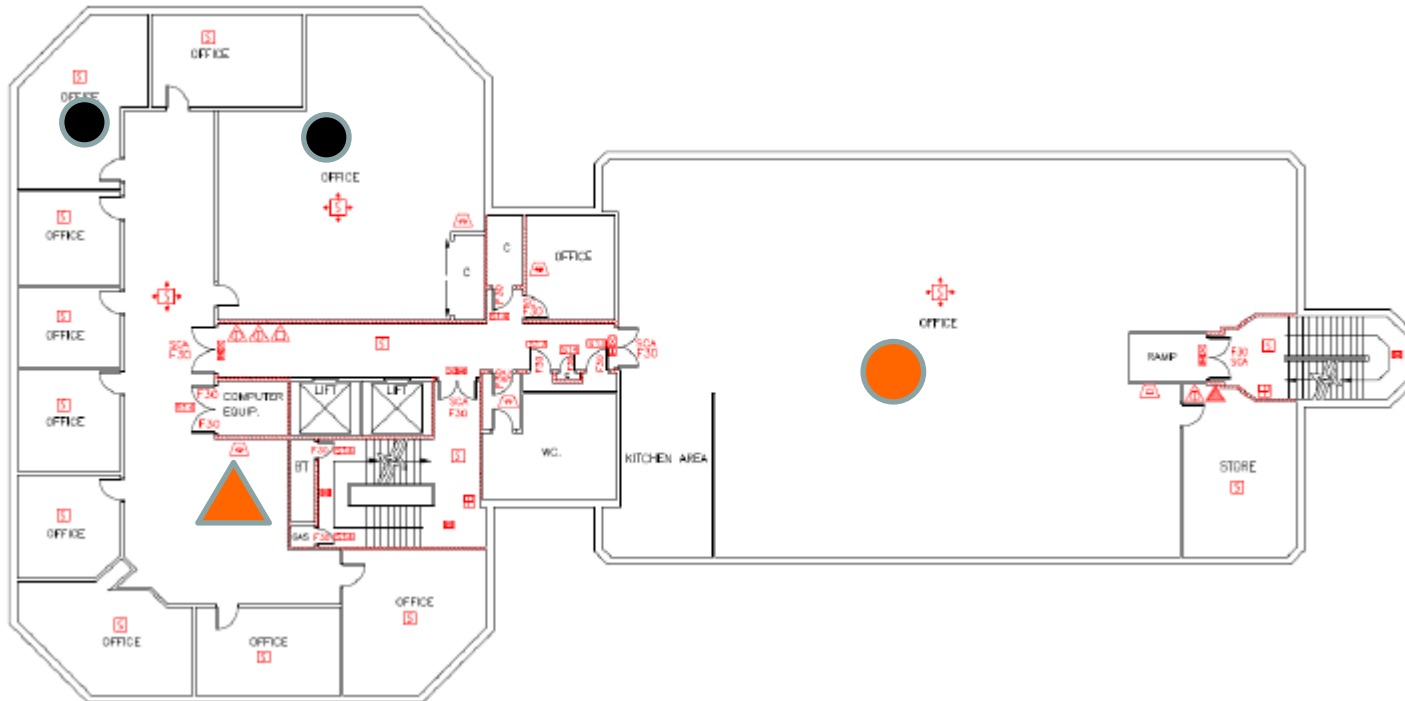
Please find below the financial summary from an audit

Current Scenario							
Device	Qty.	Qty. Split	AMV	Volume Split	AMC	Cost Split	Average CPP
Mono Printers	18	50.0%	22,718	14.1%	£284.53	4.5%	1.25p
Colour Printers	3	8.3%	5,517	3.4%	£241.77	3.8%	4.38p
Fax Machines	5	13.9%	898	0.6%	£27.13	0.4%	3.02p
Mono Copiers/MFDs	2	5.6%	79,532	49.5%	£1,011.82	16.0%	1.27p
Colour Copier/MFDs	8	22.2%	52,155	32.4%	£4,781.25	75.3%	9.17p
Mono Total	25	69.4%	103,148	64.1%	£1,323.48	20.9%	1.28p
Colour Total	11	30.6%	57,672	35.9%	£5,023.02	79.1%	8.71p

Current situation



Proposed situation



Environmental considerations

➤ ***Energy Use***

Removal of unnecessary, 'energy-hungry' older models can yield a significant energy saving.

➤ ***Paper Use***

Encouraging a culture where print wastage is monitored and controlled can yield significant paper savings.

➤ ***The Solution***

A revised print strategy incorporating cost savings and productivity gains

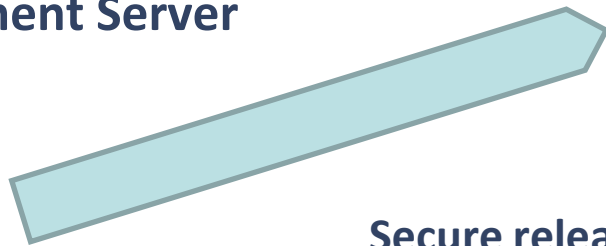


Pull printing

How Does Pull Printing Work?



Print Management Server



Secure release



Reports

IN SUMMARY

*What if I have taken the SMALL STEPS, and still want to **achieve more** ?*



- *So, what about 10%+ overall procurement savings ?
To achieve this then a radically different approach is required ?*

“We were reluctant in replacing like for like as we felt there must be a better solution out there”

Paul Wilson – Octavia Housing

NCVO OFFER

Danwood are offering to conduct a FREE Insatsu Chosa print investigation to all NCVO members in attendance today



For further information please feel free to speak with us after the event.



**“How to get better value
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DANWOOD

**would like to thank you
for listening**
