

Equitrac Office for the manufacturing sector

Increased cost-efficiency and improved productivity



MANUFACTURING - The customer replaced its multi-vendor engine fleet with Xerox multifunctional printers powered by EIP.

Using Equitrac, the customer has the flexibility to print anywhere, anytime. Which includes printing at any dealership around the country or even overseas.

Challenge

The customer is a worldwide known car manufacturer. The UK division sought to rationalise its printing infrastructure and introduce more efficient working practices. It wanted end users to be able to faster access information to improve their productivity and provide a model of excellence to its global dealerships. To achieve this, the customer needed to consolidate multi-vendor, stand alone printers, faxes and copiers and replace them with more efficient multifunction printers (MFPs). The aim was to help customers create and maintain the most efficient printing infrastructure and reduce document waste wherever possible. And it wanted the best print management partner to help it achieve all its back office goals.

Solution

SCC, a Xerox reseller, clinched a deal to replace its less efficient, multi-vendor standalone printers, faxes and copiers with highly-efficient Xerox multifunction printers powered by Xerox's Extensible Interface Platform (EIP). Under the terms of the agreement, 20 Xerox Work Centres from the 7200, 7300 and 7600 series have been installed at the customer's Slough headquarters and Warrington offices allowing for printing, copying, scanning, faxing, and now web services on each device.

All machines come with Equitrac software, a print management, cost control and accounting solution which enables staff to cancel or proceed with a specific print job at any device. By using Equitrac in this way, the customer is able to empower staff with additional controls to help reduce any unnecessary printing and reduce waste.

EIP is a software platform on which developers can use standard web-based tools to create server based applications that can be configured for the MFPs' touch-screen user interface. Through EIP, the new MFPs will link seamlessly to the Equitrac software and allow the customer to add further applications in future without impacting on the performance of the machines.

As well as benefiting from increased uptime, productivity and insight into printing budgets, the new Xerox devices will help the customer deliver higher quality marketing material, which in turn will help improve information retention amongst potential customers. The smart print management tools are also set to directly reduce the customer's levels of waste, furthering its commitment to handle environmental issues.

Results

Not only is the customer anticipating 30 per cent savings, it also expects decreases in paper, toner and energy usage. Employees are more empowered with the new processes Xerox and SCC have introduced, allowing them to offer a better service. The customer also believes the changes are having an 'invisible', but incredibly positive, effect on business growth.

"SCC has a good relationship with the customer based on first class customer service. Looking to the year ahead, it is likely SCC will be involved in supplying additional dealerships with Xerox devices and bring them in line with national marketing requirements." Kevin O'Sullivan, SCC Print Sales Specialist.



Working together...getting results.

Together we can.

For more information

on the Xerox Alliance Partner Programme, visit www.xerox-solutions.com/Partners

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