



“When UH evaluated strategic technology partners, we were looking for a lot more than a hardware provider. Living in an ever-changing and demanding industry, we chose HP to ensure that we were not only implementing the ‘right’ technology, but that we were implementing it in the ‘right’ way to optimize benefits.”

– Michael Kelly, deputy chief information officer, Information Technology & Solutions, University Hospitals

### **Overview**

Many of HP’s customers are looking for ways to enhance and better manage their imaging and printing infrastructure. HP’s Managed Imaging and Printing Services and Total Print Management solutions are providing customers an easy way to standardize and manage costs above and beyond hardware to help them achieve cost savings, improve efficiencies, generate positive operation results and minimize risk.

### **University Hospitals’ challenges**

Prior to signing a multi-year agreement with HP, University Hospitals’ legacy printing and imaging infrastructure included more than 78 different models from 12 different manufacturers, resulting in an un-optimized printing environment and estimated costs of more than \$6 million annually. In conjunction with University Hospitals’ vision and growth strategy, it was imperative that they have a consistent and scalable solution for its print environment. University Hospitals then partnered with HP, which offered a wide variety of products and solutions that crossed all product lines.

### **The HP solution**

To streamline University Hospitals’ existing print infrastructure across more than 150 facilities throughout northern Ohio, HP went beyond providing hardware to offer a broad range of sophisticated managed services that addressed unique IT challenges. HP worked with University Hospitals to provide a Total Print Management solution – an integrated family of software, hardware and imaging devices, services and supplies – as well as Managed Print Services, which allow the company to mitigate risk and reduce complexity by outsourcing service.

### **Results**

University Hospitals now enjoys a new fleet of centrally managed HP printing and imaging technology taking advantage of advanced finishing features, increased use of multi-function printers across the enterprise, and new digital sending capabilities. With HP’s Managed Office Services in place, University Hospitals expects to save an estimated \$1 million per year in total printing and imaging costs.

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