



HP Offerings for the Telecommuter

Overview

The enterprise workforce is changing with a growing trend toward the “telecommuter,” defined by analyst firm IDC as “corporate employees who work from home at least three days a month or more.”⁽¹⁾ By 2013, IDC estimates there will be nearly 10 million telecommuters in the United States.⁽²⁾

Fast facts

Statistics: According to IDC, the installed base of multifunction printers (MFPs) within home office households is expected to grow at a 6.6 percent compound annual growth rate (CAGR) between 2008 and 2013.⁽¹⁾

HP remote worker research: In late 2007, approximately one-third of remote workers had a printer provided by their company. As the number of home-based workers increases, so does the demand for efficient printers.

Top five telecommuter product needs:

1. Small device footprint (size and weight)
2. Low cost of ownership
3. Ability to easily connect and maintain device
4. Preferred capabilities to print, scan, copy and fax from one device
5. Quality and value of documents is not lost (professional quality with document permanence)

Top reasons for enterprises to support telecommuter programs:

- As enterprise organizations look for ways to reduce overhead costs, many are encouraging employees to become telecommuters to reduce real estate investments.
- Global workforces mean that business conversations are happening 24 hours a day. Being able to join conversations from home, during “off” hours, makes this more accessible and convenient.
- The emphasis on oil prices, carbon footprints, commuting time and need for increasing flexibility makes telecommuting a productive alternative for enterprise workers as well as an attractive way for companies to entice new employees.
- Telecommuting is being considered as part of an enterprise’s emergency readiness plan.
- Recent technological improvements allow for more effective remote collaboration.

About the IT-sponsored telecommuter

According to an HP internal study on remote workers’ printing needs,⁽³⁾ both the enterprise and its telecommuters are looking for smaller, cost-efficient and easy-to-use

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printers with the same quality and value as those in the office. Furthermore, telecommuters need a complete office solution to reliably print, scan, copy and fax – wired or wirelessly.

Additionally, IT managers are looking for imaging and printing solutions that allow their workers to easily connect at home and increase productivity, while also providing the ability to purchase hardware and supplies at reduced cost through managed service contracts.

Solutions for the telecommuter

HP addresses the productivity needs of telecommuters with printers that offer low purchase prices, lower energy consumption and a lower cost per page as compared to competitive models. ⁽⁴⁾ HP makes it easier for users to work more effectively – no matter their location. With highly reliable and productive multifunction printers, HP offers imaging and printing devices for remote workers where printing is critical. HP also satisfies IT managers' requirements for easy and cost-effective deployment by providing IT-friendly drivers with a small footprint, a silent install and the ability to preconfigure devices for default two-sided printing or black-only printing.

Through an HP Managed Print Services contract, IT-sponsored telecommuters receive an MFP, technical support, a set of ink or toner replacement cartridges, and a convenient, customer-specific portal to replenish supplies for the life of the contract. HP will offer several telecommuter bundles to meet different end-user needs. The bundle options include the HP Officejet Pro 8500 All-in-one (AIO), HP Officejet Pro 8500 Wireless AIO, HP Color LaserJet CM 1312nfi MFP or HP LaserJet M1522nf MFP plus HP original supplies and three-year Next Business Day Exchange Support.

HP leads the focus on the growing economic, social and technological needs of the enterprise telecommuter. HP ensures remote workers have the highly reliable and productive printing and imaging devices that they have come to expect in the office with easy access anywhere in the home.

Pricing and availability

HP offerings for the telecommuter are expected to be available late spring 2009. Contact an HP sales representative for additional information.

⁽¹⁾ "U.S. Home Office 2009–2013 Forecast: Strong Growth for Notebooks and Networks and an Accelerating Shift from Printers to MFPs," Doc. No. 216778, IDC, February 2009.

⁽²⁾ "Telecommuter Update, 2008: Employer and Employee Profiles, Changing Work Dynamics, and Technology Use," Doc. No. 21372, IDC, August 2008.

⁽³⁾ "Remote Workers' Printing Needs Study," commissioned by HP, November 2007.

⁽⁴⁾ Officejet Pro 8500- Compared to laser printers and AiOs that use traditional fusing, June 2008. Energy use based on HP testing using the ENERGY STAR® program's TEC test method criteria. Majority of color laser AiOs < \$600, June 2008, OJ Pro with highest-capacity cartridges. Details are available at www.hp.com/go/officejet.

