

# Managed Print Services

## Image and Print Group (IPG)

Reduce costs, deliver environmental efficiencies, improve end-user productivity and support through Managed Print Services from BT Engage IT

**In the current climate, our customers are seeking to maximise current investments to deliver tangible efficiencies across their businesses.**

BT Engage IT provides businesses with access to one of the most comprehensive IT services portfolios in the market. As part of the BT Group we can advise, deploy and support the total IT requirements of your business.

As market leaders in the delivery of true Managed Print Services, BT Engage IT is uniquely positioned to offer a solution that can maximise current investments to provide tangible reductions in TCO, improve end-user productivity and deliver a significant environmental impact across your business.

“In my mind, with its Smart Printing Services, HP has led the way in making it easier and more cost effective for companies to manage their printer needs. It also offers an effective way to really gain control of your printing and imaging devices. We have developed a very good working relationship with BT Engage IT. They made it their business to understand what we need and they have been very easy to work with.”

Gavin Kuit,  
Operations Manager,  
Groupama Insurances

At present it is estimated that 90% of all companies do not track desktop and network printing spending, those that do normally recognise these costs as an apparent cost i.e. hardware, consumables & support.

The production and distribution of hardcopy information for the average enterprise business costs, on average between 1% and 3% of revenue - approximately £30 million expenditure for a company turning over £1 billion.

With the image and print solutions available, it is estimated that companies can save 10% - 40% on hard-copy production and distribution costs through better print management.

Implementing an effective print strategy will also ensure your business hits corporate policy targets like CSR/environmental, legislation, compliance and security requirements.

**The potential impact of a Managed Print Service on your business is substantial; reducing costs, improving end-user productivity and delivering a significant environmental impact across your business.**

#### Business Benefits:

- Proven ability to assist organisation in reducing/containing costs by up to 61%
- Deliver against CSR and environmental objectives

- Increase cost visibility and cost control
- Improve business processes:
  - Support and service delivery
  - Enhance ordering processes
  - Integration into digital workflows
  - Increased user-productivity and experience.

Through a consultative led approach, BT Engage IT can provide a complete review and audit of your print environment. We can work with you to analyse, report and develop a complete print solution, including hardware, software and day to day management and processes.

#### Services available:

- **Image and Print Assessment Services:**
  - Audit discovery and reporting
  - Fleet optimisation and design
- **Solution Delivery:**
  - Implementation and training services
  - Job accounting
  - LAN fax
  - Document capture, routing and workflow
  - Document management
- **Smart Printing Services:**
  - Enhanced break/fix maintenance
  - Managed consumable supply
  - Fleet management

# IT solutions portfolio

The BT Engage IT solutions portfolio enables us to work with clients to deliver an end-to-end capability to meet their business needs.



## Our approach

Our objective is to deliver true business value and efficiencies within our clients businesses. Our combined capabilities and consultative approach ensures that they can deliver against cost and productivity demands, keeping their businesses competitive in rapidly changing markets.

## Our strategic partners

We maintain a position of independent consultant and advisor to our clients, whilst holding strategic alliances and partnerships with key technology companies in the marketplace. This independence allows us to tailor the technology into solutions and services that achieve our clients' business challenges and maximise IT efficiencies.



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