STEWART BUSINESS SYSTEMS
A Xerox Company

PrinteGration™
Transforming The Way You Print

ELEMENTIS
SPECIALTIES

Intellectual Case Study

Stewart Business Systems Managed Print Services Program provides significant Print Savings to ELEMENTIS

The Challenge

At the time of our initial assessment, ELEMENTIS Specialties was using 38 HP Laser Jet printers to produce their B&W and color documents. They also were using a few older model Savin stand alone copiers along with 5 Canon fax machines. Their print output volume was just over 37,000 B&W prints and 2,000 color print impression per month. Their average cost per page for B&W was over 3.5 cents per page and over 20 cents per print for color. ELEMENTIS` total monthly cost was $1758 per month, or a total print out-put cost in excess of $21,096.00 per year.

The Solution

Our PrinteGration™ analysis revealed that ELEMENTIS was not fully utilizing the capabilities of their copiers. In addition they were using stand alone fax machines, which increased their overall costs. Stewart Business Systems recommended removing most of the stand alone fax machine as well as their current copiers. Stewart then recommended that ELEMENTIS replace/upgrade the existing copiers and fax machines with 10 Xerox Multifunctional Devices. The new Xerox equipment that was recommended included copy, print scan, and fax capabilities. These newly introduced features allowed ELEMENTIS the opportunity to remove all of their old fax machines and copiers with high speed and higher quality print, copy, scan and fax capabilities. Stewart also recommended the removal a few of the HP Laser printers because the end-users were now able to drive prints to the more cost effective Xerox machines, which ultimately increased job speed and productivity. The cost savings was felt by ELEMENTIS on a number of levels. The company no longer had to maintain the old fax machines as well as the copiers. Stewart Business Systems was able to upgrade ELEMENTIS` equipment with new Xerox technology and implement an all inclusive Printegration™ program, saving the company over $6,756 per year!

The Account

ELEMENTIS, is a global specialty chemicals company comprising three businesses: Specialty Products, Chromium and Surfactants. Both Specialty Products and Chromium hold leading market positions in their chosen sectors. Elementis employs more than 1,000 people at sites in the US, UK, the Nederlands and China

The Challenge:

The company had various brands of printers, copiers and fax machines installed throughout the organization that all had separate supply and service agreements and associated costs

The Result:

ELEMENTIS consolidated suppliers while replacing and redeploying current printing and copying assets. Newly introduced Xerox technologies included advance communication and printing features.

New costs and benefits as a result of recommendation:

Through the implementation of the Stewart Business Systems PrinteGration™ Program, ELEMENTIS was able to realize an annual cost savings of $6875 per year (a reduction of 33%) and received all new Xerox Multifunctional Devices!

The Result

Through the use of Stewart Business Systems Printegration™ Program and our Total Image Management Philosophy, ELEMENTIS Specialties was able to reduce their printing output costs by over 32% per month. In addition, ELEMENTIS was able to deploy new cutting edge Xerox technologies that allowed them to increase work flow, productivity and stay current with industry trends including; scan to desktop, and scan to email. These newly introduced features which will continuously reduce the company's` output cost for many years to come. Another benefit that ELEMENTIS received by working with Stewart Business Systems, was the ability to streamline their suppliers, reduce their on hand parts and supplies inventories, eliminate internal IT bottlenecks as a direct result of implementing Stewart Business Systems all-in-one PrinteGratation™ solution.

About Stewart Business Systems, A Xerox Company

LOCAL BEGINNING, XEROX ADVANTAGE

- Founded locally in Haddonfield, New Jersey in 1959, then acquired by Xerox Corporation in 2005.
- Serving over 10,000 client's needs across New Jersey, PA, Northern Delaware for over 50 years
- 60+ award winning service professionals with a total of 840 years service and an average tenure of 14 years.
- The largest and oldest office technology provider in the Tri-State area. 5 Regional offices located in Burlington, Lakewood, Clifton and Princeton New Jersey, plus Willow Grove, Pennsylvania
- For more information on how we help your company reduce costs and become more efficient, please visit www.stewartxerox.com or contact **Pat Healy @ 1-800-322-5585**

STEWART BUSINESS SYSTEMS 50 YEARS LEADING THE INDUSTRY

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