



Healthcare Provider Upgrades with Sharp Desktop MFPs and Printers

Sharp multifunction devices and printers from Les Olson Company helped enhance this healthcare organization's productivity and security while decreasing service expenses.

Business Environment Challenges

A large medical provider in the U.S. that covers multiple states and has more than 38,000 employees, needed an economical way to track, print and scan its patient records while keeping them secure and HIPAA compliant. Additionally, the need for frequent printer supply replacements kept service expenses high.

Like many other organizations within the healthcare industry, this healthcare organization had a committee studying ways to reduce print and document management costs. That committee reached out to the Les Olson Company (LOC), a trusted office technology partner who they had worked with in the past, for a Sharp solution to increase efficiency and resolve its current print management challenges.

Industry

Healthcare

Organization

Healthcare Organization in the U.S.

Dealership

Les Olson Company

Challenges

- High cost of printing
- Frequent supply replacement

Solutions

- Installed 170 Sharp monochrome MFPs
- Installed 70 Sharp monochrome printers
- Integrated PaperCut™ software with MFPs

Results

- Significantly lowered their cost of printing due to a lower CPC and less toner changes
- Less paper and toner waste means a greener organization
- Common supplies create easy management of supply inventory
- PaperCut allows for tracking of print job activity and stronger security

Technology Solutions

Having heard of Sharp's lower cost of ownership, the committee strongly considered Sharp from the start. It focused on Sharp's new line of monochrome printer and multifunction printers (MFPs) that offered a much lower cost of ownership than previous models the healthcare organization had deployed.

The healthcare organization began first by testing the proposed models in their testing center. During weeks of testing, the proposed models met or exceeded their requirements for its healthcare facilities. More importantly, the MFPs and printers integrated and performed flawlessly with the organization's internal software as well as integrated PaperCut™ technology, which allows for tracking of print job activity and better security.

After testing was completed, LOC installed 170 Sharp monochrome multifunction printers (MFPs) with PaperCut technology. They also installed 70 Sharp printers to replace some of the medical center's current fleet of printers.

Proven Results

Overall, the healthcare organization has significantly lowered its cost of printing. In fact, over a 12-month period, the Sharp MFP changes have resulted in a total savings of nearly \$17K. Additionally, the common supplies for Sharp MFPs and printers have simplified the managing of toner and other maintenance. Using PaperCut, employees at the healthcare organization have also decreased their printing volume, and as a result the organization is more environmentally friendly.

"The organization is literally saving thousands of dollars per year with the installation of the new Sharp devices," says Chris Telesco, Corporate Enterprise Manager of Les Olson Company.

Since these installations, the healthcare organization plans to continue to work with Les Olson Company to replace more of their current fleet with Sharp devices.



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- Chris Telesco, Les Olson Company



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