



## Case Study → From Outsourced to Optimized

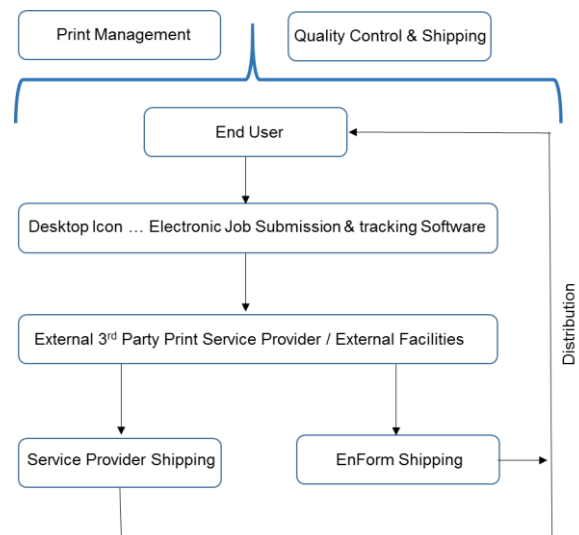
**About Enform** ... Enform is the Safety Association for Canada's Upstream Oil and Gas industry. Enform is dedicated to the continuous improvement of safety including safety management planning, training courses and developing resources. Staff count = 110.

### Project Scope → June 2015

Enform engaged POG Consulting to review of the print outsourcing contract that included central reprographic services and the fleet of distributed print devices. The scope was expanded to include external print, shipping, mailing and courier services in-order to document and quantify a complete and holistic view of print and all related print services within Enform.

### Assessment Recommendations

1. Outsource all print to an External 3<sup>rd</sup> Party Print Service Provider.
2. Automate management and control through job submission and tracking software.
3. Eliminate or sharply reduce mail, courier and warehousing costs.
4. Consolidate / rationalize distributed printing environment.
5. Terminate outsourcing contract.
6. Measure ... *You cannot manage what you do not measure. Measure.*



### Results → April 2017

Service Category	June 2015 Annual Cost	April 2017 Annual Cost	% Savings
Central Reprographic Services	\$ 705,000	\$ 0	100%
Distributed Printer Services	93,000	19,000	80%
Mailing Equipment and Services	285,000	Dorota confirm 0	
External 3 <sup>rd</sup> Party Print Services	1,001,000	680,000	32%
Postage / Mail	192,000	Dorota confirm ?	
Shipping and Courier	170,000	Dorota confirm ?	
<b>Annual Total</b>	<b>\$2.5 million</b>	<b>\$TBD</b>	

Print Optimization efforts have saved Enform \$\_\_\_\_\_ per year. At the same time, end user satisfaction levels have improved and Enform now enjoys maximum flexibility to aggressively pursue the transition to an on-line and automated training environment.



April 2017

## **Print Optimization Reference Letter for POG Consulting**

In June 2015 Enform initiated a print optimization project with the intent of reducing print related costs and optimizing the distributed print environment, central reprographic facilities and the related external 3<sup>rd</sup> party print services. The downturn in the Oil & Gas industry further emphasized the require to reduce costs where possible, but without jeopardizing client satisfaction and end user productivity levels.

We selected POG Consulting to help us identify and quantify the current print environment and then requested that they generate innovative and creative ideas on how best to meet or exceed our corporate objectives.

We were very pleased with the results provided and supporting recommendations. By following their advice, Enform was able to reduce costs by \$ \_\_\_\_\_ or \_\_\_\_%. The actual results exceeded both Enform and POG expectations, which supports POG's claim of being conservatively accurate in their financial projections.

POG were a pleasure to deal with. They were always professional and respectful of the sensitive situation we put them in with regards to outsourcing, staffing and financials. I would be happy to recommend them to anyone interested in understanding if their current outsourcing arrangement is truly competitive and those wishing to optimize their printing environment.

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