



Customer Results Tracking Report

November 2017

POG Consulting is an independent *Print Optimization Solutions* provider that has an excellent track record of *identifying*, *capturing* and *measuring* significant print / output related cost reductions while improving end user satisfaction and productivity.

24 Year Accomplishments Summary

202 assessments

Selected Examples

\$197.9 million in identified annual savings

Industry	Date	Project Description	Annual Cost Reductions Identified	Return on Investment
Energy	2017	High-level business case for distributed print environment of global operations. Establish a strategy and set direction. Data serves as input to RFP/SLA.		
Government	2017	Distributed print analysis required to determine current state financials and create innovative go-forward cost reduction strategy for distributed print environment.		
Government	2017	Distributed print analysis required to determine current state financials and create innovative go-forward cost reduction strategy for distributed print environment.	\$52,000 30%	6 months
Financial	2017	High level business case assessment to optimize distributed print environment. Governance was required to provide direction and guidance for end users. <i>Cultural Navigation</i> ® was used for a smooth deployment.	\$180,000 33%	6 weeks
Government	2017	High level business case assessment of an already optimized distributed print environment. Focus on further modernization and green government metrics.	\$50,000 37%	6 months
Education	2016	High level business assessment of distributed print and central repro environments. Identify cost reductions, areas for optimization and organization-wide strategy	\$245,000 27%	6 weeks
Healthcare	2016	Distributed print analysis required to determine current state financials and create innovative go-forward cost reduction strategy for distributed print environment.	\$15,000.00 15%	2 months
Education	2016	Central reprographics optimization. 1 year progress report card on 2015 assessment. Assist with transition to new location. Identify additional cost reductions.	Non-financial	
Energy	2016	Distributed print analysis required to confirm current state financials and help create innovative go-forward strategy for distributed print environment across entire organization	\$2,900,000.00 47%	4.5 days
Education	2016	High level business case required to confirm current state financials and help create innovative go-forward strategy for both distributed print and central repro	\$46,000 11%	6 months
Energy	2016	Central Reprographics update assessment. Benchmark. Identify additional best practices. Measure progress and determine additional opportunities	Non-financial	

Industry	Date	Project Description	Annual Cost Reductions Identified	Return on Investment
Energy	2015	North American assessment review of distributed print environment and central repro facilities. Objective is to centralize management, optimize and reduce costs.	\$3.4 million 40%	10 days
Government	2015	Distributed print assessment for all Canadian operations. Goal was to optimize, improve staff to device ratio and reduce costs. POG created a strategy and set direction.	\$ 1 million	12 days
Education	2015	After running an outsourced distributed and central print environment for 9 years, the executives wanted to conduct an industry benchmark with the intent of looking for efficiency, optimization and cost reductions.	\$2.5 million	8 days
Education	2015	On behalf of the Administrative team, University engaged POG to conduct an overview assessment of distributed print and central repro for 10 member universities. Centralizing services, creating a unified strategy and cost reductions was the objective.	\$1.58 million 16%	7 days
Energy	2015	Outsourced contract for distributed and central repro environment coming to a close. Required cost reduction and automation strategy.	\$875,000 36%	3 weeks
Education	2015	Assessment and integration optimization opportunities for two large printing and publishing facilities within UGA. Create current state baseline and go-forward strategy.	\$760,000 25%	2 months
Financial / Government	2015	High level business case of the national distributed printing environment. Strategy and modeled target state were input to floor designs and a RFP / SLA package.	\$400,000 41%	5 weeks
Financial / Government	2015	The Department of Public Services (DPSS) required an independent assessment and benchmark of their two central reprographic facilities. Strategy and Direction.	\$390,000 59%	3 weeks
Energy	2015	Update distributed print assessment from the original December 2008 full assessment. Update metrics, strategy and modeled target state for new RFP.	Non-financial	
Healthcare	2014	Required an accurate assessment of current state and innovative options to maximize cost reductions, improve efficiency and increase end user satisfaction.	\$2 million 14%	14 days
Financial / Government	2014	Central reprographics assessment. Establish current state baseline. Create strategy and directions for go-to-market process. Drivers → cost reductions and efficiency.	\$260,000 19%	2.3 months
Healthcare	2014	Distributed printer update assessment from the original assessment completed in 2007. Confirm spend and financial opportunity through optimization.	\$15.8 million 20%	2 days
Energy	2013	Central reprographics efficiency and financial review and analysis. Set strategy and direction.	\$1 million 50%	2.4 weeks
Financial / Government	2013	High-level business case assessment of the distributed and central repro environments. Strategy and go to market information.	\$90,000 26%	3.4 months
Engineering	2013	Full distributed and central repro assessment of North American operations extrapolated to represent the global print environment. Focus = Efficiency and cost reductions.	\$1 million 30%	4 weeks

Industry	Date	Project Description	Annual Cost Reductions Identified	Return on Investment
Financial / Government	2013	Distributed print assessment for US based operations. Focus on identifying optimization and cost reductions.	\$957,000 50%	4 weeks
Energy	2013	Full assessment of the North American distributed print environment including forms and MFD security.	\$490,000 33%	2.8 months
Financial / Government	2013	High level overview assessment of the distributed print environment over 6 floors in Ottawa.	\$116,000 44%	2.5 months
Education	2013	Validation of supplier contract and pricing. Current state financial analysis ... distributed and central repro. Cost reduction and optimization options and alternatives.	\$2 million 23%	1.5 weeks
Energy	2013	Review of distributed and central repro printing throughout Alberta. Benchmark and strategy update.	\$1 million 15%	2 weeks
Financial / Government	2013	Distributed printer assessment, strategy and full set of financials to serve as formal business case.	\$1 million 50%	1.5 weeks
Energy	2012	Distributed printer assessment. Create new corporate strategy to input into RFP.	\$31,000 14%	8 months
Agriculture	2012	A field based distributed print assessment to determine best practice approach for field deployment.	\$1 million 25%	3 weeks
Energy	2012	Identify and quantify distributed print metrics to position organization to go to market for a new solution. Focus is on cost reductions and efficiency.	\$420,000 49%	6 weeks
Transportation	2012	National distributed print assessment to update strategy and determine future optimized direction. Maximize cost reductions and improve end user satisfaction levels.	\$1 million 24%	4 weeks
Healthcare	2012	Distributed print assessment current state baseline, strategy and modeled target state. Position them to go to the market for a province-wide solution.	\$9.3 million 30%	5 days
Financial / Government	2012	Distributed print assessment to identify print optimization strategy, reduce costs and achieve 8 to 1 staff to device ratio to support greening government initiatives.	\$1 million 42%	6 days
Energy	2012	Continuous improvement requires metrics. POG's Print Optimization Metrics© program is being used to measure volumes, inventory and identify additional savings.	\$540,000 40%	3 weeks
Financial / Government	2012	Central repro benchmark and operational efficiency review. Equipment leases are up. Identify and quantify next step industry best practice options.	\$500,000 17%	4 weeks
Financial / Government	2011	High-level analysis of current state baseline and generation of modeled target state for the distributed print environment.	\$1 million 35%	5 days

Financial / Government	2011	A distributed pilot printer assessment was initiated on 2 floors to identify and quantify the available cost reductions and improve the ratio of staff to output device.	\$130,000 35%	2 days
Industry	Date	Project Description	Annual Cost Reductions Identified	Return on Investment
Healthcare	2011	Interested to understand the current spend of the distributed and central repro areas, identify an organization-wide print strategy and quantify the cost reduction opportunities.	\$1.3 million 36%	2 weeks
Financial / Government	2011	A province-wide distributed print assessment identified cost reductions and areas for optimization.	\$190,000 22%	9 weeks
Financial / Government	2011	A distributed printer strategy was required to determine the current state and a path forward to achieve an 8 to 1 ratio of staff to output devices. Cost reductions were important.	\$1 million 44%	4 weeks
Financial / Government	2011	Distributed output device assessment using a sample set and then extrapolated for the entire County. Objective was to identify cost reductions and prepare for RFP.	\$9.7 million 27%	3 days
Telecommunications	2011	Distributed print assessment to identify optimization opportunities and cost reductions.	\$1.44 million 38%	2 weeks
Energy	2011	Production print facilities review and benchmark exercise to identify efficiencies, cost reductions and new directions.	\$4 million 14%	9 days
Financial / Government	2010	Using one building / 4 floors in Any City provide a current state baseline, strategy and modeled target state for the distributed print environment.	\$100,000 38%	9 weeks
Energy	2010	Validation of central repro outsourcing agreement. Industry benchmark of the costs to determine if cost reduction and optimization opportunities exist.	\$500,000 20%	1 day
Financial / Government	2010	Full print assessment of the printing environment with the intent of creating a print strategy and implementing an optimized environment.	\$300,000 20%	5 weeks
Financial / Government	2010	Review of the existing contract and services arrangements for Canada's high-end variable data production print facilities.	\$2,100,000 20%	3 days
Retail	2010	Full distributed and central repro print assessment and benchmarking exercise for the entire corporation. Cost reductions and automation are the main drivers.	\$4,300,000 30%	8 days
Health Care	2010	Pilot assessment for IT department to determine feasibility of expanding print optimization program across entire health region.	\$55,000 33%	8 months
Education	2010	Distributed print assessment to understand inventory, current costs and future directions.	\$700,000 31%	3 weeks
Financial / Government	2010	Using one building / 4 floors in Any City provide a current state baseline, strategy and modeled target state for the distributed print environment.	\$100,000 38%	9 weeks

Retail	2009	Full distributed print and central repro graphics assessment with the objective of creating a print strategy and identifying corporate-wide cost reductions.	\$225,000 20%	3 months
Industry	Date	Project Description	Annual Cost Reductions Identified	Return on Investment
Financial / Government	2009	Distributed print assessment. Looking to formulate a workable strategy that will support "green" initiatives, optimize and reduce distributed print costs.	\$2,400,000 28%	3 weeks
Energy	2009	Distributed print assessment. Existing contracts coming due. Interest in creating a strategy that will improve customer satisfaction and save money.	\$379,000 37%	5 weeks
Financial / Government	2009	Overview distributed print assessment of the entire government operations. Optimization, the need for a strategy and interest in cost reductions are the drivers.	\$2,200,000 35%	10 days
Financial / Government	2009	Distributed print assessment of the downtown towers. Looking for efficiencies and cost reductions.	\$392,000 27%	4 weeks
Financial / Government	2009	Distributed printer assessment to determine strategy, current state, future state and cost effective directions for the fleet of copiers, printers, faxes and multi-functionals.	\$830,000 41%	3 weeks
Energy	2009	Central repro benchmarking task for Alberta offices. Distributed print review for Any City office. Validate existing stats, benchmark, and generate new strategy and solution.	\$1,200,000 37%	10 days
Financial / Government	2008	Pilot distributed print assessment for two departments extrapolated for the entire organization to identify opportunities for improvement and cost reductions. Ability to quantify environmental sustainment metrics was of great interest and value.	\$1,700,000 23%	8 days
Financial / Government	2008	Update distributed and central repro current state and modeled target state financials. Prepare client to go to the market. Write RFQ / SLA. Evaluate, select and deploy.	\$495,000	3 weeks
Transportation	2008	Confirm existing strategy and validate current state baseline in preparation for RFP / SLA and deployment.	Non financial	
Energy	2008	Distributed print assessment for the USA operations. Identify current state baseline, strategy and modeled target state. Extrapolation for global operations.	\$4,120,000 31%	8 days
Telecommunications	2008	Assist with review / analysis of RFP package prior to them sending it to the market.	Non financial	
Financial / Government	2008	Sub-contract to Manufacturer to create modeled target state for Ministry XXX. Manage deployment.	\$207,000 41%	5 months

Financial / Government	2008	Update distributed print statistics. Create innovative cost effective solution for distributed print environment.	\$557,000 37%	4 days
Health Care	2008	Update previously reported current state and modeled target state financials from 2004.	Non financial	
Industry	Date	Project Description	Annual Cost Reductions Identified	Return on Investment
Financial / Government	2008	Full distributed print and central repro graphics assessment with the objective of creating a print strategy and identifying corporate-wide cost reductions.	\$2,652,000 35%	9 days
Health Care	2007	Detailed distributed print assessment to determine current state and to create strategy and future modeled target state. Assistance with contract / SLA work.	28,300,000 33%	.75 of a day
Financial / Government	2007	Review and gap analysis of bidders Statements of Work. Assistance with creation of service level agreement.	Non financial	
Financial / Government	2007	Current state assessment for two provincial government ministries. Create the modeled target state for new equipment deployment.	\$660,000 38%	2 weeks
Transportation	2007	Canadian based distributed print review with the objective of determining optimization opportunities and potential cost reductions.	\$300,000 36%	5 weeks
Energy	2007	Pilot distributed print verification and strategy development task for Canadian operations.	\$2,400,000 40%	2 weeks
Financial / Government	2007	Review Managed Services Proposal and benchmark to the industry to identify gaps, flaws and opportunities for improvement. Provide SLA and Statement of work data.	Non financial	
Education	2007	Full distributed and central repro print assessment with the intent of creating a world class print environment. Security and Environmental "green" assessment also included.	\$512,000 31%	7 weeks
Financial / Government	2007	Assessment overview for the distributed print environment of one department within the city.	\$18,000 37%	1 year
Agriculture	2007	Distributed print assessment, strategy and solution development. Next step transition planning included.	\$345,000 31%	2 months
Financial / Government	2006	Create an accurate and objective current state baseline for the print, copy, fax and multi-functional environment.	Non financial	
Education	2006	Assist with the creation of a RFP / SLA to help select a central repro outsourced service provider.	Non financial	
Education	2006	Rapid Print Assessment of distributed and central reprographics to determine alternative direction with respect to current service provider(s).	\$100,000 8%	2 months

Retail	2006	A full assessment and benchmarking of the high-end variable data production print facility in Any City to determine current costs and create an innovative modeled target state.	\$2,900,000 26%	5 days
Information Technology	2006	Validation of existing data and financials against industry benchmark data and POG algorithms. Review manufacturers outsourcing proposal and provide SLA / contract term enhancements.	\$144,000 26%	6 months
Industry	Date	Project Description	Annual Cost Reductions Identified	Return on Investment
Energy	2006	Audit of the 3 year old central repro outsourcing contract. Audit of the 3 year old distributed print support contract.	Non financial	
Energy	2006	Distributed print assessment to accurately determine current costs. Create a cohesive corporate-wide strategy with a focus on cost reductions.	\$50,000 18%	3.5 weeks
Financial / Government	2006	Central repro was a combination of in-house and external 3 rd party print services. Identify the current costs and process issues with the objective of generating a more efficient and cost effective central repro solution.	\$70,000 13%	6 days
Health Care	2006	Detailed central repro assessment of in-house and outsourced services. Regain control, capture cost reductions, improve efficiencies and create new strategy.	432,000 35%	16 days
Financial / Government	2006	Validation and benchmarking task for the production high end variable data print environment. Gap analysis and identify opportunities for improvement.	\$311,000	8 weeks
Financial / Government	2006	Pilot project assessment to determine the most efficient process to identify potential cost reductions and go-forward distributed print strategies.	\$1,473,000 34%	13 days
Financial / Government	2006	Central reprographics analysis. In-house print shop. Identify cost reductions and alternative service delivery methods.	Non financial	
Financial / Government	2006	Pilot project distributed print assessment to identify a corporate-wide strategy and print related cost reductions.	\$170,000 15%	5 days
Energy	2006	Assessment, validation and gap analysis of the current distributed and central repro outsourcing contract. Identify efficiencies and cost reduction opportunities.	\$551,000 32%	4 weeks
Health Care	2005	Complete print assessment including an organization-wide strategy and automation opportunities.	\$93,000	6 months
Energy	2005	Determine the current state of the distributed fleet of print equipment and provide a directional road map for maximizing the value of multi-functional technology.	\$9,000 5%	6 weeks

Energy	2005	Current and modeled target state update on the entire distributed and central repro environment. Develop new innovative technology solution to capture cost reductions.	\$313,000 19%	3 weeks
Energy	2005	Central reprographics assessment. Consider cost and service alternatives. Looking for innovative new model for services delivery.	\$85,000	2 months
Industry	Date	Project Description	Annual Cost Reductions Identified	Return on Investment
Financial / Government	2005	Complete distributed fleet assessment, strategy, modeled target state. Interested in equipment rationalization and cost reductions.	\$240,000	2.5 months
Energy	2005	Assessment of current central reprographics outsourcing agreement. Benchmark the current state and identify innovative and cost effective service model alternatives.	\$440,000 40%	2 days
Retail	2005	Canada-wide distributed print assessment including optimization opportunities and records management process overview.	\$1,040,000 22%	3 weeks
Financial / Government	2005	Overview assessment of the distributed fleet of printers, copiers, faxes machines. Create strategy for multi functional technology.	\$260,000 23%	7 weeks
Energy	2005	Establish current state baseline. Benchmark to the industry. Create complete corporate-wide print strategy for distributed, central and 3 rd party printing environments.	\$98,000 13%	9 weeks
Financial / Government	2005	Corporate-wide print environment assessment. New print strategy to focus on efficiencies, productivity and optimization delivered in a cost effective services model.	\$160,000 14%	2.4 months
Financial / Government	2005	Copier fleet assessment and technology directional statement to prepare for, and insert into a multi-functional RFP.	\$7,000 2%	2 months
Education	2004	Analysis / upgrade options on Xerox' DigiPath system. Identify most cost effective approach and create transition plan to industry standard non-proprietary platform.	Non financial	
Healthcare	2004	Distributed printer / copier / multi-functional print study for the downtown office of the XXX. Strategy and e-Print analysis required.	Non financial	
Energy	2004	Benchmark assessment of a Xerox multi-functional equipment and outsourcing services offering.	Non financial	
Energy	2004	Write RFP / SLA for fleet of multi-functional equipment to replace aging convenience copiers.	Non financial	

Energy	2004	Complete distributed and centralized printer assessment. Benchmark to the industry and create a cost effective corporate-wide print strategy.	\$500,000	5 weeks
Energy	2004	Create a strategy to merge the production print environments of XXX. (i.e. invoicing) Identify best practice and cost reduction opportunities.	\$620,000 20%	5 weeks
Energy	2004	Create a cost effective distributed print strategy for the combined XXX organization.	\$763,000 32%	3 weeks
Health Care	2004	Create an enterprise wide distributed print strategy. Identify cost reductions.	\$305,000 24%	2 months
Industry	Date	Project Description	Annual Cost Reductions Identified	Return on Investment
Financial / Government	2004	Conduct a Rapid Print Assessment to identify cost reduction opportunities and benchmark to the industry.	\$33,000 5%	2 months
Health Care	2004	Central reprographics assessment, benchmarking and identify best practices. Identify cost reductions.	\$100,000	6 months
Energy	2004	Conduct a Rapid Print Assessment to verify current state assessment and identify cost reduction opportunities.	\$55,000 17%	3 months
Energy	2004	Create an enterprise wide distributed print strategy. Identify cost reductions. Determine best course of action for existing central reprographics facility.	\$450,000 21%	6 weeks
Financial / Government	2004	Verify current state assessment to feed into multi functional RFP process. Gap analysis. Identify cost reduction opportunity. Create go forward strategy.	\$3,000,000 35%	3 days
Energy	2004	Verify current state and RFP content. Conduct a gap analysis and impact assessment. Assist with RFP creation, distribution, evaluation, selection and negotiations on distributed print, copy, fax, scan and multi functional environment.	\$850,000 36%	3 weeks
Energy	2003	Office equipment rationalization, inventory and a cost reduction strategy was required. Central reprographics and scanning was included.	\$280,000 18%	6 weeks
Energy	2003	Outsourced central reprographics assessment and benchmarking efforts with the focus on identifying cost reductions and recommending efficiency improvements.	\$560,000 42%	7 weeks
Energy	2002	Complete assessment of the office equipment fleet, central repro, document life cycle process, document management system (Documentum) and organizational alignment analysis. Looking for strategy & efficiencies.	\$500,000 9%	6 weeks
Energy	2002	Analysis, benchmarking and recommendations for the automation of the pre-printed forms environment.	Non financial	

Energy	2002	Detailed copier supplier contract review. Office equipment analysis. Copiers, printers, fax, fax automation, central repro, plotting.	\$1,200,000 36%	4 weeks
Healthcare	2002	Analysis of printer, copier, fax and central repro costs. Define multi-functional opportunities. Create printer strategy for new building. Identify e-Print opportunities.	\$230,000 43%	3 months
Energy	2002	Complete distributed office equipment inventory. Create a distributed print strategy to compliment the office move consolidation. Identify e-Print and production copy cost reduction opportunities.	\$430,000 48%	6 weeks
Industry	Date	Project Description	Annual Cost Reductions Identified	Return on Investment
Energy	2002	Create the RFP content for replacing central reprographics equipment. Create the RFI content for outsourcing central reprographic services.	Non financial	
Energy	2001	Study entire office equipment fleet with a view to consolidate, standardize and potentially introduce multi functional copiers. Automation...or NOT print / e-Print ideas were also of interest.	\$303,000 13%	4 weeks
Health Care	2001	Print study for entire health authority. Focus on all distributed fleet equipment. (i.e. printers, copiers, fax)	\$775,000 32%	5 weeks
Health Care	2001	Complete study of all distributed office equipment for administration areas to compliment building move. Included mail & distribution, print, copy, fax.	\$480,000 52%	4 weeks
Energy	2001	Analysis of printers, copiers, plotters and fax machines. Included central reprographics and 50 field locations in Alberta. E-Print opportunities were identified.	\$390,000 35%	6 weeks
Education	2000	Distributed B&W and Color print, production copy center, fax and copiers. Focus on opportunities for electronic information dissemination for large print vol.	\$50,000 40%	6 months
Financial / Government	2000	Preliminary analysis of existing mainframe print and microfiche to determine the opportunity and cost reduction potential for automation / e-Print.	\$620,000	2 days
Workplace Health and Safety	2000	Print, copy, fax study with a special interest in the potential for multi-functional placements. Sensitive end user environment with individual departmental decision making. Over 800 printers in HO + field sample.	\$600,000	4 weeks
Financial/ Government	2000	Advisor to XXX Dept. with regards to Central Repro and Distributed office equipment fleet rationalization programs / opportunities.	Non financial	-
Financial/ Government	2000	Complete study of all print / copy / fax / multi-functional infrastructure for all Canada locations. Identify print strategy and cost reductions. Help write the RFP. Create implementation plans and on-going support process / program.	\$335,000 20%	6 weeks

Energy	2000	Office equipment fleet inventory and cost analysis. Driver ... Innovative cost reduction ideas. Identifying e-Print... or NOT print opportunities was a focus item.	\$280,000 51%	6 weeks
Energy	1999	Focus on cost reductions in distributed B&W and Color print and convenience copying. The potential opportunity to combine technologies into multi-functional units was analyzed. Identified a 300% printer reduction opportunity. Presented innovative ways to introduce digital copier technology.	\$600,000 30%	11 days
Industry	Date	Project Description	Annual Cost Reductions Identified	Return on Investment
Energy	1999	Focus on distributed and production print cost reductions. Created the print strategy. Assembled printers, copiers, color, fax and central reprographics into an easy to compare volume and costing chart for executive decisions.	\$500,000	4 weeks
Financial / Government	1999	Distributed B&W and Color print environment.	\$650,000	3 weeks
Energy	1998	Three projects ... (a) Distributed B&W printers, (b) Color printers and (c) Field printers. Requirement to reduce costs and improve distributed printer management, without capital outlay. Interest in transitioning towards digital multi-functionals. Reduced printers by 45%. Solved plotting issues. Eliminated older large 90ppm production printer.	\$300,000 \$150,000 \$175,000 30%	12 days
Energy	1998	Interested in an innovative approach to production print and plot. Eliminated older 50ppm production printer. Study included all print, all copiers, central repro, plotting, faxing, graphics and color. Wanted a better understanding of existing environment and outsourcing options. Excellent upside cost reduction opportunities were proposed.	\$150,000 30%	4 weeks
Energy	1997	Analysis of distributed print, production print, plotting, fax, copying and pre-printed / electronic forms. Initiated an improved strategy for distributed print and fax automation.	\$145,000 42%	2 weeks
Transportation	1997	Production print study of 1996 was expanded to include distributed print, fax, microfiche and on-line viewing. Recommended printer reduction from 482 to 168 units.	\$456,000 47%	9 days
Energy	1997	Printing, fax / fax automation, copier and plotter analysis. Using 96 older non-standard printers for a 105 staff was the primary concern that initiated the study. Recommended consolidation to 20 printers.	\$75,000 68%	5 weeks
Health Care	1997	Fast paced changes in the health system, along with multiple legacy applications generated print issues in the finance area. Report distribution logistic challenges made the print problems appear worse.	\$180,000 51%	12 days

		The 18 recommended printers along with partial outsourcing generated potential savings of 51% and would replace a variety pack of 63 printers.		
Retail	1997	Cost justification / printer analysis was required to move from pre-printed forms and impact printers to electronic forms and laser printers. The 1 – 800 – Print methodology was used to confirm current and proposed pricing models. Implementation / transition guidelines were also required.	\$25,000	2 months
Industry	Date	Project Description	Annual Cost Reductions Identified	Return on Investment
Energy	1997	This distributed print study included copiers, faxes, central repro and multi-functional suggestions. Recommended to consolidate the 223 distributed printers to 149 units and improve the print volume balance between centralized and distributed printers.	\$200,000 20%	3 weeks
Energy	1997	Required a better understanding of the distributed B&W and Color print environment...and end user needs. Increased the number of shared LAN printers and eliminated 137 older personal printers was suggested.	\$120,000 22%	5 weeks
Agriculture	1996	Analyze the distributed print, copy and fax environments. Reduced on paper the number of printers from 92 to 45, with increased efficiency.	\$156,000 50%	2.5 weeks
Retail	1996	Toronto based study included the entire print, copy, central repro / prints and fax environment. They needed a methodology and process to determine both costs and cost reduction opportunities.	\$1,100,000 25%	4.5 days
Transportation	1996	Centralized print study for move from Montreal to Calgary. Documented end user concerns. Identified least expensive and most efficient method of solving production print issue. Eliminated the need to buy a new printer for Calgary.	\$120,000	4 weeks
Energy	1996	Analysis of distributed print, production print, fax and copying. Highlighted key productivity improvements.	\$200,000	2.5 weeks
Energy	1995	One day analysis of vendor laser printer proposal. Highlighted cost avoidance and proposal errors worth \$700,000. Payback was immediate and significant.	\$25,000	immediate
Energy	1995	Centralized laser print study to help phase out large production 50ppm printer and related costs.	\$90,000 53%	2.5 weeks
Energy	1994	Study included the current cost analysis for print & fax. Reduced printer count from 393 to 45 units. Moved fax from a hardware platform to desktop automation.	\$ 228,000 47%	3 weeks