RBC Capital Markets
Investment bank saves with HP Managed Print Services

“Looking at our print infrastructure from a TCO (total cost of ownership) perspective, it became clear that we could reduce costs, improve productivity and reduce environmental impact with HP Managed Print Services.”

**Objective**
Cut print costs; standardize, optimize print environment; simplify print management

**Approach**
Engage HP Managed Print Services with printers leased through HP Financial Services

**IT improvements**
- Consolidate print environment from 800 to 500 printers, reducing fleet by 37%
- Optimize and balance deployment to meet departmental sizes and functional needs
- Implement usage monitoring to guide ongoing optimization improvements
- Provide business-enhancing color capabilities, while establishing print policies that default to monochrome

**Business benefits**
- Save estimated $1.2 million over life of contract
- Project annual print cost savings of 25% - 30%, consistent with industry standard savings for incorporating managed print services
- Eliminate ink and toner cartridge waste with automatic delivery of Original HP Supplies
- Discontinue retail purchases of print supplies and print services
- Enhance employee productivity in all departments
- Produce professional quality marketing materials and other documents easily and cost-effectively in-house
- Continue environmental impact improvements with energy-efficient devices, monochrome and duplex defaults

With a recent switch to HP Managed Print Services (MPS), RBC Capital Markets has driven inefficiencies out of its print infrastructure, cut costs an estimated 30% and enabled everyone from the human-resources staff to bond brokers do their jobs better. Day to day, that means no more stockpiles of toner. No more running off to retail copy centers. No more older machines breaking down.

“With HP MPS, we have the right printers at the right locations so people in every department can work efficiently. Costs are projected to be reduced by $1.2 million over the life of the contract. And for the first time we have usage transparency to continue optimizing our infrastructure,” says Deep Sheri, director of business management for the RBC Capital Markets global infrastructure.