



Managed Print Services Overview

Managed Print Services (MPS) has been a Printing and Imaging industry vision for many years. The ultimate goal of MPS is to audit, consolidate and improve the management or lack thereof, of an organization's print and imaging fleet. The potential and influence of a growing MPS market has transformed this vision into a reality. The recent economic downturn presented the opportunity for MPS to re-introduce the benefits of gaining control of costs associated with print solutions that have been difficult to track in the past. With MPS, organizations are now able to identify the number of machines in their network, minimize the quantity of print, scan, and copy hardware and establish rules and regulations relating to the use of this hardware.

On average, most companies spend 1 to 3 percent of their revenue on print and imaging consumables. With multiple different machines for copy, print, and scan requirements, as well as multiple desktop printers residing in individual offices, it is nearly impossible to determine the costs associated with printing. There are three main steps to any MPS implementation.

1. A Managed Print Services solution will begin with an internal audit. This will provide an organization with a complete picture of every device in the organization and the location of each.
2. The next step is to consolidate the fleet. This will entail removing seldom used devices and individual desktop printers, and strategically placing Multi-Function Devices (MFD) in high traffic areas for multiple individuals to access. Most Managed Service Providers (MSP), both vendor-centric and vendor-neutral, will offer solutions that will utilize an organization's existing fleet if possible, and add the appropriate number of devices to create a complete network of MFD's for printing, scanning and copying requirements.
3. Finally and most importantly is the third phase that optimizes and enhances an organizations ability to minimize costs and create new business processes. The MSP will include an Intelligent Print Management solution that is embedded within the hardware to allow IT to establish user rules, minimize scanning and copying requirements by moving documents electronically, and authenticate the identity of an employee using the device.

The results of a successful MPS implementation will provide measurable results in three areas. First, and most importantly, it will reduce costs associated with an organization's print requirements. Second, it will successfully reduce the organization's carbon footprint and meet internal green initiatives. Third, it will minimize the potential for data leakage by keeping confidential information in intellectual property out of the public domain and meet the compliance requirements associated with a specific industry.