



Pharos Insights® Blueprint Enterprise



\$61M in Print Cost Savings— and Growing!

Over an 8-year period, this global property and casualty insurer has saved more than \$61 million using the knowledge gained from the cloud-based Pharos Insights analytics platform and enhanced document security with the Blueprint Enterprise print management platform. This number keeps growing as they continue to optimize print operations

SITUATION

In 2011, the state of printing at this global insurance giant was typical for many large organizations—no central management, with departments and business units responsible for making their own decisions. There was little visibility into the total costs related to printing (total costs, output volume, trends, device fleet status) or the security risks associated with unmanaged output. There were no company standards or policies around office printing, and sensitive documents were often left exposed in printer output trays. IT teams struggled to manage hundreds of print servers, and employees found it difficult to find the correct print drivers and print queues, putting pressure on the Help Desk. Costs were out of control with no way to take advantage of economies of scale, information security risk was elevated, and the entire system was overly complex and hard to manage.

“Most people don’t think about the costs of printing or the potential information security risks involved. Educating the workforce is a critical component of success.”

*Scott Holdraker,
PrintSmart Program Manager*



Industry
Insurance



Employees
45,000



Annual Revenue
\$40 Billion+



Location
Global

SOLUTION

To start measuring and understanding what was going on enterprise-wide with print and help guide their strategy, the company deployed the cloud-based Pharos Insights to collect and analyze print data across their network segments. They also implemented the Blueprint Enterprise print management platform to secure all their print devices. This prevented sensitive documents from being left unattended at a device by requiring authentication in order to release the print jobs.

RESULTS

By aligning the company's print capacity with business roles and needs, gaining actionable intelligence from Pharos Insights, and reducing waste with Blueprint's secure print workflows, this large insurance company lowered its annual printing costs from \$16.3 million to \$3 million, achieving cumulative savings of \$61 million over 8 years.

In addition, the company achieved additional cost savings and increased IT staff productivity by reducing the number of print servers from 620 to 132—a result not even factored into their \$61 million savings. At an estimated annual cost of \$7,500 per print server, this effort generated an additional \$20 million in savings. The global insurance giant is continuing with this effort and hoping to be completely free of all print servers in the near future so they can achieve an additional \$4 million in cost savings on hardware and maintenance.

RESULTS BY THE NUMBERS

\$61M
Total Savings 

\$13.3M
Reduction in Annual Print Costs 

488
Print Servers Eliminated 



To learn how Pharos can do the same for you, contact us today.
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