



‘By optimising how we work, we can be prepared for anything.’

Enhance productivity and efficiencies.
Managed Print Services — [here, for you](#)

Why Managed Print Services Are More Critical Than Ever

The COVID-19 lockdown has impacted businesses across Australia — affecting supply, demand and cashflow. It has also highlighted how organisations remain dependent on manual paper processes to maintain business operations.

These traditional printing technologies — like desktop ink jet and laser printers, and aged multi-function printers (MFPs) may bottleneck workflows, making them incompatible with the fast-paced, digital demands of the 'new normal' that are emerging from the pandemic.

THE NEED FOR MPS

Businesses willing to evolve post-pandemic must see this as an opportunity for product and service innovation — to boost resource efficiencies, cut costs and unlock new levels of productivity from teams. This is all possible, with Managed Print Services.

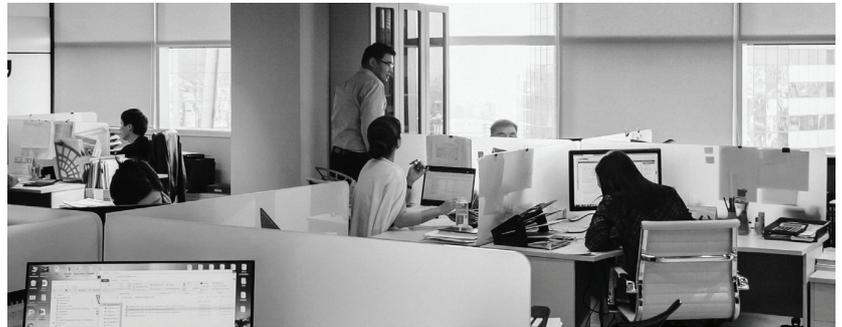
Managed Print Services (MPS)

MPS is the lifecycle management of everything related to your printing infrastructure. From planning and procurement, implementation and operation (including consumables supply, break-fix and asset management) to usage analysis and reporting, invoicing and proactive incidents identification — everything is handled by our FUJIFILM Business Innovation Australia MPS team.

The benefits to cost, productivity and easy digitisation

The best Managed Print Services go beyond basic break-fix services. They work with teams to rationalise existing print devices and related costs to drive sustainability, secure sensitive business information and gain insights into workflow to support further digital transformation.

By fine-tuning and optimising printer networks and managing the print infrastructure as a whole, businesses can reduce costs, boost staff productivity and increase data security.





GOVERNMENT

Challenge

A transport department in the Australian government was dealing with a huge volume of printing and documentation challenges, including: excessive waste; high costs; limited remote working capabilities, and strong resistance to change amongst its staff. Additionally, they couldn't exceed current capital expenditure and any use of cloud-based technology had to adhere to existing models and align with long-term IT strategies.

Solution

FUJIFILM Business Innovation Australia (FBAU) worked with the department teams to find a solution that fitted their specific requirements and the result was a revolutionary as-a-service model — a managed print service that would be hosted by FBAU.

Benefit

Implementation of the hosted-MPS saved over \$20 million and has: reduced paper waste and carbon footprint; boosted productivity and efficiency, and created more options for staff to work remotely.

EDUCATION

Challenge

A leading vocational education provider was using printing equipment from multiple suppliers across multiple campuses: this meant that devices were underutilised and IT staff were burdened with complex support and maintenance requirements. This led to out of control costs and poor service quality — the institute was desperate to reduce costs and run a more effective and efficient operation.

Solution

FBAU implemented an MPS that is now responsible for sourcing, managing and supporting the entire print function across all campuses. The existing print room was transformed into a first-class facility, consolidating its printer fleet from 494 to 199 devices, whilst continuing to meet staff and student requirements.

Benefit

Within the first 12 months, the institute reduced printing costs by 47% and saved \$1 million AUD; and also expect ongoing annual savings of \$1 million AUD over the next four years. Furthermore, these savings were made on top of improved performance, elevated staff and student satisfaction and greater environmental sustainability.

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The MPS Implementation Framework

The following MPS framework enables FUJIFILM Business Innovation Australia to work with organisations to find out exactly what they need in order to adapt their existing print infrastructure to the current and post-COVID-19 behaviour of its users in preparation for rapidly changing environments.



Stage 1

ASSESS AND OPTIMISE

- 1. Assess** — using our industry leading assessment tools, we provide insight into an organisation's current and future state of print and document operation.
- 2. Optimise** — we guide businesses in the optimisation of their print fleet using industry benchmarks to ensure they have the most suitable size and quality fleet necessary for the jobs at hand.
- 3. Total Cost of Ownership (TCO)** — by combining the assessment results and taking a baseline of a business's fleet footprint, we can pinpoint how to effectively reduce usage and costs, including those related to IT, staff and processes.

Results — cost savings and sustainability contributions.



Step 2

SECURE AND INTEGRATE

In the second stage, we work with your IT teams to enhance security and control across office print, centralised print and mobile devices, including:

- Mobility
- Security
- Print management
- Premium software support
- IT infrastructure management

Results — enhanced agility, mobility, security and overall user experience.

For more information on how an assessment can quickly optimise your print device and reduce costs, see our Print Device Evaluation guide: ['Why it's Critical Businesses Evaluate Their Office Printing Environment'](#)



Step 3

AUTOMATE AND SIMPLIFY

The backbone of any viable MPS solution must be in the ability to offer businesses access to further analytics-driven digital transformation. This is the third stage of our MPS framework — the gateway to Workflow Automation.

- 1. Workflow Analysis** — we analyse an organisation's critical processes, and the workflows that have the biggest impact on performance, in order to identify opportunities for automation and areas where we can simplify processes.
- 2. Workflow Automation Services** — we provide integrated services and technology that seamlessly dovetail with your already-optimised infrastructure.

Results — we integrate this into our solution, so you're also investing automation into key processes. This means you can reap the rewards of Advanced MPS now, while preparing for future end-to-end digitisation, cutting-edge productivity and an enhanced user and customer experience.

At FUJIFILM Business Innovation Australia, we offer organisations the efficiency and agility necessary to cut costs so they can tackle immediate cashflow issues. But we also ensure they can compete effectively in the digitally-enabled post-pandemic era — without taking the risky leap to complete digital transformation. To find out more — or to talk to one of the team about your own print device evaluation — [Visit \[www-fbau.fujifilm.com\]\(http://www-fbau.fujifilm.com\)](http://www-fbau.fujifilm.com) or [Call 13 14 12](tel:131412)