



MANUFACTURING FIRM SAVING 15 PERCENT WITH MANAGED PRINT SERVICES PROGRAM

BACKGROUND

With production facilities throughout North America and the Far East, Panacea Products has been manufacturing consumer and commercial products for over 40 years. Consumer products include decorative metal items for the garden and hearth industry, in addition to home organization and craft items. Numerous products are produced from steel and glass.

As a part of an ongoing initiative to remain competitive, keep costs in line and improve efficiency, Panacea was in the process of reviewing their business equipment and office solutions.

CHALLENGE

“In the process of reviewing our printing and document workflow solutions, we talked with 3 to 4 companies and had them review our current situation. MT spent a few hours with us, thoroughly reviewing our workflow, following our product orders from the point of initiation until it left our office to help assess the workflow. No other vendor took the time to do this,” explained Ed Baran, controller, Panacea Products.

“We always have to have printers, but never really examined the cost of running them until MTBT reviewed it with us,” noted Baran.

SOLUTION

The professionals at MTBT performed a thorough workflow assessment and a review of expenses associated with printing, copying, faxing, and scanning equipment. The team also analyzed print volume, and inventoried supplies associated with printing. After the review was complete, MTBT recommended a managed print program for Panacea Products.



“The main thing they brought to light was the fact that we could shift printers around to match the higher print volumes with the lower-cost-to-operate machines. And maintenance is included in the program, so that is one less thing we have to deal with,” said Baran.

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“We are using the money we saved on print costs to implement an electronic document management system with MTBT that will enable us to store documents electronically which will provide easy access to our customers,” said Baran.

Managed Print Program Benefits Include:

- Management of service, labor, parts and consumables for all output devices
- Improved IT efficiency and productivity
- Ongoing consultation, service, supplies
- Paying only for what you are using
- Monthly expense control and improved budgeting

RESULTS

“We are saving an estimated 15% in print and other costs with MTBT. Plus we are projecting additional savings due to the positive migration of page volume and device management. Our office staff was calling various places to get costs on toner cartridges to ensure they had the best prices. Now we don’t waste time calling around, we know we’re getting the best price from MTBT,” explained Baran.

“We’ve been really happy with MTBT’s customer service. You run across a lot of different companies that do the same thing, but what sets MT apart is that they get back to you quickly—their customer service is great. Our equipment will now be better maintained because they take care of it before it breaks down. I’d definitely recommend MTBT to others,” said Baran.