MSI METRO SALES INC

CASE STUDY: **PRINT FLEET MAPPING**

Mapping Showed a Local Government It Could Cut Its Printer Fleet 30%

A local government with more than 300 print devices had grown its fleet one request at a time.
A walk of every facility showed how many of them it actually needed.

The Challenge

The organization ran more than 300 print devices across multiple locations. Whenever someone needed a printer, one was added, with no plan for placement and no standard for what got bought.

The result was a mix of equipment that made standardization and supplies management difficult. Leadership also wanted a more secure fleet, with software-based control over print and scan activity.

The Solution

During a business review, MSI offered to walk each facility and record the location of every print device using mapping software. We also recommended PaperCut print management for secure print release and stronger control of the fleet.

With the full picture in hand, we worked with the client's IT team to settle on next steps. The recommendation was a right-sized fleet built around workgroups: the right devices, in the right quantities, for each department's needs, with the most cost-effective printers prioritized. Moving print volume to lower-cost devices was the main source of savings.

Engagement Snapshot

CLIENT	Local Government
LOCATION	Wisconsin
RELATIONSHIP	Managed Print Customer
SCOPE	300+ Devices, Multiple Sites

By the Numbers

300+ print devices across multiple locations before the fleet review.

30%+ reduction in fleet size after right-sizing around workgroups.

The Results

The right-sized fleet saves the client approximately $30,000 a year and cuts the device count by more than 30%. The mapping showed far more printers than the organization needed; in some areas, three devices sat within a few steps of each other. Volume now goes to the lowest-cost devices.

A fleet plan starts with knowing where every device sits, so that is where we started.