

FROM THE SOURCE

Success Story

Kyocera Helps Investment Firm ‘Gain’ Edge on Savings Kyocera MFP’s, Data Security Kits and Kyocera’s Tiered Color Program Case Study

THE SITUATION

A successful hedge fund specializing in systematic managed future and equity market neutral strategies. The company occupied three floors of office space and was downsizing to two floors. Although their initial goal was to consolidate the number of print devices determined through an assessment, it was discovered the company required better device monitoring tools and a more comprehensive document management strategy.

THE CHALLENGE & THE SOLUTION

The dealer conducted an assessment of the client’s print devices for functionality and necessity, and obtained meter readings. Types of documents printed and scanned were analyzed, and samples run to determine average color coverage. The dealer noticed that the majority of color prints were less than 15% color coverage. The client hoped to produce Pantone® colors and similar color quality to that of their digital press since they were experiencing significant downtime with the press. They were also concerned about secure printing, as well as the ability to lock out the scan to USB/print to USB feature.

The client required a low cost of operation, ease of use, and fulfillment of their existing lease. It was essential the company have data security kits, removal and replacement of its current hard drive, clearing of all IP addresses in the desktop printers, removal of all desktop printers, labels placed on all Kyocera equipment with security language, and agreement to send the letter of intent and changes in the lease agreement language.

To address all of the client’s “must-haves,” the dealer recommended a Kyocera TASKalfa 7551ci MFP with Fiery for Pantone color matching, a TASKalfa 3551ci MFP and eight ECOSYS printers. Also included were Kyocera’s Net Viewer network device management software, PrintFleet® DCA (Data Collection Agent), Data Security Kits and Kyocera’s tiered color program.

The dealer also provided a complete service and supply contract at a competitive cost-per-page on all print devices. The tiered color program allowed the client to achieve the high quality Pantone color matching they desired; while saving on printing costs since they only paid for the color they actually printed.

THE RESULTS

The client realized considerable savings, thanks to Kyocera’s low cost of ownership and tiered color program. The security features, performance and reliability of the devices allowed the client to print without concern or compromise.



TIERED COLOR SYSTEM

Besides the traditional color and monochrome counters, Copystar devices also have three additional counters which count the coverage of printed and copied pages and allocates them in up to three groups. Example:

[1] SIMPLE COLOR (Low Coverage)

A company logo on monochrome correspondence.

[2] BUSINESS COLOR (Medium Coverage)

A report that contains charts and graphs with text.

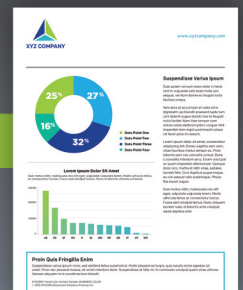
[3] CREATIVE COLOR (High Coverage)

Color rich collateral such as brochures and presentations.



SIMPLE COLOR

BUSINESS COLOR



CREATIVE COLOR