

# Stewart Business Systems` Managed Print Services solutions prove good return on investment for Hutchinson Industries



## The Challenge

At the time of assessment Hutchinson was using 23 HP Laser printers to produce their B&W and Color documents. They also had an old Canon B&W stand alone copier. Their volume was just over 20k B&W, and 10k color prints per month. Their cost to produce the B&W prints was 4 cents per page, while the color prints were costing them 20 cents per page. Their total monthly costs were: \$3,037.00.

## The Solution

Our analysis also revealed that they had no capability to scan documents, and that they were using stand alone fax machines. Our recommendation was to add two Xerox color copiers, 7345's, with copy, print, scan and fax. We also added a B&W Xerox 123, with copy print scan and fax, to replace the old B&W Canon copier. We then eliminated all but two of the 6 color HP printers, driving these prints to the much more efficient Xerox Color copiers, eliminated the stand alone fax machines by utilizing the new Xerox's fax option, and added scanning to their technology.

## The Account

Hutchinson Industries is the premier manufacturer of mobility components for wheeled vehicles, with a full line of products including runflats for various levels of security, beadlocks, 2-pc aluminum Tactical™ and commercial wheels, and turn-key assembly services. They are headquartered in Trenton, New Jersey

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Included in our solution; 2 Xerox 7345's, 1 Xerox 123, all with copy, print, scan, and fax. All consumables, service, parts and labor on all of the Xerox units and their existing printer fleet.

## New costs as a result of recommendation;

\$1996.00 per month. A savings of over 34%!



## The Result

Through the use of Stewart's Printegration® Program and executive summary, Hutchinson Industries was able to reduce their printing output costs by over 34% per month. In addition, Hutchinson was able to redeploy inefficient and costly printer assets and at the same time refresh technologies to meet their current and future requirements. Another benefit was that Hutchinson was able to streamline their suppliers and reduce supply and parts inventories as a direct result of their implementing Stewart Business Systems all-in-one solution.

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## About Stewart Business Systems

LOCAL BEGINNING, XEROX ADVANTAGE

- Founded locally in Haddonfield, New Jersey in 1959, then acquired by Xerox Corporation in 2005.
- Serving over 10,000 client's needs across New Jersey, PA, Northern Delaware for over 50 years
- 60+ service professionals locally with a total of 840 years service and an average tenure of 14 years.
- The largest office technology company in the Tri-State area. 5 Regional offices located in Burlington, Lakewood, Clifton and Princeton New Jersey, plus Willow Grove, Pennsylvania
- For more information on how we help businesses reduce costs and become more efficient, please visit [www.stewartxerox.com](http://www.stewartxerox.com) or contact Pat Healy @ 1-800-322-5585

