



A Xerox Company



Intellectual  
Case Study

*Christian Stronghold Baptist Church*

# Stewart Business Systems` PrinteGration™ Program provides great return on investment for Christian Stronghold Baptist Church

## The Challenge

At the time of our initial study the study, Christian Stronghold Baptist Church had 22 HP® laser printers, 5 HP color ink jets, and 2 HP® B&W ink jets. Their fleet of printers was in poor shape and had numerous maintenance issues. Their HP® 8000, which is critical to their printing needs, was not working at all. They thought that they had a Printer Management contract with their current vendor, but when the unit needed a new fuser unit they were informed that certain parts were not covered under their existing agreement. The Church also had 2 Canon® Copiers that had leases that were set to expire in 6 months.

## The Solution

Our study showed an immediate need to upgrade both the Copiers, and the printer fleet. Our recommendation was to bring in 2 Xerox® copiers that offered increased speeds and features, such as scanning and printing, while being able to reduce their current monthly lease and maintenance costs. We were also able to replace the current printer fleet with (4) new Xerox Phaser® 3600s, (1) refurbished HP® 8150 to replace the broken HP 8000, (4) HP® refurbished color laser printers to replace their costly color ink jets, and (5) HP® refurbished 2200's to upgrade the balance of their fleet and to keep on site as a back up.

## The Account

At the time of our study the study Stronghold Baptist had 22 HP laser printers, 5 HP color ink jets, and 2 HP B&W ink jets. Their fleet of printers were in poor shape. Their largest HP 8000, which is critical to their printing needs, was not working. They thought that they had a Print management contract with their current vendor, but when the unit needed a new fuser unit they were informed that certain parts are not covered. They also had 2 Canon Copiers that had a lease that was going to expire in 6 months.

## The Challenge

To create and implement an all- inclusive print management program that included both printers and copiers, and would satisfy 100% of the Churches` imaging needs and budgetary requirements.

## The Result

The Stewart recommended solution included two new Xerox Copiers, and an upgrade of their entire printer fleet.

## New costs as a result of recommendation

A savings of \$1,727.62 per month or over \$20,000 per year!!!



## *Christian Stronghold Baptist Church*



### **The Result**

Through the use of Stewarts PrinteGration® Program and executive summary, Christian Stronghold Baptist Church was able reduce their printing output costs by over 30% per month. In addition, the Church was able to redeploy and replace inefficient and costly printer assets and at the same time refresh technologies to meet their current and future requirements. Another benefit was that the Church was able to streamline their suppliers and reduce supply and parts inventories and invoices as a direct result of their implementing Stewart Business Systems PrinteGration® all-in-one solution.

### **About Stewart Business Systems, A Xerox Company**

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+ award winning service professionals with a total of 840 years service and an average tenure of 14 years.
- The largest and oldest office technology provider 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 your company reduce costs and become more efficient, please visit [www.stewartxerox.com](http://www.stewartxerox.com) or contact **Pat Healy @ 1-800-322-5585**



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