



# SPANSET LOWERS PRINTING COSTS WITH OKI'S SMART MANAGED PRINT SERVICES

## The Challenge

A small IT team of five is responsible for most of SpanSet's locations in Germany and worldwide. The company needed to standardise its IT and printing infrastructure across these locations to improve organisation and maintenance. While SpanSet has been using OKI's devices and solutions for 12 years, it was looking to roll this out across all subsidiaries, plant branches and branch offices. This would need to be a dynamic process to support SpanSet's plans for expansion.

"When the time came to update our OKI devices at the company's headquarters, we saw this as an opportunity to harmonise the print infrastructure across the various branches", explained Thomas Hüskens, an employee in the IT department. Until now, there had been a confusing mix of solutions, with products from a range of brands being used. There was an opportunity for standardisation of the printer fleet as well as conversion from purchase to lease contracts, so the IT department began enquiring about different options.



## About SpanSet

SpanSet GmbH & Co. KG is a manufacturing company based in Übach-Palenberg in North Rhine-Westphalia, Germany, that has been developing and producing products for fall protection, lifting and load-securing since 1966. In addition to its 26 branches in Germany, the company also has several offices worldwide. Today, around 160 employees in Germany manufacture and distribute SpanSet's high-quality products.

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Thomas Hüskens, IT Department, SpanSet



Once again, OKI came out on top thanks to its outstanding value for money, a high potential for savings, excellent software features and a high-quality service from a local representative. This was the third consecutive contract at the Übach-Palenberg location.

“Ultimately, it all came down to the outstanding level of service offered by the OKI partner as well as the attractive flat-rate leasing concept”, said Hüskens, explaining the company’s decision. “After many years of good experiences with their products, the decision to choose OKI was easy”.

### **The Solution**

SpanSet introduced new equipment to replace all the existing devices at selected locations and the same is gradually being done in the other offices. OKI’s approved service partner Bürotechnik Kamps, based in Eschweiler, oversaw the replacement process.

“Working with Kamps was great from the outset”, said Hüskens. “Because they are based so close, we can benefit from fast response times and even same-day job processing in the event of a service issue”. But these service issues are a rare occurrence at SpanSet anyway, since “the solutions are reliable and stable”, according to the IT manager.

The current project mainly includes multifunction printers (MFPs) that can be used for various tasks in different offices. From printing contracts, offers and internal documents to scanning and copying, SpanSet is taking full advantage of OKI’s powerful MFPs. The PrintSuperVision software is a valuable additional feature:

“With PrintSuperVision, I can get a better view of our printing costs and can easily track consumption levels”, explained Hüskens. Once a month, the IT department now receives a report for the various departments, which shows exactly who printed how many pages in colour or in black and white as well as identifying any areas where there may be savings potentials.



For Hüsken, the three A3 MFPs are a particular highlight and especially beneficial to the marketing department. “Thanks to the A3 solutions, our marketing department can print brochures and other advertising materials in brilliant colour quality at a low cost”, said Hüsken. “Previously, we always had to outsource these tasks to external service providers, which was more expensive and considerably more time-consuming”. The other two A3 MFPs are used in the IT department and in the internal technical design office. The purchasing department also makes use of the fax function on two OKI MFPs.

**The advantages: High savings potential and complete cost transparency**

Today, SpanSet has an increasingly uniform printing structure across a number of sites and branches, which makes it much easier for the IT team to operate and saves both time and costs. In doing so, the company can benefit from OKI's Managed Print Services, which covers maintenance and servicing as well as all consumables with no shipping costs. “Compared to before, we are now making a big saving on our printing costs thanks to the new contract”, said Hüsken.



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Thomas Hüsken, IT Department, SpanSet



## The Future

With the new print infrastructure, SpanSet is ready for the future. The smart Extendable Platform (sXP) can be seamlessly integrated into future document workflows to optimise document management and support existing and future work processes. The next step is to start using SENDYS Explorer. This server-based software scans documents from different sources and converts them into a variety of editable formats. An integrated optical character recognition (OCR) function ensures that the files can be processed and located quickly and easily by means of a full-text search.

Hüskens finds it particularly good that SENDYS can also be used to search within a PDF file, which makes work considerably easier. An optional RFID reader is currently being tested, which will allow this printer to print confidential documents on demand using a chip.

As the current contract is flexible, solutions can be adapted to suit changing demands in a timely manner. This is particularly good for SpanSet, as the company wants to continue to see successful growth in the future.

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