



Our Proven Results

Our ability to deliver substantial print cost savings in government is well documented. We have completed 23 government assessments. Some of those included:

1. City of Toronto
2. Region of Niagara
3. Alberta Government
4. City of Calgary
5. Solicitor General and Public Security - GOA
6. Public Works and Government Services Canada
7. Dept of Fisheries and Oceans
8. Canadian Museum of Civilization
9. Industry Canada
10. Transport Canada

"POG demonstrates a thorough knowledge of the costs and issues related to managing multifunctional print devices. POG managed skillfully a complex print device review, consisting of visits to 7 locations and over 1,100 staff".

Andy Gunn, Director Planning and Projects Solicitor General and Public Security

Government

Government organizations across North America are changing. The federal government is committed to reducing the environmental impact of its operations. In April 2006, the Government of Canada issued the *Policy on Green Procurement (OGGO)*, directing federal departments and agencies to take the necessary steps to incorporate environmental performance considerations into their procurement decision-making processes. A similar focus is placed on cost reduction savings by individual Provincial and Municipal Governments across North America.

The benefits of considering a print optimization initiative are significant. Renowned research companies such as Gartner and IDC suggest the cost associated to the print environment is an astonishing 1 to 3% of an organization's entire annual revenues, and that if optimization processes are employed; potential savings can range from 10 to 30%. Of course, this means little to a government organization when there are a myriad of conflicting priorities, the current print spend is not known and a print strategy has not been developed. Given this situation, where do you start? Whom do you trust? How can you maximize the value out of your current and/or future infrastructure investment? The Print Operations Group (POG) may have the answers you are seeking.

POG is an independent *Print Optimization Solutions* provider that has an excellent track record of *identifying, capturing and measuring* significant print / output related cost reductions while improving end user satisfaction and productivity. In the past 17 years POG has conducted over 160 print assessments and identified over \$140 million in annual savings for our clients. We have the senior level skills, experience, processes, programs and methodology to deliver amazing results on time and on budget, every time.

Generic Case Study

ABC Government wanted to understand the cost reduction benefits that could be realized through print technology standardization, print environment optimization and the possibility of a Managed Print Services agreement (MPL). The ABC Government had some aspects of print outsourced and manages other services internally. There was no print strategy and supporting governance for Ministries and government departments to follow with respect to acquisition and allocation of print devices. The metrics, skills sets and process to conduct a print assessment were not available within the government. They issued a RFP to secure external assistance.

Why POG

Independence and experience were the key differentiators in the ABC Government's print consultant selection process. To drive change within the government a clear and concise report was required that could withstand the scrutiny of different internal groups and a variety of different opinions a directions.

Project Description

POG completed and presented a distributed print assessment. "Green" metrics were included in the scope and of great value during the report presentation and follow up discussions.

Results

The assessment report was well received and served as the financial justification to proceed with an RFP. The anticipated savings identified were in the \$31 million (34.6%) range over a 5 year life cycle. ABC Government was very happy with the savings and the process of the assessment. Based on the assessment results, ABC Company is working internally to engage POG to prepare the Transition Plan for the Government wide deployment and to create the content for the equipment RFP.



POG Consulting

POG Consulting (POG) has 17 years of experience at identifying, capturing and measuring significant print related cost reductions, while improving end user productivity. Print consulting is our only business. We do not work in any other area. We have learned that in order to do something exceptionally well, you have to specialize in it. By focusing all our energies on Print Optimization Processes and Methodology, we have developed a “Best in the Industry” reputation, acknowledged by our Gartner Group awards and numerous clients.

Print Metrics ...

The Impact of Knowing Your KSI's

You cannot manage what you do not measure. POG can provide the necessary Key Sustainment Indicators (KSI's) to help you formulate, measure and apply the most appropriate *Sustainable Print Practices Portfolio* for your organization.

Example... Subset of a Canadian Provincial Government

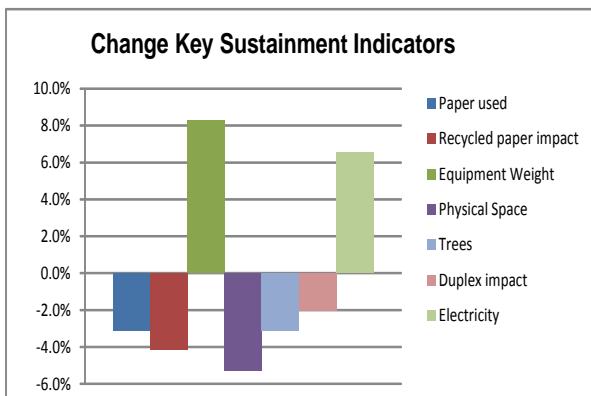
Economic Impact

Prior to applying the positive impact of KSI's cost reductions were 23%. The ROI on the assessment was 8 days.

Social and Environmental Impact

- 676 trees are required to produce the annual volume of 13.5 million sheets of paper for the subset of 4 departments.
- Converting 676 trees into paper consumes 135,220 lbs of coal and generates the CO2 equivalent of operating 150 cars for a month.
- Applying duplex to 20% of this volume would eliminate the need for 68 trees and 13,500 lbs of CO2.
- Recycled paper would save 406 trees, reduce CO2 by 36,500 lbs, avoid using 63.5 million BTU's of energy, eliminate the consumption of 162,000 gallons of water, and keep 20,000 lbs out of our landfills.

Key Sustainment Indicators (KSIs)



Key Performance Indicators (KPIs)

Distributed Print KPIs	Metric	Industry Average
Average cost per impression	\$0.080	\$0.039
Cost of color % of total	28.2%	19%
# of staff per device	1.3	3.0
# of devices per floor	44.5	12 to 18
Avg. monthly imp per device	698	4,200
Color printer units % of total	19.8%	18%
<u>All</u> desktop printers % of total	35.4%	45%
Color print volume % of total	6.3%	6% to 8%
Central Repro cost per impression	\$0.181	\$0.050

Note ... All desktop printers = desktop + color inkjet

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