



SCOTT
TECHNOLOGY GROUP

Copiers. Document Management.



BANK MEGA

Agenda

- 1** Understand Your Goals
- 2** Review Assessment
- 3** Discuss Next Steps



Your Goals





Intent: deliver information in order to develop a strategy



Based on manufacturer specs and industry analytics



Information is subject to change with additional input



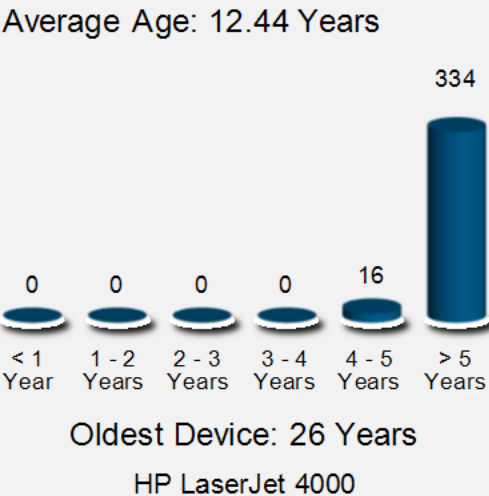
Notable Stats: Existing Fleet

FLEET BREAKDOWN

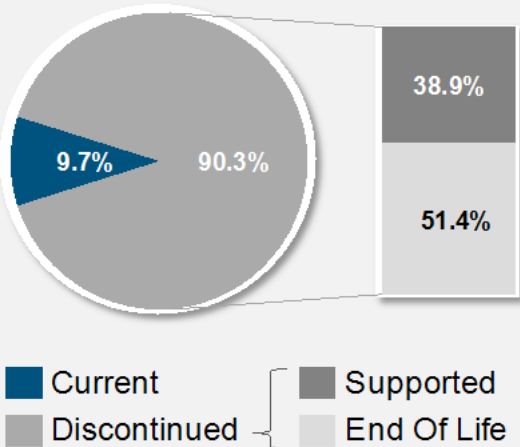


Most Common Model (55 units):
HP LaserJet 4250

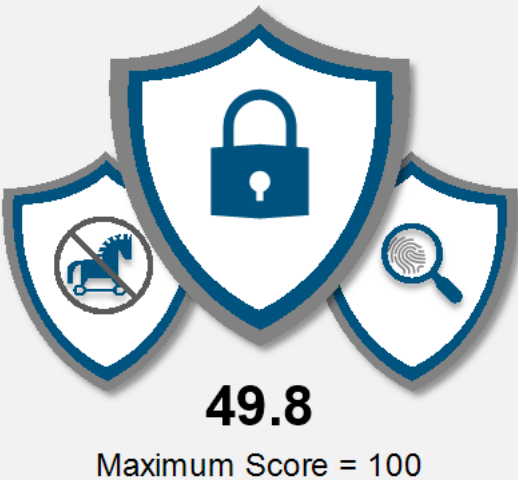
TECHNOLOGY AGE



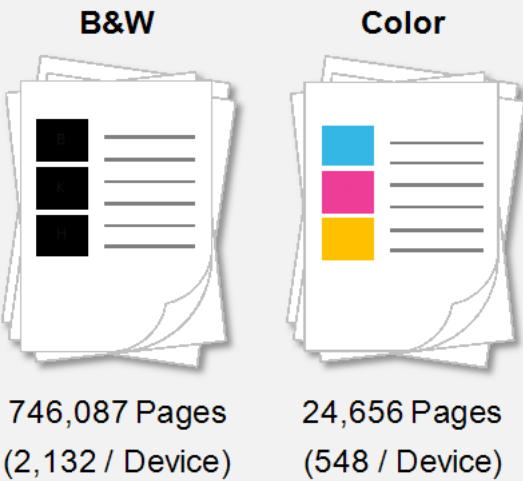
MANUFACTURING STATUS



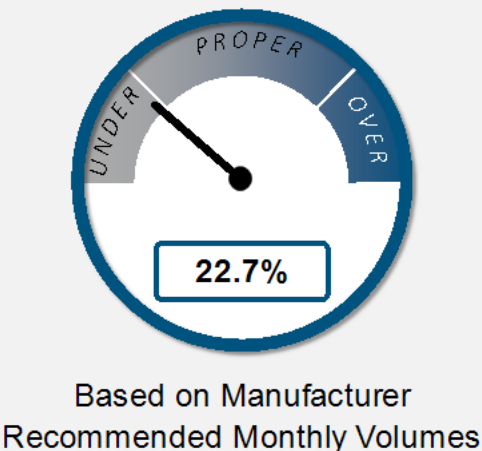
SECURITY READINESS



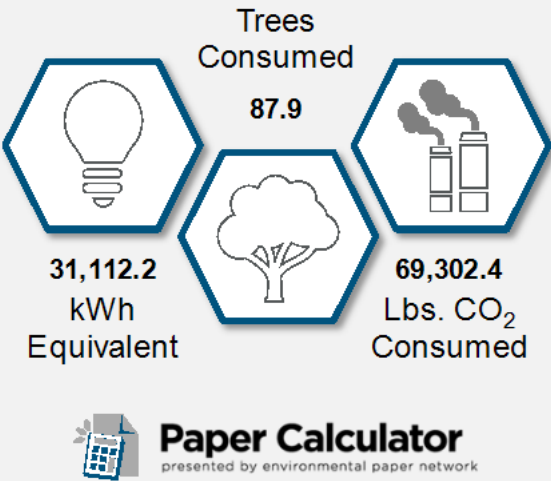
MONTHLY PRINT VOLUME



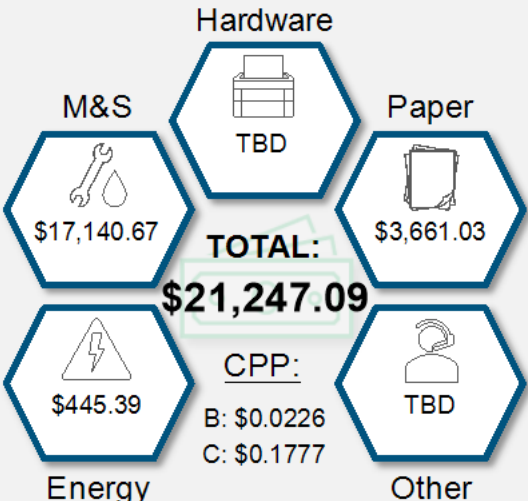
DEVICE UTILIZATION



MONTHLY ECO IMPACT



MONTHLY FLEET COST





NFC / AD Authentication



Scan To / Print From Mobile



Scan & Edit MS Office



Barcode Scanning



SharePoint Integration



3rd Party Solution Integration



Cloud Integration



Customizable User Interface



Next Steps

- 1 Fine-tune assessment
- 2 Deliver recommendations
- 3 Make go-forward decision





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Thank You





Appendix



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Existing Fleet Breakdown

Existing Devices by Type

Device Type ¹	Manufacturers	Models	Devices
Copier	6	12	23
Printer	9	87	327
Total	11	99	350

¹ - MFD = Multi-function device, SFD = Single-function device

Unique Models & Supply SKUs

Manufacturer	Devices	Unique Models	Supply SKUs (min)	Supply SKUs (max)
Brother	7	5	11	18
Canon	1	1	4	4
HP	227	48	65	97
Kyocera	36	9	20	20
Lanier	9	5	15	21
Lexmark	4	4	8	15
Panasonic	1	1	8	8
Ricoh	5	5	19	19
Samsung	1	1	1	1
Savin	1	1	1	1
Xerox	58	19	48	88
	350	99	200	292

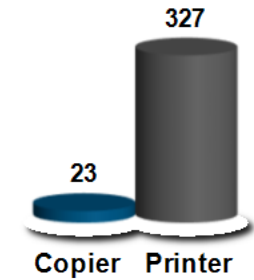
Top 5 Most Common Models

Units	Manufacturer	Model
55	HP	LaserJet 4250
27	HP	LaserJet Pro MFP M521dn
18	Kyocera	Ecosys M3540idn
12	HP	LaserJet P3005
12	Xerox	VersaLink B405DN

Device Types

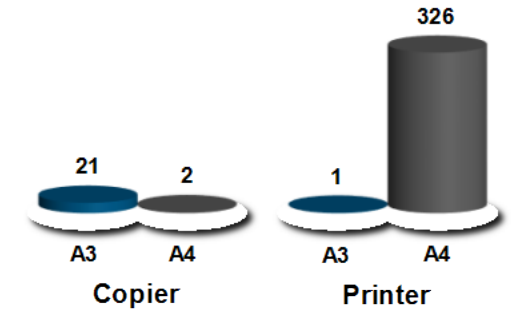
Copier vs Printer-based Devices

Device Type	# of Devices	% of Total
Copier	23	7%
Printer	327	93%
Total	350	100%



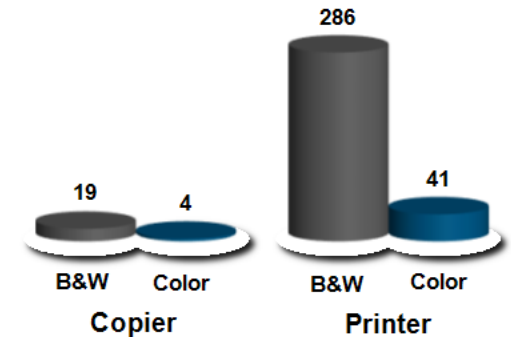
Multi-function vs Single-function Devices

Device Type	A3	A4
Copier	21	2
Printer	1	326
Total	22	328



Mono vs Color Devices

Device Type	B&W	Color
Copier	19	4
Printer	286	41
Total	305	45



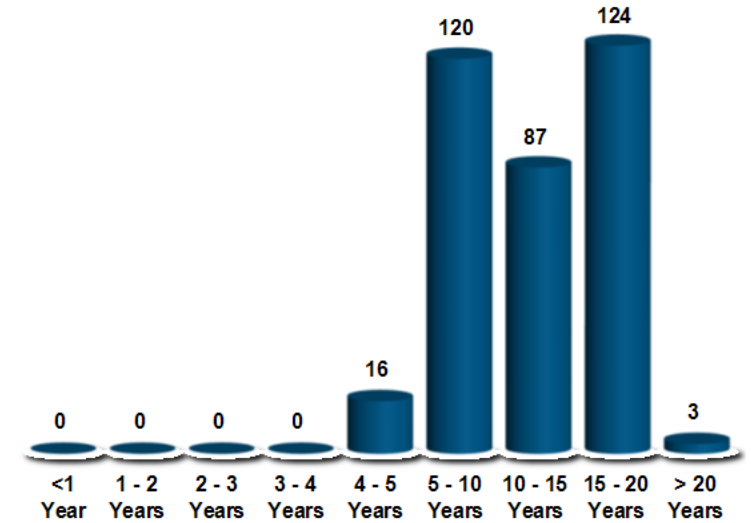
Technology Age

Technology Age

Age Range	# of Devices	% of Total
Less than 1 year	0	0.0%
1 - 2 years	0	0.0%
2 - 3 years	0	0.0%
3 - 4 years	0	0.0%
4 - 5 years	16	4.6%
5 - 10 years	120	34.3%
10 - 15 years	87	24.9%
15 - 20 years	124	35.4%
Greater than 20 years	3	0.9%
Total	350	100%

Average Age:

12.44 Years



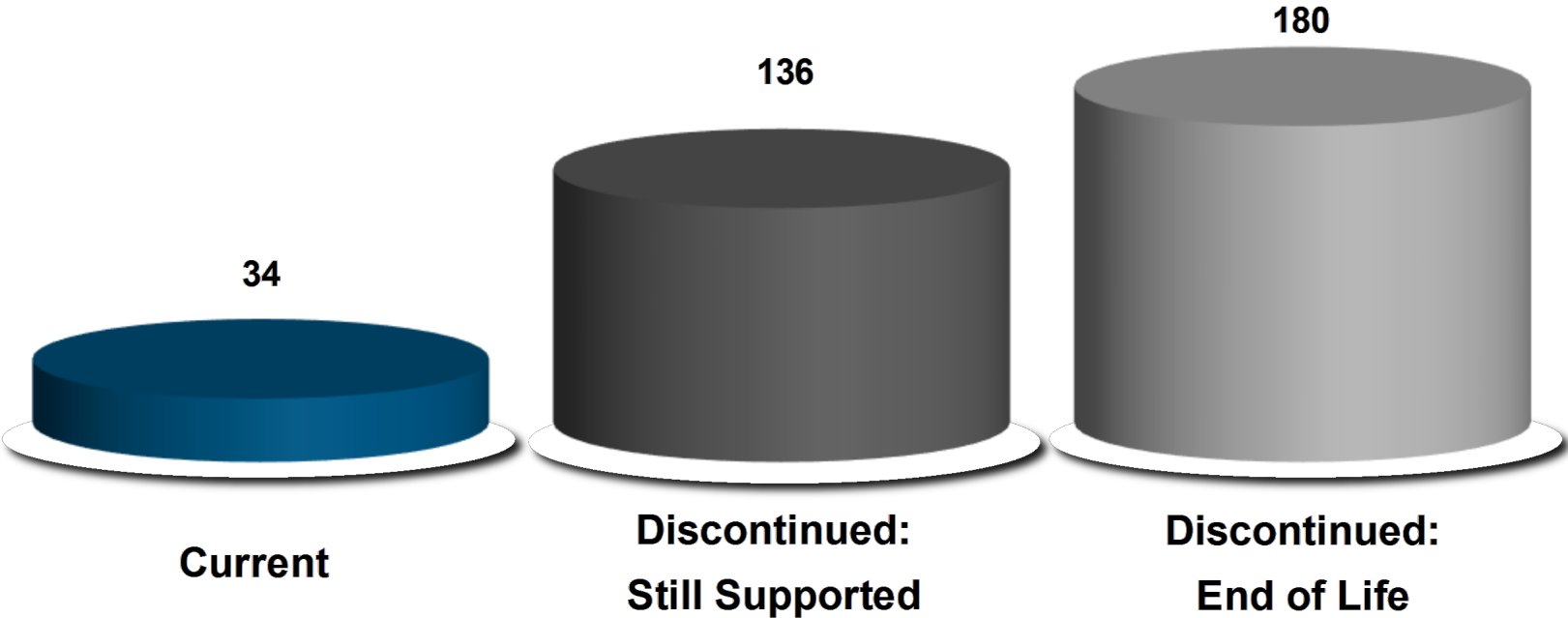
Top 5 Oldest Models

Make	Model	# of Units	Intro Date	Age (yrs)	End of Life
HP	LaserJet 4000	1	11/1/1997	26.0	Dec-09
HP	LaserJet 4050	1	5/1/1999	24.5	Dec-09
HP	LaserJet 4300	1	11/1/2002	21.0	Nov-12
Savin	3515	1	6/1/2004	19.4	Feb-14
HP	Color LaserJet 5550	1	10/1/2004	19.0	Oct-14



Manufacturing Status

Manufacturing Status	# of Devices	% of Total
Current	34	9.7%
Discontinued - Supported	136	38.9%
Discontinued - End of Life	180	51.4%
Total	350	100.0%

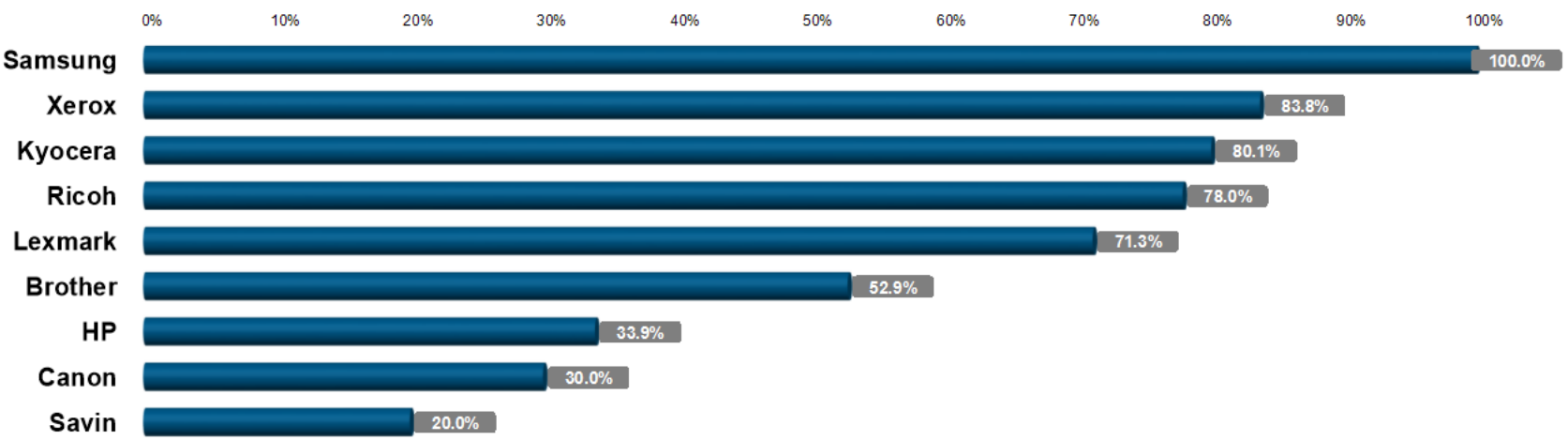


Fleet Security Readiness

Fleet Security Readiness

Security Feature	Readiness Score
Network User Authentication	56.0%
IP Address Filtering	48.3%
HDD Overwrite	51.6%
HDD Encryption	52.6%
Secure Print	67.9%
Encrypted Secure Print	21.4%
IP Security	29.1%
Secure Sockets Layer (SSL)	57.7%
SNMP v3	58.9%
Transport Layer Security	54.3%
Total	49.8%

Security Readiness by Manufacturer



Top Models	Mfg.	# of Units	Overall Score	Network User Auth.	IP Address Filtering	HDD Overwrite	HDD Encryption	Secure Print	Encrypted Secure Print	IP Sec	SSL	SNMP v3	TLS
LaserJet Pro M402dn	HP	9	85.0%	100%	100%	100%	100%	100%	50%	0%	100%	100%	100%
LaserJet Pro M402dne	HP	11	85.0%	100%	100%	100%	100%	100%	50%	0%	100%	100%	100%
LaserJet Pro M402n	HP	8	85.0%	100%	100%	100%	100%	100%	50%	0%	100%	100%	100%
Ecosys M3540idn	Kyocera	18	80.0%	100%	100%	50%	50%	100%	0%	100%	100%	100%	100%
VersaLink B405DN	Xerox	12	70.0%	100%	100%	0%	0%	100%	100%	0%	100%	100%	100%
LaserJet Pro MFP M521dn	HP	27	60.0%	100%	0%	100%	100%	0%	0%	0%	100%	100%	100%
LaserJet P3005	HP	12	10.0%	0%	0%	0%	0%	100%	0%	0%	0%	0%	0%
LaserJet 4350n	HP	9	5.0%	0%	0%	0%	0%	50%	0%	0%	0%	0%	0%
LaserJet 4250	HP	55	5.0%	0%	0%	0%	0%	50%	0%	0%	0%	0%	0%
LaserJet P2055dn	HP	8	0.0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Others		181	59.1%	61.3%	61.3%	64.4%	66.3%	74.9%	27.1%	46.4%	64.6%	66.9%	58.0%
Totals		350	49.8%	56.0%	48.3%	51.6%	52.6%	67.9%	21.4%	29.1%	57.7%	58.9%	54.3%

Monthly Print Volume

Monthly Print Volume on ALL Devices

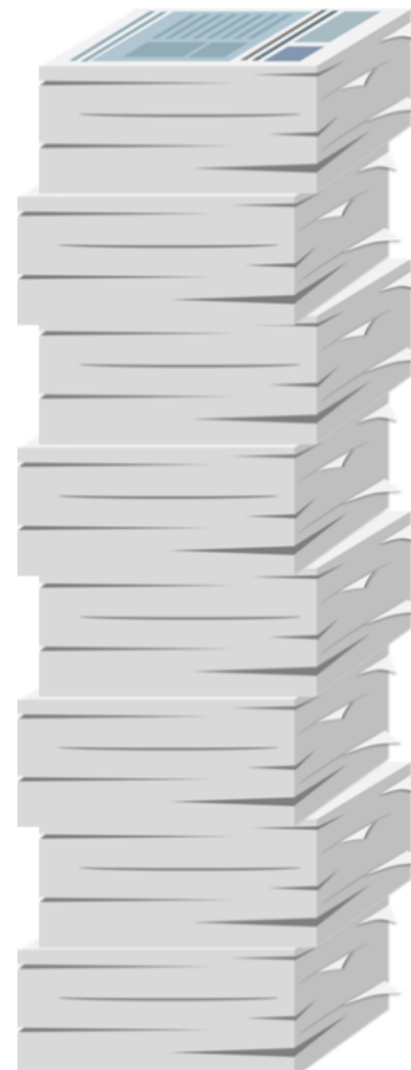
Device Type	Mono Volume	Color Volume	Total Volume	Average Volume
Copier	104,949	2,192	107,141	4,658
Printer	641,138	22,464	663,602	2,029
Total	746,087	24,656	770,743	2,202

Monthly Print Volume on MONO devices:

Device Type	Mono Volume	Color Volume	Total Volume	Average Volume
Copier	86,697	0	86,697	4,563
Printer	613,051	0	613,051	2,144
Total	699,748	0	699,748	2,294

Monthly Print Volume on COLOR devices:

Device Type	Mono Volume	Color Volume	Total Volume	Average Volume
Copier	18,252	2,192	20,444	5,111
Printer	28,087	22,464	50,551	1,233
Total	46,339	24,656	70,995	1,578

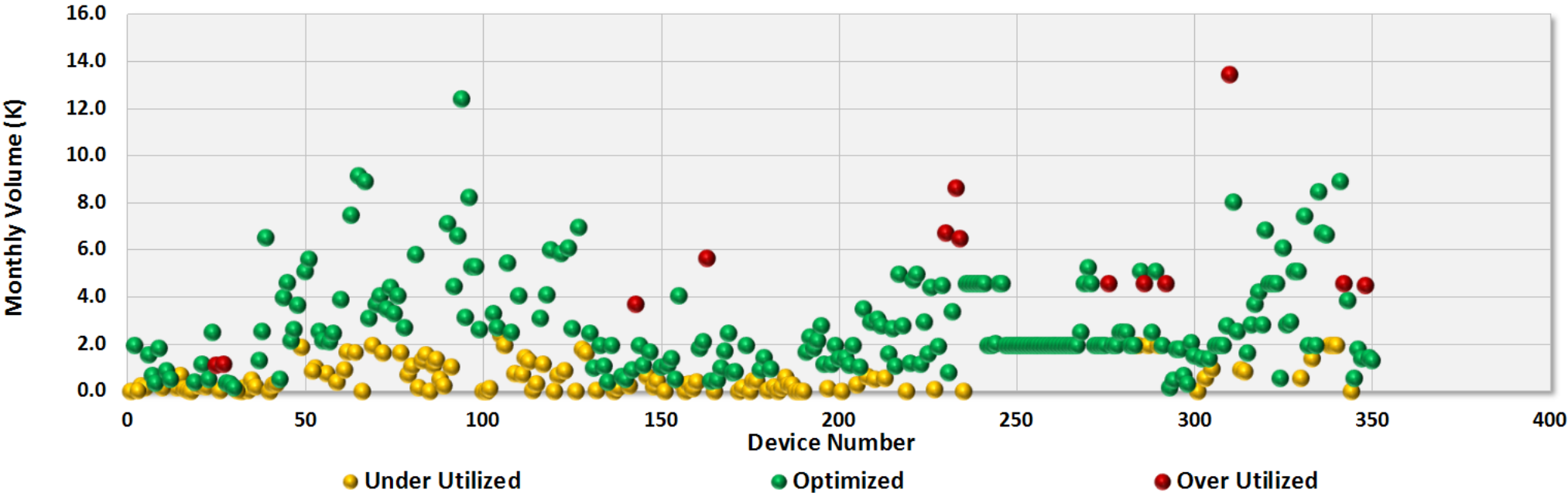
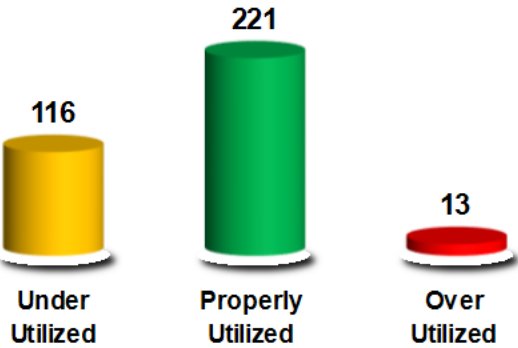


Device Utilization

Device Utilization

Utilization*	# of Devices	% of Population
Under Utilized	116	33.1%
Optimized	221	63.1%
Over Utilized	13	3.7%
Total	350	100%

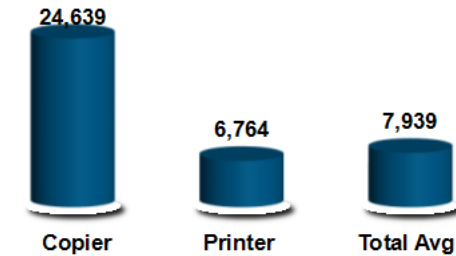
* Based on Manufacturer's recommended monthly volume range for each model



Average Supply Yields

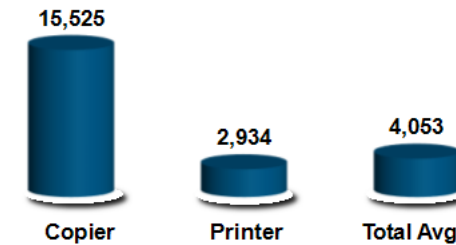
Mono Toner Yield

Device Type	# of Devices	Average Mono Yield
Copier	23	24,639
Printer	327	6,764
Total	350	7,939



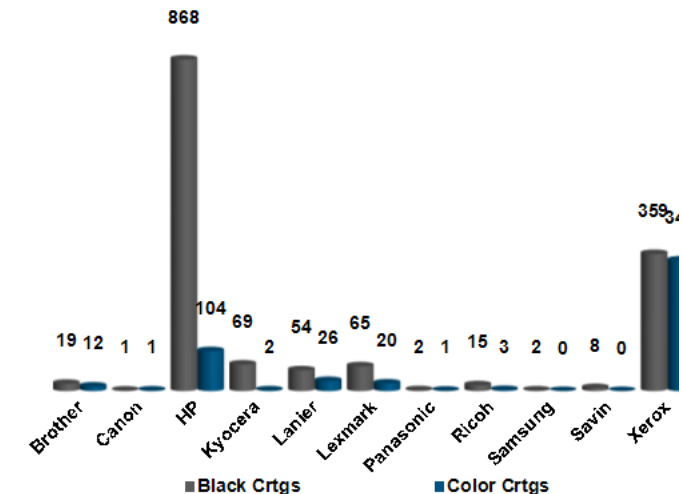
Color Toner Yield

Device Type	# of Devices	Average Color Yield
Copier	4	15,525
Printer	41	2,934
Total	45	4,053



Annual Cartridge Turnover

Manufacturer	Black Crtgs	Color Crtgs
Brother	19	12
Canon	1	1
HP	868	104
Kyocera	69	2
Lanier	54	26
Lexmark	65	20
Panasonic	2	1
Ricoh	15	3
Samsung	2	0
Savin	8	0
Xerox	359	342
Total	1,462	511



Monthly Fleet Cost

Cost Factors

Device Type	# of Units	B&W Volume	Color Volume	Total Volume
Copier	23	104,949	2,192	107,141
Printer	327	641,138	22,464	663,602
	350	746,087	24,656	770,743

Total Monthly Cost

Device Type	Hardware	M&S	Paper	Energy	Other
Copier	\$0.00	\$1,202.97	\$508.92	\$57.38	\$0.00
Printer	\$0.00	\$15,937.69	\$3,152.11	\$388.01	\$0.00
	\$0.00	\$17,140.67	\$3,661.03	\$445.39	\$0.00

Total Monthly Cost:

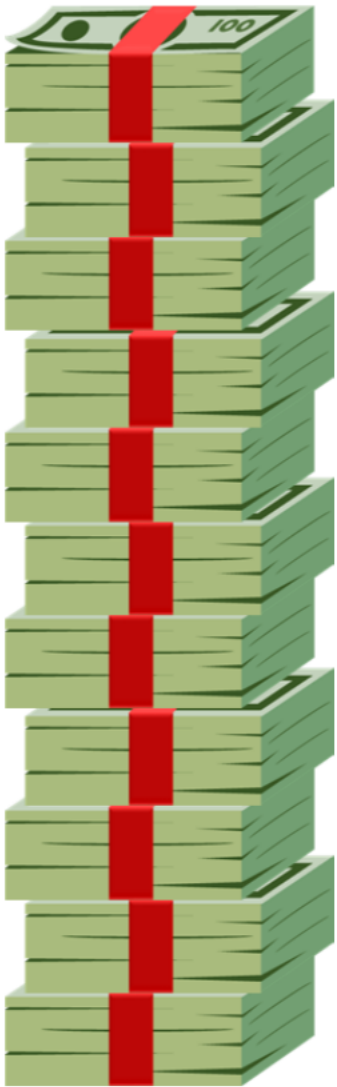
\$21,247.09

Total Annual Cost:

\$254,965.03

B&W vs. Color Cost Breakdown

Device Type	Mono	Color	Mono CPP	Color CPP
Copier	\$1,549.80	\$219.48	\$0.0148	\$0.1001
Printer	\$15,316.04	\$4,161.77	\$0.0239	\$0.1853
Total	\$16,865.84	\$4,381.25	\$0.0226	\$0.1777



Monthly Eco Impact

Direct Energy Consumption

Category	Environmental Impact
Direct Energy kWh	3,752.2
Equivalent Lbs. CO ₂	3,579.6



Paper Lifecycle Assessment

Metric	Monthly Pages
Total Printed Output	770,743
Duplex %	10%
Total Pages	732,206
Lbs of Paper	7,322
Trees Consumed	87.87
BTUs	93,356,246
kWh Equivalent	27,360.0
Lbs CO ₂ Equivalent	65,722.8
Gallons of Water	78,346
Lbs Solid Waste	4,320.0



Environmental impact estimates were made using the Environmental Paper Network Paper Calculator Version 4.0. For more information visit www.papercalculator.org.



Paper Calculator

presented by environmental paper network

*Assumes virgin paper usage

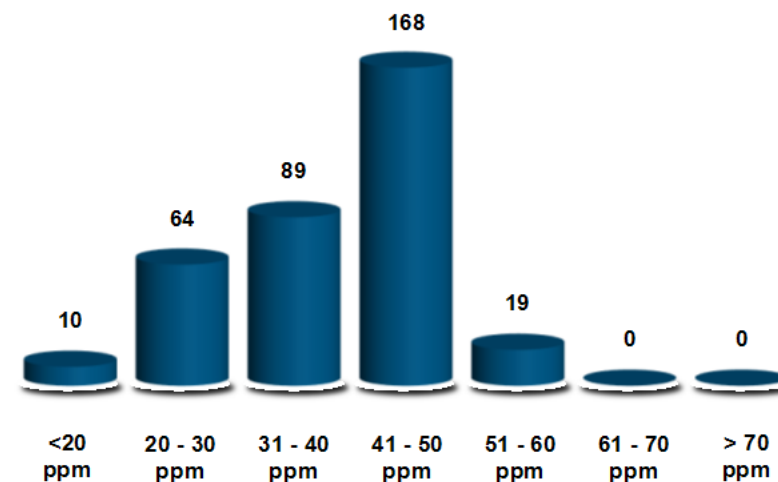
Device Speeds

Mono Speeds

Speed (PPM)	# of Devices	% of Total
Less than 20 ppm	10	2.9%
20 - 30 ppm	64	18.3%
31 - 40 ppm	89	25.4%
41 - 50 ppm	168	48.0%
51 - 60 ppm	19	5.4%
61 - 70 ppm	0	0.0%
Greater than 70 ppm	0	0.0%
Total	350	100%

Average Device Speed

39 ppm

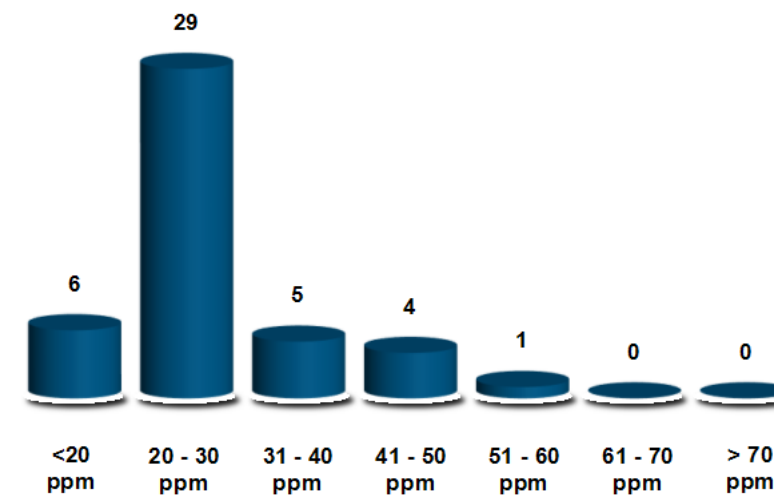


Color Speeds

Speed (PPM)	# of Devices	% of Total
Less than 20 ppm	6	13.3%
20 - 30 ppm	29	64.4%
31 - 40 ppm	5	11.1%
41 - 50 ppm	4	8.9%
51 - 60 ppm	1	2.2%
61 - 70 ppm	0	0.0%
Greater than 70 ppm	0	0.0%
Total	45	100%

Average Device Speed

28 ppm



Supply Types

Manufacturer	Toner-based Devices	Ink-Based Devices	Total Devices
Brother	7	0	7
Canon	1	0	1
HP	227	0	227
Kyocera	36	0	36
Lanier	9	0	9
Lexmark	4	0	4
Panasonic	1	0	1
Ricoh	5	0	5
Samsung	1	0	1
Savin	1	0	1
Xerox	58	0	58
	350	0	350

