

CHALLENGES

- ▶ Lack of global visibility; no centralized billing
- ▶ Proliferation of printers, fax and personal scanners devices resulting in user-to-device ratio challenges
- ▶ Need to reduce cost of output
- ▶ Multiple MPS Suppliers
- ▶ Need to reduce IT Infrastructure and improve Security

SERVICES/SOLUTIONS IMPLEMENTED

- ▶ Single Global Supplier of MPS – Lexmark
- ▶ Implemented Lexmark Cloud Print Management SaaS
- ▶ 3 year contract; Worldwide coverage with Initial deployment in 17 countries
- ▶ Implementation of Print Policies to reduce pages, remove personal printers and promote distributed fleet
- ▶ Proactive management of consumables and maintenance operations

RESULTS

- ▶ Improvement in user productivity due to enhanced feature/function and standardization across the fleet
- ▶ Reduction of ecological footprint by reducing energy consumption and paper consumption
- ▶ Double high digit cost reduction with increased end user satisfaction
- ▶

WHY LEXMARK

- ▶ Solid plan for international coordination with dedicated contacts
- ▶ Flexibility in terms/conditions and pricing
- ▶ Breadth of Value Proposition for cloud print offerings



Revenue:

\$24 billion EUR

Location:

HQ Paris, France; 48 countries worldwide

Employees:

160k worldwide

Lexmark devices:

11,500 devices across the enterprise and growing

Veolia is the market leader for environmental services worldwide delivering sustainable environmental solutions in three complementary areas – water solutions, water services and energy management.