

PHAROS AND BANNER HEALTH:

SOLVING PRINT TO PAY DIVIDENDS TOWARD BANNER'S PRIMARY OBJECTIVE, PATIENT CARE

Healthcare organizations can save millions of dollars each year and apply these savings to improving patient outcomes.

“Banner wouldn't be where we are today without Pharos and our Print Smart team. Everyone is committed to the program and directly vested in its continual success.”

*Jeff Buehrle,
Banner Health VP and CFO*

CHALLENGE

Banner Health is a nationally recognized Integrated Health Network with 28 facilities and more than 47,000 employees. They realized their printing costs had gotten out of control, and were seeking a proven solution to help them save money on office printing, clinical and production printing, and print that is externally sourced. After a thorough RFI process, they engaged Pharos. We went to work right away, having identified more than \$25 million in potential savings.

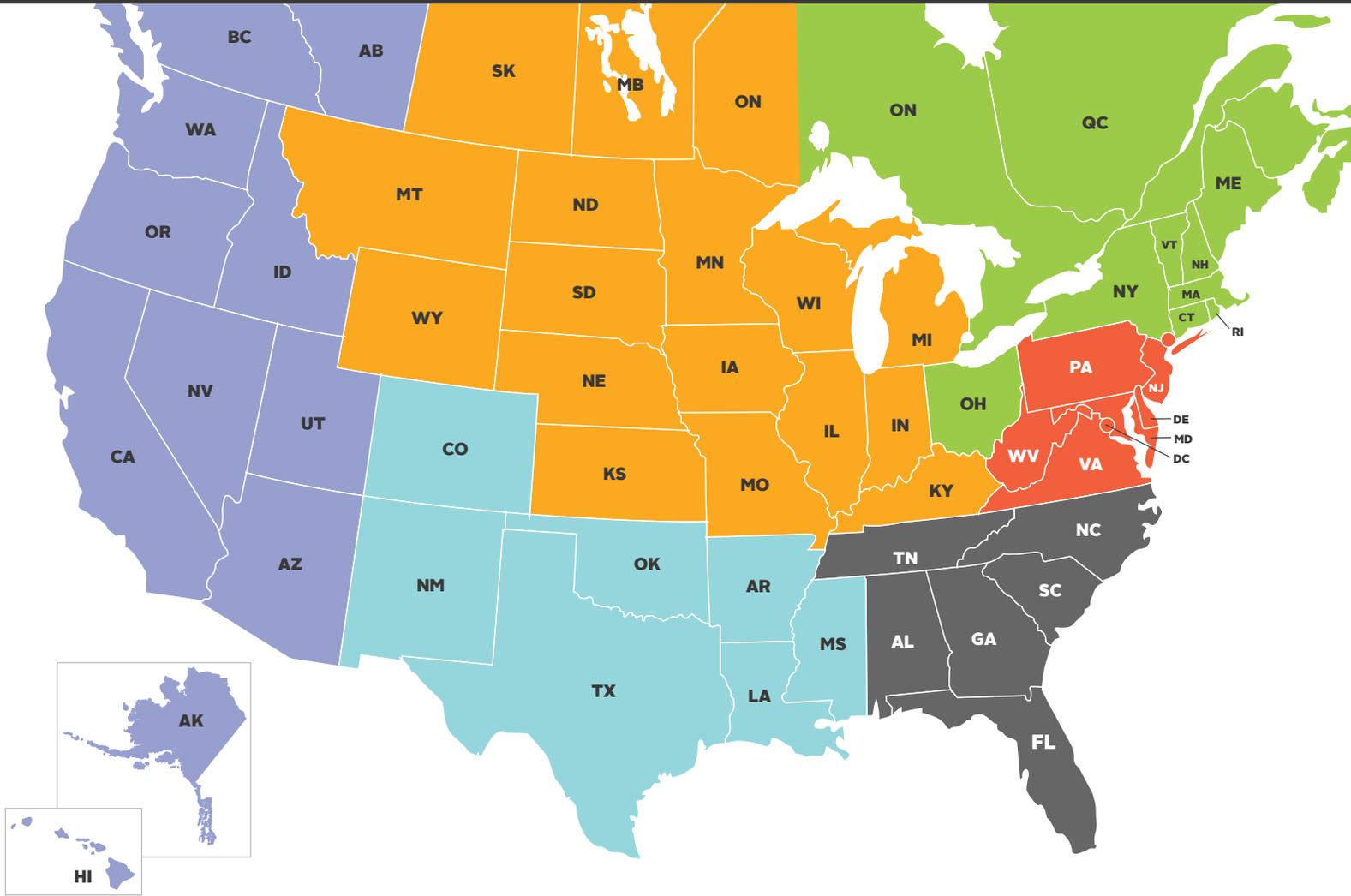
SOLUTION

First, we leveraged **Pharos Beacon**, our cloud-native solution built on AWS, to collect and analyze print data across the Banner network. Then we completed a holistic, demand-centric print strategy that would save Banner **\$30 million** over ten years, even more than initially projected. Following that, we designed a “Print Smart” training and reporting program for employees, and managed Banner's fleet refresh across all sites. We also deployed **Blueprint Enterprise** to secure employee printing workflows, protect document confidentiality, reduce paper and toner waste, and automatically inform employees about print policies and costs.

RESULTS

Banner was able to reduce office printing volume by more than **40%** and realize a positive return on investment in less than nine months. There were significant and lasting improvements to employee printing habits, document security, and HIPAA / PHI privacy. Banner's device fleet was successfully optimized and standardized, which lowered their total device count by **55%**. After five years, Banner Health had already realized **more than \$16 million in savings** of the \$30 million plan, exceeding high expectations. This successful partnership continues today.

National Sales Territory Map



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