

# \$61 MILLION AND COUNTING:

**HOW WE HELPED THIS GLOBAL FORTUNE 100 INSURANCE COMPANY SAVE BIG MONEY AND PROTECT SENSITIVE INFORMATION**

*Over an 8-year period, Pharos has helped this global property and casualty insurer save more than \$61 million. This number is growing as we work with them to continually optimize their printing operations.*

“Most people don’t think about the costs of printing or the potential information security risks involved. Educating the workforce is a critical component of success.”

*Scott Holdraker, PrintSmart Program Manager*

## CHALLENGE

This global insurance company had practically zero visibility on the total costs related to their printing and the security risks associated with unmanaged output. There were no company standards or policies around office printing, and sensitive documents were often left exposed in printer output trays. Their IT teams had to manage hundreds of print servers, and employees had difficulty finding the correct print queue and print drivers. Costs were out of control, information security risk was elevated, and the entire system was overly complex and hard to manage.

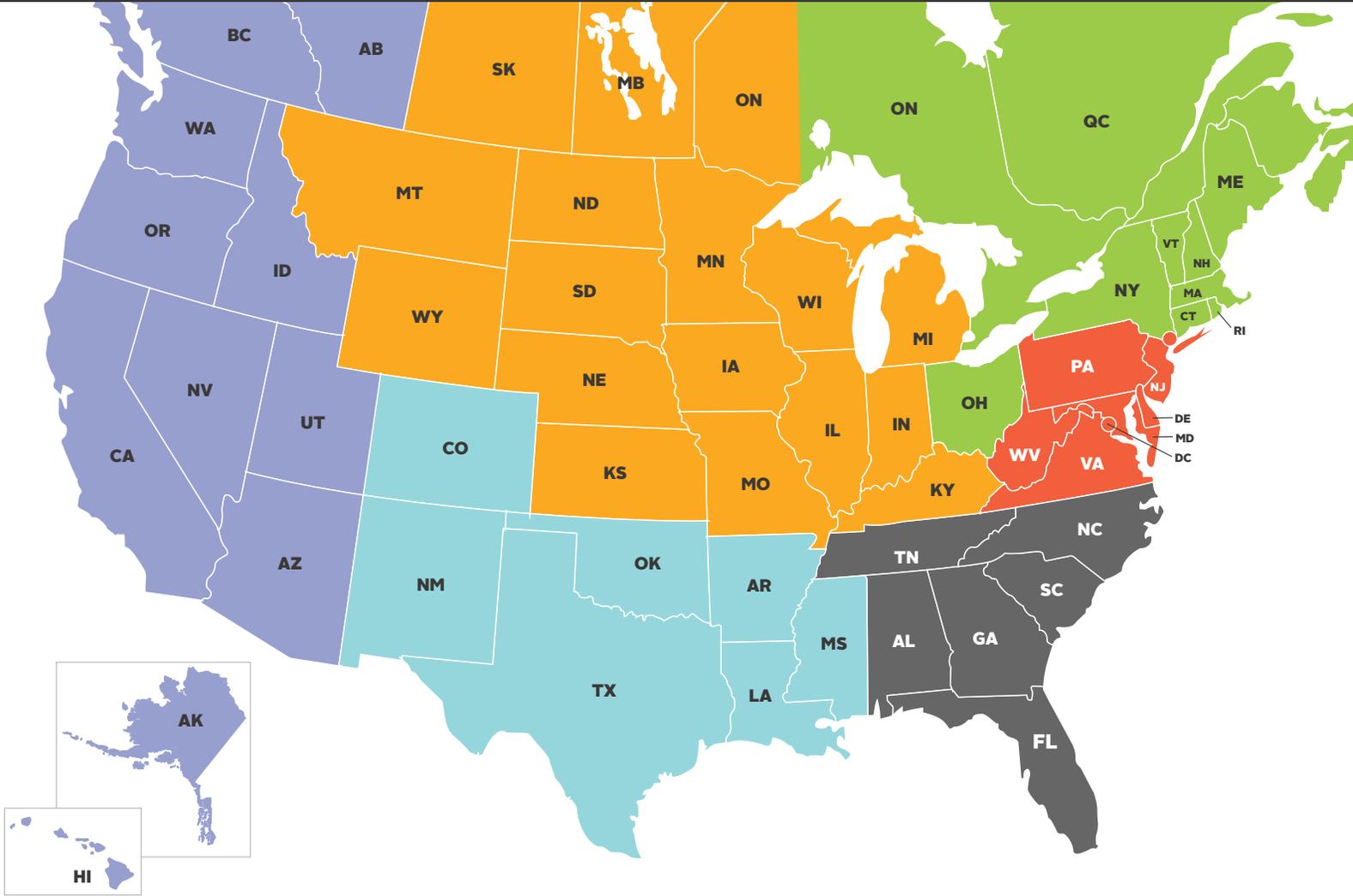
## SOLUTION

We deployed **Beacon Analytics**, our cloud solution built on AWS, to collect and analyze print data across several network segments and guide our print strategy. We also leveraged **Blueprint Enterprise** (our on-site print management software) to secure all devices and printing workflows, thereby reducing information security risk and eliminating unnecessary print volume.

## RESULTS

We aligned the company’s print capacity with its business needs and roles, while our secure print software lowered resource waste and improved device and document security across all locations. By the end of 2019, we helped this company lower its annual printing costs from **\$16.3 million to \$3 million**, saving them a total of **\$61 million** over 8 years of service. In addition, we helped them reduce their print servers **from 620 to 132**, a result that is not even factored into the \$61 million savings figure. With an estimated annual cost of \$7,500 per print server, this effort produced an **additional \$20 million in savings**. We are continuing this effort today so they can be completely free of all print servers—that’s an additional \$4 million they won’t need to spend every year on print infrastructure and maintenance. **This is what we do best, and we can do the same for you.**

# National Sales Territory Map



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