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## Visa CAL

PretonSaver™ CASE STUDY



### Visa Cal reduces its Print Costs

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**"PretonSaver™** is a great product! Product deployment was seamless to the users and required only a couple of hours from our IT staff. The reports and statistics are extremely helpful, and most importantly we save over 35% of our consumables budget"

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**Eran Gutman**  
Manager, Network PC and Internet Group  
Visa CAL



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## Visa CAL

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Established in 1978 Visa CAL is the largest credit card issuer in Israel. The company serves over 1.2 million customers and is the major issuer of Diners Club®, Master Card® and VISA® credit cards. The company employs 1100 full time professionals and is owned by 2 of Israel's largest banks Bank Discount and First International Bank.

### Business Problem

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As a financial institute Visa CAL is heavily dependant on printouts of financial statements, reports and legal documents for its daily activities. The company uses hundreds of laser jets, inkjets and high yield printers for the production of documents and financial reports.

The heavy printing imposed a profound burden on the company's budget. Furthermore, the company had no information regarding its user's print activities and printer's utilization. PretonSaver™ was the right product to help the company reduce print cost and gather important print statistics. In internal testing conducted by Visa CAL's purchasing and IT staff, PretonSaver™ demonstrated an average savings of over 35% without print quality degradation.

### The Solution - PretonSaver™

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PretonSaver™ installation at Visa CAL took a couple of hours. The installation included the PretonCoordinator™ (server component) on a standard server, utilizing SQL 2000 database and the distribution of PretonSaver™ MSI package to 1100 users.

Once the installation was completed the software started to automatically register every active printer, output device, user and printing application. Within a week of installation Visa CAL had a complete listing of all output devices, printing applications and active users, as well as important statistics regarding the utilization of each output device, the actual cost of operating the device and employee's detailed audit trail.

*After a few weeks of operation the feedback from the IT Department and purchasing was excellent; PretonSaver™ operated effectively and no complaints from users were recorded. The saving levels were over 35% across Visa CAL's printer's fleet, and both purchasing and IT departments received detailed reports and statistics regarding the company's printer fleet, the actual printing cost structure and output device utilization.*

For Visa CAL the next step is to analyze the reports and statistics generated by PretonSaver™, and optimize its printer fleet according to actual user's needs recorded by the software in order to further reduce waste and increase print efficiency.

### Success Case Summary

V I S A C A L

Industry **Financial**

Number of Users **1100**

Printer Fleet **Laser, Inkjet**

Location **Tel Aviv, Israel**

[www.cal-online.co.il](http://www.cal-online.co.il)

**PretonSaver™**  
**Average Savings 35%**