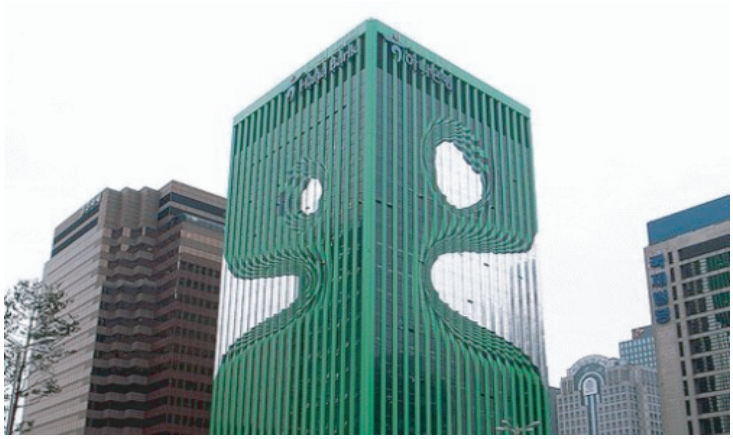
Preton™
PRINT AND SAVE

PretonSaver™

CASE STUDY No. 11



# Hana Bank reduces print costs by 25%

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## Hana Bank

Hana Bank is one of the largest commercial banking groups in Korea and is part of the larger Hana Financial Group. Hana Bank serves as the Group's main distribution channel, providing comprehensive financial services in retail and corporate banking, foreign exchange, trusts and private banking. Hana Bank maintains a staff of around 12,000 at its corporate headquarters in Seoul and at its over 600 retail branches around Korea.

## Business Problem

As a financial services company, printing and printed materials are essential to Hana Bank. Contracts, account statements, receipts, reports and related documents are constantly being printed to support Hana Bank's growing customer base and expanding operation. In recent years, Hana Bank has undertaken a number of e-banking initiatives, which moved many retail banking activities to the Internet, although these new procedures have not lowered the bank's overall printing volumes. However, as part of a comprehensive operational cost reduction program, Hana Bank recently endeavored to reduce its expenditures on printing consumables.

## The Solution - *PretonSaver*

Hana Bank was initially attracted to Preton's value proposition of reducing toner consumption without impacting output quality or interrupting business processes, although for its IT staff this was almost too good to be true. After conducting extensive testing of the PretonSaver software on its Internal network, including complex comparison testing for a range of printers and printing scenarios, Hana Bank's IT management understood the savings potential of PretonSaver and decided to deploy the software across Hana Bank's entire corporate network.

Hana Bank started using PretonSaver with the default toner savings settings, which immediately produced impressive results while quietly running in the background. Hana Bank then began using the software to monitor the printing activities across the entire organization. Based on the comprehensive information regarding its actual printing activities gathered by PretonSaver in the software's reporting features, Hana Bank configured a number of important print rules, which further reduced the bank's consumption of toner and incorporated paper savings. For example, reference materials printed at the corporate office were set for double sided printing with high savings levels, while statements, receipts and other customer-facing print jobs at the retail branches were defined with lower savings.

Today, it is estimated that PretonSaver is saving Hana Bank approximately 25% on their overall printing costs. For a large organization like Hana Bank, savings can reach up to $150,000 per month and close to $2 million annually.

### *Success Case Study Summary*

Industry **Finance**

Number of Users **12,00**

Printer fleet **Hewlett-Packard**

Location **South Korea**

www.hanabank.com

**PretonSaver**
**Average Savings 25%**