PretonSaver™

L G E S C A S E S T U D Y

Background

Local Government Economic Services (LGES, Mashcal) is the central purchasing body for the 265 local authorities and municipalities in Israel. Each year LGES, through public tenders, manages the purchasing of most of the items local authorities and municipalities purchase, from stationary to school furniture, broadband connections and garbage cans. LGES is one of the largest purchasing organizations in Israel, managing tens of public tenders in any given month and has an annual turnover exceeding $350 million USD.

Business Problem

Purchasing and running tens of tenders with hundreds of suppliers creates a heavy printing and paper work load. LGES manages fifteen different printer models and owns over 60 printers, most of which are one to two years old. The company's variety of printers ranges from inkjets to MFCs and departmental printers. The variety of printers and the high print volume created two business issues:

1 The company's consumables cost per employee exceeded $500 per annum, which translated to a high annual consumables budget.

2 IT managers had no way of managing or seeing the way the printers were utilized, the number of pages printed per employee or per printer, and the costs associated with each user and printer.

In addition to the heavy cost per employee and the lack of management capability with regards to printing, the company's IT team was consumed by the task of managing the inventory of consumables, changing toner and ink cartridges on a daily basis and issuing new POs for consumables. Managing the consumables was not only an administrative but also a logistic task and at one point LGES had to rent an additional storage space just to store toner and ink cartridges.

> **" PretonSaver™ is one of the few software packages that provides a measurable ROI. LGES covered the cost of the software within 5 months "**
>
> ***Alon Korman,*** *CIO, LGES*

Implementation

Preton's PCS technology was the right solution for LGES. Preton's flagship product the PretonSaver™ was implemented within a few hours via a standard software distribution tool. PretonSaver™ software package was distributed to desktop computers without interfering with the employee's work and without their knowledge.

PretonSaver™ has been deployed at LGES for 11 months working seamlessly in the background on each workstation. Since it was installed no major technical issues have been reported.

Results

After 11 months of operation, LGES reports the following PretonSaver™ benefits:

Money Savings - Consumables spending dropped, savings LGES an average of 40% of its annual consumable's spending.

Printer fleet utilization - PretonSaver's audit trail enabled better printer utilization. Before installation, many of the printers were not optimized for the user's needs, (print volume, print specification etc). Based on PretonSaver's audit trail, LGES increased printer utilization by moving high yield printers to high print volume department and match printer specification to user's needs.

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Reduction of consumables stock - consumables inventory was reduced and the associated inventory, logistical and administrative costs were reduced accordingly.

Reduction in helpdesk calls - the fact that PretonSaver™ extends toner and ink cartridges' yield by 60%-100%, reduced the frequency which new cartridges are used, saving time and helpdesk calls

About Preton Ltd.

With headquarters in Israel and offices in New York City, Preton is a visionary software provider of Printing Cost Saving (PCS) Technology. The PretonSaver solution enables companies to reduce toner consumption, save on printer spending and become environmentally responsible. Through its algorithmic software, PretonSaver optimizes the amount of toner used per page without any quality difference. Further, the Preton technology offers a complete corporate print audit trail, enabling print policy enforcement across an organization.

About LGES

Local Government Economic Services (LGES) was established in 1974 with the aim of providing purchasing services to the local authorities in Israel. This is achieved by taking advantage of the economies of scale afforded by a common platform of 265 Israeli local authorities

LGES issues around 100 tenders (public bids) every year in for a wide variety of areas. The tenders are well known for their professional quality, from the stage of planning to the conclusion of each project. Since 1997, the volume of company activity has doubled. At the end of 2005 LGES turnover exceeded $550 million USD.

Case Study Summary

Challenges	Solution	Result
High annual consumables spending.	PretonSaver optimizes toner and ink consumption during printing therefore increase toner/ink cartridge yield.	LGES is saving 40% of the annual consumables budget and is buying 40% less cartridges annually.
Efficient printer utilization.	PretonSaver's audit trail enables analysis of user's print volume, cost, used application etc. thereby enabling an analysis of print resource usage and needs	User's requirements matched with printer's specification.
Managing consumables inventory.	PretonSaver's PCS technology increases cartridge yield.	The increase in cartridge yield reduces the number of cartridges purchased by 40% enabling smaller, more efficient, inventory and lower administrative overheads.
High level of print related helpdesk calls	PretonSaver increases cartridge yield reducing the need for cartridge change in each printer.	Reduction in helpdesk calls related to changing toner or ink cartridges and, because of better print utilization, reduction of overall print related calls in general.

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Preton™ PRINT AND SAVE

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