Preton™
PRINT AND SAVE

PretonSaver

CASE STUDY No. 15

Only the Best!
RIVER VALLEY

River Valley reduces print costs by 25%

"We have seen and immediate impact on the cost of our printing after just the first month. With the visibility we now have into employees printing habits, we will be able to even further optimize our printing costs. Our payback on the software should be 3 months or less."

Garrett Redmond, *Director of Purchasing & Operations*

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River Valley Case Study

River Valley is a full-service grocery distribution company headquartered in Syracuse, NY. With 200 employees, the company serves retail customers across the northeastern United States and carries more than 8,000 different specialty, natural, ethnic, gluten free, snack and frozen food products.

Business Problem: Excessive print and toner costs

River Valley management realized their printing and toner costs were excessive. It became clear that to solve the problem, they needed to reduce toner consumption and color printing volumes, while monitoring other end user printing habits.

At the River Valley headquarters, employees were operating a total of 27 machines including network copiers (B&W and color), workgroup printers and desktop printers, plus locally connected desktop printers.

With a high ratio of printers per user, the company needed a more efficient printing strategy to save money on their bottom line.

The Solution: PretonSaver's print rules and toner optimization

Once installed across the network, PretonSaver collected crucial information about the company's printing patterns, including toner consumption levels.

To reduce color printing volume, River Valley managers first turned to Outlook, as many employees were printing emails for their files. Using PretonSaver's "Force Mono Print" rule, Management enforced monochrome printing from Outlook.

They also disabled optimization for specific printers, like the leased copiers for which the company paid a flat "per page" rate, impact printers that print invoices on multipart forms, and thermal printers.

Results

After using PretonSaver for one month, River Valley management saw an immediate decrease in their printing costs: toner savings amounted to 25% compared to the previous month. With PretonSaver, the company saved $600 per month.

With the visibility PretonSaver brings, River Valley management enjoys valuable insight into employee printing habits and plans to further optimize toner costs with new specified print rules. They estimate that within three months, they will recover their initial investment in PretonSaver software.

Success Case Study Summary

Industry: **Food**

Location: **Syracuse, NY**

PretonSaver

Toner Savings: **25%**

Overall Print Cost Reduction:

$600 per month