

JCB dig up and remove high printer costs with CSL



In every corner of the world you will find a JCB machine. JCB is one of the world's top three manufacturers of construction equipment. They employ 70,000 people on 4 continents and sell products in 150 countries through 1500 dealer locations.

Throughout their many United Kingdom dealerships, JCB relied on a large fleet of printers which had become both difficult to manage and had very high running costs. These difficulties were due to the vast range of different consumables required for each machine and the high and ever changing toner costs. JCB therefore came to CSL to ask for a better, more manageable and cost efficient solution.



After a thorough print audit carried out by the CSL technical support team, a solution was presented. CSL proposed to install Olivetti printers throughout the dealership network on an agreement that allowed the responsibility of printer management and print costs to be administered by CSL rather than by JCB.



JCB are now enjoying a unique, fixed cost-per-page, contract that covers the consumables, maintenance and network support in one easy to manage and easy to budget charge. This, in turn, has reduced their costs of ownership by more than 60%.

After receiving the order CSL have installed the first batch of printers and all are performing well.



Overview

Challenge

- To reduce the running costs of producing prints.
- To take away responsibility of managing a vast array of printers.

Solution

- Carry out a full audit of existing machines in all locations.
- Propose installing Olivetti printers on a cost per page basis.

Benefits

- 60% saving on every page printed.
- Total accountability of actual running costs without the hassle of managing the printers themselves.