ABOUT US

Corporate Background

OKI is one of the UK's leading printer brands having pioneered Digital LED Technology since 1981. LED delivers a wide range of advantages including accurate output, superior print quality, a more compact design, fewer moving parts, stable print environment and reduced energy usage.

OKI's expanding product range consistently wins Industry Awards including the Print.IT Editor's Choice Award, the 2012 Go Green award, PCPro Printer award and the MacWorld 'Best Professional Printer' Award most recently.

Our innovation continues with the introduction of our White Toner range and our class leading 5 toner device enabling businesses to print CMYK + white or spot clear.

SAVE on your print & document COSTS

smart
MANAGED DOCUMENT SOLUTIONS

OKI offers flexibility in managing your print environment through Smart Managed Document Solutions.

smart
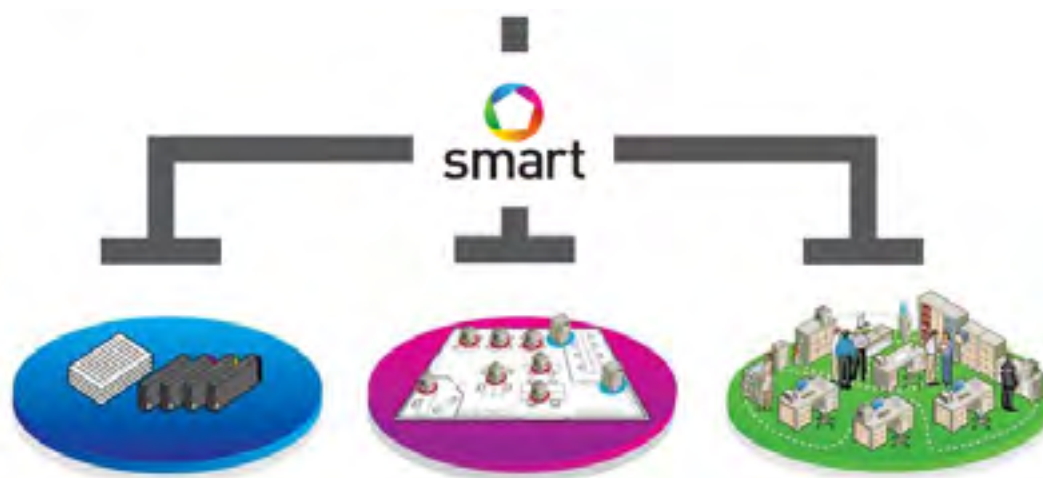
Managed Page Services
Hassle free print management that saves you money. Ideal for businesses with up to 20 users and five devices.

Managed Print Services
Optimising and managing your printing needs to drive productivity. Best suited to medium sized organisations looking for a more comprehensive service.

Managed Document Services
Optimising and managing your document workflow to reduce cost and improve efficiency. For larger organisations where document management and 3rd party applications are critical.

Smart Managed Page Services
The right device together with the right printing plan and the implementation of print policies will ensure you pay a flat monthly fee for what you print, so you can control your costs with no hidden surprises. An all inclusive plan is also available with our A3+ printers for detail and presentation drawings with no coverage or commitment levels.

| 1-20 employees | 1-5 printers | **smart** MANAGED PAGE SERVICES Managed by OKI | = | Savings |

A More Flexible Approach to Printing

When there are so many other demands on budget, it's understandable that growing businesses remain reluctant to make large capital investments in new printing solutions. Instead they tend to purchase cheaper devices that are inefficient and not right for the task.

However, there is an alternative. Businesses can now buy printers and printing as a service, which can grow and develop alongside their expansion. Doing it this way involves working closely with a managed print or document services provider to devise a print policy that minimises downtime and ensures the best use of the latest technology.

Instead of making a large upfront investment, businesses can buy printers, supplies, maintenance and support in one all-inclusive and ongoing contract.

This arrangement enables tracking of costs and helps control budgets, as well as freeing up the time of internal staff to focus on core tasks rather than wasting time trying to fix and resolve issues.

A service provider will audit existing printer stock and output volume, looking into questions such as: What printers does a business currently own? Where are they located? Who uses them and for what? How are they maintained?'

Add value
The print-service provider will then also check volumes, types of paper used and its size. Only when this information has been gathered and collated can the provider give best-practice recommendations and devise an implementation plan, tailored to the specific needs of the particular business. The top service providers can add significant value here, advising on the right mix of devices and their best location.

They may recommend replacing several different printers with a small-footprint, multifunction device to save money, space and improve efficiencies. They will also recommend some simple but effective measures such as ensuring that printers are configured and set up correctly to reduce wastage, suggesting that double-sided is the default option and printers have 'Auto Off' modes to save energy.'

'This arrangement helps control budgets as well as freeing up the time of internal staff to focus on core tasks'

Continually improved
Critically though, this approach also involves constant re-evaluation. It is a vital element of such programmes that all print processes are continually assessed and improved. This ensures that processes can adapt and keep pace with changes across the organisation while at the same time costs are kept to a minimum.

For example, increasingly, employees need to be able to print from mobiles and tablets, especially if the business has a Bring Your Own Device policy.

A managed services provider will be able to advise you on this as well as uncover additional opportunities for cost-savings. It's a flexible service that can bring major efficiencies and savings – and one that is well worth considering for all small to medium-sized businesses.

Rob Brown, Head of Key Accounts, OKI Systems UK

For more information
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About our products

OKI

OKI C931

The perfect partner for creative agencies, design teams, architects or construction where producing fine detailed drawings or creative concepts is essential for client approval or contractors working drawings. The C931 can also be used as an office printer for day to day printing, eliminating the need for two separate printers for your office and creative requirements.

OKI ES9431

OKI has taken digital printing to a new level with the ES9431, a device designed for outstanding print quality, high print speeds, low total cost of ownership and unrivalled media flexibility. The Executive Series Range is the ideal choice with Smart Managed Page Services.

OKI C831

A compact, fast and affordable A3 colour printer to enhance any A3 document or drawing with outstanding print quality.

OKI MC770

Combining print, copy, scan, fax and stapling functionality in one high speed, ergonomic device, the MC770 offers efficient and secure document input, throughput and output. A true workhorse.

OKI 562

When wireless printing is required, the MC562dnw offers as standard, duplex printing, scanning / copying and faxing, with an automatic RADF and superior quality High Definition colour and mono A4 printing.

See www.oki.co.uk for our full range of colour and mono printers and multi function devices.

"Driving Business Efficiencies and Reducing our Carbon Footprint" – How OKI Revolutionised Printing at Defra
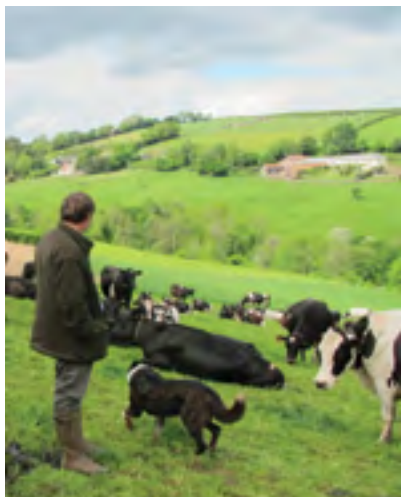
Throughout the UK, IBM, in its capacity as one of the largest outsourcers in the world, is responsible for providing managed IT services and solutions to Defra. Working closely with its client, IBM identified a need for Defra to reduce operating costs and our carbon footprint and highlighted print as an area where it could potentially make significant savings both financially and in terms of CO_2 output.

The Department for Environment, Food and Rural Affairs (Defra) was formed in 2001 when the Ministry of Agriculture, Fisheries and Food (MAFF) was merged with part of the Department of the Environment, Transport and the Regions (DETR) and with a small part of the Home Office. Defra's employees are based at more than 170 sites located across the UK, ranging in size from small, unmanned facilities to large central London sites - each with several hundred staff.

OKI MANAGED PRINT SERVICES
OKI TEAMED UP WITH IBM TO
REVOLUTIONISE PRINTING AT DEFRA

Defra tasked IBM to help it save costs. In response, IBM recommended a move away from ad hoc procurement of print devices as well as purchase of consumables and move instead to a managed print service solution. The new approach would allow hardware to be provided covered by a specific service level agreement, consumables to be provided automatically free of charge as part of the service on a just in time basis.

It issued a tender for a solution provider to deliver the service and after a period of consultation selected OKI as its partner. OKI fitted the bill as an experienced printing solutions manufacturer and managed print services provider with proven expertise in managing large projects. IBM had confidence that OKI would be able to provide all of the services that were required and manage the printing solutions element of the project accordingly.

The OKI Toolkit

EXECUTIVE SERIES

ES8460 MFP   ES7120   ES5461 MFP

"Driving Business Efficiencies and Reducing Carbon Footprint with OKI Executive Series"

Defra

www.oki.co.uk

![OKI]

Defra had a fleet of approximately 1384 printing devices, of varying makes, models and ages. Many of these were locally attached inkjet devices but it also had a wide range of non-networked photocopiers and many aged networked devices. The department had little visibility of print type, volumes, associated costs, or indeed even if its printing solutions were really meeting its strategic business needs. Equally, Defra was reliant on internal deskside support technicians to service and support the printers.

The Solution

IBM and OKI initiated the managed print service process at Defra by carrying out a comprehensive print audit. This catalogued all of the department's printing devices, their precise location and the volumes of printed page output, enabling OKI to gauge the total number of pages Defra would be likely to print in a typical year and to tailor its offering accordingly. The audit was an intensive process involving visiting over 170 Defra sites in just three months. Site staff were interviewed and employees completed questionnaires to gain an understanding of users' print/scan/copy requirements.

During the audit process prior to the solution being implemented, OKI's printers had to undergo a rigorous testing process to ensure that all of the devices were capable of supporting all applications that Defra use. and that any specialist printing requirement such as colour accuracy, mapping or specific non standard media types were of the highest quality.

Benefits Achieved

In total, the printer fleet at Defra was rationalised down from 1,384 to 548 devices, representing a significant saving in hardware, consumables, running costs and space.

Defra now has a much greater level of control over and visibility of its print operations. Effectively, it knows exactly what printers it has, where each printer is located and exactly how much printing is costing it as a business.

Rob Brown, Head of Key Accounts, OKI, comments, "it is all about controlling Defra's printing costs and making sure their printing requirements are met at the same time – not only today but also into the future as its business needs change."

The ongoing management of the solution hinges on a quarterly printer effectiveness meeting involving representatives from OKI and Defra. The objective is to provide a continuous assessment of the department's printing requirement. This includes information about how the fleet is operating and the number of pages that have been printed but also advice on whether there is a need to move devices around, or in some cases replacing them, to improve the benefits Defra is receiving from MPS and ensure that changing business needs are met.