

# Case Study

## 'Toner +' Program

A Client headquartered in the New England area has 14 remote sites located strategically around the U.S. It has a fleet of 149 network workgroup printers that varies in manufacturer, model, age, support and management as part of their IT infrastructure. Their IT group is responsible for printer operation and users responsible for supplies. Supplies were purchased retail or manufacturer. They had a variety of vendors to keep up with who supported the repair of the printers depending upon location. The delivered solution included monitoring, automated toner replenishment, break/fix support and management for their client with savings of over 39% for their entire fleet at all locations across the U.S.

Toner comparison and cost savings by device type:

Model Name	# of Units	Black Yield	Black Cost	eBryIT Price-Black	eBryIT Price-Color	Retail Price OEM Black	Retail Price OEM Color	eBryIT Total Cart Cost	eBryIT CPP	Retail Total Cart Cost	Retail CPP	eBryIT Savings
HP COLOR LASERJET 3000N	17	6500	\$78.50	\$108.05	\$106.10	\$149.99	\$141.99	\$462.35	\$0.132	\$575.96	\$0.165	19.73%
HP LASERJET 4250N	19	20000	\$57.00	\$80.10		248.99		\$132.10	\$0.007	\$248.99	\$0.012	88.49%
HP LASERJET 5200	22	12000	\$69.00	\$95.70		203.99		\$159.70	\$0.013	\$203.99	\$0.017	27.73%
HP LASERJET 8150	30	20000	\$47.00	\$67.10		222.99		\$167.10	\$0.008	\$222.99	\$0.011	33.45%
LEXMARK OPTRA T632	15	21000	\$85.25	\$116.83		\$370.99		\$168.83	\$0.008	\$370.99	\$0.018	119.75%
LEXMARK OPTRA T644	17	21000	\$94.75	\$129.18		\$392.99		\$173.18	\$0.008	\$392.99	\$0.019	126.93%
DELL 5210N	16	21000	\$85.75	\$117.48		\$275.99		\$153.48	\$0.007	\$275.99	\$0.014	79.83%
DELL 5310N	13	21000	\$85.75	\$117.48		\$275.99		\$157.48	\$0.007	\$275.99	\$0.014	75.26%

Total annual toner savings based on the client's annual print volume:

Model Name	# of Units	Annual Print Volume	eBryIT CPP	Retail CPP	eBryIT Annual Toner Cost	Retail annual Toner Cost	eBryIT Annual Toner Savings
HP COLOR LASERJET 3000N	17	510,289	\$0.132	\$0.165	\$67,409.18	\$83,973.16	\$16,563.98
HP LASERJET 4250N	19	923,818	\$0.007	\$0.012	\$6,101.82	\$11,501.07	\$5,399.25
HP LASERJET 5200	22	1,171,126	\$0.013	\$0.017	\$15,585.74	\$19,908.17	\$4,322.43
HP LASERJET 8150	30	1,368,960	\$0.008	\$0.011	\$11,437.66	\$15,263.22	\$3,825.56
LEXMARK OPTRA T632	15	830,475	\$0.008	\$0.018	\$6,676.43	\$14,671.33	\$7,994.90
LEXMARK OPTRA T644	17	946,713	\$0.008	\$0.019	\$7,807.00	\$17,716.61	\$9,909.61
DELL 5210N	16	739,568	\$0.007	\$0.014	\$5,405.01	\$10,205.67	\$4,800.66
DELL 5310N	13	762,099	\$0.007	\$0.014	\$5,714.84	\$10,516.59	\$4,801.75
<b>Totals</b>	<b>149</b>	<b>7,253,048</b>			<b>\$126,137.66</b>	<b>\$183,755.81</b>	<b>\$57,618.14</b>

With eBryIT's Toner + program, all costs are rolled into the toner cartridge cost, saving the client in existing maintenance costs bringing total annual savings to 39.32%.

Model Name	# of Units	MMC	Total annual Maint. Cost	eBryIT Annual Toner Cost	Retail annual Toner Cost	eBryit Annual Toner Savings
HP COLOR LASERJET 3000N	17	\$8.00	\$1,632.00	\$67,409.18	\$83,973.16	\$16,563.98
HP LASERJET 4250N	19	\$12.00	\$2,736.00	\$6,101.82	\$11,501.07	\$5,399.25
HP LASERJET 5200	22	\$15.00	\$3,960.00	\$15,585.74	\$19,908.17	\$4,322.43
HP LASERJET 8150	30	\$24.00	\$8,640.00	\$11,437.66	\$15,263.22	\$3,825.56
LEXMARK OPTRA T632	15	\$12.00	\$2,160.00	\$6,676.43	\$14,671.33	\$7,994.90
LEXMARK OPTRA T644	17	\$10.00	\$2,040.00	\$7,807.00	\$17,716.61	\$9,909.61
DELL 5210N	16	\$8.00	\$1,536.00	\$5,405.01	\$10,205.67	\$4,800.66
DELL 5310N	13	\$9.00	\$1,404.00	\$5,714.84	\$10,516.59	\$4,801.75
Totals	149		\$24,108.00	\$126,137.66	\$183,755.81	\$57,618.14

Annual Costs Maint/Retail Toner	\$207,863.81
Annual Maintenance Savings	\$24,108.00
Annual Toner Savings	\$57,618.14
Total Annual Savings	\$81,726.14
Annual Percentage Savings	39.32%

eBryIT's service provide these features with **no added costs\***

- **Printer break/fix service, next business day – all network printers**
- Monitoring software - provides 'single pane of glass' for all your network printers
- 24/7 monitoring of your network printers toner levels and service alerts
- **Automated toner replacement** for just-in-time delivery – custom thresholds per device
- Toner shipped ground to specific user at specific location
- **Real-time reporting** on toner usage, power consumption, page counts & more
- Proactively delivered service alerts via email
- Service desk for non-network toner and ink ordering
- Single point of contact for all customer printer requirements
- **Consolidated, itemized monthly invoicing** – 1 bill a month for toner shipped
- **Nationwide coverage** supporting all major brands of printers

Toner 

**eBryIT - can save client over 39% with their Managed Print Solution**

Contact: [Sales@eBryIT.com](mailto:Sales@eBryIT.com) 800-607-2375 opt.4 Sales

\*Percentages can vary – see your sales executive for further information

Network printers only – does not include ink jets or large format multifunction printers

After third call in one year on the same printer - we reserve the right to review replacement of that printer

If manufacturer's recommended maximum pages per month per printer is exceeded, additional charges may apply