

[Your Customer's] print grade:



Total number of print devices:	37	Grade
Average Age of devices:	6 years	
How many different makes:	6	
How many different models:	28	
Security risk:	High	
Cost Per Page (Color):	\$0.125	
Cost Per page (Black):	\$0.037	

Annual Print Volume and Costs

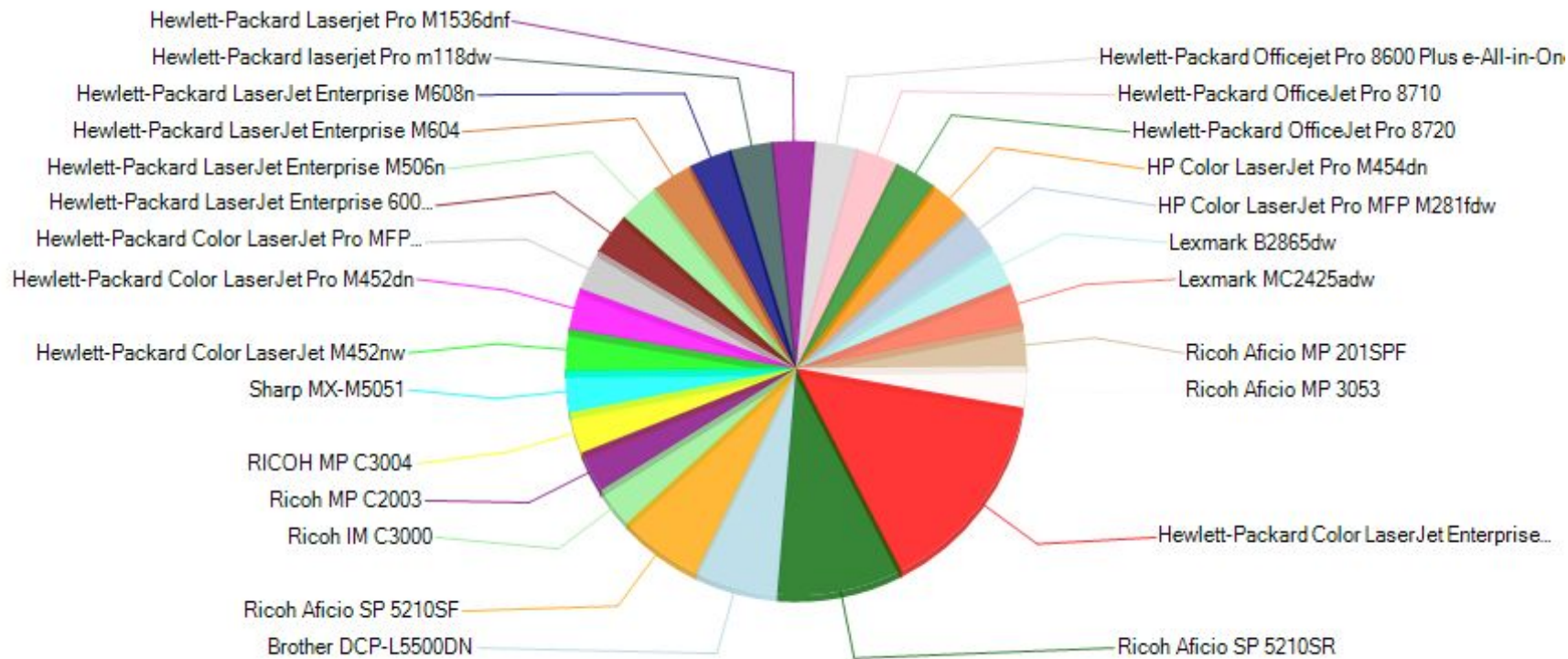
Type	Volume	Cost
Mono	585,852	\$ 21,824
Color	250,560	\$ 43,726

Annual print spend: \$ 65,550

Recommendation:
Schedule a print assessment

Standardization

All at once or over time we can move the single units out and replace with standard models.



Standardization leads to greater productivity all around

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Model	Count
Hewlett-Packard Color LaserJet Enterprise M553dn	5
Ricoh Aficio SP 5210SR	3
Brother DCP-L5500DN	2
Ricoh Aficio SP 5210SF	2
Ricoh IM C3000	1
Ricoh MP C2003	1
RICOH MP C3004	1
Sharp MX-M5051	1
Hewlett-Packard Color LaserJet M452nw	1
Hewlett-Packard Color LaserJet Pro M452dn	1
Hewlett-Packard Color LaserJet Pro MFP M277dw	1
Hewlett-Packard LaserJet Enterprise 600 M602x	1
Hewlett-Packard LaserJet Enterprise M506n	1
Hewlett-Packard LaserJet Enterprise M604	1
Hewlett-Packard LaserJet Enterprise M608n	1
Hewlett-Packard laserjet Pro m118dw	1

Hewlett-Packard LaserJet Pro M1536dnf	1
Hewlett-Packard OfficeJet Pro 8600 Plus e-All-in-One	1
Hewlett-Packard OfficeJet Pro 8710	1
Hewlett-Packard OfficeJet Pro 8720	1
HP Color LaserJet Pro M454dn	1
HP Color LaserJet Pro MFP M281fdw	1
Lexmark B2865dw	1
Lexmark MC2425adw	1
Ricoh Aficio MP 201SPF	1
Ricoh Aficio MP 3053	1

Standardization leads to greater productivity all around

Machine Age

Old devices present a big security risk

Watch Christian Slater in "The Wolf" - <https://youtu.be/ZUP4ib5FzGs>

Device Age Report:

Make/Model	Equipment Type	Device Age	Serial Number	IP Address
Hewlett-Packard Officejet Pro 8600 Plus e-All-in-One	Printer - Inkjet	11	CN43CFV14W05KD	10.6.1.18
Hewlett-Packard Laserjet Pro M1536dnf	Printer - B & W Laser	11	CNG8G884DC	10.6.57.19
Ricoh Aficio MP 201SPF	Printer - B & W Laser	10.9	W3059000132	10.5.91.15
Hewlett-Packard LaserJet Enterprise 600 M602x	Printer - B & W Laser	10.2	CNDCG7N2SD	10.6.57.15
Ricoh Aficio SP 5210SR	Printer - B & W Laser	10.1	S9239600394	10.6.2.16
Ricoh Aficio SP 5210SR	Printer - B & W Laser	10.1	S9245800044	10.5.91.16
Ricoh Aficio SP 5210SR	Printer - B & W Laser	10.1	S9249100397	10.6.57.16
Ricoh Aficio SP 5210SF	Printer - B & W Laser	10.1	S9159600169	10.6.1.16
Ricoh Aficio SP 5210SF	Printer - B & W Laser	10.1	S9139400080	10.6.11.16
Ricoh Aficio MP 3053	Copier - B & W	8.1	E754L650328	10.6.6.32
Ricoh MP C2003	Copier - Color	7.9	E205M660414	10.0.1.50
Hewlett-Packard OfficeJet Pro 8710	Printer - Inkjet	7.5	CN68PGT32X	10.5.91.17
Hewlett-Packard Color LaserJet Pro MFP M277dw	Printer - Color Laser	6.8	VNB8J3Y2VT	10.0.1.23
Hewlett-Packard Color LaserJet Enterprise M553dn	Printer - Color Laser	6.8	JPCCL4Q1YW	10.6.1.17
Hewlett-Packard Color LaserJet Enterprise M553dn	Printer - Color Laser	6.8	JPCCL4Q1Z3	10.5.91.18
Hewlett-Packard Color LaserJet Enterprise M553dn	Printer - Color Laser	6.8	JPCCL4Q1Y4	10.6.6.17

There are hundreds of millions of business printers in the world. Less than 2% of them are secure.

Machine Age

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Device Age Report:

Hewlett-Packard Color LaserJet Enterprise M553dn	Printer - Color Laser	6.8	JPBCK680VN	10.6.6.15
Hewlett-Packard Color LaserJet Enterprise M553dn	Printer - Color Laser	6.8	JPCCL4Q1Z0	10.6.57.18
Hewlett-Packard LaserJet Enterprise M506n	Printer - B & W Laser	6.3	PHBGR01136	10.0.1.22
Hewlett-Packard Color LaserJet Pro M452dn	Printer - Color Laser	6.3	VNG3M05827	10.6.1.15
Hewlett-Packard Color LaserJet M452nw	Printer - Color Laser	6.3	VNB3N26119	10.6.2.17
Brother DCP-L5500DN	Printer - B & W Laser	5.9	U64188M0N561330	10.0.9.94
Brother DCP-L5500DN	Printer - B & W Laser	5.9	U64188M0N561327	10.0.9.141
Hewlett-Packard OfficeJet Pro 8720	Printer - Inkjet	5.8	CN6CSF62JX	10.6.57.17
RICOH MP C3004	Copier - Color	5.7	C717M810037	10.6.6.16
Hewlett-Packard LaserJet Enterprise M608n	Printer - B & W Laser	4.5	CNBCN1W1JT	10.0.1.20
HP Color LaserJet Pro MFP M281fdw	Printer - Color Laser	4.2	VNBNL4Q1DX	10.6.6.19
Lexmark B2865dw	Printer - B & W Laser	4	4064932018HW4	10.6.7.51
Hewlett-Packard laserjet Pro m118dw	Printer - B & W Laser	3.3	VNB5F30760	10.6.2.15
Ricoh IM C3000	Copier - Color	3	3109R500032	10.6.7.50
Sharp MX-M5051	Printer - B & W Laser	2.4	0300508Y00	10.0.9.15
HP Color LaserJet Pro M454dn	Printer - Color Laser	2.4	VNB3C48009	10.6.11.17
Lexmark MC2425adw		0	75299081426DN	
HP Color LaserJet MFP M283cdw		0	VNB8P8C2J7	10.0.9.34
HP Color LaserJet MFP M283cdw		0	VNB8P8C2K5	10.0.9.32
Hewlett-Packard LaserJet Enterprise M604		0	CNDCJBL1KF	10.6.11.15
EPSON ET-3760 Series		0	X6NL327747	10.0.9.83

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Problem Devices

We would like to proactively take a look at any problematic devices.

Top Ten Problem Devices:

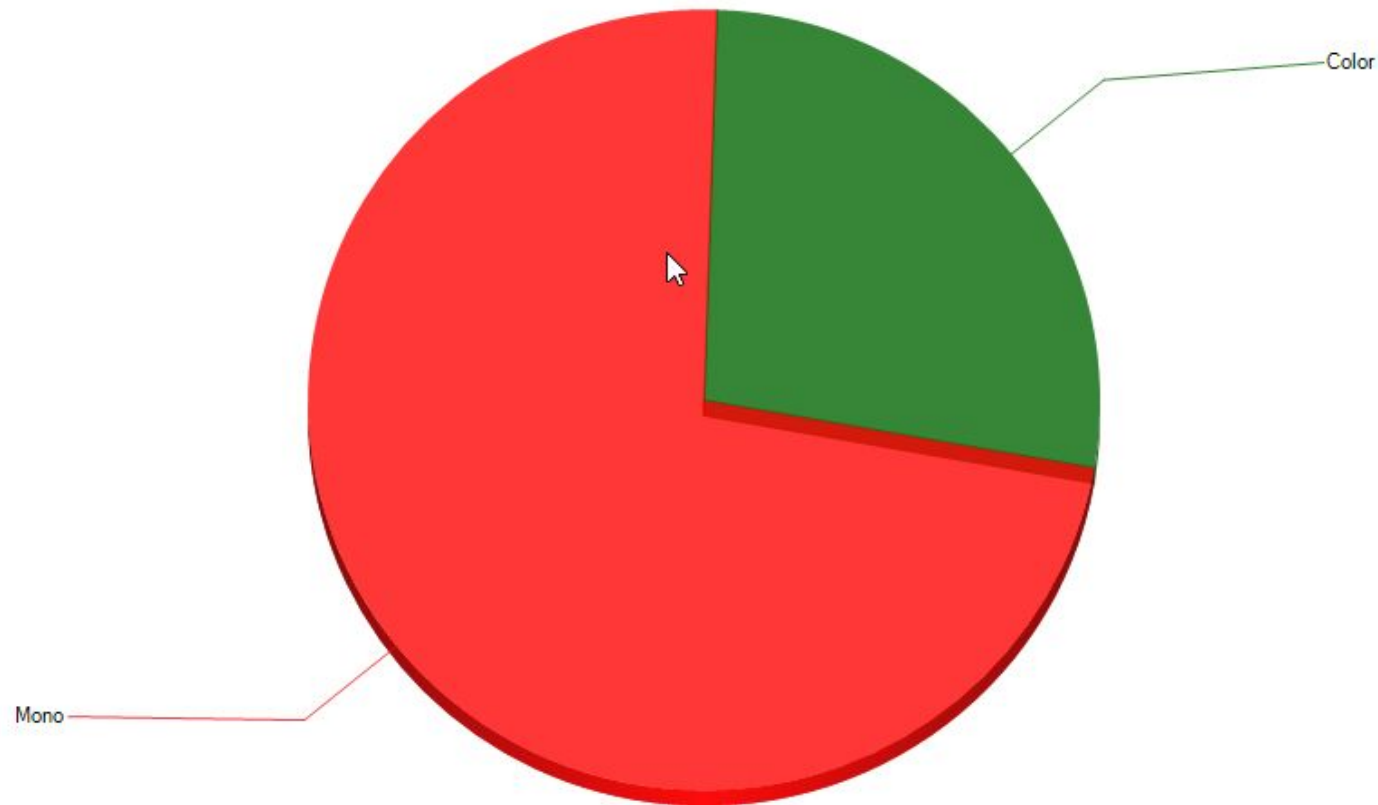
Device	Serial Number	IP Address	Errors	Warnings
HP LaserJet 600 M602	CNDCG7N2SD	10.6.57.15	42	2
HP Color LaserJet M553	JPCCL4Q1Z0	10.6.57.18	34	3
HP LaserJet M604	CNDCJBL1KF	10.6.11.15	29	0
HP Color LaserJet Pro M454dn	VNB3C48009	10.6.11.17	20	26
RICOH MP C3004ex	C717M810037	10.6.6.16	20	22
HP Color LaserJet M553	JPCCL4Q1Y4	10.6.6.17	20	3
HP LaserJet M608	CNBCN1W1JT	10.0.1.20	19	3
HP Color LaserJet M553	JPCCL4Q1Z3	10.5.91.18	18	3
RICOH Aficio SP 5210SF	S9139400080	10.6.11.16	17	10
Lexmark MC2425adw 75299081426DN CXNZJ.072.035	75299081426DN		15	163

Typically, 80% of the problems occur with 20% of the fleet

Color Management

Are any promotional materials being outsourced?

Color Vs Mono Total:



Type	Page Count
Mono	150,870
Color	56,561

Color pages are the #1 cause for high print spend. Best to get them under control.