

From Foundation to Masters in Managed Print Services (MPS)



The Foundation Degree

Get a grounding in the facts of print for education.

Everyone starts with the foundations. Learn the facts on the security risks, costs and environmental impact of print in education.

1,152 intrusions

into UK university networks between 2016 and 2017¹

The security module

78%

of existing devices could be under-used and unnecessary³

The cost module

1 million

the number of sheets of paper being wasted per month by a university without MPS⁵

The earth module

2 hrs

The time it took for ethical hackers to breach the cyberdefences of various UK universities and get to highly sensitive information in 2019²

53%

of your current spending on electricity for print could be being wasted⁴

152.9kj

the amount of energy it takes to produce a single sheet of A4 paper⁶

The Bachelor's Degree

Get qualified in the benefits of MPS.

Now for the BSc. Discover what MPS can do for your institution, by combining the latest HP hardware and a Managed Print Service.

140

the number of security variables that were assessed when new HP printers were found to be a BLI PaceSetter for document imaging security⁷

81%

how much MPS could reduce your CO2 emissions⁸

17%

how much MPS could reduce your total cost of ownership⁹

99%

the uptime you could achieve with MPS¹⁰

The Masters Degree

Ace the finer details of MPS success.

During the course

Success isn't a given. Here are the top five factors behind getting it right, according to IT professionals.

46%

1. Proactive innovation with new technology

37%

2. Transition plan for different geographies

37%

3. Transition completed in a timely manner

35%

4. Comprehensive transition plan

33%

5. Proactive innovation for savings and efficiency¹¹

Analysing the facts

Three of the top five factors for MPS success are about clear planning and integration. That's why you need top analytics software to assess your infrastructure before the transition.

The final test

It's not over when you've got the infrastructure. The real test is hitting your MPS goals.

In 2016 **35%**

of organisations said that MPS cost savings were not in line with expectations¹²

Making it count

If you want the long-term results you expect from MPS, it needs to adapt and change with your needs. That's why cutting-edge monitoring tools make the difference between scraping a pass and getting the top grade.

The Graduation

Use your Masters wisely.

You can get huge advantages from MPS. It can help you be more secure, cost-effective and eco-friendly. All while offering a better student experience.

Before you make the transition, see how it could change your business with our assessment tool. It gives you a detailed print assessment, so you'll know exactly what MPS could offer your institution.

Plus, if you do choose a managed print service with us, our monitoring tools will make sure you meet those targets.

40%

of European companies switch provider at the end of contracts.

We have a

98%

customer retention rate.¹³

Get in touch to complete your Masters in MPS

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1 <https://www.bbc.co.uk/news/technology-41160385>.

2 <https://metro.co.uk/2019/04/04/universities-cyber-defences-hackers-broke-two-hours-9110023/>.

3 Calculated based on the Uni of York Case Study, where number of devices were reduced from 1909 to 423.

4 Based on the pre MPS and post University of York, as shown in case study. This figure represents difference in spending between pre MPS and post MPS set-up.

5 University of York case study. Pre MPS AMV was 2.5 million mono. Post new MPS, it's 1.5 million mono.

6 See this calculation, fully referenced with sources for the statistics used:

<http://large.stanford.edu/courses/2010/ph240/pydipati1/>

7 See the 2017-18 'BLI Pace Setter for Western Europe' report here:

<http://h20195.www2.hp.com/v2/GetDocument.aspx?docname=4AA7-2553EEE>.

8 Reduction in emissions is calculated between the new MPS (rather than legacy MPS) and the pre-MPS system. This is based on the result achieved by the University of York in the case study provided.

9 Achieved by the University of York, when pre-MPS and new MPS systems are compared.

10 Achieved by University of York on new MPS contract with Landscape. See case study.

11 Figure 6, <http://www.service-delivery-research.com/transition/> (November 2015).

12 https://www.xerox.com/downloads/usa/en/gdo/reports/gdo_landscape_quocirca_mps.pdf

13 Both of these statistics come from IDC's report 'Xeretec Builds on Landscape Group Takeover to Further Develop as Vendor-Specialist Tier 1 Player', October 2017, Mario Lombardo.