

HEALTHCARE ORGANIZATION EMBRACES TECHNOLOGY TO REALIZE EFFICIENCY, SAVINGS

KONICA MINOLTA OPTIMIZES ENTIRE PRINT INFRASTRUCTURE WHILE MEETING ENVIRONMENTAL STANDARDS

THE CHALLENGE

A large, integrated health care network with 19 hospitals and more than 600 patient care and physician practice locations was looking to fulfill its corporate strategy to partner with one managed print organization to help improve IT competencies, overall document management workflow efficiencies and optimization of the entire network's managed print fleet. At the same time, they sought to reduce costs and increase productivity across the hospitals' network. Lastly, they wanted the solutions implemented to ensure they would continue to evolve with emerging technology business healthcare trends.

The organization sought to standardize and optimize its entire print infrastructure and right-size its fleet with device reduction. They sought an overall cost savings of no less than 25 percent. EPIC integration during printer deployment was requested, and as a healthcare organization, secure document and print management were of the utmost importance to maintain HIPAA compliance.

THE SOLUTION

Konica Minolta's managed print solution provided:

- Hardware and software, including 4,348 non-Konica Minolta desktop devices on a managed print services contract
- 2,726 Konica Minolta multifunction printers in the field.
- Secure solution with authentication requirements to safeguard confidential assets
- Help Desk integration
- Adoption of Konica Minolta's Clean Planet Program across the network to align with Green Initiatives
- Facilities management contracts for the organization's centralized print shop
- Technician contracts for every main hospital campus to reduce downtime and increase staff productivity
- MOBOTIX Thermal Camera Solutions for the detection of temperature limits to protect the health of patients, employees and hospital visitors

THE APPROACH

Konica Minolta designed a custom solution that allowed the healthcare network to surpass its objectives to improve IT competency, workflow efficiencies and optimize its managed print fleet while reducing costs and increasing productivity. Through this process, we were able to provide significant savings (exceeding the average 10-40% normally realized!) and reduce the number of devices needed. Most importantly, Konica Minolta provided secure document and print management to maintain HIPAA compliance.

THE RESULTS



**60% AVERAGE
COST SAVINGS**



**40% AVERAGE
DEVICE REDUCTION
PER SITE**

IN ITS FLEET OPTIMIZATION



**SECURE SOLUTION
MAINTAINED
HIPAA COMPLIANCE**

