

# Procurement issues in managed print services

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## Abstracts

### Introduction

This report looks at the key issues facing chief procurement officers (CPOs) and others responsible for purchasing printing services and MPS in medium and large enterprises. Datamonitor looks at how to develop policies that leave companies better equipped to reduce costs through the adoption of MPS. However, many may find that they need a lot of preparation before they can consider deployment.

### Scope

Managed Print Services are defined as the acquisition of a customer's printer fleet by a vendor, which then supplies printing as an in-house service.

MPS is a classic way of swapping 'capital' for 'operational' expenditure, allowing costs to shrink in line with business requirements.

### Highlights

Large and medium-sized organizations are making significant cost savings through adoption, both through the consolidation of printing activities and through leveraging the vendors' greater scale economies.

Cost savings are made by simplifying vendor management, sometimes replacing hundreds of suppliers with a single contract, through reducing the amount of user intervention and rationalizing printed output as part of your business processes.

### Reasons to Purchase

Understand how to reduce the total cost of ownership related to printing infrastructure.

Learn how Managed Print Services vendors position themselves and help their customers be more flexible and cost effective.

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