26 REASONS FOR AN ASSESSMENT

COST-BASED DRIVERS

1. Escalating costs of existing print infrastructure
2. Pressure to reduce business costs in general
3. Increase spend predictability
4. Cost reduction mandates to reduce print spend specifically
5. Balancing operating expense versus capital spend
6. Identifying hidden costs of equipment, archiving and business processes
7. Pressure to improve revenue and margins

GOVERNANCE ISSUES

8. Lack of understanding of existing print infrastructure
9. No ability to track and measure print environment
10. Managing large population of unconnected output devices
11. Managing multi-vendor environment with multiple supplier contracts
12. High concentration of desktop devices
13. Current Managed Print Services contract ending in 12–18 months
14. Struggling to meet sustainability goals

LOCATION-BASED CHALLENGES

15. Integrating systems due to mergers, acquisitions or consolidation
16. Newly merged organisations seeking efficiency and savings
17. Distributed offices and multiple locations
18. Autonomous departments making their own buying decisions
19. Growing mobile workforce or widely distributed workers
20. Network vulnerabilities caused from having ageing hardware with outdated cyber-attack protections

STRATEGY, PROCESS AND MARKET CONSIDERATIONS

21. More efficiency in paper-intensive business processes
22. Customer needs that are creating new document or workflow requirements
23. Little understanding of how printed documents get used
24. Print infrastructure not aligned to business needs
25. Highly regulated, document-intensive industry such as financial services and healthcare
26. High degree of security and compliance requirements

IT DOCUMENT SOLUTIONS