



Case Study



Billion Auto Group Lowers Costs & Boosts Productivity With Managed Print Services

Challenges

For nearly four decades, Billion Auto Group has put their customers first. That focus has yielded a thriving business and allowed them to expand their dealerships to match steadily growing sales. But growth also increased their administrative costs, especially their document output costs, which in turn limited new profits. In addition, printing was inconsistent, scanning capabilities were limited and they struggled to understand their overall printing costs. These issues presented a financial barrier that needed a long-term solution.

Solutions

After consulting with our print management experts, Billion Auto Group selected our Total Print Management program and we went to work mapping their entire print environment. Our experts then installed a Savin Managed Print System to solve their print and copy challenges. That system included a new printer/copier fleet with centralized monitoring so managers could review printing costs in real time. The new fleet included a Savin device for each department, fulfilling their unique printing, scanning and copying needs.

Results

- **Lower Costs** – Billion Auto Group saw an immediate reduction in soft costs with a single detailed monthly invoice, instead of paying multiple invoices to several vendors. Additionally, with FM Audit monitoring software, they receive page count reports as well as alerts for toner replenishment, eliminating downtime and keeping a close eye on overall costs.

- **Greater Control** – With Savin's Device Manager NX, the IT department can now manage all devices from a single interface. That includes adding new employee email addresses, monitoring device security and diagnosing technical issues.
- **Boost in Productivity** – The efficiency created by the new Savin MPS continues to provide a Return on Investment (ROI), as Billion Auto Group has seen a noticeable boost in productivity due to the reliability and flexibility of the new equipment. Employees can now scan directly to email from any device, eliminating several steps and improving their customer satisfaction. And since the customer will always be their primary focus, we are pleased that our work has helped them to do what they do best while saving them money in the process.

"From an owners perspective, the cost savings has been better than expected and from a management perspective J&H is a very easy company to work with"
Joe Billion - Owner

Products

- **Savin SP5200DN Printers**
- **Savin MPC3003 MFP**
- **Savin MPC305SPF MFP**
- **Savin MPC301SPF MFP**

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