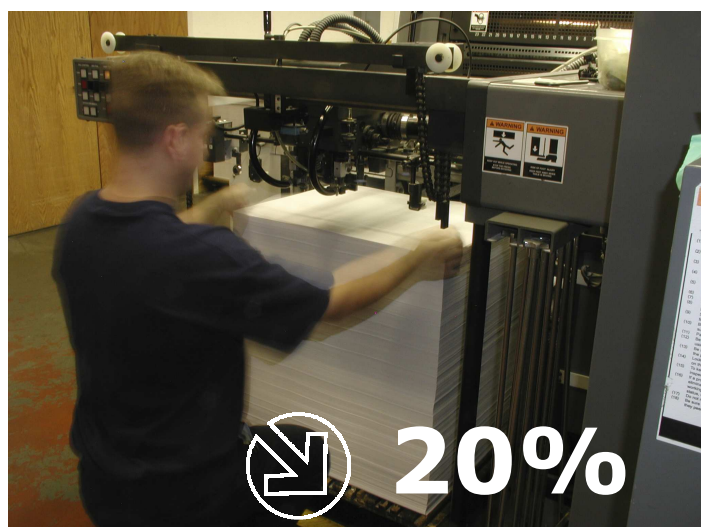




High quality printing techniques save Japanese robotics firm 20%

Advances in print technology lead to extra profits of €5,600 annually



Japanese firm produces 40 customized robots with instructional manuals of 1,000+ pages

The Expense Reduction Analysts (ERA) client was a Japanese firm with operations in Ile de France that sells industrial robots aimed primarily at the automotive and food processing industries.

The company produces more than 40 different robots customized to client needs. Due to the complexity of the robots, the company provides extensive training through regular courses and ongoing support.

Such training efforts involve technical materials such as instruction manuals of 1,000 or more pages. The company's budget for reprography was large.

Consultants immediately spotted potential for printing improvements

The potential for improvements in savings was obvious to ERA since the incumbent printer did not use economical, high quality printing techniques.

Consultants recommended the client switch to a service provider using "reeled" technology (a "reel" refers to a continuous roll or web of printing paper). Reeled technology is less costly and offers higher quality finishing options. The new printer's capabilities allowed the client to upgrade documents, improve graphics and add covers and smooth bindings.

Project Information

- **Industry:** Manufacturing
- **Cost Category:** Print Services
- **Savings:** 20% (of €28,000)
- **Extra Profit:** €5,600

New technology costs less and offers higher quality finishing options

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