

# Why Change? Why Now? Why LRS?

LRS® Enterprise Output Server solutions help organizations deliver and securely track documents while lowering output related costs.

## It's always been about cost.

The 1975 *BusinessWeek* article that coined the term "paperless office" wasn't really about paper— or offices. It was about lowering business overhead, still a top priority more than 35 years later.

Business documents, both physical and electronic, have only grown in number and importance since then. But while the paperless office may never materialize, dramatic savings are available today.

There are three time-tested ways to cut document related expenses:

- Reduce the use of paper, toner, and other consumables
- Consolidate or eliminate printing-related infrastructure, e.g., servers, printers, special hardware & software
- Free up human resources spent on print management and refocus them on more pressing business issues

Since 1981, LRS has been providing software solutions to achieve these goals and reduce document costs.



## Why change your document processes?

Documents are the oil that keeps the engine of business running smoothly. But topping up that oil is incredibly expensive. In fact, leading business analysts say:

*"[E]nterprises waste anywhere from one percent to three percent of their revenue on imaging, according to Gartner's estimates."\**

*Each office worker consumes an estimated 10,000-11,000 pages of paper per year.\*\**

LRS software addresses the issue of output expense head-on:

*"Eight of the 10 companies chose LRS primarily to reduce their costs of printing... However, all 10 experienced substantial cost reduction and productivity enhancement totaling on average \$53,868 per 100 managed printers annually."†*



\*Levinson, M. "Little Printers, Big Expense," CIO (28 Feb. 2008)

\*\* Various sources, including RISI, Inc., Photizo Group LLC, NewField IT Ltd., Quocirca.

† IDC White Paper sponsored by LRS, "Business Value of Output Management," IDC #226994, April 2011

## Why Now?

There are a variety of short-term ways to reap document related savings. Failure to capitalize on these opportunities can cost your organization a great deal of money.

For example:

- Many existing projects (e.g., Windows 7 upgrades, business application refreshes) offer opportunities to streamline document processes with little incremental effort.
- Enterprise Output Server software greatly enhances server consolidation initiatives. Each print server eliminated can yield between \$5000 and \$40,000 in savings.
- Additional savings come from reduction of software license and maintenance costs.

## Why LRS?

While various vendors have products to control consumables and other costs, only LRS provides comprehensive solutions that offer:

- Flexible, scalable software — proven effective over three decades in some of the world's largest organizations
- Device and platform independence to protect investments in IT infrastructure and business processes
- The backing of a global organization solely dedicated to providing reliable, cost-effective output solutions

What do the experts say? After interviewing LRS customers from a variety of industries, analysts at IDC concluded:

*“The three-year ROI analysis shows that on average, the companies in this study... saw a payback period of less than six months and an ROI of 310%.”†*



## Real Customers. Real Metrics.

- LRS software helped a European manufacturer reduce Windows print servers from 500 down to 140. Projected savings exceed € 2.1 Million.
- By eliminating the need to purchase 400 additional printers for tamper proof printing, a U.S. hospital saved over \$500K.
- A large U.K. retailer saved £300K per year by managing reports in electronic instead of paper form.
- LRS software, now integrated with a customer's postal optimization solution, saves a German insurance company € 1.7M per year.

Discover the benefits of LRS Enterprise Output Server solutions in your own environment.  
Visit [www.VPSX.com/contact](http://www.VPSX.com/contact) to locate the LRS professionals nearest you.



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