

British Banking & Insurance Holding

Simplified IT infrastructure and print cost reductions with Windows server consolidation for improved savings and flexibility



The customer had already been an LRS customer for mainframe output management solutions for many years. They were midway through a Managed Print Service contract for its Head Office and Admin offices covering some 2,500 devices which included a Workplace pull print solution, selected before LRS brought MFPsecure to market.

In conversations with the customer about Workplace printing and innovations, the customer directed LRS to work with an OEM as its strategic print partner. Joint discussions between the OEM and LRS uncovered several compelling reasons to change. Firstly, the customer and OEM agreed that to modernize the ageing printer estate required a longer-term commitment than the current contract period.

The deployed version of the pull print software went out of support in September 2018 creating a registered risk for the bank's business and did not support the latest Altalink/Versalink devices that were being proposed to the bank as part of the extended MPS discussion. The print server infrastructure supporting print and pull print had grown to in excess of 160 servers, carrying a significant annual cost of ownership.

Finally, it was found that the servers supporting the pull printing infrastructure were mostly Windows 2003 and were out of normal Microsoft support. Newer releases of the pull printing software required a higher version of the Windows Servers (Windows Server 2008 and upwards). Current servers would require hardware upgrades to support the latest version of the then current pull printing software. These events combined created the driver for change and a business case to change.

The customer had a number of options: upgrading to the new version of the existing pull printing solution (which would also require upgrading server operating systems and hardware), stay on the current version and run a risk (unsupported server operating system, unsupported Pull Print version, no option to replace devices with more modern models) or change to a different solution altogether.

The business case presented demonstrated that the existing 123 print servers required for the current pull print service, plus 40 Windows Print Servers could be reduced to 5 when implementing LRS technology.

AT A GLANCE

The Company

The customer is a British Banking and Insurance holding company with 77,900 employees worldwide. Their reported revenue is 2,239 million pound sterling (2017).

The Industry

Banking/Insurance.

The Requirements

Remove the risk from the business of out of support software, an outdated and ageing printer estate and unsupported print server hardware and software. In addition drive cost savings through a simplified print server infrastructure and provision a next generation output delivery platform for future business change.

The Solution

- MFPsecure
- Innovate/Audit
- VPSX/Workplace
- VSPA.

The Benefit

The existing 40 Windows Print Servers and 123 print servers could be reduced to 5 when implementing the LRS® solution. This along with a reduced print cost would save the customer £1 million annually.

CASE STUDY

This, in conjunction with additional savings delivered as part of the MPS and the modernized / reduced printer estate, would save the customer £1 million per annum. Additionally, the customer saved one-time costs from no

longer needing to update print server hardware and software to supported levels and no longer needing to purchase an upgrade for the pull print software version (a total estimated saving of £540,000).

BUSINESS BENEFITS

Print server consolidation - Reducing the number of print servers from 123 for incumbent solution, plus 40 Windows Print Servers to a total of 5.

Reduced IT service cost for the number of print servers that were removed.

Pull printing capability for all types of devices, including the newest Xerox ranges (Alta-link, Versalink).

Secure delivery of desktop printing via pull printing, for both traditional Windows and VDI desktops.

Track, manage and audit print related activity.

Workplace printing solution for Windows and VDI.

KEY FEATURES FOR FINANCE/BANKING

A highly secure print environment with a pull printing solution for all network devices and tools for auditing and reporting. There is a full overview and complete audit trail for print activity at all locations and branches.

Server consolidation and device rationalization offer large cost savings that can add up to millions. These cost savings can be used to improve customer interaction and service.

LRS offers a single solution to cater for the needs of today, which were Windows and VDI printing, as well as the requirements that come with future growth and expansion.

The LRS solution provides a scalable platform on which innovations and new projects can be delivered, thus protecting the investments that were already made.

AT A GLANCE

Why Change?

Several impending cost events were associated with the existing pull print solution which would only increase if the bank expanded its use of pull print to other areas of the business.

Why Now?

The version of the existing software was going out of support and the unsupported server hardware and software were presenting business risk to the bank. The customer needed to continue with an unsupported version, upgrade software and hardware or find an alternative solution.

Why LRS?

The customer was already familiar with LRS for its mainframe solutions. Moving print management over to LRS came with significant cost savings, a simplified and easier to support infrastructure and offered a growth pathway to deliver future enhancements and innovations which go beyond the traditional MPS offer.

Why do financial services providers choose LRS?

LRS can offer a wide range of solutions that offer a streamlined and accessible output environment.

Learn how LRS solutions can add value to financial service providers.

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