



## MANAGED PRINT SERVICES SOLUTIONS FOR HEALTHCARE

HELPING HEALTHCARE PROFESSIONALS UNDERSTAND AND CONTROL THE COSTS ASSOCIATED WITH PRINTING & IMAGING

**How much does your hospital spend on printing?**

**What is your actual cost per document?**

### YOU NEED TO KNOW.

As an HP Elite Partner, Cannon IV thoroughly understands the ever-changing world of printing and imaging technology.

Cannon IV has the expertise and experience to:

- work with clients to devise a customized printing and imaging strategy that makes optimal use of a hospital's people, processes, and technology
- help quantify current imaging expenditures, streamline processes, and save money

Elite Partner



Healthcare

### THE BUSINESS OF HEALTHCARE IS ALL ABOUT MANAGING

- patients
- printers
- doctors
- documents
- all of the above

The healthcare industry is under enormous pressure to cut costs, deliver better outcomes, and protect patient privacy.

All of this while transitioning to Electronic Medical Records in response to government incentives and mandates.

But the cost of generating, sharing, and managing documents goes far beyond the price of hardware, maintenance and consumables.

Equally critical in the high-stakes business of healthcare are costs associated with:

- Workflow inefficiencies
- Administration
- Network management
- IT support
- Invoicing
- Multiple vendor relationships
- Recycling
- Poor utilization of print resources
- Energy usage

On average, each and every user generates almost 1300 printed pages per month with an average of two users per device.

**Result:** The percentage of healthcare revenue spent on printing and imaging is almost 9%.

In a patient care setting the "cost" of inefficient workflow or mismanaged documentation can't be measured in dollars and cents alone.

In addition to sheer volume, many hospitals have accumulated over time a hodgepodge of imaging devices from multiple vendors – with predictable impact on cost and efficiency. Equally alarming, many problems go unnoticed, unmeasured, uncorrected and uncontrolled.



### The four key aspects of our process:

1. **A**ssess the current document production environment.
2. **D**esign an integrated document strategy.
3. **I**mplement the solution.
4. **M**easure results and manage the ongoing project.

## MANAGED PRINT SERVICES from CANNON IV is a MULTI-PHASED SOLUTION

Cannon IV will evaluate your current printing and imaging environment and will work with you to design an approach that is tailored to fit your needs. Our MPS program encompasses people, processes and technology to help you assess, design, implement, and manage your printing and imaging environment.

Cannon IV will design and implement a solution specific to the needs of your organization in a multi-phased strategic approach to improve your printing and imaging environment.

### PHASE ONE: MANAGE YOUR FLEET

Managing printers and multifunction devices can be a major distraction. Cannon IV can proactively manage a fleet of printers using remote monitoring technologies, and provide supplies, preventive maintenance, on-site service and help desk support. Simply deploying best practices in printer fleet management can result in savings of up to 30%.

**Pay by the page.** Cannon IV fleet management is usage-based. Clients pay only for what is printed, at one low cost per page.

### PHASE TWO: OPTIMIZE YOUR INFRASTRUCTURE

Hospital document production infrastructures have evolved over the years. With copiers, fax machines and printers dispersed across multiple departments, the result is redundancy and duplicated costs.

Cannon IV helps streamline a printing and imaging infrastructure by:

1) Understanding what equipment and software is on site and how it is used and 2) redeploying resources where necessary to optimize productivity and reduce costs.

Optimizing an infrastructure typically involves repositioning resources to high demand locations and upgrading to newer models or consolidating devices where appropriate.

### PHASE THREE: IMPROVE WORKFLOW

Medical facilities generate an enormous quantity of information. Cannon IV can help clients manage, route, store and control information efficiently, securely, and at the lowest possible cost.

Scanning features on new multifunction systems provide a powerful platform to move information on and off your network. Cannon IV integrate multifunction systems and

printers with powerful solutions to help you manage, route, store and control your documents. Workflow solutions include:

- Electronic forms to replace pre-printed forms
- Capture solutions to read data from scanned documents
- Electronic content management systems to create a searchable repository of scanned documents.
- Integration with Electronic Medical Records systems.

## CHANGE WITHOUT CHAOS

Cannon IV's version of the medical credo "Do no harm" is "Do not turn the customer's world upside down."

Although MPS involves change, Cannon IV works with clients to ensure there is no disruption to normal operations. In addition, clients have the option of proceeding as rapidly or gradually as is necessary, comfortable or even as budgets allow. Managed Print Services can be applied to an individual department, an entire hospital, or multiple facilities.

***After all, the ultimate goal is to give clients control of their printing and imaging infrastructure.***

Contact Cannon IV today. Take the first step to greater efficiency, streamlined workflow and lower costs.

As an HP Business Partner with over 35 years of experience, Cannon IV can deploy a dedicated team of Document Solution Architects to make a detailed evaluation of your current imaging infrastructure. They will do a thorough walkthrough to inventory devices and determine how they are used. Cannon IV will then present a detailed assessment and recommendations.

**Call us today at: 1-800-825-7779**  
**Or visit us online: [cannon4.com](http://cannon4.com)**

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