



Greig Ross Associates
Helping Organisations Tame the Paper Tiger



Welcome to the October edition of PrintCut

The monthly circular which helps organisations to significantly reduce their print costs, consumption and waste.

By the tail...

"It was the best of times, it was the worst of times". The opening lines of a Tale of Two Cities could equally apply to the current state of organisational printing. On the one hand organisations are unaware of the significant costs associated with printing and disposal whilst on the other hand, so many good remedies are at hand to address these issues. Forward thinking organisations already have targets and a programme underway whereas others are likely to require expensive government action.

In our first article, ["How many Printers do you have?"](#), we explore a typical example of what we encounter in many organisations. The lack of knowledge and single point of responsibility for printing and copying which regularly means no-one is aware of the problem or the facts.

In our [major research article](#), Gartner, the world's leading information technology research and advisory company, gives some insight into how good print management underpins operational success.

'[Green Corner](#)' is where we invite organisations specialising in helping to improve our printing green credentials to give some useful tips and ideas. This month some simple eye-opening numbers. Next month the Business Environment Partnership (BEP) explores aspects of printing and waste.

"How many printers do you have?" A cautionary tale.

This simple question tends to cause genuine difficulty. Not only is the number not readily available but usually it is determined by calculation e.g., we have 2000 people, about 1:5 sounds about right, therefore we have 400 printers.

Too often companies rely on a manual asset register only to find that it has not been updated for years or non recording of disposals make the records almost meaningless.

Following our print review when we report the real numbers of printers, clients are almost always surprised at how many they actually have. 20-30% under estimates are common with the current record standing at 37%.

This is when clients often realize that individual departments are buying printers themselves, usually without consent and authority, and attaching them directly to the back of their PCs.

Secret buying is rife in some organizations sometimes to help departments prop-up their end of year budget, so that they retain that level of spend annually, or because IT authority to purchase is perceived to be so slow.

Many departments could put their house in order relatively easily but quite often this usually happens only after an event such as a print audit.

Although 37% sounds really high and the largest we have recorded so far perhaps you know better. Please let us know by [email](#)

Gartner Predicts 2008: Smart Print Management Underpins Operational Success

Gartner is the world's leading IT research & advisory company delivering technology related insight, to provide organisations with the ability to make the right decisions about technologies.

Gartner has made public their view of the way printing is becoming strategic within organisations and how to balance the drive for good quality documents with the conflicting pressures of reducing costs and the environmental impact on printing.

Whilst all organisations recognise the importance of dispatching important

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documents such as letters, invoices and mailings, there is often little thought given to the manner in which this is done.

Quietly, in the background, printers, multifunction devices and copiers are employed, providing the service without much consideration of the financial and environmental implications.

Gartner explores how proper management and the reduction of paper consumption will become a cornerstone of many organisations' operational success.

Greig Ross Associates is a leading independent consultancy focused on helping organisations address the issues raised in the Gartner report by introducing print management, reducing consumption and waste and helping organisations towards their goals of "Green IT".

[Visit Greig Ross Print Cost and Waste Management to access the full Gartner report](#)

Green Corner.

Each month we provide a few facts and figures or introduce guests to bring to peoples' attention the environmental aspects of paper printing, copying and waste.

Most people do not stop to think where paper comes from and how it affects our forests.

Q. How many trees are needed to provide paper?

A. 1 ton of uncoated office paper comes from 24 trees and 500 sheets uses 6% of a tree.

Q. How many trees are saved by using recycled paper?

A. 1 ton (40 cartons) of 30% postconsumer content copier paper saves 7.2 trees and 1 ton of 50% postconsumer content copier paper saves 12 trees.

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