

# HP PageWide Multifunction Printers

*Affordable Printers Deliver A-Level Performance*



Amid the backdrop of suburban academia, Middle Georgia State University was on the verge of flunking out some of its longtime inhabitants in 2016. This time, it was a host of expensive printing machines that weren't quite making the grade among college personnel. Aside from lagging performance issues, the fifty aging printers stationed throughout the Macon, GA campus were costing the university upwards of \$15,000 per month to maintain. "We were paying monthly contracts on each device," explained Jeff Marshall, the university's Director of IT Services. "They were costing us in the neighborhood of three-hundred dollars per unit. We quickly realized that we needed to eliminate the high expenses of these older machines."

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***– Jeff Marshall, Director of IT Services***

Thankfully, shopping for a suitable replacement required minimal effort, as the diverse offerings from Cnetics Technologies proved the perfect remedy to the school's financial hardships. "We decided to demo some HP PageWide Multifunction printers," Jeff recalled, "and I have to say that we were quite impressed with the results. When we discovered these HP printers, we knew immediately that we'd found our solution."

## Objective

- Desired enhanced performance and cost-savings in printing devices

## Approach

- Acquired 43 HP Multifunction printers from Cnetics Technologies, LLC

## IT Matters

- Eliminated \$15,000 monthly fees with one-time purchase of affordable printing devices
- Increased printer speeds and efficiencies from 40 to 70 pages per minute
- Upgraded print quality from black and white to high-resolution color
- Equipped with industry's leading protection against malware and viruses

## Scoring High Marks

In December of 2016, Middle Georgia State University became the home to forty-three new HP PageWide Pro 577z Multifunction printers. Following a quality integration by Cnetics, the impact of the new machines upon the university was both immediate and profound. Aside from greatly diminishing operating costs, the new devices were highly superior in nearly every facet of printing. “We bought each multifunction printer at a very affordable price,” Jeff explained, “and we no longer have to pay the monthly fees we were charged for the older printers. The only expenses we have now are with ink and toner.”

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However, the benefits of the HP PageWide Pro 577z printers extended far beyond the bottom line. Jeff also encountered a dramatic improvement in operating efficiency, as the HP machines churned out copies at nearly twice the clip as their predecessors. “The

point of the initial transition was to reduce the costs,” says Jeff. “But we were delighted to find that the HP machines run much faster than the legacy machines.” Whereas the original printers produced an average of forty black-and-white prints per minute, Jeff estimates the HP PageWide machines generate roughly seventy pages within the same time span. And the best part? “They’re all in color,” says Jeff. “And the print quality is just fabulous.”

## Head of the Class

In addition to enjoying best-in-class speeds, print quality, and cost-efficiency, Middle Georgia State University was also the beneficiary of first-rate security unmatched by competing printers. Sporting the latest anti-virus technology, HP multifunction printers are designed to safeguard businesses from ongoing threats of malware and cyber intrusion. HP PageWide Pro and HP LaserJet Enterprise machines are also armed with a unique ability to self-heal after sustaining foreign attacks. Utilizing the industry’s most innovative technology, HP printers include the Secure Boot feature for resisting harmful infections, as well as capabilities for validating firmware updates. In addition, HP Pro systems prohibit potential hackers from implanting malicious code while the device is operating.



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multifunction printers today.**

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