



Océ Printroom Assessment

The big picture



Increased revenues
through best-fit
strategies

Do you know how your clients rate your services? Do you offer the services your clients are looking for? And do you offer these services in the most productive and cost-efficient way? In other words, do you know your clients' needs, and do you meet them optimally? If your answer is 'yes', you don't need to read any more. You're well prepared to face the challenges of the printroom. But if your answer to one or more of these questions is 'no', you'll find Océ Printroom Assessment an attractive proposition.

Océ Printroom Assessment shows you how to

Build client trust in your particular environment



Optimise the services portfolio of your printroom



Maximise printroom productivity



Further reduce printroom costs



Find the best-fit business strategy for your printroom





The printroom challenges

Your printroom faces four major challenges: building client trust, enhancing your services portfolio, maximising productivity and reducing costs. People will only use a printroom if it offers the services they are looking for – in a trustworthy manner. New document services are often complex, short run jobs that need to be produced on demand. And that requires even more attention for productivity and cost issues.

Focus on your client

Both existing and potential clients of your printroom play a major role in the Océ Printroom Assessment. We first analyse usage of current printroom services and client ratings of those services. Then we analyse bottlenecks to use of printroom services within the organisation. Once we have determined the current state, we analyse the services wanted and required by both current and potential printroom clients.

Office printing, EDP transactional printing and external printshops

During the Océ Printroom Assessment, we determine which jobs can best be produced by or through the printroom.

We also investigate where else these jobs are currently produced: in the office, the EDP print centre or external printshops. Once we have identified those jobs, their volumes and the current print locations, we determine the best-fit role of the printroom for each service – acting as either producer or contractor. Then we translate this into new business opportunities for the printroom.

In line with the capabilities of the printroom

When you're discussing new business opportunities, you have to check whether they fit your printroom capabilities: in terms of resources, equipment, competences, floor space and other factors. The Océ Printroom Assessment also addresses these issues. We analyse the current printroom set-up and workflows. And we assess the total set of competences available in your team. Making sure that the recommended printroom strategy will fit your printroom capabilities.

Vendor-independent

The outcome of the Océ Printroom Assessment is an Assessment Report. This analyses the challenges your printroom is

facing, in clear and easy-to-understand terms. It translates those challenges into exciting new business opportunities, which are brought together in a recommended printroom service and promotion strategy. The Assessment Report is a vendor independent document. That means any printer or document-services supplier – whether Océ or another provider – is able to quote for implementation of the recommendations.

The Océ Printroom Assessment process:

Project preparation

- Kick-off: Enterprise & Printroom
- Content check of survey and print tracking software

Analysis

- Printroom survey to all (potential) clients
- Print-data collection to all office workers
- Interviews with all relevant stakeholders
- Inventory of current printroom setup
- Team Competency Check of the entire printroom staff (group assessment)
- On-site analysis of the printroom workflow

Results

- Presentation of findings, recommendations and business case
- Discuss next steps



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