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CIOReview 20 MOST PROMISING HP SOLUTION PROVIDERS 2014

## 20 Most Promising HP Solution Providers

HP's service offerings span most facets of an IT environment, including data centers, storage systems, enterprise software, communications networks, desktop computers, mobile devices and printers. Also, their Strategic IT Advisory Services offers guidance for cloud computing, enterprise architecture and service management. With these increasing products and services, CIOs find it extremely challenging to navigate the complex and fragmented HP landscape while looking for services that best suit them. This is where a host of partner companies help them with selection, implementation, and support. Their technology services support portfolio, address the organizations' needs to take full advantage of technology to drive businesses.

Partnering with HP, the solution providers offer business and technology consulting services to organizations and government agencies worldwide.

They focus on helping organizations improve their IT operations and transition to new technologies, such as virtualization, cloud computing and converged infrastructure.

To help CTOs, CIOs, and CEOs find the right HP Solution Provider for their enterprises, our selection panel has evaluated hundreds of HP Solution Providers that own innovative technologies, methodologies and outstanding customer service in this space. They support CIOs to build their IT strategy to align directly with that of the business and innovate in their industries with business services powered by technology.

In our selection, we looked at the vendor's capability to fulfill the burning need of cost-effective and flexible solutions to that add value to the complex HP landscape. We present to you CIO Review's 20 Most Promising HP Solution Providers, 2014.

### Company:

Infolaser

### Key Person:

Marc Joly  
VP Strategic Business  
Development

### Website:

infolaser.com

### Description:

A managed document services solutions provider partnering with HP to deliver a better customer experience



Marc Joly

## Infolaser From Managed Print Services to Managing the Document Lifecycle

Headquartered in Montreal, Canada, Infolaser specializes in providing enterprises with the best business practices in Managed Print Services (MPS) and document management across North America. The company offers MPS solutions as an independent expert. Through these services, Infolaser drastically brings down direct and indirect costs associated with managing the print fleet and document workflow in an enterprise.

Gartner mentions that amongst the top CIO priorities for 2014 were security and improving efficiency (workflow).

Marc Joly, VP, Strategic Business Development at Infolaser, confirms: "Although document printing and imaging projects are often not a top priority in enterprises it is a necessary first step in the process of managing the documents. The output and management on average equals 3 percent of a company's annual revenue."

Many companies are trying to control the printing and imaging costs by either reducing the number of devices or direct costs. However, over 90 percent of the document costs are above and beyond the hardware, support and supplies costs. "So there are exponential savings that can be achieved by streamlining document and business processes," notes Joly.

This is best mirrored in their work with the Canadian Automobile Association of South Central Ontario (CAASCO). Infolaser assisted the client in completely refreshing their printing and imaging fleet while generating significant green savings, which was important to CAA. For example, the power consumption was measured before and after and Infolaser managed to reduce the power consumption by 138,000 kilowatt hours which saved the client \$15,000 annually.

Also, they addressed the security issue by integrating a secure pull printing solution that has resulted in an annual paper savings of over 400,000 pages.

Infolaser's vision with managed print services is to help their clients optimize their whole document lifecycle. The first steps in this cycle

“There are exponential savings that can be achieved by streamlining documents and business processes,”

is to measure and manage the document output, then assess the customer's current situation to have a clear view of their assets, costs involved and challenges to overcome. Then they can begin to address the workflow aspects and measure the overall impact.

Being a strategic partner to HP for over 15 years, the company has evolved from simple supplies fulfillment and hardware sales to print solutions and document management software and solutions.

Infolaser is an HP Document Solutions Specialist (DSS) partner—the highest level of recognition and certification for a printing and imaging partner. The professional team, including industrial engineers at Infolaser, is qualified and trained by HP to deliver an entire portfolio of commercial imaging and printing products, along with integrating document management software solutions, such as security, mobility, and workflow management. "We lead with HP technology because of their reliability and open architecture (EXP and FutureSmart) that facilitates software and solution integration," comments Joly.

Looking ahead, Infolaser is always looking for new and innovative ways to help companies manage their document lifecycle. The company is ready to further expand in North America and also continue to improve the customers' end user experience while reducing costs and environmental impact. "Our objective is to become the premier MDS (Managed Document Services) provider in Canada catering to the specific needs of our customers," concludes Joly.