



Challenge

When First National Denver — formerly Mile High Banks — sat down with Frontier Business Products, nearly every employee had their own desktop printer and had grown accustomed to that norm. During the initial walk through, employees hovered and expressed their need to retain individual desktop printers. Unfortunately, those desires were at odds with First National's desired goal to reduce costs at all levels. Though First National Denver encouraged FBP to, "just sell them some new black and white copiers". Frontier stood by their commitment, "Big Enough to Serve. Small

Enough to Care", by selling First National Denver the best solution for their business.

During discussions with key operators and department heads key facts were uncovered:

- Color print jobs were primarily outsourced to a 3rd-party
- Many coveted desktop printers were old, broken, expensive to operate, and produced poor image quality
- Print volume was a relative unknown



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Success Story of First National Denver

Action

Frontier Business Products introduced their Methodology Framework and the importance of a Project Lifecycle including Discovery, Design, Implementation, Support and Planning.

Frontier then completed a mapping of current state of print devices versus proposed state by doing individual walk-

throughs at each location. This mapping allowed First National Denver to see first-hand where inefficiencies existed.

After performing a full print study analysis and following up with end users, Frontier provided the ideal solution for the results First National was looking for.

Result

Frontier Business Products provided First National Denver with a strategic solution that provided the following benefits:

- 74% decrease in desktop printers
- 10% decrease in MFDs
- Improved efficiency by replacing outdated B/W MFDs with Color MFDs
- Reduced printing costs by 23%
- After equipment training, Reduced monthly page printing by 12%
- Ongoing printing cost knowledge via print management solution



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