CASE STUDY

REALE GROUP

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Environmental sustainability, costs reduction, ease of installation and use at the base of PaperCut MF choice

Reale Group is an international Group operating in Italy and Spain through the parent company Reale Mutua di Assicurazioni, the largest Italian insurance company in the form of mutual funds.

Reale Group offers its proposition in the insurance, banking, real estate and services sectors, protecting over 3 million and 800 thousand policyholders. With more than 3,100 employees in Italy and Spain, Reale Group has a solidity among the highest in the market, as evidenced by a solvency ratio of 265% (Solvency II).

In the Group operates Reale ITES (Information Technology Engineering Services), a company founded in January 2015 that acts as a center of expertise specialized in IT services and whose goal is to create a single IT platform and exploit all those synergies that are necessary for Reale Group.

The mission of Reale ITES is to improve information processes, to provide simple and quick operational capabilities, to increase efficiency and efficacy of processes, to provide an excellent product to the end customer and an additional competitive element to the Group.

In summary…

NEEDS

- pursue a careful approach to the criteria of environmental sustainability (ISO14001)
- reduce printing costs
- organize a correct multifunction devices distribution according to the actual uses
- manage printing processes through a simple solution
- ensure secure print release

SOLUTION

- PaperCut MF 4.000 users, site server, about 200 Emb for HP multifunction devices in 3 different offices
- multicard NFC card readers

BENEFITS

- simple installation and configuration
- great user experience for the end users
- monitoring of the actual uses in function to optimize the distribution of multifunction devices in the different areas/offices of the Group
- document protection

The need

The remarkable sensitivity of the Reale Group for the environmental impacts of processes and activities (confirmed by the ISO14001 certification of the Group companies), the need to reduce costs, to improve control over the printing processes and optimize the organization of the activities , were the main reasons that led the company to turn to the market to find a best-in-class printing management solution.

The software would have had the task of managing the approximately 200 HP multifunction devices distributed in two offices in Turin and one in Milan. Among the requirements strongly sought in the solution to be adopted there were the simplicity of implementation, configuration and use for the end users.

The solution

The selection process involved three different areas of the company: Reale ITES, for the technological assessment, the Purchasing Office, for the economic components and, finally, the Organization Office for the control of the impacts on user experience.

Among the three solutions taken into consideration, there was a convergence on PaperCut MF which, based on the evaluation expressed by the three areas involved in the decision, obtained the best scores in terms of performance, cost and user experience.
"One of the features that was particularly appreciated was that of the simplicity of the software, both in terms of installation and configuration activities, and as an impact on users", explains Paolo Varvello, of ITES Technological Solution Delivery area.

The phase of the print management solution implementation, including the features to ensure the secure print release and therefore the protection of printed documents, was managed by Glocal Value, PaperCut's Authorized Solution Center for Italy and Switzerland (Italian speaking).
"We received a very high level and extremely fast support from Glocal Value that was responsible for implementing the card readers over the multifunction devices and for configuring the whole platform" says Varvello.
This timely intervention was confirmed even when Reale Group moved its Turin headquarters in a new building, with the consequent transfer and reconfiguration of the multifunction devices.

The choice of Reale Group was not to set print quotas or limits of use but to exploit the information generated by PaperCut MF (displayed in clear and immediate reports) as an element to evaluate, depending on the effective printing volumes, the adequacy and correct distribution of the devices installed in the various offices. The availability of such data was considered a crucial element to define any reorganization to the advantage of the real needs of users and of the Group as a whole.