

Instock leads Weston & Sampson to savings with the HP Designjet T7100



At a glance

Industry: Architecture, Engineering & GIS

Business name: Weston & Sampson

Headquarters: Peabody, MA, USA

Website: westonandsampson.com

Weston & Sampson
environmental/infrastructure consultants

Business name: Instock Design Supply, Inc.

Headquarters: Mansfield, MA, USA

Website: instockdesign.com

IN-STOCK
Design Supply, Inc.


Challenge

- Weston & Sampson needed to replace its in-house print service agreement with high-quality printers it would own in-house without running up operational costs.
- Producing as much as 30,000 ft² of printed volume per month, the firm needed high-speed printers it could rely on to meet tight deadlines.

Solution

- Instock Design Supply led Weston & Sampson to purchase three HP Designjet T7100 Printers, innovative digital printers that run a variety of substrates in both monochrome and colour with true cost-effectiveness.

Results

- Weston & Sampson prints up to four A1/D-size pages per minute and successfully keeps up with its demanding production schedule for architectural drawings, utility designs, CAD line drawings, and other civil engineering documents.
- The firm maintains its rigorous production schedule and transitions to the all-HP printing environment without any interruptions.
- Owning rather than leasing its printing technologies, Weston & Sampson projects that it will save up to \$65,000 per year, and return a former business cost back to the company.

“We realised that the HP Designjet T7100 Printer would allow us to capture a lot of the revenue we were paying out to this in-plant service provider and keep it in-house and, in turn, reduce our operating costs.”

– Richard Spurr, CADD manager, Weston & Sampson

When Joe Astuccio of Instock Design Supply and Richard Spurr, CADD manager at Weston & Sampson, first met in the early 1990s, they were little more than co-members of the New England Design Drafting Manager’s Association. Today, thanks to innovations in HP wide-format digital printing technology, they have a business relationship that shows how fresh thinking can generate savings.

Weston & Sampson, a Peabody, Massachusetts-based consulting firm with expertise in environmental and infrastructural design, had long been dependent on what most firms in its industry use to satisfy their printing needs: an in-plant service provider. The provider took care of all print-related equipment, supplies, and service – but at no small price. Costs accrued on a per-click or per-square-foot basis. So with every architectural drawing or utility design that went out the door, Weston & Sampson also sent a share of its revenue.

In early 2012, the company rethought its print environment, with speed and colour as core considerations. Historically, leased monochrome light-emitting diode (LED) printers were the industry standard, while colour print jobs were sent off to costly print shops. Today, things have changed. Armed with new wide-format HP digital printing technology, Instock helped Weston & Sampson purchase three HP Designjet T7100 Printers and five HP Designjet T2300 Printers that now easily cover its major printing needs – at a lower total cost and at speeds equal to or better than LED printing.

The need for speed leads to HP Designjets

In an average month, Weston & Sampson’s production offices print between 24,000 and 30,000 square feet of architectural drawings, maps, building plans, and other civil engineering documents. To keep pace with this heavy workload, the firm requires fast printers. With the ability to print up to four A1/D-size prints per minute – in colour – the HP Designjet T7100 Printer easily fills the need.

Spurr notes how valuable this is for the firm: “With utility design, I can now easily print with colour-coded mapping. To be able to look at a colour drawing makes it so much easier to know what’s going on in an engineering context.” Many of the firm’s drawings are used for official, civic purposes – which means they require on-time submittal and extensive review. Fast colour printing from the HP Designjet T7100 Printer enables the consultants at Weston & Sampson to satisfy an expectant clientele with timely, top-quality plans and drawings.

A game-changing printer

The HP Designjet T7100 Printer has widened Weston & Sampson’s printing horizon. In addition to colour printing, which was a major expense under its former lease arrangement, the printer also offers the firm several advantages, beginning with professional quality.

“Not only is the line work very crisp on CAD drawings,” Spurr observes, “but when our GIS guys create full bleed prints with colour graphics, they are blown away by the richness and accuracy.”

Indeed, a key reason why Astuccio recommends the HP Designjet T7100 Printer to firms like Weston & Sampson is that, “You can show off your work in presentation pieces and also create everyday CAD drawings to mark up and throw away.” Depending on the client and project, print jobs can serve many different applications. And the consulting firm has been pleased with how the HP Designjet T7100 prints so cleanly on a wide range of media – from bond and Mylar® products to clear film and photo paper.



Besides top printing quality, the HP Designjet T7100 Printer allows for outstanding productivity. Right out of the box, the HP Designjet T7100 Printer has two standard media rolls, with an option to upgrade with a third. Capable of holding up to 500 linear feet per roll, this offers users as much as 1,500 feet of media to print from at any time. Additionally, the embedded web server makes it easy to monitor and manage the printer through familiar web interfaces. “In a production environment that’s what you want: less operator intervention, less loading of inks and papers,” says Astuccio.

Spurr and Astuccio agree that the HP Designjet T7100 Printer is virtually “bulletproof.” Indeed, it was the printer’s reliability and ease of use that assured Weston & Sampson it could make the transition to an all-HP printing environment without any hitches. “From printhead changes to maintenance cartridges, the T7100 is very straightforward,” Spurr says. “You go through the panel, press the button, pop it in – and you’re good to go!”

From cost centre to cost saver

But why was the HP Designjet T7100 Printer truly a net win for Weston & Sampson? Not just because it covered the firm’s printing needs. It also turned a cost-intensive area of the business into a new way to reduce overhead costs.

Spurr crunched the numbers by comparing the cost of equipment, supplies, and maintenance under the lease agreement with the same costs under in-house ownership. The result was remarkable. “We could own this stuff – and even reduce the cost of our printing!” he observes. Because the HP Designjet T7100 Printer can match LED on the cost of monochrome – reducing per-square-foot costs from 45 cents to as little as 2 cents – Weston & Sampson’s decision suddenly became very simple: go where the value is.

Today, the consulting firm expects to save as much as \$65,000 per year by no longer paying a share of its revenue to the dealer on a cost-per-click basis. “We realised that the HP Designjet T7100 Printer would allow us to capture a lot of the revenue we were paying out to this in-plant service provider and keep it in-house and, in turn, reduce our operating costs,” Spurr notes. “The costs we save become a self-sustaining fund for our print environment for equipment purchases, maintenance, and supplies.”

Astuccio is elated by this development. “The larger and the more volume Weston & Sampson prints, the more money they save. It’s amazing, I’ve been waiting 25 years for this!”

It’s a bright picture going forward for Weston & Sampson – with all printing needs met and a stronger bottom line thanks to its partnership with Instock and the HP Designjet T7100 Printer.

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