

Karlson and BPP commit to reducing company waste and improve operational efficiency

BPP is Europe's largest specialist professional education and trainer provider. Over the last 8 years, they have been working with the team at Karlson UK to improve their managed print services. With 30 relatively autonomous sites across the UK, BPP had found it hard to contain a proliferation of different devices. Print volumes were believed to be over 8 million copies per quarter and there was widespread acknowledgement that cultural, as well as operational changes, would be necessary to bring this volume down. Thanks to the help of Karlson, we've created a much more transparent contract approach and model which could orientate the business towards permanently printing less overall.

[see more](#)

Thanks to Karlson's involvement, BPP are now taking advantage of Equitrac software which provides unparalleled insight into the way they print and copy across the business. All desktop printers were upgraded with follow-me secure print devices so that print volumes across the business are now visible and measurable. By allowing the company to see more of the previously unknown, savings the company can continue to be made.

Additionally, we opened up the opportunity to integrate rules-based printing on each site, ensuring larger print jobs were directed to suitable high-volume, low-cost devices. Thanks to the integral management of the printing process and the ability to see supply levels more in-depth, Karlson were able to directly deliver paper and toner on a just-in-time basis to reduce the overstocking of supplies.



share more

We share more with our customers than anyone else in the industry, working together to create a more efficient workplace. With BPP, we used programme savings to invest in a quality document management solution resulting in BPP's entire accounts payable process becoming 100% paperless. By taking advantage of new software, information is now more easily shared, as the need to print and then rescan a document back into the system has been eliminated.

secure more

By upgrading all desktop printer to secure follow-me print devices, we were able to increase the security of the print network, reducing the risk of cyberattacks.

“We were able to build a collaborative partnership with Karlson. They were objective advisors when it came to recommending the best technology to assist us in reducing our usage of paper, toner and energy. The desire to continue to improve our efforts mid-contract came as much from the success of their initial work as from other business considerations. For these reasons I would recommend them to any business.”

William Etchell - Financial Director BPP

save more

Initially, Karlson carried out a comprehensive audit of BPP's managed printing estate. The findings were then compared to a range of internal management information to determine what overall savings could be possible, which were calculated to be well over £100k a year. We worked to reduce print devices from 331 to 176, reduced was from unwanted print jobs by implementing a PIN-release function which now sees 7.3% of jobs either deleted or expired without printing – representing a saving of over 90,000 pages per month. And thanks to the implementation of duplex printing now approximately 75% of all print jobs print on both sides, reducing process and supply cost.

Though long-term contracts are not unusual in the industry, Karlson's flexible approach to contract terms in order to reach the best possible results is. By initiating contract discussions so early in their relationship BPP were asking Karlson to do something which is almost unheralded in the industry. We embraced BPP's request in a very positive fashion and the discussions have resulted in a new five-year solution which represents a very radical and innovative step forward in the managed print marketplace, helping to save more than initially forecast.