

Case study

Atlantic Constructors produces sharp, large-format prints in an instant



HP PageWide XL 5000 Multifunction Printers enable fast, reliable color printing, saving \$40k per year

Challenge

- Increase production speed and reduce color print costs
- Free up floor space by consolidating large-format print and scanning

Solution

- Invested in two HP PageWide XL 5000 Multifunction Printers which can produce color prints at much lower costs and much higher speeds

Results

- Annual printer leasing and service charges have reduced by \$40k
- Marketing jobs have moved in-house, supporting further savings each month
- HP PageWide XL 5000 Multifunction Printers can produce full color, large-format prints from a cold start in a single minute
- Dramatically reduced print costs and increased in-house printing allow Atlantic to pass the savings on to its customers and potential clients, making it more competitive



“HP has been very helpful and has a great grasp of our business and what we need to produce. It has helped us become more competitive by considerably reducing our overhead costs.”

— Robert Glover, BIM Coordinator, Atlantic Constructors, Inc.



When Atlantic Constructors, Inc. wanted to increase production speed and free up floor space, it decided to consolidate its print and scanning capabilities. Following careful consideration, the company decided to deploy HP PageWide XL 5000 Multifunction Printers, which produce hundreds of full color prints per day, for use at building sites and for marketing materials and promotions.



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“In terms of getting things done accurately and quickly, you cannot fault the HP PageWide XL 5000. It is reliable and headache-free, which makes my life easier.”

— Robert Glover, BIM Coordinator, Atlantic Constructors, Inc.

Industry:

Architecture, Engineering & GIS; Construction

Company name:

Atlantic Constructors, Inc.

Location:

USA

HP equipment:

2 x HP PageWide XL 5000 Multifunction Printer

Website:

acibuilds.com

Challenge

Saving space with consolidated printing and scanning

Based in Richmond, Virginia, Atlantic Constructors, Inc. is an award-winning commercial and industrial contractor. The company draws on the strength of the region's leading mechanical and industrial craftsmen to provide customers with a variety of high-quality design, fabrication, installation and maintenance solutions for their projects and facilities. With over 580 employees, its broad mix of self-performed services ensure projects are delivered on time and on budget.

Physical drawings are critical to the construction of every building, which means the ability to produce prints quickly and accurately is vital to the success of each project. Atlantic Constructors had been using two bulky large-format printers and a scanner in its head office. A desire to create more flexible working space led it to reconsider its print capability.

“We were redesigning the print room to include some flex-office space and saw the opportunity to consolidate our print and scanning functionality while reducing print costs and improving speed,” explains Robert Glover, BIM Coordinator, Atlantic Constructors, Inc. “Although sharing information digitally is increasingly popular, it is also vital to have accurate large-format prints available.”

Glover reached out to several vendors for evaluation. His key criteria were speed, print quality, multi-functionality, reliability and experience. Based on these factors, he selected the HP PageWide XL 5000 Multifunction Printer (MFP).

“From a technical specification perspective, HP was the clear front-runner while also competing on price,” adds Glover. “It would also enable us to free up a lot of floor space and lower our print costs.”

Solution

Versatility, speed and quality

The HP PageWide XL 5000 MFP produces mono and color prints at speeds up to 50%¹ faster and at 30%² lower cost. Importantly, the color cost per page is significantly lower, meaning that accurate plans and maps can be printed in color.

“Color-coding our plans makes a big difference as they become instantly more understandable, particularly for non-native English speakers,” continues Glover.

“Pipework, which is our specialty, can be incredibly complex, so differentiating different systems using color is immensely helpful.”

The printer's intuitive touchscreen, in combination with BlueBeam software, makes it simple to use, while added scanning functionality removes the need for another machine. Service and support is provided by local HP Partner, RPG, although so far, the HP PageWide XL 5000 MFP has proven remarkably reliable.

“Automatic service calls and ink ordering mean that I don't have to babysit the printer, which frees up my team's time,” says Glover. “At the same time, the dual ink tank means that I always have backup ink if it does run out. That keeps uptime at a maximum.”

Results

Increased productivity at lower costs

Atlantic Constructors has made significant cost savings since deploying two HP PageWide XL 5000 MFPs. In terms of leasing and service costs, Glover estimates \$40k in savings each year. That doesn't even take into account the benefits of speeding up the in-house large-format color printing.

The marketing department loves the variety of substrates available for the HP PageWide XL, enabling it to produce long-lasting full color posters on Polypropylenes and Heavy Matte in minutes.

“With the widest roll, we can print a 36” by 48” full color poster from a cold start within a minute. I've never seen a plotter do that before,” remarks Glover. “That's a huge bonus for productivity because people aren't just hanging around waiting for prints all the time.”

From an onsite perspective, the prints are invaluable to getting the job right the first time. In fact, the HP PageWide XL MFPs have proven so successful that Glover has added an HP DesignJet T930 and an HP DesignJet T730 Printer to the fleet for its downtown office and for on-the-jobsite use respectfully. “Once our current job on the HP DesignJet T730 is completed, we are planning on getting either the HP Rugged Case or the specialized Knaack® DataVault™ 118-HP – a big locking transporter that makes it easy to move it around the building site and protects it from dust and debris.”

Overall, the HP large-format printers are making Atlantic Constructors more competitive. By dramatically reducing print costs, it can pass the savings on to its customers and potential clients. Moreover, it can now produce sharp, vibrant color documents for bids.

“With lower overheads, we can make more competitive bids. We can also walk into presentations with fantastic poster prints and color documents,” concludes Glover. “That gives us confidence and the extra edge we need to lead the market.”

1. Based on internal HP testing on the HP PageWide XL 5000 Printer compared to preparing and printing the job on two different printers (one comparable monochrome mid-volume LED printer for the monochrome pages and one color printer for the color pages). For testing criteria, see hp.com/go/pagewidexlclaims.

2. Production costs savings based on an HP PageWide XL 5000 Multifunction Printer compared with a combination of a mid-volume monochrome LED printer and a mid-volume color production printer (both under \$40,000 USD) as of April, 2015. Production costs consist of supplies and service costs, printer energy costs, and operator costs. For testing criteria, see hp.com/go/pagewidexlclaims.



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