



Sponsored by:
LRS

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Business Value Highlights

492%

Average five-year ROI

10 Month

Breakeven period

41%

More efficient print management

80%

Less printer user support

99%

Less unplanned printer downtime

\$33,780

Average annual business benefits per 100 LRS managed printers

EXECUTIVE SUMMARY

The acceptance and rapid proliferation of virtual, mobile, and cloud computing in the enterprise are driving the need for business users to create, access, and share information across multiple device types — including smartphones, tablets, and thin/zero-client terminals — in real time regardless of location. One of the more surprising ways to deliver increased business value from these rapidly growing activities is optimizing the printing and distribution of documents. IT organizations will increasingly look for simplified ways to capture, store, secure, and efficiently distribute documents across the enterprise's expanding fleet of hardware and software platforms in order to more fully capitalize on modern technology adoptions, streamline business processes, and help reduce operational costs.

Today, more than ever, IT executives and managers are looking for ways to lower costs while delivering business productivity benefits to the enterprise. Likewise, holistic output management solutions bring forth advanced document delivery features and functions that can help achieve these imperatives. For instance, automated document delivery capabilities enable IT organizations to achieve significant operational savings, optimize business processes, modernize legacy applications, renovate core infrastructure, and embrace digital transformation efforts.

To that end, in fall 2015, IDC interviewed 13 organizations that use LRS Enterprise Output Management (LRS EOM) software to support their printing and document delivery requirements. IDC found that these organizations are achieving considerable value through automating and consolidating their printer operations and efficiently delivering documents with LRS EOM software solutions. As a result, IDC projects that these LRS customers will achieve an average five-year return on investment (ROI) of 492% and will break even on their LRS EOM investment in 10 months by:

- » **Ensuring print reliability.** LRS EOM makes print environments more robust and reliable, meaning that printer downtime and outages have a much lesser impact on user productivity and business operations.
- » **Realizing management and support efficiencies.** LRS EOM enables centralized print management and support as well as the effective correlation between print-related problems and business applications, which saves IT staff time to manage and support print environments while increasing business user productivity. Without a product such as LRS EOM, IT staff often struggles in determining the exact failure point between content generation and delivery to the target destination.
- » **Reducing print-related costs.** LRS EOM provides visibility into print environments that organizations can use to optimize costs, and fewer print servers are required as a result of its high performance and scalability.
- » **Improving user productivity through functionality and reliability.** LRS EOM features create new opportunities for organizations to enable printing to support their employees and business operations in addition to increasing the agility of their print infrastructure through standardization and simplification.