

U.S. Venture

www.usventure.com



A 50+ year-old family-owned company with a history of innovation and leadership in the petroleum distribution market found a better way to improve security, reduce costs, and gain efficiencies by adding secure print functionality to their fleet of printers.

The Challenge

U.S. Venture has a history of finding unconventional solutions for its customers within the markets it serves and they also look for unconventional solutions from their business partners in order to retain their leadership position. And for office technology and efficiency, they needed to look no further than MBM.



As the move to a new headquarters facility was being planned, it became apparent that U.S. Venture could potentially eliminate a number of personal printers that managers were using for the purposes of printing sensitive documents, including performance reviews and financial statements. When Chief Information Officer Mark Duening approached MBM with this challenge he expressed his concern that although he wanted to eliminate the expense of these printers, he didn't want to do it at the expense of employees' convenience. In addition to reducing costs, the company also had a desire to create a more cross-functional and collaborative environment within their new facility. To do that, they knew they would need

to create an environment that promoted efficiency even when employees weren't working in their regular work spaces.

The Solution

Constructing a state-of-the-art headquarters facility and merging several business divisions into a brand new location would make a lot of companies stave off any additional changes, but that's not how U.S. Venture operates. Instead these changes only served as a catalyst. With six existing multi-functional devices on their way to their new destination, MBM implemented a solution for U.S. Venture that allows employees to swipe their employee ID card at whatever printer is most convenient to them, thus releasing the print job from its queue and retrieve the document immediately, providing the utmost in both security and convenience.

"U.S. Venture needed an easy and secure way to print without having printers on every desk. MBM provided a solution tied to our employee badge system. Now we have a simple and secure solution that uses resources wisely. A true win-win!"

Mark Duening
Chief Information Officer

Because all U. S. Venture employees have their own employee ID card, the solution also provided U. S. Venture with powerful information gathering relative to the company's document printing demands to help them make better business decisions going forward. The functionality allows U. S. venture to track individual print volumes and peak usage times. Additionally, the company has the ability to establish 'rules-based printing' for each of their devices which would prompt the user with a message indicating that based on their document's properties, the system is routing it to a device that is the most economical.

The Results

The solution resulted in the removal of almost thirty personal printers, saving the company thousands of dollars in both supply cost and maintenance. But it is the added flexibility that employees have of being able to manage their print jobs more efficiently — printing when and where it makes sense that really demonstrates the solution's value. Even a year after their new headquarters has been completed, U. S. Venture continues to receive accolades for meeting the needs of employees, satisfying Gold LEED standards, and reflecting an environmentally focused culture in their building project. MBM's solution provides yet another inspiring example that even small innovations can make a big difference.



A Xerox Company