

Consolidation of Print Management Devices and support can provide significant cost savings for end users in a tight economy. While reduction of Print Devices along with outsourcing of ownership thru leases can provide savings, other factors must be considered for additional savings for your enterprise. This DOD Proposal will address those issues including Toner Savings, Print Policy, Department Charge-Back and Security with software that is agnostic to any manufacturers Devices. Typical ROI is 6-9 Months

DOD Budgetary Proposal for Reducing Printing Costs without sacrificing Quality FY2026.

Best Practices with ROI.

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1.0 INTRODUCTION

According to IDC Research, in most organizations, printers, fax machines, and scanners seem to magically multiply without human intervention. Although organizations often do not count the cost, the amount of money they spend servicing aging or underutilized equipment is both astounding and environmentally taxing. ¹

Business process professionals have a significant opportunity to cut costs, fill gaps in compliance and security, and make a tangible impact on environmental sustainability. This can be achieved by taking a hard look at how organizations use office devices.

Suggestions include:

- eliminating redundant or dated equipment,
- installing multifunction peripherals (MFPs) to replace single-purpose devices
- implementing central management and accountability
- Revised business process can save substantial financial resources and become highly empowered and resourceful operatives.

Enterprises might have addressed the issues identified in the IDC Research Paper on MPF Refresh however, Deployment of additional Software adds another layer of cost savings that is not achieved by just reducing the number of print devices or making the devices MFD's.

¹ IDC Research paper

COST SAVINGS ON PRINTING

BUSINESS PROBLEM: Printing Costs

Gas ranges from \$3.35 per Gallon in Pennsylvania to \$5.65 per Gallon in California. Energy costs are rising quickly, which impacts on our costs of manufacturing and selling prices to our end customers.

IT is constantly looking for cost savings through technology and efficiency trying to get more done with the same amount of money as last year's budget.

But prices keep going up.

Do you know what the most expensive item is per gallon? Gas is \$5.65 in California... Starbucks Grande Latte is \$101.33/gallon... toner ink for printers is \$9,600.00 per gallon.

BUSINESS SOLUTION: Toner Savings Technology and Policies.

The Toner Saving Policy for [Blueprint Enterprise](#) provides an opportunity for companies to achieve significant cost savings by reducing overall toner usage. Spending on consumables is inevitable, but with this technology, Companies can manage the rate at which they consume toner to extend the yield on typical cartridges and thus reduce toner spend and usage without compromising print quality.

- Define the level of toner savings you want, and it will be automatically applied to every job!
- Tailor unique toner saving rules for a specific group, number of groups, and enabled or disabled on specific applications.

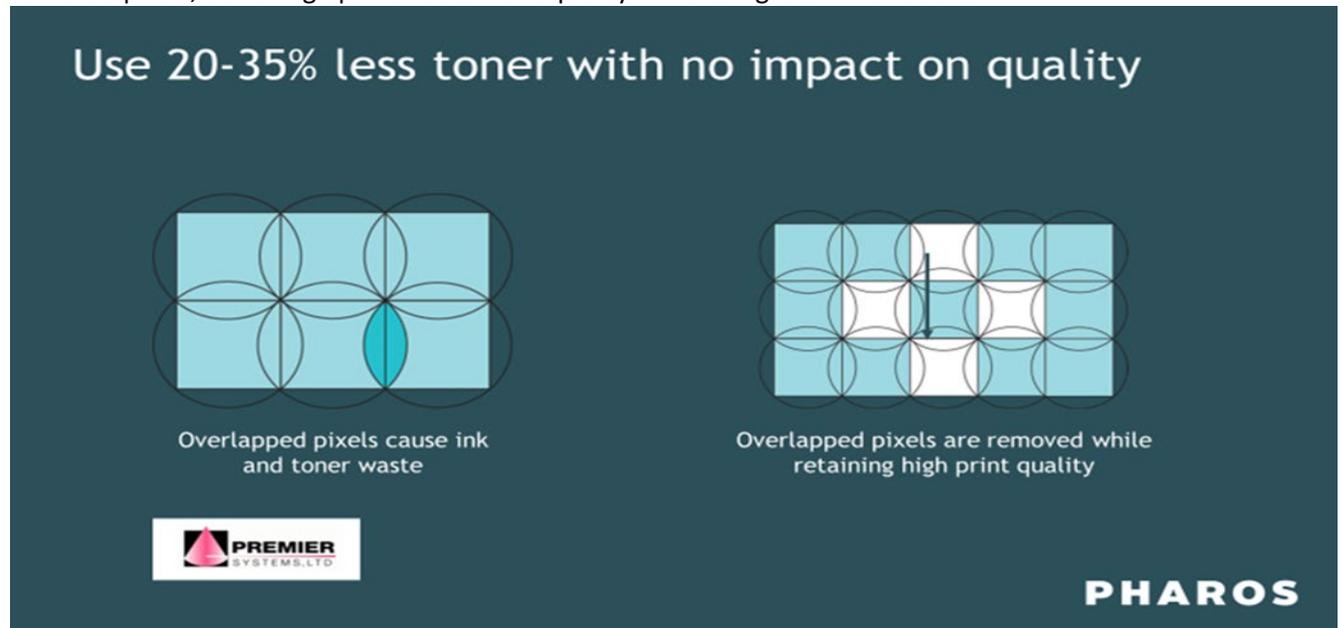
Gain insight into ink and toner consumption and savings with Blueprint reports!

How does it work?

Pixel-Optimizer™

To describe data (text, photos, and illustrations), computer screens use square pixels, and printers use round dots. To compensate for the square pixels used on computer screens, a printer will overlap pixels to cover the entire printed area, which creates toner and ink overuse. Essentially, overlapped areas receive twice the amount of ink or toner.

Pixel Optimizer identifies where over-lapping occurs and intelligently removes the effected pixels. Because print dots increase in size once placed on paper (a printing phenomenon called “Dot Gain”), excess toner/ ink from adjacent pixels left on the page spread into the spaces left behind by the removed pixels, achieving optimal document quality while using less ink and toner.



Use 20-35% less toner with no impact on quality

Overlapped pixels cause ink and toner waste

Overlapped pixels are removed while retaining high print quality

 **PHAROS**

Elements-Identifier™

To reduce overall ink and toner usage, three common strategies used by printers with “draft mode” settings include:

1. Changing the print resolution from 600 dpi (dots-per-inch) to 300 dpi,
2. Reducing density levels, or
3. Changing the color from black to gray.

The result is a much lighter printout due to the way in which toner was applied to the page. They apply a “one setting fits all” approach; however, text, pictures, and illustrations are all affected differently when pixels are manipulated. Ink saving techniques that work for text can result in noticeable quality degradation on photos and illustrations.

Because a uniform approach to toner reduction does not yield acceptable results, the Elements Identifier Technology within the Blueprint Enterprise Toner Saving Policy applies different pixel removal techniques to different elements on a page with cost saving without reduced print quality for pictures or print copy.

Image saving level 20%.

HEALTH TODAY
Department Newsletter

Brought to you by the X-ray, CT, Ultrasound and MRI Department

TOP STORY

What is an MRI? Magnetic resonance imaging (MRI) is a process that uses radiofrequency waves and a magnetic field to produce remarkably detailed pictures of internal organs and tissues. It requires special equipment and technicians with special expertise. An MRI scan does not involve X-rays and allows evaluation of some body structures that may not be as visible with other imaging methods. MRI makes it possible to diagnose a broad range of conditions including cancer, heart and vascular disease, stroke, and joint and musculoskeletal disorders.

Better equipment means better patient care. As part of ongoing efforts to improve patient care, the Imaging Department has replaced its on-site analog film mammography units with two new Graphica HD Component digital mammography systems. Patients may actually receive a lower radiographic dose per visit than with analog equipment, and Graphica has managed to increase clarity without increasing the dosage. Naturally, better images translate into better patient care with earlier detection of health issues.

If you have been scheduled for an MRI, you should be prepared to discuss these issues with the MRI technologist:

- The strong magnetic field used for MRI will pull on any magnetic metal object. MRI staff will ask whether you have a prosthetic hip, heart pacemaker, infusion catheter, intrauterine device, or any metal plates, pins, screws or surgical staples in your body.
- Tattoos and permanent eyeliner may also create a problem.
- Tooth fillings and braces usually are not affected by the magnetic field but they may distort images of the facial area or brain.
- You will be asked to remove anything that might degrade MRI images of the head, neck, or jaw.
- If you might mention...

Claustrophobia. Only one in 20 patients will require medication to reduce the anxiety associated with claustrophobia.

Annual check ups are important. Every year, more than a million Americans are diagnosed with cancer. Which is another way of saying: *It can happen to you.*

Print Savings 35%

Companies can save between 30% -50% of \$9600.00 per gallon with typical ROIs of 4 to 6 months.

Savings Make a BIG Difference

The case of the disappearing ink

Printer ink may be one of the most expensive liquids you buy.



Based on prices the week of June 10, 2013, here's what you can get for around the same price as a gallon of ink . . .



Sources: <http://bit.ly/USAB0q> / <http://bit.ly/16qzTr> / <http://1.usa.gov/TcO7d>
Milk icon by Jeff Seewers, Gas can icon by Mitchell Geers, from The Noun Project

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3

Our Core Objective

Our purpose as an organization is to assist customers in achieving results that are measurable while reducing their cost of print. One of our goals is to enable personnel the ability to “make every print an intelligent decision.”

We operate under the belief that “printers don’t print, people do.” By providing the software tools and guidance we can help moderate and change behavior that changes what is printed, where it is printed and how documents are printed.

To our objective we first gain a thorough understanding of your enterprise print environment by assessing your current state. We are building a plan to determine how we can reduce the volume of print and print less expensively. We provide data that informs management of what devices can be consolidated as well as ensure that we keep all data proprietary. We do this by monitoring every device that users print to; local, networked and IP direct connected devices. We track activity on all devices back to the user level. Unlike other MPS Software vendors we concentrate on the end-user. It goes back to our philosophy and belief that we can alter the behavior of a user from the belief that all print is free and that they are entitled to print everything. Our purpose is to enlighten users on how to help cut costs and save money, which provides great funding resources for an Agency to spend on their core needs and operations, not print.

6 ways Premier Systems Creates Savings with Pharos Software

1. **Print/Copy Tracking and Accounting/Reports (understand what you have and set benchmarks)**

Pharos Blueprint Enterprise, the industry-leading Enterprise Print Management and Optimization software is easy-to-implement, manage, and customize so that the customer will understand exactly what is being spent on fleet output across the entire enterprise, and to then turn that knowledge into significant and measurable savings. Blueprint Enterprise will aid end-user compliance with the customer's guidelines by allowing Premier Systems on-site associates to:

- Discover and locate print devices on an on-going basis!
- Create and then maintain an operational baseline profile of the printing environment, including metrics and dashboard reporting on key cost-savings initiatives!
- Determine and then manage the level of asset optimization and utilization!
- Report on under-utilized/over-utilized devices so that they can be re-allocated or eliminated.
- Determine total print and copy accounting costs, as well as cost-savings scenarios!
- Measure optimization results!
- Transfer print accountability and authentication to the employee level!
- Enable departmental chargeback functionality (aligning with whatever approach is established and agreed to in the overall strategy)

2. **Reports**

Management Summaries:

- Management Dashboard: Summary of Key Performance Metrics, Volumes by Category and Function, Volumes by Device Connectivity and Type, Volumes by Manufacturer, and other summary tables.
- Management Trends – Output Produced On: Shows trends for print out volumes and costs. These include locally attached printer usage and costs, network-based device usage and costs, and usage by type of network device.
- Management Trends – Type of Output Produced: Shows trends for physical output volumes and costs. These include color usage and costs, one-sided usage and costs, and pages per job.

Opportunities:

- Application / Process Opportunities: Shows the top applications based on usage across Enterprise. Also shows the top application based on usage by Budget Center, Position, Building and Manager.
- Color Opportunities: Find the key contributors to color volume in the enterprise, helping to direct further investigation into areas with greatest potential return.
- Device Technology Opportunities: Find the key contributors of volume printed on several types of devices in the enterprise fleet, helping to direct further investigation into areas with greatest potential return.

- One-sided Opportunities: Find the key contributors to one-sided volume in the enterprise, helping to direct further investigation into areas with greatest potential return.
- Policy Violations: Shows the groups that do not adhere to print policies.
- Volume and Cost Opportunities: Break down of volume and cost by the selected grouping.

Activity Summary:

- Application Summary: Shows the usage summary for the top Budget Centers and Positions that use the selected applications. Also shows how usage of these applications is distributed over time.
- Device Summary: Shows a detailed summary of the selected device's activity.
- Employee List and Usage: Shows the employees and their output volumes that are associated with the selected filter.
- Employee Summary: Shows a detailed summary of the selected employees' activity.
- Large Transactions: Shows a detailed summary of all the large transactions (print jobs that exceed the specified number of pages) across the enterprise.
- Policy Violations Summary: Shows the cost and number of policy violations and the one-sided and color volumes. It also shows a summary of users who violated policies.
- Transactions: Full details of transactions associated with the selected filter
- Enterprise – Tracker Health: List of machines with the Tracker installed which, have not recorded a print job for more than the number of days specified.

3. [Policy Print \(Change user behavior\)](#)

The Policy Print application of Pharos Blueprint Enterprise is available to be used to communicate and enforce policies for reigning in printing costs and waste. Specific policies will be defined with strategy design that results from the assessment. Policy Print displays easy-to-understand messages to employees when they submit a print job that is not in line with guidelines. Policy Print helps create a corporate culture of responsible printing by giving employees information and a choice of actions at the most opportune time — before their documents are sent to a printer. Once Policy Print is deployed, every print job is analyzed for compliance with your corporate printing policies. If a job is compliant, it prints just like it does today. If not, Policy Print intervenes via a Pop-Up suggestion, a warning, or a job cancellation notice, depending upon the seriousness of the violation. Users who receive a warning may go ahead and print the job, but only after acknowledging that it is a policy exception that will be logged and reported. Policy print is customizable at the user level.

4. [Secure Release Here – Print Security \(Changing user behavior\)](#)

“*Secure Release Here*” functionality will keep vital information private via secure and confidential printing. *Secure Release Here* provides today’s workforce the ultimate in convenience, flexibility, and security. The confidential printing feature lets users print documents to the device most convenient for them, regardless of where they are located. They have the freedom to print their jobs when they want, and where they want. Jobs are only printed on the device when the users who print them are present to authenticate themselves and pick up the jobs, keeping confidential information protected. *Secure Release Here* has many other benefits

such as eliminating the need for banner pages, for personal printers, for every machine to be fully configured, for every device to be chargeable for less than same day response/repair times and so forth. This will impact on the future design strategy and is a key contributor to waste minimization, security improvement, behavior change and achieving lower prices for correctly featured/sized equipment and related service and supplies being sourced.

5. [Toner Saving Policy – Unique to Pharos \(Reduces costs day 1\)](#)

With Pharos Blueprint Enterprise Toner Saving Policy you can achieve significant cost savings by reducing your organization’s overall toner without compromising print quality. With pixel optimization technology you can identify and remove wasteful pixels. Computer screens use square pixels and printers use round dots. To compensate for the square pixels used on computer screens a printer will overlap pixels to cover the entire printed area, which creates toner and ink overuse. Pixel Optimizer identifies where over-lapping occurs and intelligently removes the effected pixels.

A toner savings profile in Blueprint’s Policy Print screen allows you to simply define the level of toner savings you want, and it will be automatically applied to every job. There are default settings that have been assessed to maximize savings with the option to define your own toner reduction levels for documents text, photos, and illustrations. And because job functions can have different printing and toner output needs, unique printing policies and toner saving rules can be tailored for a specific group, number of groups, and enabled or disabled on specific applications.

6. [Security Print Features](#)

Pharos provides the ability to multi-factor at the device using an RSA token. When a user goes to the printer, they will first tap their badge and second will put in the RSA token number at the device. Secure release function is supported by Pharos’s Blueprint solution and allows for the multi factor authentication on the device panel. The Blueprint solution captures everything available on the device as well as user analytics while providing a secure way to submit print jobs without them being left on the printer for anyone to pick up.

Pharos Preton Print Forensics adds both watermarks and print annotations to every page that is printed. Pharos Print Forensics has an extensive list of benefits that are available to DOD if they wish to use them.

Preton Print Security – Feature Benefits Table

Feature	Description	Benefit
Print Security Extension for DLP	Complements traditional DLP tools by covering print security.	Fills the gap in protecting printed data, preventing up to 27% of data leaks from paper documents.
Active Print Job Monitoring	Monitors all print jobs for sensitive data (PII, legal, financial, classified).	Detects and stops unauthorized print actions before data exposure occurs.
Real-Time Alerts	Sends instant notifications when sensitive content is printed.	Enables immediate response to potential data leaks.
Content Scanning & Control	Scans the actual content of printed documents.	Prevents confidential information from being printed unintentionally or maliciously.
Print Job Archiving	Archives all print jobs in a searchable format.	Provides full audit trail for forensic analysis and compliance reviews.
Regulatory Compliance (GDPR, HIPAA, PCI DSS)	Enforces print policies, tracks print activity, and prevents unauthorized document leaks.	Ensures adherence to compliance regulations and reduces penalty risks.
Insider Threat Mitigation	Tracks and restricts unauthorized print jobs.	Minimizes risk of internal data leaks through print misuse.
Remote Worker Print Security	Controls print jobs from home or remote locations.	Protects data printed outside secure office networks.
User & Department Print Tracking	Tracks print usage by user, department, or organization.	Enhances accountability and visibility into print behavior.
Watermarking & User Annotations	Automatically adds watermarks and user identifiers.	Deters unauthorized sharing and increases traceability of printed documents.
Cost Optimization	Uses print control to reduce toner and ink consumption by up to 50%.	Lowers operational costs while maintaining print quality.
Print Rule Enforcement	Implements detailed rules based on user roles, time, and content.	Ensures only authorized users print sensitive data within approved parameters.
Searchable Print History	Maintains a searchable database of all printed documents.	Simplifies audits, investigations, and compliance reporting.
Deployment Focus	Integrates print security, compliance, and cost control policies.	Offers a unified platform for print management and protection.

Granular Print Content Control	Identifies and blocks prints based on keywords and policies.	Enhances precision in controlling print-related data flow.
Forensic Readiness	Keeps full historical logs and archives for auditing.	Enables post-incident analysis and compliance verification.
Comprehensive Security Coverage	Combines digital DLP and physical print security.	Ensures end-to-end data protection across both digital and printed media.

Print Fleet Optimization (Cost savings)

Premier’s promise is to be an invaluable resource in the service of the increasing desire within many organizations in making every print an intelligent decision. In the three areas of print – the office, internal production/copy centers, and externally sourced we provide the following services:

- Assessment and strategy design
- Implementation and enabling technologies.
- Assess 2-3 typical sites and apply the same matrix to others to determine fleet needs and size.

The key is that we do this from a supplier-neutral, multi-vendor, fact-based, objective perspective. We're in our 20th year of business, enjoying steady growth and serving large organizations worldwide such as AT&T, Bank of America, Banner Health, The Coca-Cola Company, Health Care Services Corp (Blue Cross Blue Shield of IL, TX, OK, and NM), Liberty Mutual, Pfizer and Raytheon, these companies invest substantially in print. We help our customers make every print an intelligent decision, which obliges us to be exceptionally good at what we do. To this end, Pharos is continually developing the broadest possible perspective on what an intelligent printing decision is—and what it takes in products, services and understanding to make such decisions.

Through our independent consulting services, and a promise of vender-neutrality, we help customers achieve an integrated, enterprise-wide print strategy based upon a comprehensive understanding of who is printing, why, how, what, and the price paid for it, wherever print occurs; in the office, with the mobile worker, in the print shop, in the data print and mail operations, or with externally sourced print.

To deliver our assessment and strategy development services, we deploy a four-phase approach grounded in the Six Sigma DMAIC (Define, Measure, Analyze, Improve, and Control) model.

Phase 1, Develop Project Scope Definition – We invest considerable energy to develop a detailed project scope collaboratively. This ensures that the project is in line with your desired outcomes and deliverables at the outset. Once the project is defined and approved, a dedicated team will begin working to collect/validate all relevant data to effectively measure and analyze the current state of the enterprise.

Phase 2, Assess and Validate the Current Operation – We develop a comprehensive understanding of the current environment. Based on Phase 1, we work together to identify key metrics, collect data, participate in in-depth VOC interviews, and document current processes. Statistical analysis and trending are used to ensure that all conclusions drawn are fact-based and provide a solid footing for the development of the optimal enterprise print optimization strategy to maximize overall savings while mitigating risk and providing appropriate contingency measures.

Phase 3, Design and Develop the Optimal Enterprise Output Strategy – This phase uses the data and analysis from Phase 2 and combines it with Pharos’ library and deep domain knowledge of best practices in all aspects of output, lifecycles, and supply chains. Pharos consultants will deliver future state options to consider that reduce both the cost and risk of output, while improving process efficiency and effectiveness. Based on our proprietary user-level analysis, Pharos’ solution design consistently identifies reduced need for equipment, color capability, and premium features across most office environments – thus driving a lower long term operating cost structure.

Phase 4, Implement, Manage and Optimize the Agreed upon Solution – Pharos’ consultants produce a detailed prioritized decision matrix, business case, and summary of gaps and gap closure recommendations such as:

- Enterprise – Uninstalled Workstations: List of machines which have had the Tracker uninstalled since the specified date.
- Enterprise – Workstation Health: List of machines with the Tracker installed which have not been in use the past month.
- Enterprise – Workstation Install Base: Summary of the status of the installed machines for the selected date range.
- Policy Summary - List of Policy Print policies and their associated rules and groups.

Summary

1. **DOD will achieve toner savings immediately via software.**
2. **Implementation of policy/procedures will provide additional cost savings beyond just reduction of printer devices.**
3. **Additional benefits include the “Secure Print” which will provide a higher level of network security enterprise-wide and lower costs as well.**
4. **The benefit of Pharos “Charge-Back Functionality” enables consolidated data centers to pay by user services rendered to agencies using data centers.**
5. **The reporting functionality enables Enterprises to suggest additional cost savings for clients as a proactive business partner.**

Department of Defense FY 2026

Assumes 17,000 users print 200 pages/month	Yield per Cartridge (pages)	ANNUAL Cartridges	ANNUAL Toner Cost (\$)	ANNUAL Savings vs Baseline (\$)	Annual Savings +Cost of Toner Save	ANNUAL Savings (%)
No Toner Save	1,400	7,322	\$ 1,281,262.50	\$ -	\$	0.00%
Light Save (25%)	1,820	5,632	\$ 985,600.00	\$ 295,662.50	\$ 62,762.50	11.55%
Medium Save (40%)	2,330	4,400	\$ 769,912.50	\$ 511,350.00	\$ 278,450.00	19.95%
High Save (50%)	2,800	3,661	\$ 640,675.00	\$ 640,587.50	\$ 407,687.50	25.00%
Maximum Save (65%)	4,130	2,482	\$ 434,350.00	\$ 846,912.50	\$ 614,012.50	33.05%

About Premier Systems Sales LTD

Established in 1992, Premier Systems is a WOSB specializing in Information Technology Solutions for Commercial, Federal and State Governments. Premier is certified to ISO9001/2008, DCAA Complaint and CMMC Level 1. Government contract vehicles include GSA, NASA SEWPV, NIH CIO-CS, and Navy Seaport-e.

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Premier Systems Sales LTD is Pharos Authorized Partner for Sales, Installation and Consulting in Government and Commercial Accounts. The Pharos Solution can be purchased from GSA, SEWPV – Category A, and NIH-CIO-CS Contracts



COMPTROLLER

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MEMORANDUM FOR: SEE DISTRIBUTION

SUBJECT: Campaign to Cut Waste (CCW) Preliminary Guidance for Reducing Printing Costs Throughout the Department of Defense (DoD)

Executive Order 13589 provides clear guidance to reduce administrative overhead. For DoD, the general theme of reducing unnecessary administrative overhead has already been embedded in our 2010 Secretary of Defense Operational Efficiencies Initiative. It has also been reflected in budgets for Fiscal Years (FYs) 2011, 2012, and 2013. Two noteworthy examples of reductions in printing costs include:

- Replacing the paper leave-and-earnings statement (LES) with an electronic version for DoD employees still receiving a paper LES. As the Services and Defense Agencies complete negotiations with local unions, additional employees will receive electronic versions – resulting in further savings of more than \$3.0 million each year.
- Eliminating nearly 400 internally generated reports (about 60 percent of all non-statutory reports). Vast amounts of staff time and energy have been spent over the years to produce documents that are often of questionable relevance and value, and in many cases rarely read. This reduction in DoD's internal reporting burden, when coupled with a reduction in funding for studies, represents an estimated \$1.2 billion in savings over the next 5 years.

The Department has been working such cost reductions for some time. What we need to do now is follow through on earlier efforts while emphasizing the spirit and intent of the Executive Order. Our efforts thus far have allowed us to significantly reduce excess overhead costs so that we can apply the savings to force structure and modernization. The purpose of this communication is to reinforce the need to remain vigilant, sustain focus, and seek opportunities for further reducing printing costs as we join the government-wide Campaign to Cut Waste.