



Issue no: Q1 FY05

Wishing you a Wonderful Christmas and a Delightful New Year!

The HP Solutions editorial team wishes all of you a fantastic festive season.



Our newsletter is sporting a new look complete with a new name -- it will now be called Solutions Update and will be delivered to you every quarter with the latest developments in printing solutions.

Events

First AP IPG Solution Partners' (Reseller and Developers) Conference held in KL

From August 30 to September 1, more than 40 persons participated in the first AP IPG Solution Partners' (Resellers and Developers) Conference held in Sheraton Subang Hotel & Towers in Kuala Lumpur, Malaysia. Participants include solution channel partners, solution developers and HP staff.

Margaret Ong, Marketing Manager of IPG AP, kicked-off the conference. HP also updated partners on our strategies and plans. During the workshop sessions, participants had the opportunity to learn from HP and our partners.



Solutions & Services Team

- [Cheong Chee Kyong](#)
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Win two HP digital cameras



Selling solutions may earn you a HP digital camera.

The AP Solution team will reward two sales persons who close more than two deals with key IPG solutions every quarter. Each deal should be more than US\$50,000 and the sales person must get an approval from the customer to turn the implementation to a success story.

Key solutions include SecureJet, job accounting and e-form solutions in H1 FY05.

For more information, please contact your country solution manager or seoung-jung.kim@hp.com.



Boot camp in Singapore draws regional partners

HP channel and solution partners across the region gathered in Singapore for a boot camp on November 2 and 3.

Participants, including sales and technical consultants, learnt more about key IPG printing solutions such as SecureJet, MegaTrack and EasyReport. They also had a better understanding of the range of HP solutions available in the market.

Among the partners who presented at the event were Serial Data and EPSOft.

The event was well-received by all the participants, who went home with a wealth of knowledge.



Success stories

Coca Cola Vietnam keeps track of cost with EasyReport

Coca Cola Vietnam faced challenges in controlling its network printers and usage. It did not know who was printing what or the costs incurred by each user or department.

After sizing up the various options available in the market, the drink maker purchased five HP LaserJet 4300DTN printers with EasyReport, a powerful and easy-to-use print job accounting and management solution.

Easy to set up, install and use, EasyReport lets Coca Cola Vietnam assign quota level per user and charge back to each department the number of pages printed, as well as have better management of total printout.

With EasyReport and HP LaserJet 4300DTN, the company can easily manage the printing volume and cost per user effectively, resulting in substantial cost savings.

After a simple installation process, the controls were in place to allow only authorised personnel to use the devices and determine where the colour print jobs were coming from. There was no need for additional hardware investments.

"It is a cost-saving solution," said Y C Huang, President of Yuen Foong Paper Co. "The JetSaver DIMM has been integrated to help us manage and control the usage of our devices. We find it a unique way to continue enjoying the high-quality of colour printing while keeping costs of consumables low, by providing access to color printing only to key employees within the company."

As a result of improved procedural controls, the company has enjoyed cost savings of 30 percent.



New Jetmobile modules for tracking and identification

Jetmobile®
information traceability, security and mobility

Jetmobile has developed a series of special firmware-only modules providing job tracking (for printers and MFPs) and walkup-PIN code authentication (for MFPs only) available at very attractive prices. SecureJet-FXT on HP LaserJet 9055mfp and LaserJet9065mfp tracks, reports and logs all copy/print jobs.

Identification using PIN codes are entered on an external terminal connected to the printer or MFP. Up to 999 users can be registered on each machine.

SecureJet controls access to the copy function, and tracks printer usage.

A SecureJet PS product must be installed on every server performing secure print jobs retention for users and departments pull printing.

The SecureJet-SC (smartcards) will be released this month.

EasyReport Light for SMB customers



EPSOft has launched the EasyReport Light version with colour printing control feature for SMB customers. The new software provides comprehensive job accounting capabilities, including quota features.

With the solution, the IT manager can assign quota for colour printing separately to control colour printing costs.

The end-user price of this version, which can support up to four printers and 50 users, starts from US\$180. Download the demo version [here](#).

Beijing Court seals case with printing solution

The red seal is the stamp of authority in the Beijing Court. After a decision has been made, the seal needs to be stamped on the writ. With only one chop available at each court, it is a challenge for court staff in the various courtrooms to get hold of the seal for the writ, resulting in a long waiting time for parties who need to sign the writ and get the judgment.



In an effort to improve service, the court began looking for a solution to this problem several years ago.



HP partner, Guoke, worked with Huachuang Yiyuan and China HP to deliver a writ seal system for the court. The solution uses HP Color LaserJet 2550In printer to print the seal on the writ. When the decision is made, the judgment can be printed out with the red seal and the parties can get their writ almost immediately. This saves time for the parties involved in the court case and courtroom staff, greatly improving service level.

Last month, 19 courtrooms at four district courts in Beijing began implementing the system using 19 units of HP CLJ 2550In. Most courtrooms of in China will be implementing the solution in the near future.

Jetsaver helps Yuen Foong Paper Co save cost

Yuen Foong Paper Co, one of Taiwan's largest commercial printers, offers commercial printing, invested in five units of HP Colour LaserJet 5500 in 2003.

The superior print quality of the HP Color LaserJet 5500 impressed its staff so much that they wanted to use it to print internal documents as well. This posed a problem as the laser printers were meant to print external



presentations and office documents in colour. With the extended usage of colour printing in the office, printing expenses escalated as the company was not aware of what print jobs were being sent for colour.

Yuen Foong Paper Co turned to HP to solve its problem. HP was able to integrate the JetSaver DIMM solution to address the issue. The JetSaver DIMM solution was a user-friendly software that could build appropriate controls into the HP Color LaserJet 5500, to help manage the costs of colour printing.

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New AP Solutions Web Site

Check out the new AP Solutions Web Site at <http://www.hp-solution.com>



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