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# REVERSING THE 80/20 PARADIGM

## Move away from heavy infrastructure cost and shift to a delivery services focus!

## THREE KEY AREAS OF IMPACTS THAT MAKE IT WORTH THE MOVE

**Troy Pepper**
*Sales*
WEPA, LLC

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# REVERSING THE 80/20 PARADIGM

## WHY SPEND…

**80%**

**OF IT'S PRINT BUDGET ON INFRASTRUCTURE**

## AND ONLY…

**20%**

**ON SERVICES DELIVERED**

## MIGRATE FROM IT-CENTRIC (SERVER-BASED) TO USER-CENTRIC (CLOUD-BASED)

# IMPACT!

1. REDUCE INFRASTRUCTURE COST
2. INCREASE SERVICE DELIVERY
3. IMPROVE STUDENT EXPERIENCE

# REDUCE INFRASTRUCTURE COST

## IT-CENTRIC (SERVER-BASED)

## COST TO MAKE ONE PRINT

- Hardware - Prints/MFD's
- Print Management Software
- Card Reader
- Security Patches
- Transaction Payment Platform
- Service and Support
- Power for HVAC/utilities
- Monitoring
- Print Servers
- Paper
- Software Updates
- Release Station
- PCI Compliance
- Power for Servers
- Systems & Backup

## USER-CENTRIC (WEPA CLOUD-BASED)

## ACHIEVED

1. Eliminate Capital Expense
2. Increase Speed of Deployment
3. Reduce Security Risk
4. Reduce Operating Cost
5. Increase Resource Availability

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# REDUCE INFRASTRUCTURE COST

| COST TO MAKE A PRINT | AS IS IT-CENTRIC (SERVER BASED COST) | WEPA USER CENTRIC (CLOUD-BASED COST) |
|---|---|---|
| Prints/MFD's | $$$ | NONE |
| Print Management Software | $$$ | NONE |
| Servers | $$$ | NONE |
| Consumables | $$$ | NONE |
| Paper | $$$ | NONE |
| Transaction Payment Platform/PCI Compliance | $$$ | NONE |
| Service & Support Contracts | $$$ | NONE |
| Card Readers/Release Stations | $$$ | NONE |
| Facilities, Power, & HVAC | $$$ | NONE |
| Software License Management & Updates | $$$ | NONE |
| Monitoring | $$$ | NONE |
| Total | $$$ | NO CAPITAL COST |

- Reduce Capital Expense
- Increase Speed of Deployment
- Reduce Operating Cost
- Reduce Security Risk
- Increase Resource Availability

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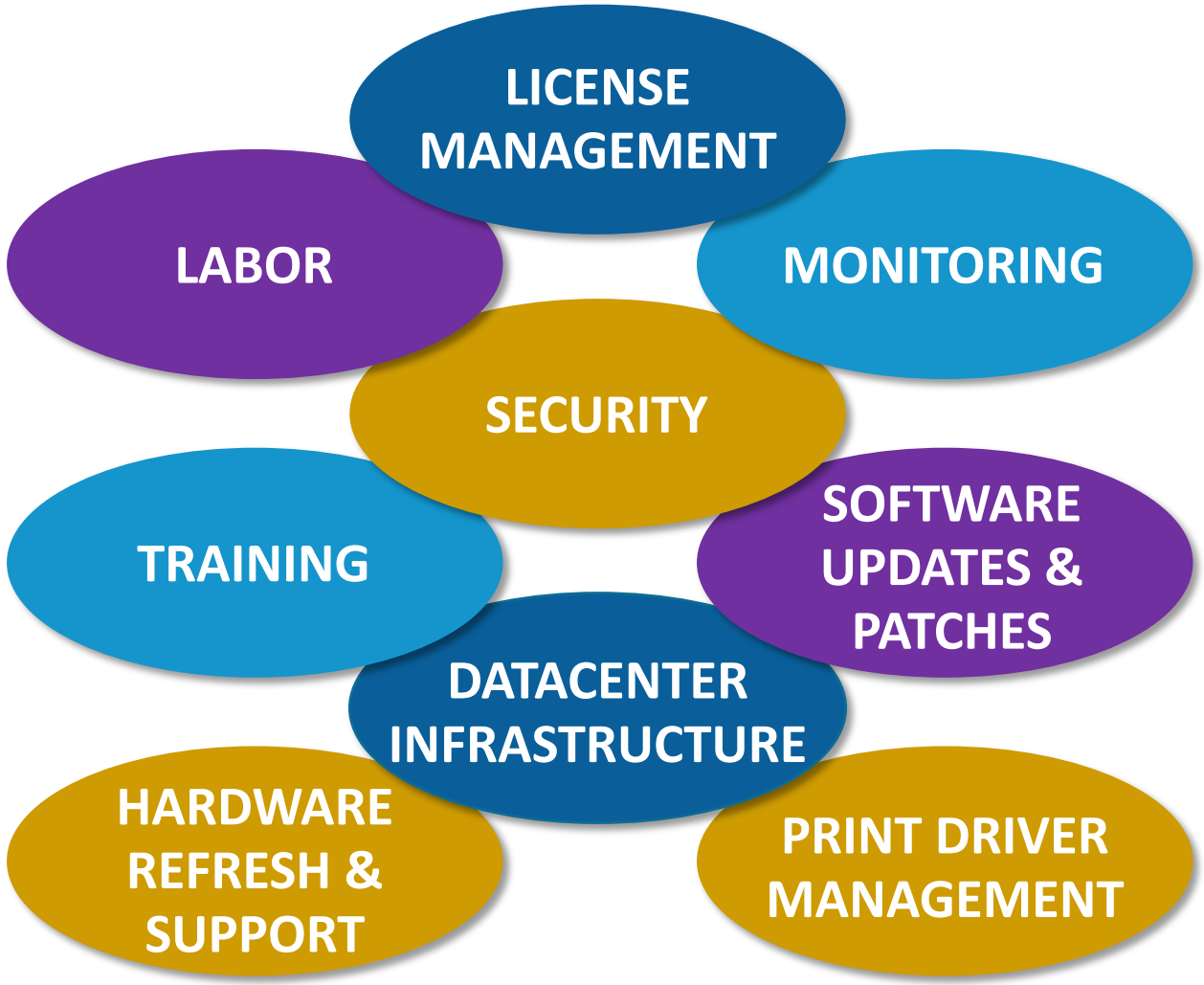
# INCREASE SERVICE DELIVERY

You didn't have to cobble together hardware, software, and security best practices simply to print a page.



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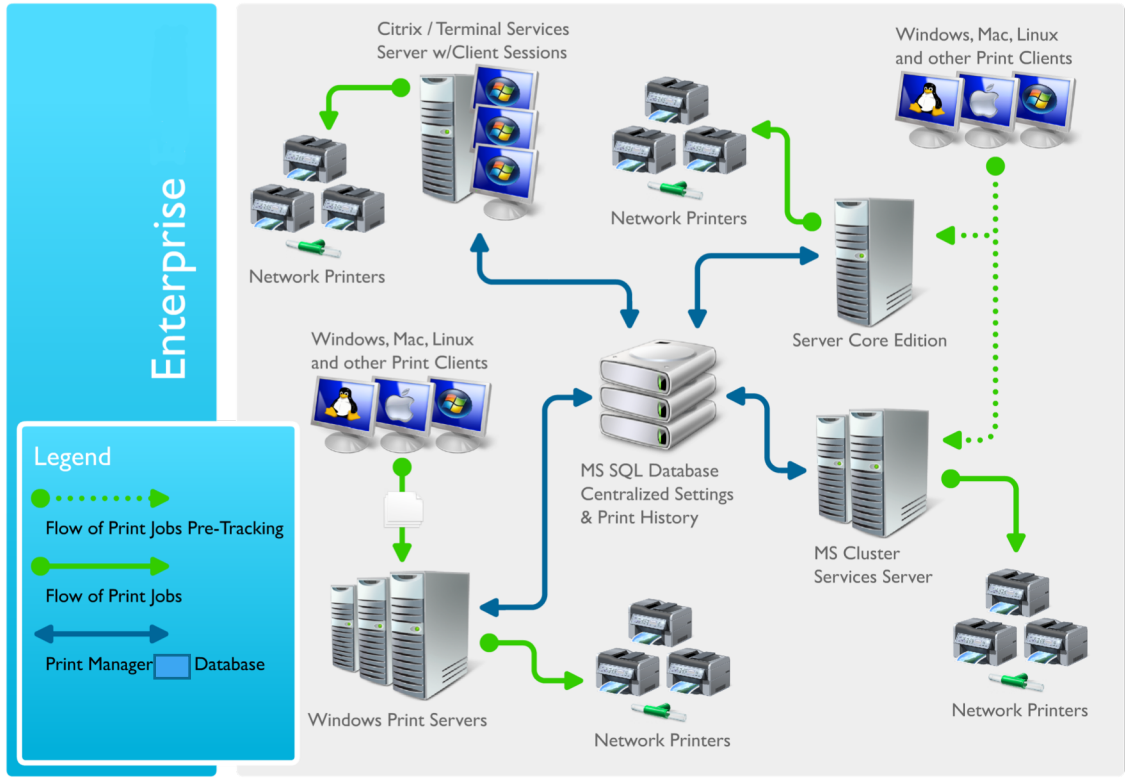
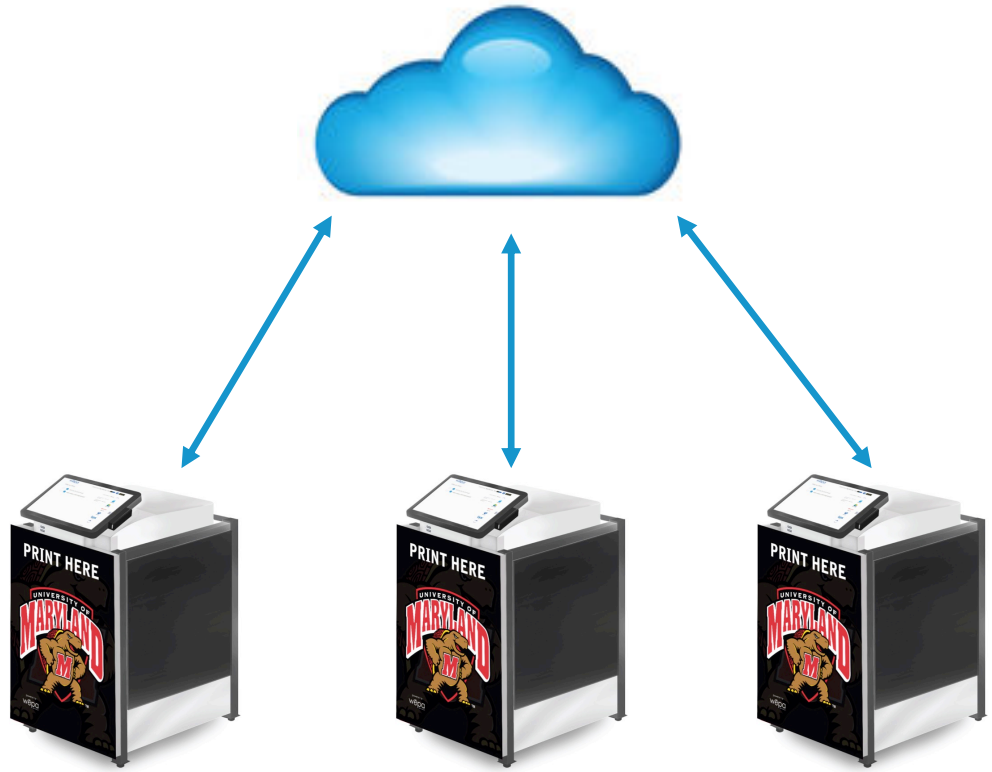
# INCREASE SERVICE DELIVERY

## IT-CENTRIC (SERVER-BASED)




## USER-CENTRIC (WEPA CLOUD-BASED)



# WHAT YOU GAIN!

- STABILITY
- FASTER DELIVERY OF TECHNOLOGY
- INCREASED SECURITY
- ALWAYS UP TO DATE
- INCREASED RESOURCE AVAILABILITY
- 24/7 Alerts & Notification

# WHAT STUDENTS ARE SAYING

There are no computer labs south of campus. This makes it very difficult for me to print out assignments due the next day or late at night. Freshman year, RPCC was very convenient. **There is no equivalent south.**

It would be convenient if there was a **clear, user-friendly list of printers** and their locations.

There should be printers available in **dorm buildings.**

The print system is **hard to configure** and a lot of freshman have trouble setting it up. We are actually having a printing issue right now as I type at work!

*Based on a February 2018 SA Student Print Report at a University in the North East

# EXCEED STUDENT EXPECTATIONS!

- Cross Domain Printing – Print from anywhere
- Immediate technology refresh
- Eliminate file format concerns
- Consistent user experience
- Bring the service to the students
- Document security
- Intuitive / Clean UI
- BYOA – Print directly from Cloud Services and LMS
- No user hardware required
- Accessible to all students - ADA
- Customizable UI, including Institutional Branding
- 24/7 Access to technology

TRADITIONAL CLOUD LMS EMAIL MOBILE WEB USB

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# IMPROVE STUDENT EXPERIENCE

## THE DATA SPEAKS FOR ITSELF

**#1**

**31.05%**

**PRINT DIRECTLY FROM GOOGLEDRIVE BYOA**

**78%**

**PRINT FROM MOBILE**

University of Colorado Boulder (CU) - Print Statistics

Mon May 14th, 2018 13:52 CDT

This page automatically refreshes every 10 minutes (Stop auto refresh)

University of Colorado Boulder

### Print Volume

Show: Today Yesterday **Current Month** Last Month

| Printed | | Print Stations | | Revenue Collected | Mono | | | | Color | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Pages | Sheets | Used | Assigned | | Jobs | Pages | Sheets | % | Jobs | Pages | Sheets | % |
| 223970 | 164511 | 59 | 59 | 23800.86 | 35269 | 206549 | 151156 | 92.22 | 3102 | 17421 | 13355 | 7.78 |

### Sources

Show: Today Yesterday **Current Month** Last Month

| Source / Secondary source | Jobs | Pages | % |
|---|---|---|---|
| LAB / WIN | 4857 | 27231 | 12.16 |
| LAB / MAC | 1247 | 7087 | 3.16 |
| STUDENT / WIN | 1671 | 11640 | 5.2 |
| STUDENT / MAC | 4265 | 26760 | 11.95 |
| MOBILE / ANDROID | 53 | 239 | 0.11 |
| MOBILE / IOS | 264 | 1468 | 0.66 |
| BROWSER / WEBUPLOAD | 4909 | 32620 | 14.56 |
| ETOP / NONE | 5081 | 27115 | 12.11 |
| USB / NONE | 2708 | 15248 | 6.81 |
| CLOUD / BOX | 8 | 17 | 0.01 |
| CLOUD / DROPBOX | 401 | 2281 | 1.02 |
| CLOUD / GOOGLE | 12374 | 69553 | 31.05 |
| CLOUD / MICROSOFT | 200 | 1089 | 0.49 |
| CLOUD / OFFICE365 | 81 | 312 | 0.14 |
| CLOUD / LMS | 252 | 1310 | 0.58 |

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# CLIENT TESTIMONIALS

"I was introduced to Wēpa services in 2011, and Texas Tech University was an early adopter—students continue to be **pleased** with the ease and convenience of this wireless printing solution on our campus."

– Sam Segran, CIO, Texas Tech University

TEXAS TECH UNIVERSITY

"Wēpa **solved printing**. We can't do it **better** than them."

– Nick Thompson, CCLE Coordinator UCLA

UCLA

"I must express my sincere thanks for the **professionalism**, **knowledge**, and **flexibility** shown by your team during the installation of the Wēpa kiosks at University Park and the three campus locations. Wade and Derick were a real pleasure to work with and certainly played a large role in the **smooth** and **successful installation** of the kiosks."

– Blake Bergey, Sr. Manager, Learning Applications & Technologies, The Pennsylvania State University

PennState

"Wēpa is a **great solution** for any campus printing solution. It's **simple** yet so **sophisticated** and the support is great."

– Landon Allen, Network & Audio Visual Specialist, Benedictine College

BENEDICTINE COLLEGE

"We have been using Wēpa for two years, and I still consider it one of the **best decisions** that I've made for services to students."

– Joel Kraft, Director of IT Case Western Reserve University

CASE WESTERN RESERVE UNIVERSITY
COLLEGE OF ARTS AND SCIENCES

# THANK YOU FOR JOINING US