UAES shifts gears to secure printing, cost savings with Equitrac.

Challenge
– Needed to provide secure printing to protect enterprise intellectual property
– Meet corporate cost reduction goals for printing

Solution
– Equitrac® Office® with Follow-You Printing

Results
– Users can print from any MFP using a security badge
– Increased security because print jobs are not released until user swipes a badge
– Anticipated 10% savings

Summary

Established in 1995, United Automotive Electronic Systems Co., Ltd. (UAES) devotes itself to developing and manufacturing gasoline engine management systems, transmission control systems, body electronics and related components, and hybrid and electric vehicle power train systems and components. The Shanghai-based company boasts approximately 6,000 employees and ¥16B in annual revenue. UAES operates in Shanghai, Wuxi, Xi'an, Wuhu, Liuzhou, and Chongqing and primarily serves the Chinese automobile market.

UAES 联合汽车电子有限公司
United Automotive Electronic Systems Co., Ltd.

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IT operation Manager

As with any industry dealing in intellectual property, UAES needed to protect the designs created by its research and development team, as well as confidential documents and proprietary material that could be forgotten on a traditional printer. Additionally, as part of the company's mission is to reduce fuel consumption and CO_2 emissions in China, the initiative turned inward to cut printing costs by at least 5 percent.

Securing its intellectual property
In 2010, UAES began its move to secure documents that would otherwise be left in the open until they could be retrieved. The company's MFP provider recommended Nuance® Equitrac® with Follow-You printing, a print management solution that would allow users to pick up documents at any enabled printer. Users can scan a badge to pick up their print jobs, eliminating the risk of forgotten documents on the printer falling into the wrong hands.

With 2,000 desktop computers to install the print driver on, the upgrade to Equitrac was no small feat. But the hard work paid off: users have found it much easier to print using the print driver, then pick up their documents from any machine with a card reader, which is quick and easy to use. It's convenient and user-friendly, both important keys to product adoption.

Meeting company cost savings goals
Eliminating forgotten print jobs has also gone a long way toward meeting company cost reduction goals. While the company has grown quickly in the past year, it still believes it can meet its 5 percent goal to reduce printing costs. Preliminary calculations suggest a 10 percent reduction compared to the former print management solution used by UAES, which can be attributed to the fact that users no longer forget print jobs, which are then taken accidentally, requiring the original job to be sent to the printer for a second time.

Relieving the printing burden on IT
An unexpected benefit of using Equitrac is how easy it is to install the print drivers themselves. As UAES prepares to set up a joint venture company in China, IT services doesn't expect problems installing the print drivers and integrating the new part of the company. Equitrac is convenient to manage because it is a single print driver, instead of multiple drivers. Additionally, the Nuance installation is able to grow as UAES does, a huge bonus for a company that is adding personnel at a rapid pace.

"Nuance Equitrac is very easy to use. It also helps IT manage the print services, and we're very confident that we can meet our target cost savings," said Liu Yin Jie, IT Manager.

To learn more about Nuance document imaging solutions, please call 1 800-327-0183 or visit nuance.com.

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