Current State

The State University of New York

- [ ] *Estimated $50M annual spend;*

- [ ] *Estimated >625M pages/year;*

- [ ] *Too many devices;*

- [ ] *Too many desktops;*

- [ ] *Too much color printing;*

- [ ] *Too many makes and models;*

- [ ] *Too many moving parts;*

- [ ] *11x17 used in < .05% of printed pages*

System-wide, SUNY prints ten (10) towers of paper each day… where does it all go?

- *Original projected savings of $12M/year, increased to $15-20M/year*
- *Impact of Covid:*
  - *$9.7M estimated savings in 2020*
  - *$12.4M estimated savings in 2021*
  - *Print volume reduced by 42.5% from 625M to 360M pages*
  - *Users that print reduced by 62.8% from 215K to 80K*
  - *Covid has taught we can live, teach and grade without paper*
- *Industry does not expect volume to ever return to pre-Covid levels*
- *SUNY needs to plan for where volume will be not pre-Covid*
- ***NOW** is the time to **think LEAN** and **plug the budget deficit**.*

Initiative is as much about managing "change" as it is about managing "print."

❑ *Savings*
   ≈ $15-20M/year

❑ *Sustainability*
   Fewer devices; less: paper, water, energy, waste

❑ *Simplification*
   Fewer administrative tasks; One number to call for service

❑ *Standardization*
   Three (3) models; One (1) software platform

❑ *Security*
   All devices on network, secured & mobile-print capable

Changes in Print Industry and at SUNY

From:

- *More waste & cost*
- *Low device utilization*
- *More print & paper*
- *Less secure*
- *Desktop & Single-function*
- *Expensive 11x17'' (A3)* devices*

To:

- *Improved sustainability & savings*
- *High device utilization*
- *Less print & paper; More digital*
- *More secure*
- *Multi-function devices w/scan*
- *Efficient letter/legal (A4)* devices*

*A3 devices are much larger and can print on sheets of paper up to 11x17." A4 devices are smaller, just as robust and print on sheets of paper that are letter and legal – and more than 50% less expensive. SUNY is moving away from A3 devices to A4 devices.

SUNY Sustainability Impact

Within three (3) years, SUNY will:

- ❑ *Reduce the number and impact of printers by 50% and paper by 36% (225M pages/year)*

- ❑ *Save 27,000 trees/year*

- ❑ *Reduce greenhouse gas emission by 2.25M pounds/year, or >1 ton/year*

- ❑ *Conserve more than 23M gallons of water/year*

SUNY Strategic Actions

Complete optimization and savings realization by 2024

(for all SUNY Campuses)

- ❏ **Engaged both state-operated and community colleges in cross-functional teams**
  Finance, IT, Operations, Procurement

- ❏ **Built Print Policy and Print Procedure**
  Approved by SUNY Senior Leadership

- ❏ **Industry Leading software and expertise**
  Pharos Software and professional services

- ❏ **SUNY Systemwide Contract**
  Industry Leading Print Services Company
  - Toshiba
  - For select SUNY-owned and new devices

SUNY — The State University of New York

- ✓ **Reduce high cost of**
  - color
  - 11 x 17"
  - devices
  - underutilization

- ✓ **Move to DIGITAL more quickly**

- ✓ **More secure**

- ✓ **Achieve TCO $.016/page**

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- ❑ *Centralized campus decision-making for print procurement*
- ❑ *Shift to fewer, more powerful devices**
  Increase device utilization by 50%
  Reduce SFPs by 75%
  Eliminate all desktop/personal devices
- ❑ *Reduce color by 50%, accessibility to color*
  Color is 15% of volume but >50% of costs
- ❑ *Standardize & extend distance between devices*
- ❑ *Shift to A4 (letter/legal) as primary device*
- ❑ *Reduce mono volume 35%*
- ❑ *Increase duplex 100%*
- ❑ *100% of devices secured, networked*

*Print shops and specialty printing are currently out of scope

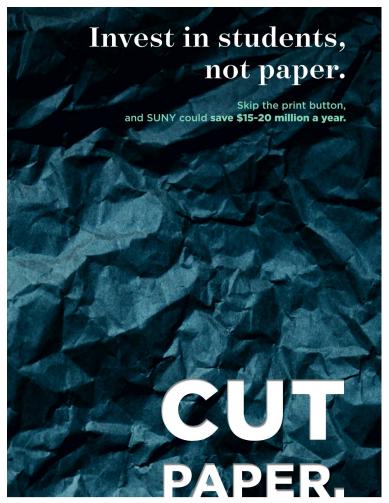# ALL of SUNY Needs to be Involved

… SUNY would save >$6.5M/year.

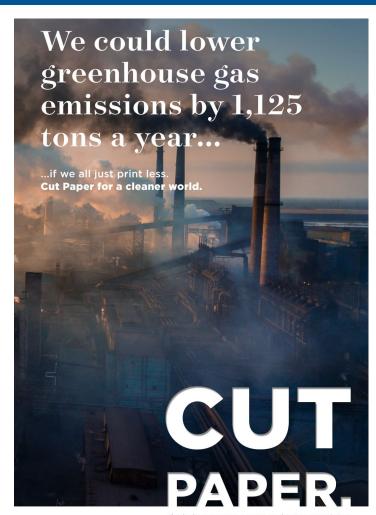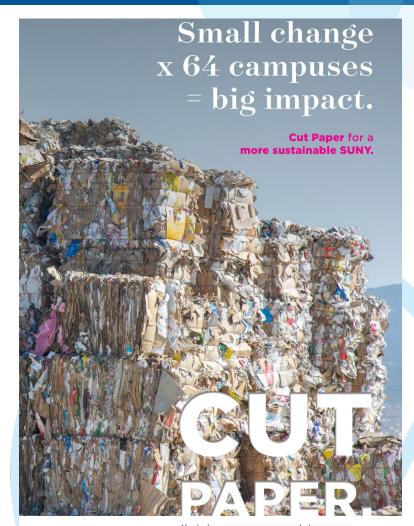If every person at SUNY that prints…

printed just 2 pages fewer per day…

Invest in students, not paper.

Skip the print button, and SUNY could **save $15-20 million a year.**

CUT PAPER.

tip: help conserve paper and set your printer default to duplex (two-sided printing).

We could lower greenhouse gas emissions by 1,125 tons a year...

...if we all just print less.
Cut Paper for a cleaner world.

CUT PAPER.

tip: help conserve paper and set your printer default to duplex (two-sided printing).

Small change x 64 campuses = big impact.

Cut Paper for a **more sustainable SUNY.**

CUT PAPER.

tip: help conserve paper and share more documents electronically.