

Cardinalprint

SECURE · SUSTAINABLE · EFFICIENT

WHAT IS CARDINAL PRINT?

Cardinal Print is a managed print program that makes printing more secure, sustainable, and efficient. Stanford Redwood City (SRWC) is an early adopter of Cardinal Print, and Canon Solutions America's Global Managed Services is the preferred supplier.

THE PROBLEM WITH PRINT

Canon assessed Financial Management Services (FMS) before the department moved to SRWC to establish a print usage baseline, revealing:

- Multiple manufacturers, models, and service vendors
- Supplies ordered ad hoc without leveraging economies of scale
- No single point of contact and inconsistent service levels
- A 4:1 user-to-device ratio
- Wasteful, paper-intensive workflows with insecure documents



THE CARDINAL PRINT SOLUTION

Canon provided FMS a Total Cost of Ownership (TCO) analysis with the following goals:

- Reduce the overall number of output devices
- Increase user-to-device ratio
- Replace single function devices (SFDs) with multifunction devices (MFDs) wherever possible
- Print in color only when necessary
- Measure and reduce overall output (copying, printing, scanning)
- Reduce the overall cost of printing

Stanford

Rethink Your Workflow:

Financial Management Services (FMS) at Redwood City



WHY FMS CHOSE CARDINAL PRINT

When the FMS department moved to SRWC, they reduced 39 devices to 9 MFDs shared with two other departments, achieving:



100% Personal Printer Reduction



91% Reduction in Variety of Models



77% Device Reduction



60.7% Electrical Savings



41:1 User to Device Ratio, a **10x** Improvement



15.1% Print Avoidance Savings



12.9% Black & White Default Savings



Rethink Your Workflow:

Financial Management Services (FMS) at Redwood City



Design

- Full assessment for thoughtful administration
- Seamless Help Desk support
- Quarterly Business Reviews

“Cardinal Print is easy and I love it... there’s no chance of anything confidential being seen by someone who shouldn’t see it...and I’m more mindful about what I print.”

- Suzanne Ferris, Assistant Vice President, Human Resources for Business Affairs



People

- Dedicated Stanford UIT and FMS program team
- Convenience Care Representative for proactive service and consumables replenishment
- Technical Operations Specialist for dedicated software support
- Managed Output Analyst for customized reporting

“Approximately one-third of Stanford’s cyber vulnerabilities are associated with printers. As Cardinal Print is adopted throughout the university, our cybersecurity posture will improve substantially.”

- Michael Duff, Assistant Vice President and Chief Information Security Officer



Technology

- ENERGY STAR® certified imageRUNNER ADVANCE devices
- Netaphor SiteAudit device monitoring software
- Pharos output management software for secure badge printing



The Cardinal Print Program is a university-wide strategic initiative, a partnership between Financial Management Services (FMS) and University IT (UIT), with the guidance of university leadership and representative members of the Stanford community, to identify and act upon opportunities to increase efficiencies, improve user experience, and save money.



JOIN US

To learn more about Cardinal Print, visit cardinalprint.stanford.edu or contact the team at cardinalprint@lists.stanford.edu