

Malayan's printing operations savings insured by Kyocera Ecosys printers.



Malayan Insurance is the biggest non-life insurance provider in the country. They guarantee their clients the best plans and the most reliable service. Operating since 1930, Malayan has always been in the forefront of offering new and innovative insurance products in the Philippine market. Just like their promise of reliability and cost effective solutions to their customers is their need for Malayan's printing solutions.

Around 30 or more units of Ecosys printers are deployed throughout Malayan with a variety of FS-720, 820, 920, 1020D, and Fs-9120DN.

Malayan started using Kyocera printers two and a half (2 ½) years ago and has since continued to deploy Ecosys printers because of the savings they get.

Malayan officials state that: "Kyocera is a bit expensive than HP in some models in the really low end category but the consumables running cost of Kyocera and the long drum life more than make up for the initial price."

"In the long run makakatipid kami sa Kyocera compared to HP because of consumables."

Savings using Kyocera since mid 2004 vs. brand H.
approx:

P 989,000

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Overview

Profile:

- Malayan Insurance is the biggest non-life insurance provider in the country. They guarantee their clients the best plans and the most reliable service.

Challenge:

- To minimize time in printing operations and provide cost savings in printing.

Solution

- Deploy a wide range of Ecosys printers from low end for desktop printing of small groups such as sales groups up to A3 and high volume printers for big workgroups and big printing loads.

Benefits

- The duplex printing in some models helps some groups print more efficiently and faster since they require back to back prints. The entire company is benefitting from the low cost per print of Ecosys printers. Toner replacement is less due to high capacity toners and drums seldom need replacement so downtime is much less as well.

