

# Reducing Waste, Removing Inefficiency

Real-world examples of PrintStack's value



## Before PrintStack<sup>™</sup>

## After PrintStack<sup>™</sup>

### Top 3 Telecommunications Provider

Decentralized approach to purchasing, kitting and distributing point-of-purchase materials to 14,000 locations.

Merged program into three regional Taylor centers, handling over 21 million pieces a month. Annual savings of \$18MM.



### Global Wine and Spirits Company

Brand managers and creative services had 40+ point-of-sale SKUs without a disciplined approach to ordering.

Reduced SKUs down to four, resulting in massive program efficiency and reduced costs by leveraging economies of scale.



### Top Domestic Airline

No visibility or consistency in ordering of print SKUs. Use of plane cargo space for SKU distribution resulted in lost revenue.

PrintStack technology provided visibility and control over complex print program. Re-engineered SKU production processes to eliminate waste and improve cycle time.



### Multi-Brand Casino Operator

Spent \$150K per month on lease for an internal print shop with 85% open capacity. Weren't leveraging paper purchases.

Reduced cost to \$104K per month by closing internal print shop and deploying PrintStack ordering platform.



### Top 10 Bank

Lack of visibility into true program costs for print distribution and storage costs resulted in inflated vendor margins.

A PrintStack Assessment and implementation resulted in 16% total cost savings and increased control over the programs.



### Commercial Insurance Provider

The use of seven print vendors was resulting in a sub-optimized approach to print production and fulfillment.

Provided a single, strategic view of all their print and transitioned to on-demand with all warehousing, fulfillment and kitting in a single location.



### Top 5 Personal Insurance Provider

An inefficient co-mingling approach to mailing was used.

\$400K in postage savings through co-palletization solution, the right approach for the program.



### Managed Care Organization

Two in-house print centers and a 30,000 sq. ft. warehouse with inefficient equipment increased production costs.

Reduced \$3.3MM on a budget of \$10.8MM by fully divesting the print operation to Taylor. Savings were reinvested into top-line growth activities.



### Global Business Equipment Provider

Inefficient use of internal resources to design, source, print and fulfill technical literature programs.

Cost savings of \$250K were realized in the first year. PrintStack team is deployed to conduct due diligence on each company acquisition.