

# Head & Neck Institute Finds Peace of Mind and Immediate Savings



**Industry:** Healthcare

**Services Used:** Printers + Copiers

“I didn’t want to spend any more money, but he sat down and took the time to find what was the best fit for our company. The transition was seamless... We are saving money and the customer service has been great. We’ve been very, very happy.”

**RACHEL FREMONT, ACCOUNTING**  
Michigan Head & Neck Institute

## Customer Challenge

Michigan Head & Neck Institute processed several documents and records daily, with many files requiring fax, scan, print, and distribution options. Their accounting department was searching for an office technology provider that would lower costs, without sacrificing quality.

## Applied Solutions

Applied Innovation met with their staff to analyze the current print environment. By taking time to understand the Institute’s needs, Applied was able to define the best solution: upgrade existing equipment to a multifunction printer (MFP). With advanced features that boost productivity and security and the option to lease the device, the Institute was able to lower costs and upgrade capabilities.

## The Benefits

**Huge monthly savings and lower overhead**

**New MFP with advanced features allows for more scanning and less faxing**

**Seamless transition**

**Peace of mind due to Applied’s Customer Loyalty Center**



At Applied Innovation, we have over 35 years of technology expertise, 500+ team members, world-class brand partners, and a passion you’ll rarely find in a business like ours. Plus, as an independent dealer, we have the autonomy to always do what’s right for you.

Whether your goal is adopting new technologies, making smarter use of the tools you already use, or maybe a mix of both, our people are always available. And always happy to help.