

# East Michigan College Reduces Costs by Upgrading Entire Print Fleet



**Industry:** Higher Education  
**Services Used:** Copiers & Printers

“They’re dependable. They live up to what they promise. They exceed your expectations. It’s worked out to be a great relationship and one of the most satisfying contracts I’ve ever had.”

**FRED STEINER, PURCHASING DIRECTOR**  
Henry Ford College

## Customer Challenge

With 14,000 students and two campus locations, Henry Ford College was ready for an upgrade. They were looking to replace the college’s entire equipment fleet and they had key factors to consider including machine quality, price, service, response times, and overall customer service approach. They were looking for a partner who would work with their existing provider, assess the best machine for each location, remove the old equipment and install the new, and train their teams.

## Applied Solutions

In a two-week period, Applied Innovation replaced and upgraded 52 pieces of equipment including multifunction printers (MFPs), desktop printers, and production machines. Applied’s experts hosted training sessions with each department to provide a seamless transition. The new fleet was integrated with the college’s existing technology infrastructure and offered advanced features allowing for more effective security settings.

## The Benefits

Applied Innovation’s 35 years of experience in the education industry

Savings of over \$110K year after year since choosing Applied Innovation

Technicians are only one call away, keeping productivity high and maintenance low

Increased security, managed access to each device, sensitive documents are protected

Dependable and robust equipment



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.